



*Cities of: Buena Vista, Harrisonburg, Lexington,
Staunton, Waynesboro, & Winchester
Counties of: Augusta, Bath, Clarke, Frederick,
Highland, Page, Rockbridge,
Rockingham, Shenandoah, & Warren*

GO Virginia Region 8 Regional Council Agenda

Winchester Regional Airport New Terminal

Tuesday, April 22, 2025, at 10:00 AM

Virtual Zoom: <https://zoom.us/j/94921453358?pwd=uMkidfA47BftMMfSCxpTcerGtIBMaT.1>

Agenda #	Time Allocation	Agenda Item	Speaker
1	10:00a	Call to Order and Welcome	Yolanda Shields, Chair
2	10:05a (10min)	Introductions/Roll Call/Quorum Confirmation	Alison Varner-Denbigh, Exec. Director
3	10:15a (5 min)	Welcome to Winchester Regional Airport (OKV)	Nick Sabo, OKV Executive Director
4	10:20a (5 min)	Approval of January 28, 2025 Regional Council Meetings Minutes *(attached)	Yolanda Shields, Chair
5	10:25a (5 min)	Approval of New Regional Council Members* and Term Extensions* (attached)	Yolanda Shields, Chair
6	10:30a (3 min)	Grant Review Committee Report	Ashley Driver, GRC Chair
7	10:33a (5 min)	Laurel Ridge Community College: Expressways to Power- Powerline Training Program (attached)	Jeanian Clark, LRCC
8	10:38a (10 min)	Financial Update and Approval of FY26 Region 8 Budget* (both attached)	Brandon Davis, NSVRC Director
9	10:48a (10 min)	Talent Pathways Initiative Update	Sharon Johnson, SVWDB & Mason Bishop, WorkED Consulting
10	10:58a (10 min)	Growth & Diversification Plan	Ann Cundy, CSVDC Director
11	11:08a (8 min)	Project Pipeline Status	Alison Varner-Denbigh, Exec. Director
12	11:16a (15 min)	Appreciation of Service for April 2025 Term expirations	Yolanda Shields & Alison Varner-Denbigh
13	11:31a (8 min)	Public Comments	Open Floor
14	11:39a	Closing Comments/Adjournment	Yolanda Shields, Chair

Next Regional Council Meeting – Tuesday, July 22, 2025 (10:00a – noon) at Blue Ridge Community College Plecker Building.

Vote Required *



Region 8

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GO VIRGINIA REGION 8 COUNCIL MEETING MINUTES

Tuesday, January 28, 2025, 10:00 am

All Virtual Meeting

FIRST	LAST	AFFILIATION	ATTENDED
Devon	Anders	InterChange Group	V
Emily	Marlow Beck	Marlow Auto Group	V
Kim	Blosser	Laurel Ridge Community College	
Eric	Bond	Augusta County Schools	
Janet	Clarke	Clarke Consulting, LLC.	V
Ed	Daley	Interim County Administrator	
Dottie	Day	Navy Federal Credit Union	V
Randy	Doyle	Shenandoah Valley Workforce Development Board	V
Ashley	Driver	AD Engineering, LLC	V
Tracy	Fitzsimmons	Shenandoah University	V
Mike	Goertzen	Serco, Inc.	V
John	Graves	Luray Caverns Corporation	V
Conrad	Helsley	NSVRC Board	V
Greg	Hitchin	Waynesboro Economic Development Director	V
Bobby	Hobbs	Senior VP, Cornerstone Bank	V
Lai	Lee	High Meadow Strategies	V
Tracey	Luellen	Senior HR Manager, Toray Plastics	V
Keith	May	Cottonwood Commercial	V
Mary	McDermott	Shenandoah Valley Angel Investors	V
Mark	Merrill	Retired Medical Professional	V
Kathy	Moore	Moore Public Relations	V
Doug	Moyer	Sentara RMH Medical Center	V
Cary	Nelson	President, H.N.Funkhouser & Co.	V
Yolanda	Shields	YesBuilds	V
Bruce	Simms	Virginia Regional Transit	V
Mike	Stolarz	UTS Systems	V
Anthony	Tongen	James Madison University	V
Dave	Urso	Blue Ridge Community College	V

Support staff attending included: Alison Varner-Denbigh (GoVaR8 Executive Director, Ann Cundy (CSPDC), Brandon Davis (NSVRC), Jay Langston (SVP) and Cody Anderson (DHCD).

Virtual guests included: Sharon Johnson (SVWDB), Jeremy Crute (CSPDC), Shara Gibson (DHCD), Joseph Dennie (DHCD), and Nina Fox (Page County Economic Development).

Call to Order and Welcome

The January 28, 2025 Council meeting for GO Virginia Region 8 was called to order by Chair Mark Merrill at 10:00 a.m. Merrill asked those in attendance virtually to introduce themselves. Merrill also reminded the attendees about the public nature of the meeting and the need to follow state laws/regulations.

Roll Call

Alison called the Council roll, and a quorum was confirmed.

Welcome to First Regional Council Meeting of 2025

Merrill introduced Alison as the newly contracted executive director of GO Virginia Region 8 who started cross-training with Deborah Flippo in November 2024 and only in her director role for 28 days. Merrill spoke on how proud he is that during the last year, we've been able to repopulate the council members, created a list of potential candidates, completed the search for a new executive director, had a successful leadership transition, maximized the regional funding, and created a good pipeline of projects. Merrill expressed his gratitude and thanked the new members for serving.

Consent Agenda

Lai Lee motioned to approve the consent agenda item of October 22, 2024 meeting minutes, followed by a second from Conrad Helsley. The consent agenda item was approved by unanimous vote.

Nominating Committee Report and Recommendations

Merrill explained that the Executive Committee acts as the Nominating Committee to propose new Council members, regional chair, and vice-chair positions for Council vote. The Executive Committee nominates Dr. Yolanda Shields as the incoming GO Virginia Region 8 Chair and Janet Clarke as Vice Chair for two-year term. Chair Merrill took the Nominating Committee's recommendation as a motion to elect these two individuals to Council Leadership roles, seconded by Tracy Fitzsimmons. The Council voted unanimously to approve the new Chair and Vice Chair.

Alison delivered an appreciation gift to Mark Merrill prior to the meeting to express our gratitude for his leadership as chair this past year and serving on the regional council since 2017.

Executive Director's Report

Alison introduced herself and explained that she is contracted through her 5 Clover Consulting, LLC company to NSVRC (who is the fiscal agent for GO Virginia Region 8) for her position. Alison thanked the executive committee for the opportunity and feels very confident she received excellent cross-training from Deborah Flippo (outgoing executive director). Alison listed all of the accomplishments that occurred in the last three weeks which included finalizing two grants with DHCD (Clarke County Camp 7 and SVP Blue Mountain projects), assisting Page County Meat Processing Project in application process, hosted an executive committee meeting, supported grants review committee meeting, activated the Growth & Diversification Committee, formed a Talent Pipeline Initiative Ad-hoc committee, updated spreadsheet identifying all members/committees/new leadership/terms, consolidated all potential projects into the pipeline spreadsheet and completed website training. She said that it has been a bit of a whirlwind in addition to preparation for this council meeting. Alison spoke about her goals for the next 60 days and welcomed feedback.

Grant Review Committee Report

Chair Shields thanked Grant Review Committee Chair Tracy Fitzsimmons for the committee's work on the grant application being submitted for approval today. Fitzsimmons noted her appreciation for the work Deborah, Alison and DHCD did in the application process.

