



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

REGIONAL COUNCIL 9 – STRIKE FORCE

MAY 8, 2020

11:00 am to NOON

Due to the COVID-19 State of Emergency this meeting will be held via Zoom link or call-in. Info attached.

AGENDA

- | | |
|--|-------------------------|
| 1. Welcome | Jim Cheng, Chair |
| 2. Public Comment* | Jim Cheng |
| 3. Establish Goals | Jim Cheng |
| 4. Approve ERR and ECB Application Forms | Jim Cheng |
| 5. Review Project Pipeline | |
| 6. Action Plan | |
| 7. Other Business - Limited to Emergency Items Only | Jim Cheng |
| 8. Adjourn | Jim Cheng |

* Submit Public Comments by completing the attached form to sholland@centralvirginia.org by 7:00 am on Thursday, May 8, 2020. Those received will be read into the record.

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: Reg. 9 Strike Force - COVID

Time: May 8, 2020 11:00 AM

Join Zoom Meeting

<https://zoom.us/j/92047069478?pwd=bHhwS1NCS3luUUVnVjZ4VGlsdTJSQT09>

Meeting ID: 920 4706 9478

Password: 937755

One tap mobile

+13126266799,,92047069478#,,1#,937755# US (Chicago)

+19292056099,,92047069478#,,1#,937755# US (New York)

Dial by your location

+1 312 626 6799 US (Chicago)

+1 929 205 6099 US (New York)

+1 301 715 8592 US (Germantown)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

Meeting ID: 920 4706 9478

Password: 937755

Find your local number: <https://zoom.us/u/abHbifpGsc>

Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during the May 8 Region 9 Strike Force Meeting. Please email as an attachment to sholland@centralvirginia.org with the subject line "GO Virginia Comments May 8 2020." Submissions will be accepted until 7 AM on May 8, 2020.

Name:

Organization: _____

Email: _____

Comments in the area below: _____

GO Virginia Region 9 – ERR + ECB Pipeline**Strike Force Meeting – 5.8.2020**

Project Title	Applicant Org.	Contact	Frame	Industry	Possible Application Date	Type	GO VA \$
Regional Craft Bev	Nelson EDA	Maureen Kelly	G/E	Food/Bev	5/13/2020	ERR	100,000
Report on Project Rebound	Charlottesville Regional Chamber	Elizabeth Cromwell		all	5/13/2020	ERR	100,000
CV Workforce Recovery	CVPED/Counties	Helen Cauthen	TD	all		ERR	100,000
Rural E-ship	Fluvanna County	Bryan Rothamel				ERR	15,000
Recovery Website	Fauquier County	Miles Friedman				ERR	15,000
Renewable Energy Cluster	CvilleREA	Katie VanLangen			5/26/2020	ECB	100,000
VWC - Displaced Workers	VCW-Piedmont	Sarah Morton	TD	all	5/26/2020	ECB	100,000
Venture Central	Albemarle County	Roger Johnson	I/E	all		ECB	100,000



ERR/ECB Proposal Review

Project Name: Central Virginia Recovery Workforce Initiative

Applicant: Central Virginia Partnership

Contact Name: Helen Cauthen, President

Grant Amount Requested: \$ 99,500

Match Amount Proposed: \$ 50,000

% Match: >50%

Locality Match: \$45,000 from repurposed funds

Regional Impact Area: Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock, City of Charlottesville

Locality Letters of Support: **PENDING**

Non-Locality Partners: VCW-Piedmont; Piedmont Workforce Board; Project Rebound

Length of Project: 13 months

PROPOSAL: Initiative will have a laser focus on business-driven talent and workforce development, capture creative, innovative ideas, and opportunities, and implement solutions, as well, as support regional COVID-19 support and communication network.

