

TABLE OF CONTENTS

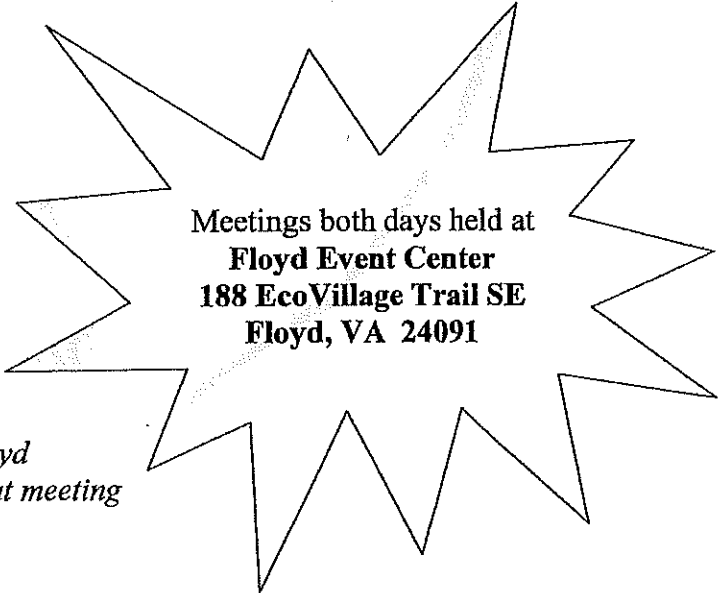
MEETING LOGISTICS	
Itinerary	1
Hotel, Meeting & Reception Information.....	2
Commission Agenda.....	3
SPECIAL PROJECTS COMMITTEE	
Agenda.....	4
Staff Recommendations.....	5
SOUTHSIDE ECONOMIC DEVELOPMENT COMMITTEE	
Agenda.....	22
Staff Recommendations.....	23
BUSINESS SUPPORT COMMITTEE	
Agenda.....	28
R&D COMMITTEE	
Agenda.....	29
Grant Extensions.....	30
SOUTHWEST ECONOMIC DEVELOPMENT COMMITTEE	
Agenda.....	32
Extensions.....	33
TROF COMMITTEE	
Agenda.....	35
FY'19 TROF Awards.....	36
EXECUTIVE COMMITTEE	
Agenda.....	37
Save the Date.....	38
ADMINISTRATIVE	
Financial Summary 7/31/18.....	39
Statement of Revenues, Expenditures and Changes 7/31/18.....	40
Committee Assignments.....	41
Travel Vouchers (fill out correct one and leave for Stacey).....	43



ITINERARY

Tuesday, September 18, 2018

- 2:00-9:00pm **HOTEL CHECK-IN**
Hotel Floyd, 300 Rick Lewis Way, Floyd, VA 24091
- 1:30pm **SPECIAL PROJECTS** Committee Meeting
- 3:30pm **SOUTHSIDE ECODEV** Committee Meeting
- 4:30pm **BUSINESS SUPPORT** Committee Meeting
- 6:30 – 8:30pm **RECEPTION**
Chateau Morrisette Winery Restaurant, 287 Winery Road SW, Floyd, VA
- 6:00pm Shuttle from Hotel to Winery
- 7:30pm Shuttle from Winery to Hotel
- 8:30pm Shuttle from Winery to Hotel



Meetings both days held at
Floyd Event Center
188 EcoVillage Trail SE
Floyd, VA 24091

Wednesday, September 19, 2018

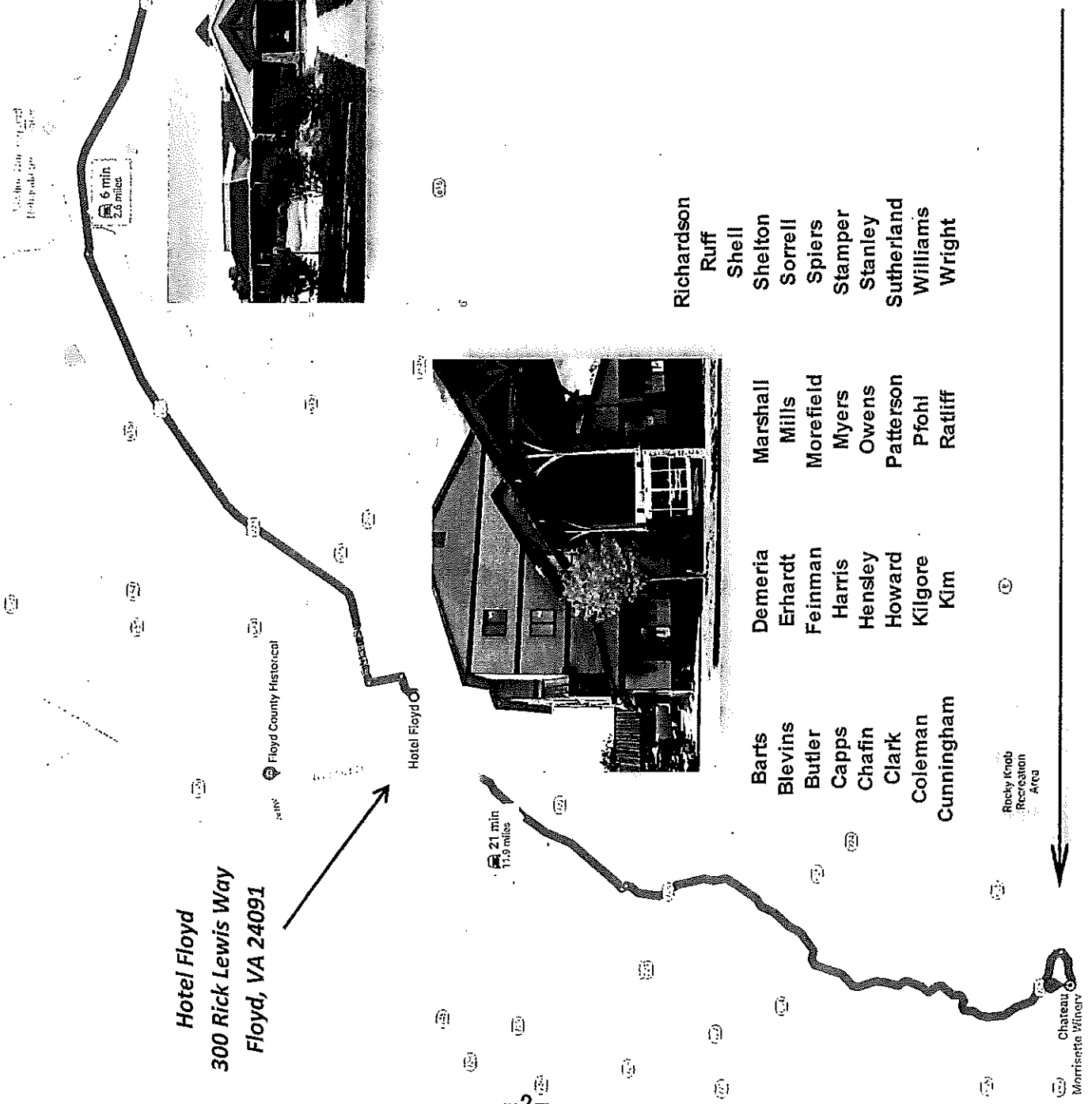
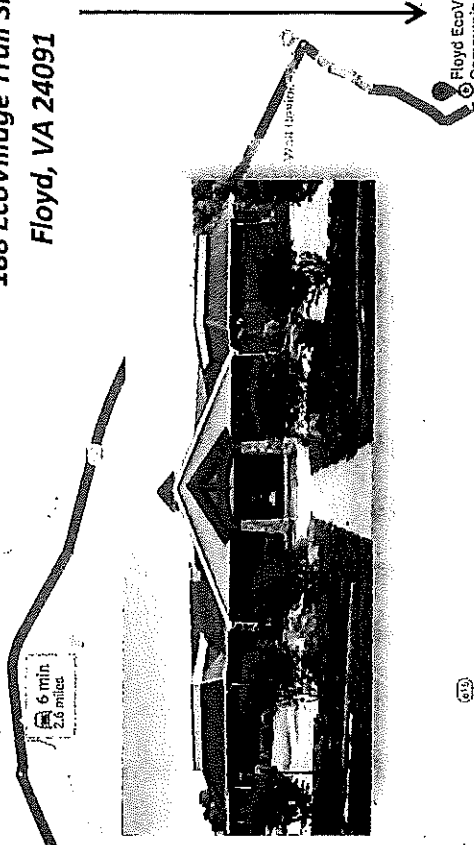
- 6:30am *breakfast buffet – at Hotel Floyd*
- 7:30am *heavy morning break service at meeting*
- 8:30am **R & D** Committee Meeting
- 9:00am **SOUTHWEST ECODEV** Committee Meeting
- 9:30am **TROF** Committee Meeting
- 10:30am **EXECUTIVE** Committee Meeting
- 11:00am **HOTEL CHECKOUT**
- 11:00am **COMMISSION** Meeting
- 12:00noon *lunch buffet – across the hall from meeting room*