Page County Meat Processing Cooperative

Fitzsimmons explained this application is requesting \$87,450 funds to support the creation of a Meat Processing Cooperative to help solve the local producer's bottleneck in the aging, storing, and fabrication stages of beef production. \$37,000 funds will be used to create legal frameworks for partnerships, especially for processing steps not covered by the facility itself, such as live receiving and harvesting. Additionally, funds will be used to develop legal agreements supporting the Public-Private Partnership, which includes drafting the legal documents that formalize the public-private partnership between the localities, producers, and the other stakeholders. \$27,375 funds will be used to develop generic design of cold storage and shipping areas that will ensure the facility can efficiently handle and store processed products for distribution. \$17,325 funds will go towards the design plan for the carcass receiving area and cooling systems to ensure that the facility adheres to processing requirements.

Nina Fox of Page County (the applicant), explained more about the bottleneck of beef processing for local farmers and surrounding areas. Farmers are having to ship their beef out west or up north which cut into the profits. The Cooperative will bring benefit to the entire Mid-Atlantic Region. Other State and Federal organizations are in support of this project and will be funding other elements of the project. Fitzsimmons noted that this is a GO Virginia Planning Grant under the threshold of \$100,000 which means it will not go to the State Board for approval but reviewed by GO Virginia Administration for approval in March 2025.

Fitzsimmons made a motion on behalf of the GRC Recommendation to support the Page County Meat Processing Cooperative for \$87,450, seconded by Mark Merrill. The roll call vote to approve was unanimous. Fitzsimmons noted this will be her last grant as chair of the grants committee with her end term date approaching in April.

Project Status Updates

Alison stated that the internal Closed Report and Open Project Report do not tie to the Financial Status Reports of Brandon Davis. Alison will have it corrected by next quarter and report her findings. Alison did provide the Closed Projects and Open Projects Reports for review. Alison also presented the Project Pipeline Spreadsheet.

Financial Status Report

Brandon Davis with NSVRC stated there is \$609,705 in the Per-Capita Fund minus the tentative Page County Meat Processing Grant awaiting state approval of \$87,450 equating to a balance of \$522,252 remaining for FY25 year. Davis stated that GO Virginia Region 8 made a good decision to hire Alison Varner-Denbigh as the new executive-director and looking forward to working alongside her. He stated that he will help to resolve the discrepancy between the Region 8 internal reports and the fiscal DHCD financial reports that match CAMS.

Talent Pathways Initiative Update

Sharon Johnson, the executive director of the Shenandoah Valley Workforce Development Board (SVWDB) and the administrator on the TPI \$250,000 Grant Project for Region 8, gave a presentation on the TPI status and updates. The three takeaways are 1) Establish and Convene Sector-Based Partnerships, 2) Increase Flexible Work-Based Learning Opportunities, and 3) Work with employers to develop career pathways and defined job roles. Johnson went into depth on the data collection process, interviews with stakeholders, and ongoing efforts for the July projected completion date. An Ad-Hoc committee has been formed to participate in monthly meetings with Johnson to assist in evaluation of the data used, reviewing the analysis, identifying any potential gaps, review status reports, and offer support overall.

Growth & Diversification Plan Update

Ann Cundy of the Central Shenandoah District Planning Commission (CSDPC) gave a presentation on the DHCD request for a thorough analysis of region 8's economic development needs in relation to GO Virginia's areas of focus. Cundy spoke on the process of the project which included the creation of a G&D steering committee, stakeholder engagement feedback via an online survey, targeted industry sector focus groups, use of JobsEQ and VOEE data to

evaluate the performance of the region's economy, complete a targeted industry sector analysis, complete a targeted industry sectors skills gap analysis, develop goals/actionable strategies, and complete a SWOT analysis. The G&D plan needs to be submitted to DHCD by October 31, 2025.

DHCD Dashboard Introduction

Cody Anderson of Department of Housing and Community Development (DHCD) presented the newly created GO Virginia statewide dashboard. The data can be viewed by each region, by targeted industry cluster type, and by framework allocations (dollars and by number of projects). Anderson clarified that this just went live on January 1, 2025, and that it is still a work-in-progress. The information will be updated quarterly at minimum. He encouraged everyone to check it out. Link: [GOVA Dashboard | Tableau Public](#)

Council Chairman's Report

Shields thanked the Regional Council for voting her for the role of GO Virginia Region 8 chair. She expressed her excitement and appreciation for being part of an amazing organization. She looks forward to the opportunities that this council can accomplish in our region.

Public Comment

No public comment was offered.

Next Council Meeting

April 22, 2025, starting at 10:00am, at the Winchester Regional Airport's new terminal.

Adjournment

With no further business before the Council, Fitzsimmons motioned and Merrill seconded for close of the meeting. Shields adjourned the meeting at 11:59 a.m.



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Recommendation

Date: April 14, 2025
To: Region 8 Council Members
From: Dr. Yolanda Shields, Council Chair
RE: Election of New Council Members

The Region 8 Executive Committee has evaluated both industry sector and geographical representation in regard to the six open seats on council to ensure balance remains. By way of this recommendation, the Executive Committee nominates the following business and community leaders to the Council, with terms outlined below, becoming effective at the April 22, 2025 Council meeting.

Mitchell “Mitch” Moore has over 40 years of accomplishments in both educational and nonprofit administration which include Vice-President roles in three of our Shenandoah Valley’s institutions, James Madison University, Bridgewater College, and now Shenandoah University. Mitch is a past board member of the Council for Advancement and Support Education, past chair of the Top of Virginia Regional Chamber, and serves as SU’s liaison to municipal and civic entities. Mitch is nominated to serve a 4-year term.

Hobart “Hobey” Bauhan has served as President of Virginia Poultry Federation since 1998. Hobey also serves on the Virginia Board of Workforce Development and the advisory committee on International Trade of VEDP. Mr. Bauhan has held positions in the Virginia Governor’s office administration, U.S. representative’s office as legislative director, past chair of the Harrisonburg Electric Commission, past chair of Harrisonburg-Rockingham Chamber of Commerce, and the Governor’s Advisory Council on Revenue Estimates. Hobey is nominated to serve a 4-year term.

Lisa Botkin is the executive director of the Shenandoah Valley Airport Commission (SHD). Ms. Botkin has 15 years of private accounting experience and worked her way up the ranks at SHD starting in 1999. She has served as treasurer for Virginia Airport Operators Council, which represents Virginia’s 66 public use airports, where she has received the President’s Award on two different occasions. Lisa serves as a member of the Shenandoah Valley Society for Human Resources Management and Shenandoah Valley Partnership. Lisa is nominated to serve a 4-year term.

Shawn Pellington is the Vice President of operations for McKee Foods in Stuarts Draft. Mr. Pellington received his start in HR where he holds many certifications including Senior Professional of HR (SPHR), Certified Benefits Professional (CBP), and Certified Compensation Professional (CCP). Shawn serves as the director for Virginia Manufacturers Association and member of the Greater Augusta Regional Chamber of Commerce. Shawn is nominated to serve a 4-year term.

Two seats will remain open at this time.

The Region 8 Executive Committee recommends term extensions for the following council members:

Dr. Yolanda Shields, Current GoVaR8 Chair – 4 year term to April 2029
Emily Marlow Beck, Marlow Auto Group President – 2 year term to April 2027
Ashley Driver, GRC Chair – 2 year term to October 2027

All three of these Council members have been strong Council members, attending majority of Council and committee meetings, and two hold chair leadership positions. We appreciate their service and their desire to continue.