REVIEWERS: Strike Force Members

Reviewers identified project as meeting the following goals:

ERR:	
Will help mitigate economic impact of COVID-19 in near and mid-term?	
Connection made to advancing opportunities in Region 9 Growth Plan?	
Advances critical needs in important locally traded sectors or priorities set by Council?	
State Goals:	
Higher Paying Jobs	
Out of State Investment	
Transformative Project	
Collaboration between government, business, education, etc.	
Region 9 Project Categories:	
Talent Development	
Innovation/Entrepreneurship	
Growing Existing Business	
Sites	
Region 9 Target Industries:	
Information Technology	
Food & Beverage Mfg	
Financial & Business Services	
Light Mfg	
Biotechnology	
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	



REVIEWER COMMENTS

ERR (Y/N)

ECB (Y/N)

Economic Impact

Regional Collaboration

Readiness

Sustainability

FOR ERR GRANTS:

How will this grant mitigate the economic impact of COVID 19 in the region?

How does this grant advance opportunities identified in the Region 9 Plan?

Advances critical needs in locally traded sectors and / or priorities identified by Council (caused by COVID-19?)

STAFF COMMENTS

- Timely project with potential regional impact
- Pre-planning with VCW Piedmont and Piedmont Workforce Board to ensure this is additive and not duplicative. (Expecting an ECB grant from VCW-Piedmont as a result of that planning)
- Recommend approval subject to: receipt of specific Letters of Support designated by Strike Force; consider eligibility for ERR or ECB



CENTRAL VIRGINIA BUSINESS-DRIVEN WORKFORCE RECOVERY INITIATIVE PROJECT

EXECUTIVE SUMMARY

The Central Virginia Partnership for Economic Development (Partnership) is a non-profit, public/private partnership with the critical mission of fostering job creation and new capital investment in the Central Virginia region. By combining the expertise and resources of private sector businesses, the City of Charlottesville and the Counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson and Orange, and higher education including the University of Virginia, Germanna Community College, and Piedmont Virginia Community College, the Partnership is uniquely positioned to facilitate an effective response to COVID-19 and its impact on Central Virginia. Thus, we are requesting funds under the GO Virginia Economic Resilience and Recovery (ERR) program

The current global situation is causing many challenges in our region. As the coronavirus epidemic widens, the unprecedented slowing of economic activity needs to be fully understood and then addressed as rapidly as possible. By beginning the project immediately, the impact of COVID on our region can be mitigated. Thus, we are requesting funds under the GO Virginia Economic Resilience and Recovery (ERR) program. This GO Virginia ERR Grant will provide critical funding for a part of what must be a multi-prong approach to resiliency and recovery.

The Business-Driven Workforce Recovery Initiative will have a laser focus on business-driven talent and workforce development, capture creative, innovative ideas, and opportunities, and implement solutions. The GO Virginia Region 9 Growth Plan focuses on five targeted industry sectors: Financial and Business Services, Food and Beverage Manufacturing, Information Technology/Communication, Light Manufacturing, and Biomedical and Biotechnology. Because of the GO Virginia work already funded by CvilleBioHub, this project will primarily focus on the other four targeted sectors. The project will have three phases: (1) data gathering and analysis; (2) business roundtables to directly engage industry leaders and better understand business disruption and workforce issues facing the four targeted industry sectors and immediate opportunities for the unemployed (including crossover opportunities for retail/hospitality workers); and (3) development of a targeted industry sector strategy for each industry. Also, during this 13-month project, there would be ongoing connection to target sector companies via a one-year Business Workforce Recovery Director. Additionally, while developing the sector strategies, the Director will lead creation of a regional recovery infrastructure focused on communications and outreach to local economic developers and other partners.

The Partnership also serves as the fiscal and administrative agent for the Virginia Career Works – Piedmont Region (VCW-Piedmont), the region’s workforce development board. VCW-Piedmont serves the same jurisdictions as GO Virginia Region 9, which are the Partnership’s localities plus the Counties of Fauquier and Rappahannock. The VCW-Piedmont is expected to commit its resources in the upcoming year focused on job seekers. The Partnership will include the Counties of Fauquier and Rappahannock in the workforce recovery part of the project and bring business to the table to help facilitate connections between the unemployed in our region and high wage, highly skilled jobs that are available.

A grant in the amount of \$99,500 is requested from GO Virginia Region 9. The total project cost is \$149,500. Matching funds will be provided in the amount of \$50,000 from the Central Virginia Partnership. The Partnership funds represent 50% from localities and 50% from the private sector and \$5,000 from Wells Fargo.