Floyd Event Center
188 EcoVillage Trail SE
Floyd, VA 24091

Hotel Floyd
300 Rick Lewis Way
Floyd, VA 24091

Chateau Morrisette Restaurant
291 Winery Rd SW
Floyd, VA 24091

188 EcoVillage Trail SE
 1888 EcoVillage Trail SE



- Richardson
- Ruff
- Shell
- Shelton
- Sorrell
- Spiers
- Stamper
- Stanley
- Sutherland
- Williams
- Wright

- Marshall
- Mills
- Morefield
- Myers
- Owens
- Patterson
- Pfohl
- Ratiff

- Demeria
- Erhardt
- Feinman
- Harris
- Hensley
- Howard
- Kilgore
- Kim

- Barts
- Blevins
- Butler
- Capps
- Chafin
- Clark
- Coleman
- Cunningham

Rocky Knob
 Recreation
 Area

Chateau
 Morrisette Winery



COMMISSION Agenda

Wednesday
September 19, 2018 @ 11:00am
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Terry G. Kilgore, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of <u>5/22/18</u> minutes	<i>(published on website)</i>
Business Support Committee	<i>The Honorable Danny Marshall, Chairman</i>
Executive Committee	<i>The Honorable Frank Ruff, Vice-Chairman</i>
R&D Committee	<i>The Honorable Kathy Byron, Chairman</i>
Southside Economic Development Committee	<i>The Honorable Tommy Wright, Chairman</i>
Southwest Economic Development Committee	<i>The Honorable Bill Carrico, Chairman</i>
Special Projects Committee	<i>The Honorable Danny Marshall, Chairman</i>
TROF Committee	<i>The Honorable Terry G. Kilgore, Chairman</i>
TROF Update	<i>Andy Sorrell, Deputy Director</i>
COE Update	<i>Andy Sorrell, Deputy Director</i>
Backoffice Project Update	<i>Evan Feinman, Executive Director</i>
Legislation	<i>Evan Feinman, Executive Director</i>
20th Anniversary	<i>Evan Feinman, Executive Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjourn	



SPECIAL PROJECTS COMMITTEE AGENDA

Tuesday
September 18, 2018 @ 1:30pm
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>Delegate Danny Marshall, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/21/18</u> Minutes	<i>(published on website)</i>
Grant Requests	<i>Tim Pfohl, Grants Director</i>
Other Business	<i>Tim Pfohl, Grants Director</i>
Healthcare	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

FY19 Special Projects

Summaries & Staff Recommendations - September 2018

The Commission received 13 requests for FY2019 Special Projects funds under the application categories of Access to Healthcare and Regional Economic Development. One proposal was subsequently withdrawn. Those requests total \$9 million, and the Committee has an available balance of \$4.7 million. There are also three Other Business items regarding existing active grants.

Req #	Organization	Project Title	Requested Amount
Access to Healthcare			
3467	Edward Via Virginia College Of Osteopathic Medicine	Railways to Healthways; Serving Southwest Virginia's Health, Education and Economy	\$180,000
3462	University of Virginia	Providing Access to Cancer Screening and Cancer Care Services	\$799,685
3461	Virginia Commonwealth University	Empowering Southern Virginia to Prevent, Control, and Treat Colon Cancer	\$2,442,635
3463	Virginia Health Care Foundation	Sign Up Now: Creating a New Market for Healthcare Services	\$500,000
<i>Healthcare subtotal (4)</i>			\$3,922,320
Regional Economic Development			
3454	City of Emporia	Engineering for Norwood Site Utilities and Sitework	\$130,000
3464	Heart of Appalachia Tourism Authority	Coalfield Regional Tourism Destination Project	\$483,220
3459	Mountain Empire Community College	MECC Center for Workforce & Innovation of Appalachia	\$425,905
3334	Southwest Virginia Workforce Development Board	SWVA Regional Certified Work Ready Communities Initiative (<i>tabled Sept 2017</i>)	\$377,025
3465	Virginia Highlands Community College Educational Foundation	Advanced Technology and Workforce Development Center	\$2,700,000
3457	Virginia Museum of Natural History Foundation	Virginia Museum of Natural History Outdoor Education Pavilion	\$75,000