GO Virginia Shenandoah Valley Region 8

Comprehensive Financial Dashboard

ALL FISCAL YEARS

Reporting as of: 4/22/2025

Notes:
amounts
CONTRACTED amounts
Planning Grant
Red font indicates a closed-out project
Blue font indicates closeout submitted awaiting final review & approval
Green font indicates a pipeline project not yet under contract

Closed projects show ACTUAL
Active projects show
* Indicates

Revenues by Funding Source	FY18-20, 22 Funds	FY21 Funds	FY23 Funds	FY24 Funds	FY25 Funds	TOTAL
Per Capita Grant Funding	\$ 4,184,085.00	\$ 1,069,775.00	\$ 1,078,449.00	\$ 1,081,613.00	\$ 1,085,209.00	\$ 8,499,131.00
Funds Recaptured by General Assembly	\$ (966,925.00)	-	-	\$ (43,469.06)	-	\$ (1,010,394.06)
Talent Pathways Initiative Funding		-	-	\$ 250,000.00	-	\$ 250,000.00
ERR Program (Completed)	\$ 589,880.58	-	-	-	-	\$ 589,880.58
Total Funding:	\$ 3,807,040.58	\$ 1,069,775.00	\$ 1,078,449.00	\$ 1,288,143.94	\$ 1,085,209.00	\$ 8,328,617.52
-						
Expenditures by Project	FY18-22 Projects	FY21 Projects	FY23 Projects	FY24 Projects	FY25 Projects	
	19 Closed Projects \$ (3,876,980.31)	Ag Innov Center - BV \$ (550,000.00)	SHD Technology Park \$ (993,300.00)	GO2Work \$ (884,500.00)	Clarke County Site Development Planning Grant \$ (170,625.00)	
			Capacitor Incubator Program \$ (395,067.00)	Winchester Regional Airport Authority Land Planning Study* \$ (100,000.00)	Blue Mountain Site Extended Due Diligence \$ (348,810.00)	
			Talent Pathways Initiative - Shenandoah Valley Workforce Development Board \$ (250,000.00)	Blue Mountain RIFA Site Feasibility Study* \$ (78,630.00)	ShenValley Meat Processing Cooperative \$ (87,450.00)	
				Winchester Advanced Air Mobility Pipeline Study* \$ (71,000.00)	Expressways to Power - Lineworker Training Program \$ (401,374.00)	
Total Funds Allocated:	\$ (3,876,980.31)	\$ (550,000.00)	\$ (1,638,367.00)	\$ (1,134,130.00)	\$ (1,008,259.00)	\$ (8,207,736.31)
Total Funds Unallocated:	\$ (69,939.73)	\$ 519,775.00	\$ (559,918.00)	\$ 154,013.94	\$ 76,950.00	\$ 120,881.21
Planning Grant Subset Allocated:	\$ (208,065.33)	\$ -	\$ -	\$ (249,630.00)	\$ (87,450.00)	
Planning Grant Subset Unallocated:	\$ 177,018.55	\$ 250,000.00	\$ 250,000.00	\$ 370.00	\$ 162,550.00	



**Shenandoah Valley Region 8 Capacity Building
 FY2025 Capacity Building Budgeted Revenues
 Reporting Through: April 17, 2025**

Accrual Basis Accounting

<u>Draw</u>	<u>Date</u>	<u>Amount</u>	<u>Draw</u>	<u>Date</u>	<u>Amount</u>
Draw #1	2/18/2025	\$ 2,072.95	Draw #5	3/31/2025	\$ 22,674.94
Draw #2	2/19/2025	\$ 4,343.15	Draw #6	3/31/2025	\$ 32,721.46
Draw #3	2/25/2025	\$ 30,618.15			
Draw #4	2/26/2025	\$ 24,113.14			
TOTAL REVENUE		\$ 61,147.39	TOTAL REVENUE		\$ 116,543.79

PROGRAM OPERATIONS

Audit
 Meetings & Workshops
 Contract Services

 Salaries & Fringe: NSVRC
 Finance Admin

 Salaries & Fringe: CSPDC
 Grant Dev Assistance

 Supplies & Equipment
 Marketing-Outreach/Websites
 Travel
 Legal Services
Total Program Operations Budget

PLANNING SERVICES

Contract Services
 G&D Plan Development: CSPDC
Total Planning Services Budget

TOTAL EXPENDITURES (No Match)

PROJECT RESERVES (1:1 Match Required)

TOTAL GRANT

DHCD CAMS BUDGET

<u>Budgeted</u>	<u>Expended</u>	<u>Remaining</u>
1,500.00	1,500.00	-
5,000.00	993.49	4,006.51
100,000.00	45,404.64	54,595.36
85,000.00	56,464.16	28,535.84
25,000.00	6,416.10	18,583.90
600.00	-	600.00
1,500.00	1,280.00	220.00
6,400.00	880.43	5,519.57
500.00	-	500.00
225,500.00	112,938.82	112,561.18
3,500.00	3,605.00	(105.00)
21,000.00	-	21,000.00
24,500.00	3,605.00	20,895.00
\$ 250,000.00	\$ 116,543.82	\$ 133,456.18
\$ -	\$ -	\$ -
\$ 250,000.00	\$ 116,543.82	\$ 133,456.18

Region 8 - GO Virginia DHCD Capacity Building Funds Draw History

Date Drawn in CAMS:		2/18/2025	2/24/2025	2/25/2025	2/26/2025	3/31/2025	3/31/2025			
	FY25 CAMS Budget	D1	D2	D3	D4	D5	D6	D7	TOTAL DRAWN	FY25 DHCD REMAINING
<u>A. ADMINISTRATION BUDGET</u>										
Audit	\$ 1,500.00			1,500.00					1,500.00	\$ -
Meetings & Workshops	\$ 5,000.00			225.00		768.49			993.49	\$ 4,006.51
Contract Services	\$ 100,000.00			28,290.62		16,923.58	190.44		45,404.64	\$ 54,595.36
Salaries & Fringe: NSVRC Finance Admin	\$ 85,000.00				24,113.14		32,351.02		56,464.16	\$ 28,535.84
Salaries & Fringe: CSPDC Grant										
Development Assistance	\$ 25,000.00	2,072.95	4,343.15						6,416.10	\$ 18,583.90
Supplies & Equipment	\$ 600.00								-	\$ 600.00
Marketing-Outreach/Websites	\$ 1,500.00			375.00		725.00	180.00		1,280.00	\$ 220.00
Travel	\$ 6,400.00			227.53		652.90			880.43	\$ 5,519.57
Legal Services	\$ 500.00	-							-	\$ 500.00
TOTAL ADMINISTRATION BUDGET	225,500.00	2,072.95	4,343.15	30,618.15	24,113.14	19,069.97	32,721.46		112,938.82	\$ 112,561.18
<u>B. PLANNING SERVICES BUDGET</u>										
Contract Services	3,500.00	-	-	-		3,605.00	-		3,605.00	\$ (105.00)
G&D Plan Development: CSPDC	21,000.00	-	-	-	-				-	\$ 21,000.00
TOTAL PLANNING SVCS. BUDGET	24,500.00	-	-	-	-	3,605.00	-		3,605.00	\$ 20,895.00
TOTAL EXPENSES BUDGET	\$ 250,000.00	\$ 2,072.95	\$ 4,343.15	\$ 30,618.15	\$ 24,113.14	\$ 22,674.97	\$ 32,721.46		\$ 116,543.82	\$ 133,456.18