Region 9

PROJECT APPLICATION

PROJECT NAME: Central Virginia – Business-Driven Workforce Recovery Initiative

PROJECT INFORMATION

Organization Name: Central Virginia Partnership for Economic Development

Project Primary Contact:

First Name: Helen

Last Name: Cauthen

Title: President

Email: hcauthen@centralvirginia.org

Work Phone: 434-979-5610 ext. 100

Project Location

Address: 1001 Research Park Boulevard, Suite 301

Zip Code (+4): 22911-5848

City: Charlottesville

Primary Service Area

Please list ALL localities that will be in your project's primary service area. When adding a County, it is not necessary to also add a Town that lies within that county.

County/Countries: Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

City/Cities: Charlottesville

Town/Towns:

BUDGET

A. Table

TOTAL REQUESTED	\$0.0			
COST/ACTIVITY CATEGORY		GO Virginia Amount	Other Funding	Total
Administration* (8% limit)		\$7,500		\$7,500
Other				\$0
Program Operations				
Acquisition				\$0
Architectural and Engineering Fees				\$0
Clearance and Demolition				\$0
Construction				\$0
Contract Services		\$7,500		\$7,500
Equipment				\$0
Fringe Benefits		\$14,500	\$7,600	\$22,100
Legal Expenses				\$0
Machinery/Tools				\$0
Planning/Assessment		\$1,000	\$2,500	\$3,500
Rent/Lease		\$4,000	\$2,000	\$6,000
Salaries		\$50,000	\$26,000	\$76,000
Site Work				\$0
Studies			\$1,400	\$1,400
Training				\$0
Travel			\$500	\$500
Other - Operations			\$2,000	\$5,000
Other – Solutions Implementation		\$15,000	\$8,000	\$23,000
TOTAL		\$99,500	\$50,000	\$149,500

* Calculate 8% of GO Virginia Program Operations funds requested to include in the “Other” row of Administration. This amount is to be included in the Total Requested calculation and the matching funds requirement. These funds are made available to the Central Virginia Partnership for grant contract management and reporting.

B. Narrative:

Please provide a narrative for your budget. **(2,000 character limit, including spaces)**

The Central Virginia Partnership for Economic Development (Partnership) requests \$99,500 in GO Virginia funding to support this project with a total cost of \$149,500. Matching funds will be provided in the amount of \$50,000 from the Partnership. The Partnership funds represent 50% from localities and 50% from the private sector, and \$5,000 from Wells Fargo. Because this project is highly dependent on staff expertise, the budget includes 10 hours per week for the Partnership President and an average of 26 hours per week for the

Partnership's new Business Workforce Recovery Director, a position to be filled by redeploying the Partnership's current economic development director to meet this new, critical need. The grant also includes a request for \$15,000 to provide initial funding to help implement solutions identified for one or more of the sectors.

ECONOMIC IMPACT

1. Provide a detailed overview of the proposed project and project activities included in the project budget. If the full project scope goes beyond the reflected budget, please provide a breakdown of the current and later phases of project activities.

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The current global situation is causing many challenges in our region. As the coronavirus epidemic widens, the unprecedented slowing of economic activity needs to be fully understood and then addressed as rapidly as possible. By beginning the project immediately, the impact of COVID on our region can be mitigated. Thus, we are requesting funds under the GO Virginia Economic Resilience and Recovery (ERR) program. This GO Virginia ERR Grant will provide critical funding for a part of what must be a multi-prong approach to resiliency and recovery.