3466	Virginia's Gateway Region	Distributed Back Office Marketing Initiative	Withdrawn by applicant
3458	Virginia's Growth Alliances	Regional Marketing Organizations (RMO's) Support Project	\$750,000
3475	Virginia Tech - Office of Economic Development	Regional Workforce Assessment and Skills Analysis	\$138,820
Econ Devel subtotal (8)			\$5,079,970
Total (12 active requests)			\$9,002,290

ACCESS TO HEALTHCARE

Edward Via Virginia College of Osteopathic Medicine
Railways to Healthways; Serving Southwest Virginia's Health, Education and Economy (#3467)
\$180,000 Requested

Executive Summary Provided by Applicant: "Railways to Healthways" legitimizes the common agenda of a grass roots effort initiated in May of 2016. Community and government leaders in the coal fields of Virginia approached regional educators to advance enrollment of students in local medical and health professional schools. The challenge was eagerly accepted. The existing partnership between Tazewell County Public School (TCPS) system and Southwest Virginia Community College (SWCC) and a new Master of Arts in Biomedical Sciences (MABS) degree program at Bluefield College will be offered on the VCOM-Virginia campus. Our initiative will advance the following goals: 1) strengthen the SWCC career coaching programs at public schools (Buchanan, Tazewell, Russell) to focus on health professions, 2) enhance student admission and graduation rates at local 4-year colleges 3) advance health business partnerships for offer youth opportunities and 4) most importantly, inspire area youth to see health professions as a reality; academically, financially and culturally.

Staff Comments and Recommendation: This project was previously submitted to the Competitive Education Program but was declined in May 2018. That previous application submitted to Competitive Education estimated that 2,772 students would be reached through the proposed career coaching system. However, that application did not directly result in credentials or degrees, the performance measure for that program, as was reflected in the Education Committee decision. The applicant worked with TRRC Staff to address some of the concerns expressed in the previous staff recommendation, and the current application showed improvement and provided a better picture of the proposed project. The applicant would work with the school systems of Buchanan and Tazewell County, Southwest Virginia Community College, and with Bluefield College to expand the career coaching systems to increase focus on healthcare related educational and career opportunities. These partnerships allow students to be exposed to several healthcare career pathways that require varying levels of educational attainment. Commission funds would be used over three years to supplement current career coach positions at SwVCC and Bluefield College and expand the time they are able to spend with students. Currently career coaches do not necessarily focus on

particular career paths and this funding would be used to support positions dedicated to healthcare professions. Over half of the request (\$26,900) would support VCOM faculty during the grant period. Matching funds are committed from VCOM based on percentages for faculty/staff contributions to the project as well as other VCOM-based expenses (such as outreach budget). Outcomes remain unclear and largely speculative for this proposal since the applicant chose to submit under the "Healthcare" investment strategy. This proposal does not directly provide healthcare services to any TRRC residents, which is the primary objective of the Special Projects-Healthcare logic models. While there is little doubt that the demand for both healthcare services - and professionals to provide those services - will continue to rise far above the region's supply for each, a proposal such as the one presented here simply does not align with the Commission's stated performance measures outlined in the Strategic Plan, and would take a decade or more to see results from students completing healthcare education and returning to work in the region. The impact of career coaches is difficult to measure, given that it is difficult to attribute a student's career choice to counselling that was received years before. The applicant also states an intent to submit additional requests to sustain and expand the program in future years. Without a plan to sustain the program while also recording measurable direct outcomes consistent with TRRC funding priorities, it is unlikely that a request such as this can be supported. Ultimately, Staff concedes there is value in raising awareness among K-12 students about career opportunities such as healthcare, and commends the project partners for working toward a 2+2+graduate post-secondary education pipeline, but remains focused on targeting the Commission's limited resources to projects that directly deliver healthcare service to residents (through the Special Projects Program), and supporting educational projects that directly award healthcare workforce credentials to students (through the Education Program).

Staff recommends no award.

University of Virginia

Providing Access to Cancer Screening and Cancer Care Services (#3462)

\$799,685 Requested

Executive Summary Provided by Applicant: Across Virginia's tobacco region, high rates of colorectal, breast, and cervical cancers persist, yet area residents lack access to cancer screening and cancer care services. Access to services is commonly inhibited by financial barriers, lack of insurance or transportation, and shortage of practicing specialists. We propose a combination of cancer screening programs, insomnia treatment services for recovering cancer patients and their caregivers, and a full-service colorectal cancer program that will improve health, cancer prevention through screening, and provide needed procedures for those who otherwise may be forced to go without. These programs consist of high-quality, evidence-based interventions and services that will be implemented through telehealth and eHealth technologies to reduce cancer mortality by increasing access to these valuable resources. An estimated \$1.7 million will be saved directly by patients, which does not include additional economic gains from returning workers to the workforce, travel reductions, and other indirect economic impacts.

Staff Comments and Recommendation: Since 2008 the Commission has provided nearly \$4.9M to support the expansion of UVA healthcare services including cancer screening and prevention and telehealth services to the TRRC region. Of this amount there are currently 4 open grants with a total balance of approximately \$838K. Conversations with UVA Staff have indicated that 2 of these grants are expected to close when they reach their expiration dates later this month. This will reduce