GO VIRGINIA



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

GO Virginia Shenandoah Valley Region 8
PER CAPITA ALLOCATION GRANT FUNDS

Contract Term: 7/1//2023-12/31/2025

Capacitor Incubator

Budgeted Revenues & Expenditures Report

Reporting Period: April 17, 2025

Accrual Basis Accounting

REVENUES		<u>DHCD CAMS</u>	<u>MATCH</u>			<u>DHCD CAMS</u>	<u>MATCH</u>
Draw #1	8/21/2023	5,989.00	5,704.62	Draw #6	5/30/2024	42,680.11	22,145.94
Draw #2	9/12/2023	9,658.93	3,169.23	Draw #7	9/4/2024	13,738.81	7,983.31
Draw #3	2/5/2024	22,313.12	11,263.08	Draw #8	11/25/2024	45,128.68	44,777.35
Draw #4	2/7/2024	8,968.09	4,107.31	Draw #9	2/19/2025	35,599.18	9,494.57
Draw #5	4/11/2024	17,935.94	8,328.90	Draw #10	3/21/2025	28,118.57	9,665.48
TOTAL REVENUE		\$ 64,865.08	\$ 32,573.14	TOTAL REVENUE		\$ 230,130.43	\$ 126,639.79

EXPENDITURES	DHCD REQUESTS CAMS BUDGET			2:1 MATCHING FUNDS			COMBINED FUNDS REMAINING
	<u>Budgeted</u>	<u>Expended</u>	<u>Remaining</u>	<u>Budgeted</u>	<u>Expended</u>	<u>Remaining</u>	
ADMINISTRATION							
Administration	22,362.00	19,132.68	3,229.32				3,229.32
SCCF Administration				19,500.00	13,999.98	5,500.02	5,500.02
TOTAL ADMINISTRATION BUDGET	22,362.00	19,132.68	3,229.32	19,500.00	13,999.98	5,500.02	8,729.34
Program Operations							
Supplies	8,500.00	4,640.19	3,859.81				3,859.81
Contract Services	90,450.00	66,403.25	24,046.75	44,840.00	30,207.42	14,632.58	38,679.33
Legal Expenses	-	-	-	1,975.00	-	1,975.00	1,975.00
Fees and Licenses	-	-	-	13,600.00	5,628.48	7,971.52	7,971.52
Rent/Lease	-	-	-	39,345.00	22,595.00	16,750.00	16,750.00
Salaries	232,300.00	123,984.68	108,315.32	72,000.00	54,208.90	17,791.10	126,106.42
Fringe	36,505.00	15,969.63	20,535.37	-	-	-	20,535.37
Professional Development	4,950.00	-	4,950.00				4,950.00
Outreach				10,142.00	-	10,142.00	10,142.00
TOTAL PROGRAM OPERATION EXPENSES	372,705.00	210,997.75	161,707.25	181,902.00	112,639.80	69,262.20	230,969.45
TOTAL EXPENDITURES	\$ 395,067.00	\$ 230,130.43	\$ 164,936.57	\$ 201,402.00	\$ 126,639.78	\$ 74,762.22	\$ 239,698.79

BALANCE: \$ 239,698.79

Region 8 - GO Virginia DHCD Per Capita Allocation Funds Draw History

Capacitor Incubator

		FY2024						FY2025					
Date Drawn		8/21/2023	9/12/2023	2/5/2024	2/7/2024	4/11/2024	5/30/2024	9/4/2024	11/25/2024	2/19/2025	3/21/2025	DHCD Funds	
Budget Category	CAMS Budget	D1	D2	D3	D4	D5	D6	D7	D8	D9	D10	TOTAL	REMAINING
ADMINISTRATON													
Administration	22,362.00			2,308.74			6,305.15	3,692.78	6,826.01		-	19,132.68	\$ 3,229.32
PROGRAM OPERATIONS													
Salaries	232,300.00	5,553.85	5,553.85	16,661.55	8,330.78	5,553.85	16,661.55	3,846.16	15,726.94	27,259.63	18,836.52	123,984.68	\$ 108,315.32
Fringe	36,505.00	435.15	424.88	1,274.60	637.31	432.09	1,280.91	574.87	2,198.73	5,180.31	3,530.78	15,969.63	\$ 20,535.37
Supplies	8,500.00		3,680.20	786.98						69.24	103.77	4,640.19	\$ 3,859.81
Other: Consulting Services	90,450.00			1,281.25		11,950.00	18,432.50	5,625.00	20,377.00	3,090.00	5,647.50	66,403.25	\$ 24,046.75
Professional Development	4,950.00											-	\$ 4,950.00
TOTAL	395,067.00	5,989.00	9,658.93	22,313.12	8,968.09	17,935.94	42,680.11	13,738.81	45,128.68	35,599.18	28,118.57	230,130.43	\$ 164,936.57
													MATCH
Budget Category	Matching Funds	D1	D2	D3	D4	D5	D6	D7	D8	D9	D10	TOTAL	REMAINING
ADMINISTRATON													
Administration	19,500.00		633.85	3,803.08	950.77	406.25	3,195.37	414.04	2,484.23	1,117.90	994.49	13,999.98	\$ 5,500.02
PROGRAM OPERATIONS													
Contract Services	44,840.00			3,075.00		5,400.00	9,626.34	2,833.58	5,560.00	1,247.50	2,465.00	30,207.42	\$ 14,632.58
Legal Expenses	1,975.00											-	\$ 1,975.00
Fees & Licenses	13,600.00			1,875.00					3,441.48	312.00		5,628.48	\$ 7,971.52
Rent/Lease	39,345.00			2,510.00	1,255.00	1,255.00	3,765.00	2,075.00	7,555.00	2,090.00	2,090.00	22,595.00	\$ 16,750.00
Salaries	72,000.00	5,704.62	2,535.38		1,901.54	1,267.65	5,559.23	2,660.69	25,736.64	4,727.16	4,115.99	54,208.90	\$ 17,791.10
Other - Outreach (In-kind)	10,142.00											-	\$ 10,142.00
TOTAL	201,402.00	5,704.62	3,169.23	11,263.08	4,107.31	8,328.90	22,145.94	7,983.31	44,777.35	9,494.56	9,665.48	126,639.78	\$ 74,762.22
TOTAL EXPENSES PAID	\$ 596,469.00	\$ 11,693.62	\$ 12,828.16	\$ 33,576.20	\$ 13,075.40	\$ 26,264.84	\$ 64,826.05	\$ 21,722.12	\$ 89,906.03	\$ 45,093.74	\$ 37,784.05	\$ 356,770.21	\$ 239,698.79

Region 8 - GO Virginia DHCD Talent Pathways Initiative Funds Draw History
Shen Valley Talent Pathways Initiative (TPI)