The Business-Driven Workforce Recovery Initiative will have a laser focus on business-driven talent and workforce development, capture creative, innovative ideas, and opportunities, and implement solutions. The GO Virginia Region 9 Growth Plan focuses on five targeted industry sectors: Financial and Business Services, Food and Beverage Manufacturing, Information Technology/Communication, Light Manufacturing, and Biomedical and Biotechnology. Because of the GO Virginia work already funded by CvilleBioHub, this project will primarily focus on the other four targeted sectors. This initiative will bring business leaders to the table to help facilitate connections between the unemployed in our region and high wage, highly skilled jobs that are available. The project will have three phases: (1) data gathering and analysis; (2) business roundtables to directly engage industry leaders and better understand business disruption and workforce issues facing the four targeted industry sectors and immediate opportunities for the unemployed (including crossover opportunities for retail/hospitality workers); and (3) development of a targeted industry sector strategy for each industry. A sector strategy is a regional, industry-focused approach to building a skilled workforce and is one of the most effective ways to align resources to address the talent needs of employers in a specific industry. After strategies are developed, during any remaining months of the project, the one-year Business Workforce Recovery Director will work with regional partners such as chambers of commerce, industry organizations like CvilleBioHub, community colleges, and others to begin to activate the sector strategies.

Additionally, while developing the sector strategies, the Business Workforce Recovery Director will support creation of a regional recovery infrastructure by organizing weekly Zoom video conference calls with local economic developers in its footprint and host a broader Zoom call for local economic developers and outside partners such as local chambers of commerce and both small business development centers that serve the region. These forums are opportunities to share ideas and provide

updates on federal, state and local assistance for businesses and citizens. Staff will ensure that key information generated from weekly calls with Stephen Moret, CEO of VEDP, Megan Healy, the Governor's Chief Workforce Development Advisor, and other calls or webinars hosted by the Virginia Economic Developers Association and the International Economic Developers Council is appropriately disseminated to help stakeholders, whose capacity to participate is limited due to addressing COVID issues in localities. The Partnership will also continually update its COVID-19 response website page (www.centralvirginia.org) and the VCW-Piedmont's website (www.vcwpiedmont.com) to promote available resources.

A critical partner in this project will be Virginia Career Works-Piedmont Region (VCW-Piedmont), which serves the same jurisdictions as GO Virginia Region 9 and aligns with the Partnership's localities plus the Counties of Fauquier and Rappahannock. Due to earmarked federal funding and lack of staff capacity, VCW-Piedmont is limited in its ability to respond to all COVID related workforce issues. This project has been identified as an appropriate and complementary path forward for the Partnership to take that will, in the mid-term and longer-term, dovetail with future capacity building efforts and strategic initiatives. The project has been developed with input from the new Workforce Director and leaders of the VCW-Piedmont Council and Piedmont Workforce Development Board. VCW-Piedmont is expected to commit its resources in the upcoming year focused on job seekers, where this project focuses on the business needs as the result of COVID. In order to ensure that the entire GO Virginia and VCW-Piedmont region is served, the Partnership will include the Counties of Fauquier and Rappahannock in the workforce recovery part of the project

2. Identify the project goals, approach, and outcomes, and how the project relates to Region 9's Economic Growth and Diversification Plan Update (Aug. 2019) and the goals of GO Virginia.

This project will focus on four of the five Region 9 target industries identified in GO Virginia Region 9's initial Growth & Diversification Plan: Financial and Business Services, Food and Beverage Manufacturing, Information Technology/Communication, and Light Manufacturing. In August 2019, the Region 9 Council validated the continuation of the four frameworks and target industries identified in the Region 9 Growth Plan Update through 2021. We will collaborate with CvilleBioHub and they will take the lead on the Biomedical and Biotechnology sector.

Talent and workforce development was one of the four frameworks in Region 9's initial Growth Plan and stressed the importance of focusing on the skills currently in-demand by regional businesses. For example, the Plan states that "business should drive the demand and the system should respond with the supply to meet those demands." With the challenges presented by COVID-19, the Partnership can identify positions that need to be filled by businesses in our target industries and share this information widely throughout the region to our newly unemployed. This project helps strengthen communication within the talent development system by proactively reaching out to businesses to determine their workforce needs and corresponding opportunities. Also, this work also will support development of regional sector-based strategies to implement talent solutions for each of the target industries as identified in the Growth Plan Update released in 2019.

3. Describe the project timeline and the specific project milestones that will be used to track project progress and fund disbursement. Address the project administrator's ability to meet these milestones and to take remedial actions in the event that are not achieved.