UVA's balances to approximately \$700K with the majority of this (\$499,933) reflecting the FY18 Special Projects award. This year's request seeks funding for 3 sub projects focused on colorectal cancer, ongoing screenings for breast and cervical cancer, and the SHUTi project addressing insomnia in cancer patients and caregivers. The SHUTi program will deploy two web-based programs to address insomnia needs. This includes a Patient Education website with information to address mild sleep issues. The second is a more intense Internet Intervention program called Sleep Healthy Using the Internet (SHUTi). This interactive, tailored, web-based, multi-week program incorporates tenets of face to face therapy for insomnia using an online platform. \$100,338 of TRRC funds will be allocated to this project to support the Project Co-Leader (10% for 3 years), Web Developer (10% for 3 years), Marketing, Server fees, and travel to and from TRRC region. UVA will contribute \$158,445 to the project which is estimated to serve 300 participants. \$155,314 of the request has been allocated to continue to provide mobile breast and cervical cancer screenings onboard the mobile mammography van (both the van and screening services have been supported under previous TRRC grants). UVA will contribute \$299,844 of matching funds for the project. During a three year period 5 new partner sites within the TRRC footprint will be established to increase regional cancer screening rates. Mammography services will be provided to 525 women and 100 women will receive HPV screening (self collection kits) services. Mobile follow-up services will be provided for 45 women. The Colorectal Cancer Care Program will dispense FIT screening tests to 1,500 TRRC region residents. Half of these (750) will result in processed FIT tests and approximately 72 (positive screens) will receive free colonoscopies. Commission funds will be used for testing services (FIT tests and colonoscopies) and travel assistance for patients. Matching funds of \$156,381 will be contributed by the applicant. This proposal also seeks \$316,666 for non-program specific, general support. These funds will be used to continue to support the Cancer Navigator position based in Wise, VA which has been supported under previous TRRC grants. Additionally, a region based Community Resource Navigator will be added in years 2 and 3 to provide patient navigation services for both colorectal and breast screenings, connecting residents with the best partnered sites for colonoscopies. UVA will provide \$200,319 of match for general project support. UVA has a lengthy and credible track record of providing services within the TRRC footprint. This application builds upon previous investments to continue to provide critical screenings and follow up care to residents across the entire Southwest tobacco region. The structure of the proposed budget has more than 75% of the request being used in Years Two and Three. Given the consistent need to extend the previous grants into 4th and 5th years, along with the Healthcare funding discussion that is on the Committee agenda for September 18th, Staff suggests that funding one-third of this proposal would be sufficient resources for UVA to use well into a second year, and sustain these initiatives until the FY20 round and its healthcare funding priorities are known.

Staff recommends an award of \$266,562.

Virginia Commonwealth University
Empowering Southern Virginia to Prevent, Control, and Treat Colon Cancer
(#3461)
\$2,442,635 Requested

Executive Summary Provided by Applicant: The overall goal of this application is to use the infrastructure of the currently operating Cancer Research and Resource Centers (CRRCs) that serve the Southside health districts to expand access to healthcare in Virginia's tobacco region. We will accomplish this by combining education and outreach activities with research efforts that focus on local population needs, while informing residents of various cancer-screening options. Our priority

initiative is Initiative 1, which will increase access to colorectal cancer screening and treatment services. Initiative 2 will identify, prioritize, and provide access to effective treatment focused interventions that address known cancer risks Initiative 3 will identify rural practices interested in conducting CPC research and test ways to improve uptake of cancer screening and prevention behaviors. Our primary outcome will be to increase the number of tobacco region residents that have access to colon cancer preventions, control, and screening opportunities.

Staff Comments and Recommendation: VCU's Massey Cancer Center (MCC) is a National Cancer Institute-designated research and treatment center in Richmond that has received eight TRRC grants for \$8.3 million in the past 10 years (out of \$35.7M requested). Previous grants, including one current grant, have primarily funded cancer education and outreach provided by staff at two Cancer Research and Resource Centers (CRRCs) located in Lawrenceville (Brunswick County) and Danville. Similar to the UVA Cancer Center proposal in this grant cycle, MCC's top priority is on increased access to colorectal cancer screening and prevention services, while two additional initiatives would educate residents about lifestyle behaviors that increase the risk of contracting cancer, and recruit primary care clinics and oncology practices in the region to participate in research and screening/prevention. A primary deliverable on Initiative One is to recruit and train ten "Colorectal Health Resource Champions" to serve as community ambassadors to encourage screening and prevention. Initiative Two intends to evaluate and inform patients on lifestyle behaviors such as smoking, obesity, exercise and healthy diets, and includes the involvement of VCU's Department of Social and Behavioral Health. Initiative Three builds on an existing statewide research network to recruit rural practices to collect patient data and expand continuing education for staff. Each of the three named initiatives are requesting \$814k over three years. This request seeks nearly 52% of the available Special Projects balance of \$4.73 million, for a three-year project period. Of this \$2.44 million request, 37% of the personnel funds requested and 30% of the overall request would be spent outside of the region (\$1.72M in-region total versus \$720k spent in RVA, primarily for already-funded existing positions). Matching funds on all previous grants have almost entirely come from existing Richmond-based research and administrative staff at MCC. No detail was provided on specific match in this request, although MCC states those would once again come from "Richmond-based activity." Outcomes and deliverables make heavy use of terms including "evaluate ... assess ... measure ... compare efficacy ... inform ... engage ... educate ..." and are projecting 4,900 tobacco region residents receiving services per year (an increase from 4,600 in the current year). However it should be noted that the majority of those will primarily receive education material. There is a heavy emphasis on data collection rather than delivery of specific healthcare treatment services (aside from education), so the actual number of residents who receive expanded access to critical and direct health treatment services - a funding priority for this program - is difficult to determine. TRRC Staff do not question any aspect of MCC's research mission, the prevalence of colon cancer, the lack of adequate screening and treatment within the tobacco region, or the role of healthier lifestyles, and acknowledge that better screening and follow-up is greatly needed. However, after a decade of support for the CRRCs, there is no identifiable movement toward sustainability of the centers, or attracting non-TRRC support to the research and education services MCC provides to tobacco region residents. The proposal includes several letters of support from partner organizations that participate in MCC's outreach and education events, yet - after nine years of the Commission fully supporting the two CRRCs - MCC reports raising a mere \$16k within the region to match more than \$8 million in TRRC grants. Furthermore, there is no data provided that a decade of outreach and education has improved the statistics on detection and treatment of cancer in tobacco region residents. The four most recent annual grants to MCC have funded only expenses within the tobacco region to fund the CRRCs, and have averaged \$525k. Until such time as significant matching funds are committed to in-region expenses - and the Healthcare funding

discussion that is on the Committee agenda for September 18th can consider future funding priorities in FY20 and beyond - Staff proposes that funding be limited to one year of in-region expenses as proposed in MCC's budget.

Staff recommends a grant award of \$565,000 for one year funding to be spent exclusively on tobacco region personnel and operating costs (matched at least equally by non-TRRC Richmond-based funds).