Date Drawn		9/4/2024	10/22/2024	11/7/2024	12/19/2024	1/22/2025	2/5/2025	3/6/2025	3/19/2025		DHCD
<u>Budget Category</u>	<u>CAMS Budget</u>	<u>D1</u>	<u>D2</u>	<u>D3</u>	<u>D4</u>	<u>D5</u>	<u>D6</u>	<u>D7</u>	<u>D8</u>	<u>TOTAL</u>	<u>REMAINING</u>
<u>ADMINISTRATON</u>											
Administration	10,000.00				3,508.68		4,145.20	824.55	264.90	8,743.33	1,256.67
										-	
<u>PROGRAM OPERATIONS</u>											
Needs Assessment	8,000.00			246.05	1,361.76	626.16				2,233.97	5,766.03
Outreach	3,000.00									-	3,000.00
Software	15,000.00				12,500.00					12,500.00	2,500.00
Studies	170,000.00	14,166.67	14,166.67	14,166.67	14,166.67	14,166.67	14,166.67	14,166.67	14,166.67	113,333.36	56,666.64
Travel	9,000.00			111.89	359.07	494.93	146.26	18.06	99.40	1,229.61	7,770.39
SVWDB Salaries	10,000.00							1,072.26	3,176.05	4,248.31	5,751.69
SVWDB Indirect	25,000.00							257.96	722.95	980.91	24,019.09
TOTAL	250,000.00	14,166.67	14,166.67	14,524.61	31,896.18	15,287.76	18,458.13	16,339.50	18,429.97	143,269.49	106,730.51
<u>Budget Category</u>	<u>Matching Funds</u>	<u>D1</u>	<u>D2</u>	<u>D3</u>	<u>D4</u>	<u>D5</u>	<u>D6</u>	<u>D7</u>	<u>D8</u>	<u>TOTAL</u>	<u>MATCH</u>
<u>PROGRAM OPERATIONS</u>											<u>REMAINING</u>
Salaries	125,000.00	7,201.70	7,212.31	7,278.50	15,956.00	7,651.02	9,010.43	8,202.16	9,216.68	71,728.80	53,271.20
											-
TOTAL	125,000.00	7,201.70	7,212.31	7,278.50	15,956.00	7,651.02	9,010.43	8,202.16	9,216.68	71,728.80	53,271.20
TOTAL EXPENSES PAID	375,000.00	21,368.37	21,378.98	21,803.11	47,852.18	22,938.78	27,468.56	24,541.66	27,646.65	214,998.29	160,001.71



Accrual Basis Accounting

REVENUES

		<u>DHCD CAMS</u>	<u>MATCH</u>			<u>DHCD CAMS</u>	<u>MATCH</u>
Draw #1	9/4/2024	14,166.67	7,201.70	Draw #7	3/6/2025	16,339.50	8,202.16
Draw #2	10/22/2024	14,166.67	7,212.31	Draw #8	3/19/2025	18,429.97	9,216.68
Draw #3	11/7/2024	14,524.61	7,278.50	Draw #9			
Draw #4	12/19/2024	31,896.18	15,956.00	Draw #10			
Draw #5	1/22/2025	15,287.76	7,651.02	Draw #11			
Draw #6	2/5/2025	18,458.13	9,010.43	Draw #12			

TOTAL REVENUE

\$ 108,500.02 \$ 54,309.96

TOTAL REVENUE

\$ 143,269.49 \$ 71,728.80

EXPENDITURES

	DHCD REQUESTS CAMS BUDGET			2:1 MATCHING FUNDS			COMBINED FUNDS REMAINING
	<u>Budgeted</u>	<u>Expended</u>	<u>Remaining</u>	<u>Budgeted</u>	<u>Expended</u>	<u>Remaining</u>	
ADMINISTRATION							
Administration	10,000.00	8,743.33	1,256.67				1,256.67
TOTAL ADMINISTRATION BUDGET	10,000.00	8,743.33	1,256.67	-	-	-	1,256.67
Program Operations							
Needs Assessment	8,000.00	2,233.97	5,766.03				5,766.03
Outreach	3,000.00		3,000.00				3,000.00
Software	15,000.00	12,500.00	2,500.00				2,500.00
Studies	170,000.00	113,333.36	56,666.64				56,666.64
Travel	9,000.00	1,229.61	7,770.39				7,770.39
SVWDV Administration	10,000.00	4,248.31	5,751.69				5,751.69
SVWDB Indirect	25,000.00	980.91	24,019.09				24,019.09
Program Operations: Salaries				125,000.00	71,728.80	53,271.20	53,271.20
TOTAL PROGRAM OPERATION EXPENSES	240,000.00	134,526.16	105,473.84	125,000.00	71,728.80	53,271.20	158,745.04
TOTAL EXPENDITURES	\$ 250,000.00	\$ 143,269.49	\$ 106,730.51	\$ 125,000.00	\$ 71,728.80	\$ 53,271.20	\$ 160,001.71

BALANCE:

\$ 160,001.71

GO VIRGINIA



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

GO Virginia Shenandoah Valley Region 8
PER CAPITA ALLOCATION GRANT FUNDS

Contract Term 10/1/2023-10/1/2025
GO2Work-Manufacturing & Transportation in the Valley

Budgeted Revenues & Expenditures Report

Reporting Through: April 17, 2025

Accrual Basis Accounting

REVENUES

Draw #1 9/4/2024
Draw #2 9/19/2024
Draw #3 3/17/2025
Draw #4 4/9/2025

<u>DHCD CAMS</u>	<u>MATCH</u>
73,558.83	442,250.00
206,798.66	-
95,164.61	-
229,811.54	-
<u>\$ 605,333.64</u>	<u>\$ 442,250.00</u>

<u>DHCD CAMS</u>	<u>MATCH</u>
Draw #5	-
Draw #6	-
-	-
<u>\$ 605,333.64</u>	<u>\$ 442,250.00</u>

TOTAL REVENUE

EXPENDITURES

ADMINISTRATION

Administration

TOTAL ADMINISTRATION BUDGET

Program Operations

Equipment

Construction

TOTAL PROGRAM OPERATION EXPENSES

TOTAL EXPENDITURES


DHCD REQUESTS CAMS BUDGET			1:2 MATCHING FUNDS			COMBINED FUNDS
\$ 100,000.00			\$ 50,000.00			REMAINING
Budgeted	Expended	Remaining	Budgeted	Expended	Remaining	
65,500.00	0.00	65,500.00				65,500.00
65,500.00	-	65,500.00				65,500.00
819,000.00	605,333.64	213,666.36				213,666.36
			442,250.00	442,250.00	-	-
819,000.00	605,333.64	213,666.36	442,250.00	442,250.00	-	213,666.36
						-
\$ 884,500.00	\$ 605,333.64	\$ 279,166.36	\$ 442,250.00	\$ 442,250.00	\$ -	279,166.36

BALANCE: \$ 279,166.36

Region 8 - GO Virginia DHCD Per Capita Allocation Funds Draw History
GO2Work

Date Drawn		9/4/2024	9/19/2024	3/17/2025	4/9/2025						CAMS
Budget Category	CAMS Budget	D1	D2	D3	D4	D5	D6	D7	TOTAL		REMAINING
<u>ADMINISTRATON</u>	<u>65,500.00</u>		-						-		<u>65,500.00</u>
									-	\$	-
<u>PROGRAM OPERATIONS</u>											
Equipment	819,000.00	73,558.83	206,798.66	95,164.61	229,811.54				605,333.64	\$	213,666.36
TOTAL	884,500.00	73,558.83	206,798.66	95,164.61	229,811.54	-	-	-	605,333.64	\$	279,166.36
Budget Category	Matching Funds	D1	D2	D3	D4	D5	D6	D7	TOTAL		MATCH
<u>ADMINISTRATON</u>									-	\$	-
<u>PROGRAM OPERATIONS</u>											
Construction	442,250.00	442,250.00	-	-	-				442,250.00	\$	-
TOTAL	442,250.00	442,250.00	-	-	-	-	-	-	442,250.00	\$	-
TOTAL EXPENSES PAID	\$ 1,326,750.00	\$515,808.83	\$ 206,798.66	\$ 95,164.61	\$229,811.54	\$ -	\$ -	\$ -	\$ 1,047,583.64	\$	279,166.36

ATTACHMENT 1: FY26 Capacity Building Funds Budget

Date: FY26		Region: 8	
Agency Name: Department of Housing & Community Development			
Agency Address: 600 East Main Street Suite 300 Richmond, VA 23219			
Budget Period: <div>From: 07/01/25</div> <div>Through: 06/30/26</div>			
Budget Item		Amount	
A Administration			
Admin (General)		\$0.00	
Audit		\$1,500.00	
Contract Services		\$100,000.00	
Fiscal /Accounting Services		\$0.00	
Legal Expenses		\$500.00	
Marketing, Outreach, and Websites		\$4,000.00	
Meetings and Workshops		\$2,100.00	
Rent		\$0.00	
Salaries (Fringe if applicable)		\$130,000.00	
Supplies & Equipment		\$1,500.00	
Taxes and Insurance		\$0.00	
Travel		\$3,000.00	
Total Administration Budget:		\$242,600.00	
B Planning Services:			
Contract Services		\$7,400.00	
Total Planning Services Budget:		\$7,400.00	
TOTAL Expense Budget:		\$ 250,000.00	
Narrative: Please provide narrative describing and itemizing all planned activities under each budget category. See attached budget narrative.			