This project will cover a 13-month period and can commence immediately. The data gathering and

analysis should take 2 weeks, the roundtables should take 1 month, and the Business Workforce Recovery Director will be in place for 13 months. COVID-19 recovery infrastructure will be put in place immediately and is expected to last at least 60 days.

If there are any unforeseen problems or delays, the Partnership President will share that immediately with the GO Virginia director.

4. Provide a description of the performance metrics that will be used to quantify success, both quantitative and qualitative, and how the metrics were developed. Describe the Return on Investment (ROI) methodology and calculated ROI and the timeline for achieving the expected ROI. Include an explanation and source of any data used as the basis for ROI and outcome projections.

Performance metrics will include completion of data analysis, number of roundtables in each target industry, sector strategies, number of attendees at each roundtable, number of businesses assisted during the year, number of jobs filled, any new training programs developed and number of attendees and completers.

REGIONAL COLLABORATION

5. Describe the service area of the project. Identify localities participating in the project (financially or administratively) as well as those localities that are served by the project.

This project serves all 11 jurisdictions in Region 9.

- a. What portion of the region's population is served by the project? How was this figure calculated?
100% of the entire region
- b. Does the application request a waiver of the local match requirement? (\$50,000 or 20% provided by participating localities, whichever is greater).
Yes
- c. Are there localities or other GO Virginia regions (including interstate collaborations) that are outside the applying region that are participating in the project? If so, describe the nature of the collaboration and the anticipated impact.
No

6. Identify cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the project.

The Partnership is an existing non-profit public/private partnership, funded by government, business and education. Nine of the eleven localities in the region contribute 50 cents per capita to the organization. This project would use funds already committed or pledged by the localities in FY 2020 and FY 2021 and not require additional funds from any of our current partners. At no charge, the Partnership will also serve the Counties of Fauquier and Rappahannock for the workforce recovery part of the project. Existing Partnership funds will be repurposed to contribute half the cost of time spent by the President and the Business Workforce Recovery Director on this project.

In addition to current partners, the Partnership also will collaborate with VCW-Piedmont, chambers of commerce, small business development centers, Embark and similar organizations supportive of this

initiative.

7. Discuss existing grant requests or programs with similar goals and indicate how the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of higher-paying jobs. Have existing efforts been successful and sustainable?

Virginia Career Works receives federal funding each year from the U.S. Department of Labor - Employment and Training Administration to administer the Workforce Innovation and Opportunity Act (WIOA) programs. The primary goal of the WIOA program is to increase employment, job retention and earnings, as well as to provide occupational skills training to allow access to industry-recognized credentials required to obtain employment in target industries. In order to access the funding provided by the federal WIOA program, a job seeker must meet the specific eligibility criteria for one of the three programs under the legislation: Adult, Dislocated Worker, or Youth. These funds are very restrictive and only allow for specific services. Furthermore, for FY 2020, VCW-Piedmont received the 2nd lowest amount of funding of the 15 workforce regions and funding for our region has been dramatically reduced by 51% over the past five years.

VCW-Piedmont historically has been focused on job seekers who are eligible for one of the three WIOA programs. Due to limited budget and an administrative staff of one director, they have not been able to successfully engage the business community proactively except on a very limited basis.

Another COVID-19 initiative that is more localized and not solely focused on workforce issues is Project Rebound, an initiative to respond to the pandemic led by the Charlottesville Regional Chamber of Commerce with support from the City of Charlottesville, Albemarle County and the University of Virginia. The Partnership's President serves as Co-Lead of the team to Assess Key Industry Clusters and has connected several local economic developers to other teams including Reviving Small Business and Restarting the Hospitality and Tourism Engine. Thus, we are plugged in to learn about any workforce-related ideas or recommendations that are generated by this work.

PROJECT READINESS

8. Describe all partner organizations involved with the implementation of the project, including the entity's role, financial or in-kind commitment, and capacity to successfully execute their duties as they relate to the project. These may include but are not limited to school divisions, community colleges, public and private institutions of higher education, economic and workforce development entities, local governments, regional organizations, planning district commissions, nonprofit organizations, and private-sector entities.