Virginia Health Care Foundation

Sign Up Now: Creating a New Market for Healthcare Services (#3463)

\$500,000 Requested

Executive Summary Provided by Applicant: A positive new economic dynamic will occur throughout TRRC's service area in January 2019. A new market and payment source for health care services will be created when 52,000+ low-income citizens who are currently uninsured will become eligible for Medicaid health insurance. To obtain this health coverage, individuals must complete a seven-page application with multiple attachments and gather a number of items to document their citizenship and income eligibility. This can be daunting to those with limited experience completing government forms and/or with insufficient literacy skills. This SignUpNow initiative will use TRRC funds and matching grants to underwrite the costs of eight Outreach Workers located throughout the TRRC service area. They will assist area residents in gathering needed documentation and applying for Medicaid coverage. Once covered, those residents will be able to obtain needed health services, generating payment and bringing economic value to TRRC localities.

Staff Comments and Recommendation: Richmond-based VHCF - a creation of the 1992 General Assembly and an IRS-designated 501(c)(3) nonprofit - has nearly two decades of experience contracting for local Outreach Workers (OWs) and extensive partnerships with local and regional organizations in the tobacco region that have been assisting and advising families in signing up for the state FAMIS programs. VHCF is also well-acquainted with the tobacco region, having provided more than \$22 million of grants funds to healthcare professionals and facilities in the region since its inception. The passage of healthcare expansion in the 2018 General Assembly session, along with the reduction of state funding for the FAMIS Outreach Workers, presents a unique opportunity to re-focus those patient "navigators" and the local sponsoring organizations to assist families in completing paperwork to sign up for medical insurance. Outcomes are estimated, based on the typical caseload for a FAMIS Outreach Worker, to assist 5,600 tobacco region citizens in enrolling for medical insurance during the two-year period of this proposed project (eight OWs each enrolling 350 individuals per year). Fifteen tobacco region cities and counties in Southwest and Southside will be served, based on matching funds from foundations serving those localities. Partners include local and regional organizations that will provide a base for the OWs, including the Virginia and Southwest VA Legal Aid Societies, The Health Wagon, Piedmont Access to Health Services (PATHS), Martinsville Henry Coalition for Health and others. Matching funds have been approved by Sentara (\$125k) and Danville Regional Foundation (\$125k), and are anticipated from Harvest Foundation (\$65k) and The United Companies Foundations (request is for \$200k). VHCF has deep experience using a client tracking software that will provide reliable reporting of caseloads and successful enrollments. Chmura Economics estimates annual medical insurance spending as \$6,000 per enrollee, which would result in nearly \$35 million of annual new healthcare spending in the tobacco region by the 5,600 newly-enrolled citizens when the two-year project meets its goals. This is clearly a very significant new infusion of federal healthcare funding into the tobacco region on an

annual basis. It will also measurably improve access to healthcare, increase revenues for local medical practices and health systems, help patients avoid debt incurred to pay for medical care, and - according to studies in other states that have expanded healthcare coverage - will improve workplace productivity for the enrolled individuals who have new access to healthcare. This proposal can arguably be equated to offering a \$500k incentive to attract a new company that generates \$35M of new annual revenues and pays 5,600 part-time workers across the tobacco region. Based on factors such as the number of citizens served in the project period, the direct applicable experience VHCF and its partners have in this endeavor, and the ability to attract significant funds to the region, this was the highest scoring proposal in this funding cycle.

Staff recommends a grant award of \$500,000.

REGIONAL ECONOMIC DEVELOPMENT

City of Emporia

Engineering for Norwood Site Utilities and Sitework (#3454)

\$130,000 Requested

Executive Summary Provided by Applicant: The Norwood Property, a 38 acre +/- site, located adjacent to VA 58 West in the northeast quadrant of the City of Emporia, was purchased in 2016 for the purpose of attracting an industry that would hire a large number of employers. The strategic site could be home to almost any business, but the City is preparing for advanced manufacturing or other water user. Prior to purchasing the property, the City contracted with Timmons Group to assess the property and identify a timeline for the use identified. This completion of the engineering for the site utilities and sitework will move this site one step closer to being considered as a Tier 3/4 industrial site, ready for a new prospect to consider. The water and sewer infrastructure portion would be the first to be completed, with the sitework being developed later possibly with a prospect in place.

Staff Comments and Recommendation: Grant funds are requested to support engineering for the provision of water and sewer to the Norwood Property. This 38-acre site is located directly off US Route 58 and in close proximity with four-lane divided highway access to Interstate 95. It was purchased by the City of Emporia in 2016 and is targeted for advanced manufacturing or other high water-use industrial sectors. A \$260,000 A&E estimate was provided and the City will provide the 50% required Match to support these costs. The City has already invested ~ \$200,000 in this property including initial due diligence assessment, acquisition and related legal fees. Future site and utilities development costs to serve this property are estimated at ~ \$4 million with \$1.8 million being for site work, \$1.45 million for water, and \$654K for sanitary sewer. Outcomes for this project are aimed at attraction of a new major employer for the Emporia region creating ~ 100 jobs with higher paying jobs to improve income levels in the area. Staff notes the property is located in the state's Enterprise Zone and the new Opportunity Zones, which should assist in attracting private investment. Emporia is also a member of the Virginia's Growth Alliance regional economic development partnership, which should also assist in raising visibility of the well-located site for economic development purposes.

Staff recommends a grant award of \$130,000.

Heart of Appalachia Tourism Authority
Coalfield Regional Tourism Destination Project (#3464)
\$483,220 Requested

Executive Summary Provided by Applicant: Destination Center preliminary planning documents/graphic designs for Construction: Contract Architect & Engineer to develop design documents, property survey, sub surface investigation, construction documents, site preparation, exhibit designs, landscape and gateway design. Digital Specialist : Provides content for travel website/apps for trails, businesses, attractions and events; Provides booking assistance utilizing Reservation System; Lists regional tourism businesses on sites like Airbnb, VRBO, Travel & Trail apps, booking engines. Marketing Coordinator: Negotiate contracts with media outlets; implements marketing plan; assist entrepreneurial businesses marketing plan Development. Implements Social Media, tradeshow, sales missions. Prepares research for future marketing plan. Distributes Brochures and hosts Fam tours for travel writers. Coordinates filming TV Series Episodes. Outdoor Trails GPS/Mapping: Contract services to GPS and Map trails and point of interests including Horseback , Mountain and Road Bicycle , Hiking, and Paddling assets. Includes detailed data maps reflecting ascent /descent. Create new road biking trails in multiple localities