GOVirginia Region 8
FY2026 Capacity Building Budget Narrative

Overview

GOVirginia Region 8 has budgeted for the use of \$250,000 in capacity building funds for the purposes of administration and planning services.

Support Organization Structure

The Northern Shenandoah Valley Regional Commission (NSVRC) serves as Region 8's support organization, providing fiscal and accounting services as well as project management and operational administration. NSVRC partners with the Central Shenandoah Planning District Commission (CSPDC), which provides support to applicants located within the southern portion of the region and coordinates Growth and Diversification planning efforts. Alison Varner-Denbigh of 5 Clover Consulting (5 Clover) serves as Region 8's full-time Executive Director through a contract procured by NSVRC.

Line-Item Descriptions

The following bullets correspond to the line items on the Region 8 Budget in descending order:

A. Administration

- \$0. Costs for administrative services are reflected in the Salaries and Contract Services line items, since this work is performed by salaried employees at NSVRC and CSPDC, and by Region 8's contracted Executive Director 5 Clover.
- \$1,500 in the Audit line item to help offset the additional cost of the NSVRC Audit, which includes GOVirginia.
- \$100,000 in Contract Services accounts for the Executive Director contract with 5 Clover.
- Fiscal/Accounting services shows \$0. These costs are reflected in the salaries line item to provide uniformity with the way other regions account for staff time.
- Legal expenses of \$500 to cover the cost of any administrative inquiries to counsel.
- \$4,000 in Marketing, Outreach, and Website. These funds will be used to market Region 8 to partners and potential applicants within the region, cover fees for Region 8's customer relationship management system, and fund continuous website hosting, updates, and improvements.
- \$2,100 in Meetings and Workshops to cover the cost of GoVirginia meeting space
- \$0. Region 8 operates rent free, capitalizing on its partnerships with CSPDC and NSVRC to house staff.
- Salaries for multiple staff members at CSPDC and NSVRC who perform program administration, fiscal/accounting/budgeting/internal audit services, project management, Growth and Diversification Plan management, IT/Cybersecurity, procurement, contracting, FOIA/COIA/ADA/Title VI compliance, etc. total \$130,000.
- Supplies & Equipment expenses total \$1,500 to cover office supplies throughout the year.
- \$0. Region 8 pays no taxes or insurance premiums by leveraging the non-taxable status of NSVRC and Region 8's inclusion in NSVRC's existing insurance policies.
- \$3,000 is listed to cover registrations and other travel costs for Region 8's Executive Director to attend statewide GOVirginia-related events located outside the region.

B. Planning Services

- \$7,400 is reserved for contract services to access software support for ROI calculations and planning purposes, potential contract costs associated with Growth and Diversification Plan amendments, additional unplanned website improvements, unexpected contractual cost increases, or the like.

Region 8 Talent Pathways Initiative

GO Virginia Regional Council Meeting

Tuesday, April 22nd

1. Progress & Stakeholder Engagement
2. Gap & Situational Analysis Key Findings
3. Workforce Challenges & Industry Successes
4. Report Outline & Proposed Recommendations



Progress & Stakeholder Engagement

- **Employers & Business Partners**
 - 21 interviews
 - 4 Roundtables (~48 individuals)
- **Economic Development Directors**
 - 3 focus groups (10 people)
- **Community Service Providers**
 - 3 interviews
- **Educators**
 - **University Educators**
 - 4 interviews
 - **Community College Educators**
 - 6 interviews
 - **High School Educators**
 - 7 interviews
- **Chambers of Commerce**
 - 3 focus groups (6 people)

105 total participants:

- *Insights into labor market needs*
- *Understanding the success and challenges employers, educators, and community partners are experiencing*
- *Identifying and assessing partnerships*

Gap & Situational Analysis Key Findings

- **Population & Labor Force**
 - Jobs outpaced national growth rate of **4.5%**.
 - Labor force participation rate increased by **2.4%** between **2018** and **2023**.
- **High School Graduation & Completers**
 - One-third (**33%**) of all secondary graduates in **2023-24** plan on entering **Employment** or have **no plans** after graduating.
- **Workforce Commuter Patterns**
 - Region 8 loses over **30,000** people from its daytime population each day due to workforce migration to jobs outside of the Valley.
- **Industry & Occupation Data**
 - There is a projected **5.1%** and **5.5%** increase in GO Virginia aligned manufacturing and Transportation & Logistics NAICS occupations
- **Hires, Separations, and Turnovers**
 - There is a **44%** and **69%** turnover rate in Manufacturing and Transportation & Logistics, respectively.

Workforce Challenges & Industry Successes

Workforce Challenges

Workforce Shortages & Retention Challenges

High turnover rates and difficulty attracting and retaining workers, especially in manufacturing and transportation & logistics

Technical Skills Gaps

Deficiencies in technical skills (mechatronics, CDL, electrical systems) and soft skills (communication, reliability, professionalism).

Durable (Soft) Skills Deficiencies

Communication, reliability, adaptability, and professionalism impacting worker retention.

Barriers to Workforce Participation

Limited childcare, transportation, and affordable housing options impacting worker retention.

Low Industry Awareness & Engagement

Lack of student interest in manufacturing and transportation & logistics careers due to outdated perceptions and limited exposure.

Industry Successes

Leveraging Economic Strengths

Capitalizing on manufacturing leadership and strategic location along major transportation corridors to drive workforce and business growth.

Strengthening Talent Development Pipeline Efforts

Expanding dual enrollment, employer-driven training, and K-12 engagement to bridge skill gaps and improve career awareness.

Internal Recruiting Initiatives

Some businesses are developing in-house apprenticeships and training programs to address workforce gaps.

Expanding Access to Workforce Talent Pools

Expanding dual enrollment, strengthening employer partnerships, and leveraging regional relationships with training providers to create clearer career pathways and improve workforce readiness.