The Central Virginia Partnership for Economic Development, a not-for-profit public/private partnership, is the regional economic development organization for Charlottesville and the Counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson and Orange. Combining resources and involvement of private businesses, education institutions and local governments, the organization is uniquely positioned to foster job creation and new capital investment in the region. Although many partners will be involved in this project, the Partnership will take the lead and contribute \$37,000 of in-kind financial support.

9. Discuss any major barriers to successful implementation and other associated risks along with a plan to overcome them. How will the project administrator address these barriers?

None identified

10. Discuss how the regional council and project developers have consulted with subject matter experts regarding the efficacy and viability of the proposal. Provide an overview of the feedback from the subject matter experts, and how their feedback validated the approach and methodology for the project.

We are proposing to implement the recommendations of the Region 9 Growth and Diversification Plan and the subsequent updated Plan (of August 2019). The initial plan recommendations were formulated by Thomas P. Miller and Associates, a firm with national recognition in making workforce an integral component of any approach to economic development.

11. Discuss how the regional council and project developers have consulted with local government entities regarding the strategy and implementation of the project.

The Partnership's Executive Committee reviewed and discussed this grant. That committee includes County Administrators from the Counties of Albemarle, Culpeper, Louisa and Nelson. Also, staff reached out to local economic developers to get their input on the initiative.

12. Discuss prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and support for the project once launched.

In June of 2019, the Partnership adopted a new strategic plan. Workforce development is a key initiative in the plan. As part of our program of work, the Partnership identified as priorities working with VCW-Piedmont to design regional workforce development sector strategies for target industries and providing leadership to VCW-Piedmont's efforts to develop stronger ties to the existing business community in order to meet the workforce needs of employers. Due to the hiring of a new workforce director for VCW-Piedmont, this work has been delayed.

The Partnership Executive Committee met on April 17 and discussed how the Partnership could best contribute to our region's COVID-19 response and recovery efforts. The group decided to hold the Board meeting on April 24 by Zoom and invite all investors. Rather than the Board's traditional meeting format, this video conference was focused on discussion of ideas on what was needed regionally at this critical time. The Executive Committee met again on May 6 and approved the approach outlined in this project proposal.

During project implementation, progress will be reviewed at monthly meetings of the region's local economic developers -(ED Partners), which is facilitated by the Partnership, and meetings every other month of the Partnership's Board. Updates will also be provided at quarterly meetings of the VCW-Piedmont Council and the Piedmont Workforce Development Board. The ED Partners will also develop recommendations for the Partnership's Board approval upon completion of this project to set forth next steps.

13. Identify the total project budget and the sources and uses for matching funds and leverage.

a. Does the project have the required \$1:1 match? If so, what are the sources/uses for these funds?

No – 2:1 match required.

b. Does the project have the required 20% (or \$50,000 if request is less than \$250k) local match? If

so, what are the sources/uses for these funds?

Locality match is not required; however, the Partnership overall funding is about 50% public sector and matching funds will come from the organization.

- c. Are any additional funds or in-kind contributions serving as leverage for the project? If so, what are the sources/uses for these funds?

Yes. The Wells Fargo Foundation has contributed \$5,000 specifically for the Partnership's COVID-19 recovery work.

PROJECT SUSTAINABILITY

14. Discuss how the program will achieve stable, long-term sustainability beyond the initial funding period? Have any funding sources been secured to continue implementing the program or strategy following the exhaustion of these funds?

An advantage of this project is that it meets an immediate need. Because it is a short-term project, long-term funding is not needed up front. However, the Partnership Board has committed to making talent and workforce development in the region a key priority for the future in its strategic plan adopted in June 2019. The Economic Development Partners will meet after the results are released to formulate and propose next steps to the Partnership's Board of Directors and to the VCW-Piedmont Council and Board.