Staff Comments and Recommendation: This multifaceted request will continue to build Heart of Appalachia's capacity to serve as the primary tourism marketing group for the SWVA Coalfield Region consisting of the Counties of Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise and the City of Norton. In particular, HOA provides marketing services for Spearhead Trails and elements of this request will be used to increase capacity related to growing visitation for the trail system and associated businesses and related destinations. Additionally, funding has been requested to initiate development of a Regional Destination Visitor Center to be located in the town of St. Paul and owned by Russell County. These priorities are reflected in the budget provided for the \$483,220 total request amount. To expand marketing and support for venues and tourism related businesses, HOA has requested 3 years of support to add a Digital Specialist and a Marketing Coordinator to their staff. Previous Commission grants such as #3189, approved in 2016 (\$217,000) have also added to the organization's staff. The ongoing growth of the tourism industry in the region has necessitated the addition of these new positions. Contractual Services totaling \$144,720, supporting primarily A&E design and planning for the Visitors Center is requested. This line item also allocates \$5,000 for Outdoor Trails GPS/ Mapping services to support the development of horse and biking trails. The budget includes \$17,000 to be used for half the estimated cost for a van to be used to transport staff, brochures, and tradeshow equipment. During review Staff requested data on past mileage expenses and learned that in 2017, HOA paid \$4580 in mileage reimbursements. Mileage expenditures for the January-June 2018 have already exceeded that amount (\$4,700). The application also seeks \$216,500 for site development expenses for the Visitors Center. Commission funds will be matched at a 1:1 rate for most expenses with matching funds to come from intended ARC applications (\$110,000 ARC Power Grant and \$283,230 ARC Grant). Heart of Appalachia provided \$11,990 for preliminary design work for the Visitors Center and will contribute half the cost (\$17,000) of the van purchase. The outcomes presented for the application represent the combined impact of all elements of the request. It is estimated that visitation will increase by 1,800 annually with an annual revenue increase of \$47,000. 110 new jobs, with an average salary of \$35,000, will be created. This was a large request covering a wide range of expenses and funding priorities. The dependence on uncommitted grant funding to meet the match requirement is concerning. It is not clear how the match requirement would be met if one or both of the intended ARC applications is not successful. A reduced award will help to mitigate this risk and will help the project to align with TRRC funding priorities and policies. Until the design process is complete and

visitor center construction if funded, it is premature to commit funding for site development expenses. Additionally, the two staff positions will be reduced to 2 years support rather than 3 (\$70,000). Support for Contractual Services for GPS mapping and A&E design services is recommended at \$142,720. Assistance with accounting services (\$2,000) was also requested however supplemental information received during review of the proposal indicates that this expense is related to fiscal management of the grant which is not an allowable use of funds. Finally, Staff is recommending \$17,000 to be used to fund up to one half of the cost of the van. HATA's most recent grant demonstrates that its marketing of SWVA is reaching audiences across North America - as demonstrated by requests for visitor materials resulting from ad placements and industry trade shows, and the partnership to co-promote Spearhead Trails is a sensible and commendable collaboration. While visitor center construction financing is being explored, Staff supports funding of the primary tourism marketing efforts serving the region that is seeing significant growth of visitor interest and businesses to support those visitors.

Staff recommends an award of \$229,720 for the two requested marketing positions for two years, and for contracted mapping services, van purchase and architectural/engineering design work for the proposed visitor center.

Mountain Empire Community College

MECC Center for Workforce & Innovation of Appalachia (#3459)

\$425,905 Requested

Executive Summary Provided by Applicant: Mountain Empire Community College plans to establish the MECC Center for Workforce & Innovation of Appalachia by repurposing a former elementary school building located in its service region. By establishing the Center for Workforce & Innovation of Appalachia, MECC will be able to expand its existing power lineman, commercial driving, and unmanned aerial systems programs, as well as establish new training opportunities in construction trades, culinary, hospitality, agriculture and more. Growth in each of the existing programs is currently limited because of a lack of available space on the MECC campus. Repurposing an existing vacant structure will not only assist the College in its ability to serve regional economic needs, but will also serve as a revitalization catalyst for the area.

Staff Comments and Recommendation: This request supports \$425,905 of an approximately \$1.8M cost to establish the MECC Center for Workforce and Innovation of Appalachia. Currently the College leases space in a former Armory Building owned by the Town of Big Stone Gap. The lease for this building will expire in October 2018. MECC states that the Armory is too small to allow the expansion of existing programs or to accommodate new programs. The facility also needs a substantial amount of repairs. The proposed site at the former Appalachia Elementary School building is in much better condition and offers ample space for both current and future programs. The school closed in 2017 and only minor renovations are needed for the building. Several TRRC high-priority programs will be expanded including Power Lineman and Commercial Driving and additional (new) construction trades training programs will be added. MECC's unmanned aerial systems programs will be relocated to this facility. New programs in the fields of Agriculture, Hospitality, and Culinary will be created. The impact that this facility will have on MECC's ability to increase training opportunities is reflected in the application's impressive outcome projections. The number of credentials will more than double (247 baseline/556 anticipated) as a result of the project. Matching funds of \$1,413,256 are proposed from a number of sources. The Wise County BoS will provide in-kind support of \$106,476.00 reflecting 25% of the TRRC request amount (the

Commission's limit on in-kind support) in lieu of lease payments for the facility. This is a portion of the \$187,500 total value for forgiveness of 1 year lease payments provided by the BOS. MECC will provide \$457,452 from their general operations budget for personnel, supplies, materials and utility costs associated with the operation of the Center for Workforce & Innovation of Appalachia. It is not clear how much of this amount reflects new expenses associated with proposed move and not a transfer of existing expenses associated with the current location. \$151,676 of approved ARC funding will be used for personnel associated with programs to be located at the Center. Again, it is not clear if this funding will be used for new programs or reflect the transfer of expenses from one location to another. MECC indicates that it plans to seek an additional \$580,152 from ARC to support program expansion at the Center during the first year. An application will also be submitted to the Slemp Foundation for equipment to create a Learning Resource Repository and for furnishings for the Center. The timeline for this request was not provided. \$67,500 will be requested from the VCCS Institutes for Excellence to support personnel for the Aggregate Producer Apprentice Program. TRRC funds will be used to support what appears to be the total cost of renovating the building (\$17,880) and \$30,000 will be used for supplies and materials. The majority of the request (\$378,024.68) will be used to purchase equipment, including furnishings such as work stations, chairs, tables, network infrastructure, etc. Kitchen equipment, presumably related to the culinary program, has also been requested. Due to the timing and use of the proposed match, it appears that TRRC funds would be used almost immediately to prepare the building for occupancy, with matching funds used in the months/years to follow. This can be an issue since the Commission's matching funds policy requires that, at minimum, a 1:1 ratio of TRRC funds to match is achieved prior to allowing full disbursement of the grant. While some of these expenses are necessary to facilitate a move to the new location this fall, that timetable was clearly scheduled prior to knowing if Commission support would be approved. As the majority of matching funds to fully fund the move to Appalachia are not yet committed, the availability of timely matching funds should be demonstrated prior to approval of Commission support. The potential ROI for this project in terms of new credentials associated with expansion opportunities at a repurposed, vacant, county owned building are significant. However, while certainly impressive, the outcomes projected for this project align most closely with the Competitive Education program. A referral to this program would allow MECC additional time to secure matching funds that could be spent concurrently with potential TRRC support to expand program offerings (as opposed to relocation costs), and which would be sufficient to fully build out the new site, and achieve the anticipated net new outcomes.