Report Outline & Proposed Recommendations

- **Introductory Sections**
 - Executive Summary
 - Introduction & TPI Overview
 - Methodology
 - Talent Pathway Continuum Approach
- **Virginia Region 8 Situation Analysis**
 - Sub-regional overview
 - Industry Clusters & Employment
 - Occupations, economic importance, and regional specialization
- **Key Findings**
 - Workforce Challenges
 - Industry Successes & Highlights
- **Aligned Recommendations & Considerations**
- **References**
- **Appendices**
 - Occupational Profiles
 - NAICS Codes
 - Region 8 County Comparison
 - Educational Attainment
 - Workforce Migration Patterns
 - Domestic and International Workforce Development Success Strategies

Recommendations

Key Takeaway #1: *Establish & Convene Sector-Based Partnerships*

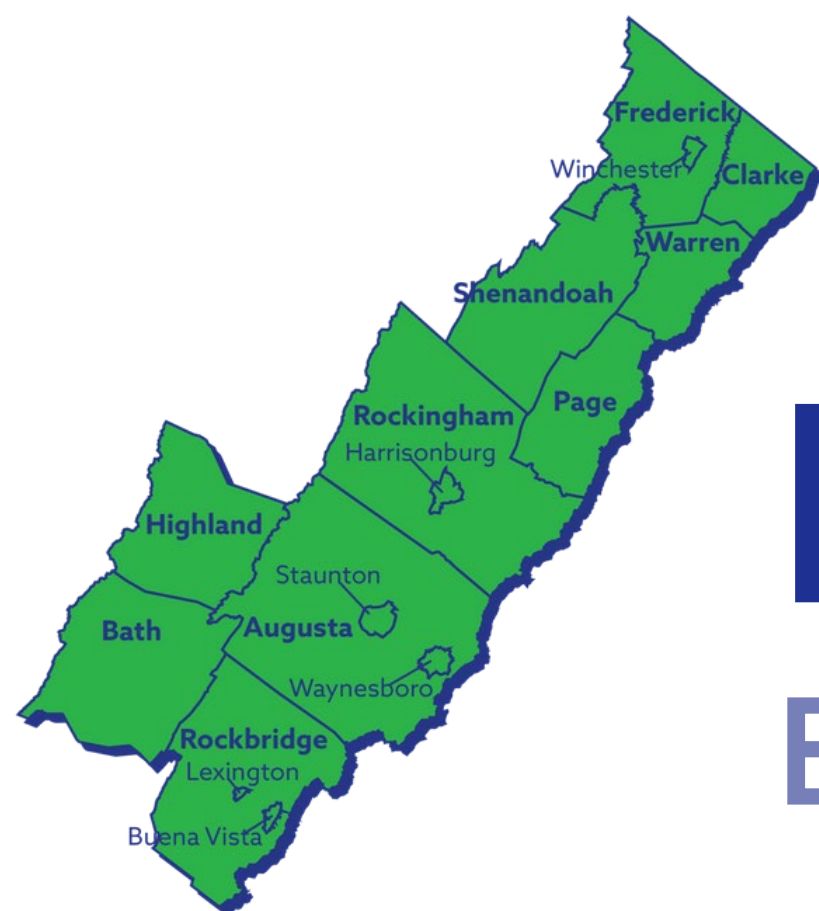
Key Takeaway #2: *Increase Flexible Work-Based Learning Opportunities*

Key Takeaway #3: *Work with Employers to Develop Career Pathways & Defined Job Roles*

Key Takeaway #4: *Mitigate Structural Barriers Unique to Sub-Regions*

Key Takeaway #5: *Invest in Durable (Soft) Skills Development in Talent Pipelines*

Key Takeaway #6: *Expansion of Talent Pipeline*



REGION 8

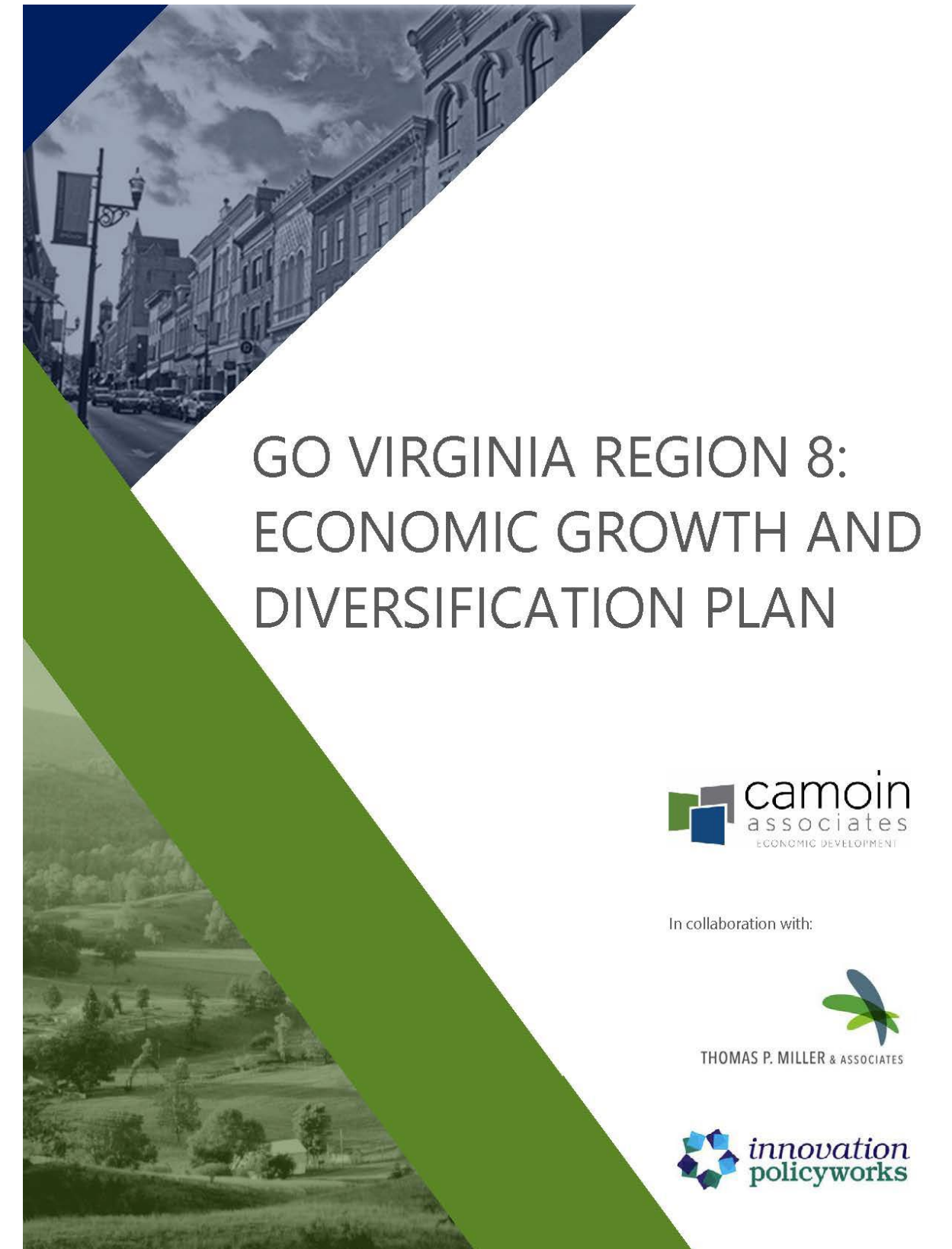
Economic Growth & Diversification Plan Update