In-Kind Commitment Form

Support Organization: Central Virginia Partnership for Economic Development
Regional Council: Council 9

Contributor Information

Name of Business/Individual: Central Virginia Partnership for Economic Development
Name of Primary Contact: Helen Cauthen, President
Address: 1001 Research Park Blvd, Suite 301
City: Charlottesville **State:** VA **Zip:** 22911
Telephone: _____ **Email:** _____

Contributed Goods or Services

Description of Contributed Goods or Services: _____
Salaries, benefits, rent, and operation expenses based on personnel time

Date(s) Contributed: 1-May-20
Real or Estimated Value of Contribution: \$ \$37,000
How was the value determined?: **Actual Value** **Appraisal** **Other**
If other, please explain: _____

Who Made this Value Determination?: Helen Cauthen

Is there a restriction on the use of this contribution?: **No** **Yes**
If yes, what are the restrictions?: _____

Contribution Obtained or Supported with State funds?: **No** **Yes**
If yes, please provide the name of the State agency and grant/contract number:

Signature of Contributor

Date Contributed



CENTRAL VIRGINIA SITE READINESS PROJECT

MILESTONES

June 1, 2020	Project Authorization /Start
June 1, 2020 – June 30, 2021	Business Workforce Recovery Director available
June 1 – June 15, 2020	Data Gathering and Analysis
June 15 – July 30, 2020	Business Roundtables in each of 4 Targeted Industry Sectors
August 1, 2020	Recommendations Presented to VCW-Piedmont on Immediate Targeted Industry Sector Opportunities for Unemployed
September – October 2020	IT Sector Strategy Development
November – December 2020	Manufacturing Sector Strategy Development
January – February 2021	Food and Beverage Manufacturing Strategy Development
March – April 2021	Financial and Business Services Strategy Development
May – June 2021	Solutions Implementation
Quarterly	Progress shared with Partnership Board and VCW-Council and Piedmont Workforce Development Board
Monthly	Economic Development Partners Meetings

PROPOSED DRAWDOWN SCHEDULE

The Partnership will bill GO Virginia on a monthly basis. Progress reports will accompany each invoice, detailing the work done during the billing period.

Monthly invoices begin	June 30, 2020
Final invoice	June 30, 2021



CENTRAL VIRGINIA BUSINESS-DRIVEN WORKFORCE RECOVERY PROJECT

RETURN ON INVESTMENT

Ultimately, the return on investment will be based on the decrease in the region's unemployment rate. This project will help address the workforce needs of our existing businesses and provide better connections to jobs available for the unemployed. Additional outcomes include:

1. Expand region's capacity to meet the workforce needs of businesses in targeted industry sectors.
2. Develop actionable strategies to connect unemployed to business opportunities.
3. Increase understanding of the skills needed for high wage, highly skilled jobs in the region's targeted industry sectors.
4. Provide a Business Workforce Recovery Director to bring together businesses in targeted industries throughout the region working with local economic developers.
5. Leverage \$37,000 of contributions to the Partnership from nine localities, higher education and the private sector. It also extends at no charge to businesses in the Counties of Fauquier and Rappahannock.
6. Send a message to businesses throughout the region and beyond that Central Virginia is providing a serious response to the workforce development needs of the businesses in our targeted industry sectors.

PERFORMANCE METRICS

The proposed project is an applying for Economic Resilience and Recovery Program funds. Performance metrics will include completion of data analysis, number of roundtables in each target industry, number of attendees at each roundtable, number of businesses assisted during the year, number of jobs filled, any new training programs developed and number of attendees and completers, and completion of a sector strategy for each targeted industry.

Uses of Matching Funds	Amount (\$)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Administration				
Contract Services				
Fringe Benefits \$	7,600.00			
Planning/Assessment \$	2,500.00			
Rent/Lease \$	2,000.00			
Salaries \$	26,000.00			
Studies \$	1,400.00			
Travel \$	500.00			
Other - Operations \$	2,000.00			
Other - Solutions Implementation \$	8,000.00			
\$	50,000.00	Total Matching Funds		
\$		- Total Local Match		

Type of Funds	Totals	
GO Virginia	\$	99,500.00
Matching Funds	\$	50,000.00
Total CAMS Budget	\$	149,500.00
Additional Leverage	\$	-
Total Project Budget	\$	149,500.00

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	\$	50,000.00
At least \$1:1	NO	
Local Match	\$	-
At least \$50,000	NO	
At least 20% of GO VA Request	NO	
Local Match Waiver Requested?	YES	

Select answer from dropdown menu.