Staff recommends this project be referred to the FY19 Competitive Education funding cycle to be conducted in Spring 2019, when the outcomes of other intended funding applications are known.

Southwest Virginia Workforce Development Board
Southwest Virginia Regional Certified Work Ready Communities Initiative
(#3334)

\$377,025 Request revised to \$248,950

Executive Summary Provided by Applicant: The 17 jurisdictions in Workforce Development Areas I and II, in partnership with local governments, regional economic development agencies, school divisions, higher education, and employers, will become ACT Certified Work Ready Communities (CWRC) for purposes of economic development and for quantifying and verifying work readiness skills that employers require for job placement and advancement. This includes using

the National Career Readiness Certificate (NCRC) as a competency-based, industry-recognized, third-party validated, portable and stackable certification that validates work readiness skills in: applied mathematics, locating information, and reading for information. It will be administered to high school seniors in addition to Workforce Innovation and Opportunity Act (WIOA) participants, college students and other job seekers, and incumbent workers. Economic developers will use it as a recruitment tool per Site Selection Magazine. Employers will use job profiling for high-need positions as a means to match job-specific requirements to requisite skill attainment levels.

Staff Comments and Recommendation: This request, to promote the National Career Readiness Certificate (NCRC) across 21 region localities was submitted to the Special Projects Committee in FY18 but was tabled. It is modeled on a similar initiative in Southern VA that's being funded by TRRC and has seen certification of several SoVa localities. Of the 21 localities, 17 are located in the TRRC region (Bland, Bristol, Buchanan, Carroll, Dickenson, Floyd, Galax, Grayson, Lee, Norton, Russell, Scott, Smyth, Tazewell, Washington, Wise, and Wythe). This effort will result in their recognition as ACT Certified Work Ready Communities (CWRC). Over the past year all participating localities (21 total/17 TRRC region) have participated in strategic planning and ACT training, and local committees have been formed. ACT agreed to hold its Academy in the region which resulted in substantial cost savings for each of the jurisdictions. Additionally, the Virginia Community College System modified its contract with ACT to allow the use of the national certification (NCRC) rather than the Virginia CRC. This modification will not only strengthen the recognition of the credentials awarded by this project but will also allow previous Virginia CRC credentials to be converted to the NCRC. During evaluation of the FY18 application Staff had concerns that the scope was too large and may not be realistic during the proposed timeframe. To address these concerns the recommendation one year ago of \$254,025 was made to reduce the budget for job profiling to \$60,000 and contingent on companies providing 50% of the cost of each job profile conducted on its behalf. The applicant took this recommendation under consideration and addressed many of the concerns with the original application. A revised request was received on 8/23/18 reflecting the use of funds over a two year period. Funds will be used for 2 part-time (20 hour/week) Project Coordinators (\$89,565), Contractual expenses including NCRC test fees, software licenses, soft skills training, job profiler training, travel, etc. (\$132,273). Funds have also been budgeted for marketing, office furniture/equipment and related expenses for the Project Coordinators. Significant matching contributions (\$311,804) will be provided from various sources. The Area One Workforce Development Board will contribute \$84,010.00 for administrative personnel, proctor time, job profiles, travel, marketing design, space and use of computers for testing, IT services, postage and insurance. Similarly, the Area Two WBD will contribute \$83,331 for administrative personnel, testing fees for 94 participants, job profiles, travel, rent and utilities. The SVAM-COE will contribute \$36,741 of Heart Project funds (an ARC grant) to support employer marketing and participation. Private support from area employers and the Southwest Virginia Alliance for Manufacturing (SVAM) of \$87,756 will be provided supporting administrative (SVAM Director's) salary and for employer's 50% share of job profiles and workforce testing. VCEDA funds (\$13,032) will support testing fees for high school seniors in PDC 2. Other SWVA school systems and community colleges will be asked to contribute \$6,934 reflecting the use of space and computers for NCRC testing. At the time of the update, 40 region employers have signed on in support of the project. Outcomes of 1,700 NCRC credentials are anticipated for the two year project period. When this project was tabled a year ago, the organizations involved in this project moved forward to continue to build support for the NCRC initiative across the region and the progress made was apparent to Staff when reviewing the revised application. A year later, this project appears poised to launch on a more realistic scale compared to the plan outlined originally. The NCRC is a known economic development recruitment tool and this regional effort will ensure that SWVA does

not fall behind levels achieved in other parts of the state, including Southern VA. While the outcomes of this project also fit with those of Competitive Education Program, Staff recommends funding support from Special Projects to avoid potential delays that could result from a referral to that Committee. Testing is expected to commence this month and an award from this Committee will align with that timeframe.

Staff recommends award of \$248,950.

Virginia Highlands Community College Educational Foundation
Advanced Technology and Workforce Development Center (#3465)
\$2,700,000 Requested

Executive Summary Provided by Applicant: In an effort to support its governing localities and partners in business and industry, Virginia Highlands Community College (VHCC) plans to construct a new, \$6 million, 25,000+ square foot Advanced Technology and Workforce Development Center (the Center, the facility, the proposed project) which will consolidate and create modern classroom and laboratory spaces for a variety of technical programs to serve the region's workforce and employers. The facility will be a dynamic hub for: workforce training; customized business and industry training; and small business formation through VHCC's Small Business Development Center. The facility will be constructed on property adjacent to the campus. VHCC and its partners respectfully request \$2,700,000 in funding to support the construction and final buildout of this Center. The College has the required 1:1 matching funds on hand and submits that the Center represents a critical investment in the workforce and economy of southwest Virginia.