Economic Growth and Diversification Plan Update

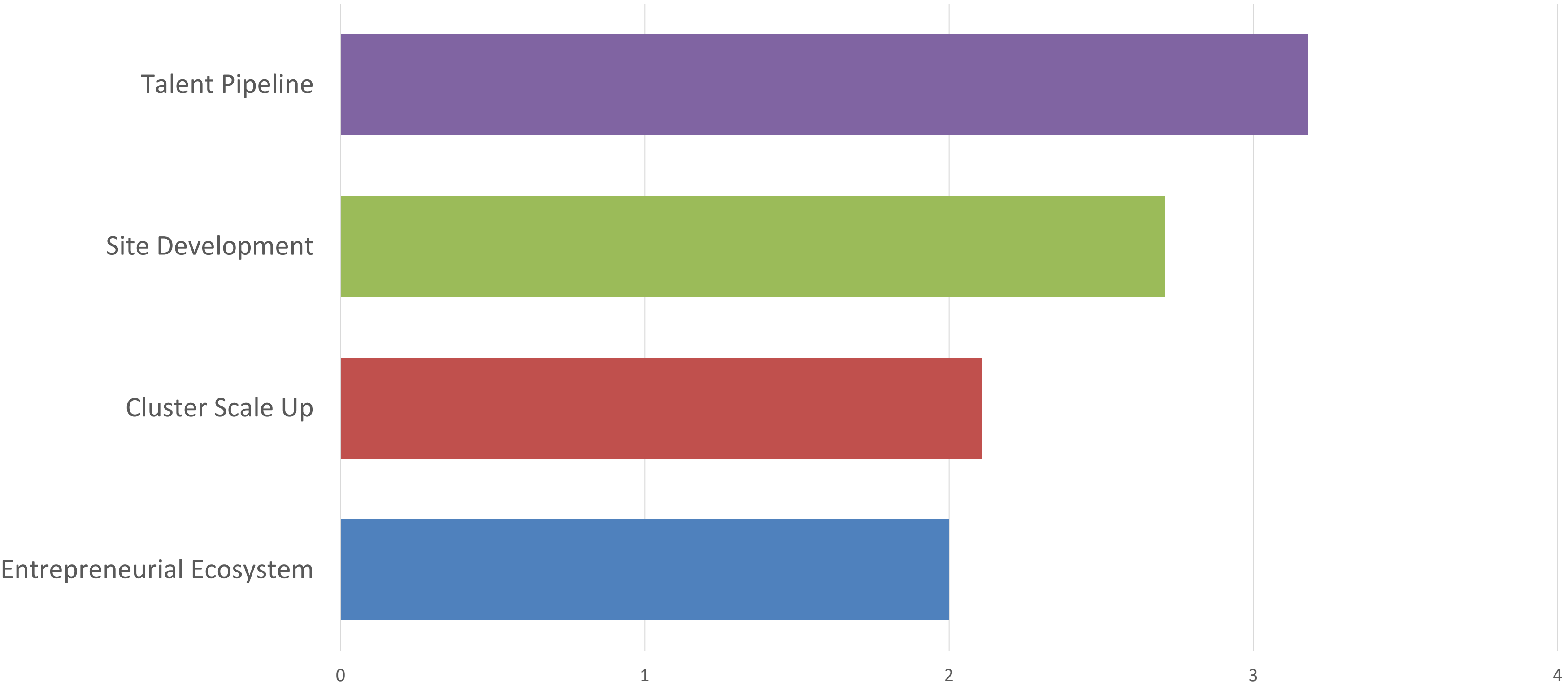
Targeted Industry Survey Results

Stakeholder Engagement

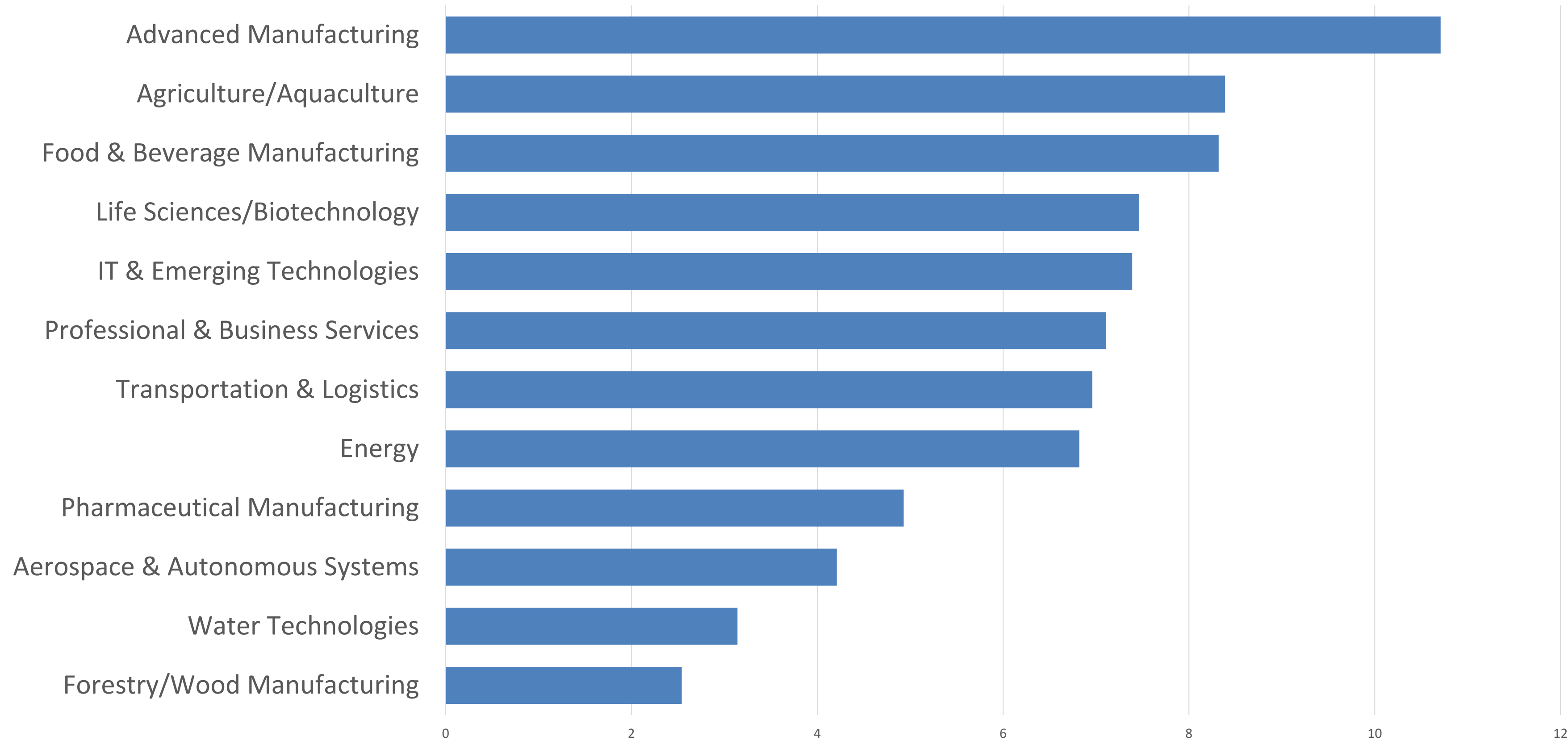
Timeline & Next Steps



Which GO Virginia Investment Priority should Region 8 focus on most?



Which industries should be Region 8's highest priority industries?



Region 8 Targeted Industries

Targeted Industries

- Light & Advanced Manufacturing
- Agriculture & Food/Beverage Manufacturing
- Life Sciences & Biotechnology
- Transportation & Logistics
- IT & Emerging Technologies

Secondary Industries

- Professional & Business Services
- Energy

Stakeholder Outreach

Survey

- Target Audience: Region 8 Council Members
- Purpose: To confirm targeted industries and goal areas

Focus Groups

- Key Stakeholders – industry leaders, major employers, etc.
- Purpose: To inform targeted industry SWOT analysis and strategy development

Individual Interviews

- As necessary
- Purpose: To engage otherwise unrepresented stakeholder groups

Plan Review Timeline & Next Steps