Staff Comments and Recommendation: The applicant is requesting the balance of a desired \$3M total contribution from TRRC for 50% of the estimated construction cost of a new Advanced Technology and Workforce Development Center to be located adjacent to VHCC's campus. The project received \$300k in May 2018 from the Competitive Education program to support half of the anticipated cost of developing a PER for the project and for related A&E activities. At that time Staff recommended that any additional support from the Commission should be considered only after design planning was completed and an accurate estimate of the actual total development cost was known. The Special Projects application indicates that VHCC plans to award a single contract for both design and construction and will bid the project this month. Additionally, Staff suggested that the College should approach other potential funders such as federal ARC and EDA. The initial feedback from EDA has been positive and VHCC has disclosed that they plan to submit an application in October 2018. Staff has also learned that an application has been submitted to GO Virginia. The amounts of the intended EDA request, the GO Virginia request, as well as other potential requests to funders such as ARC have not been shared. Depending on the request amounts, and the outcomes of these applications, it is not possible to determine how much of the current \$2.7 M request (which reflects TRRC funding for 50% of the total project cost) will be needed to complete the project. A \$3M private match has been secured for the project by an anonymous donor. Despite the large size of this request the associated outcomes are not significant. This is due to the fact that, while the new facility will consolidate several programs, there does not appear to be substantial expansions in the enrollment of these programs. A baseline figure of 285 annual completers was provided in the application with an anticipated increase to 321 as a result of the consolidation. This is a modest increase that does not result in an ROI which would be required to justify the desired level of TRRC support. Regardless, Staff recognizes that this is a worthy project which compliments other investments made in the region's advance manufacturing training

programs. Staff stands by its May 2018 Competitive Education recommendation that any additional support from the Commission should be considered only after A&E planning has been completed and the total development cost and project financing is known. Additionally, the results of the planned applications to other funding agencies will determine what "last dollar" needs remain. Due to the revenue-generating nature of the programs to be housed in this facility it is likely that a recommendation for additional support would be in the form of a referral to TRRC's VRA loan program, which would be consistent with recommendations provided for similar projects in the region such as Bluefield College's Science Building expansion.

Staff recommends that the project be referred to the Competitive Education Program, to be conducted in Spring 2019 when design work is complete and the outcomes of other intended funding applications are known.

Virginia Museum of Natural History Foundation
Outdoor Education Pavilion (#3457)
\$75,000 Requested

Executive Summary Provided by Applicant: The Virginia Museum of Natural History Foundation is requesting \$75,000 from the Virginia Tobacco Region Revitalization Commission to support construction of the VMNH Outdoor Education Pavilion, a multi-season covered area to be erected adjacent to the museum near J. Frank Wilson Memorial Park in Martinsville. The \$75,000 requested represents 50% of the overall project cost of \$150,000, with matching support to be provided by foundation, corporate and individual support. The Outdoor Education Pavilion will include an open-air roof, flexible-use outdoor seating, and exhibit materials interpreting the natural features of adjacent J. Frank Wilson Park. The Outdoor Education Pavilion represents a significant tourism, economic development, and quality of life initiative that will generate greater public awareness, visitation and tourism spending for the Virginia Museum of Natural History, partnering organizations and the entire region.

Staff Comments and Recommendation: Grant funds are requested to support 50% of the estimated \$150,000 costs for construction of an outdoor education pavilion as an attached extension to the Virginia Museum of Natural History in Martinsville. This request was submitted to Special Projects due to the City not having an allocation within the Southside Economic Development Program, though VMNH clearly is a regional and statewide attraction as indicated below. In 2006 the Special Projects Program provided a grant of \$350,000 to design, construct and install permanent exhibits at VMNH when the Museum's new facility was constructed. Architectural schematics for the design were provided as well as a detailed cost estimate from the A&E consultant for the Pavilion, which will be an outdoor extension of the indoor central atrium that visitors use to access exhibit and research spaces at VMNH. The design for this new facility is projected to facilitate an increase in visitation of 2,840+ annually, and a \$6,166 increase in ticket sales annually at the museum. VMNH provided staff with demographic information on current visitors, demonstrating that a majority are from outside the local area and includes visitors from North Carolina and many other states. The majority of visitors are adults ages 19-59 (41%), followed by school-age children between 3-18 (30%). Matching funds are intended from Harvest Foundation, Women in Philanthropy and individual donors, with the foundation funding decisions expected to be made this Fall. While this modest request may have accompanying modest outcomes, the addition of a sizable outdoor event space at the Commonwealth's designated natural history museum can reasonably be expected to increase the number of events and attendees at VMNH,

which could translate into extended visitor stays that benefit lodging, restaurants and other businesses that benefit from the spending of out-of-area visitors. Staff would add that outdoor event space at other more locally-focused venues should not view this as a new funding priority, and cites the statewide mission and promotion of VMNH as a clear distinction that adds merit to this proposal.

Staff recommends a grant award of \$75,000 for up to 50% of costs for the pavilion.

Virginia's Growth Alliances

Regional Marketing Organizations (RMO's) Support Project (#3458)

\$750,000 Requested

Executive Summary Provided by Applicant: This project supports the regional economic development marketing function of the Regional Marketing Organizations (RMO's) over a three year period and will allow the RMO's to enhance a number of actives to support marketing, prospect visits and lead generation. This marks the first time that the RMO's have looked to develop a regional approach to these activities while supporting their local, active members from the TRRC footprint.

Staff Comments and Recommendation: This project was brought to the Commission by a coalition of seven regional economic development organizations (REDOs) serving the tobacco region, as a means to accelerate prospect lead generation and visits to tobacco region sites over the next three years. The request was submitted on behalf of those regional EDOs by Virginia's Growth Alliance, which serves ten counties and one city in Southern Virginia, but funds would be allocated to the seven REDOs under an equitable formula. That formula, while not finalized, would be based on the number of tobacco region cities/counties participating in each REDO (currently a total of 27 of the 40 tobacco region cities/counties), and would be used to contract for lead generation consultants and assist in costs to bring prospects to the region and/or visit them at their headquarters. Standard operating expenses for the REDOs, such as staff salaries and benefits, office expenses etc. would not be eligible for these requested funds. The Coalfield Economic Development Authority declined to participate in this project, but that portion of the tobacco region (Cumberland and Lenowisco PDCs) is being funded separately through a Special Projects grant of \$400k made in 2017 to expand foreign direct investment and domestic technology recruitment. TRRC Staff and tobacco region localities are seeing a rebounding economy and growing interest in private business attraction and expansion. The addition of \$250k per year of additional marketing, lead generation and prospect visit support - equitably spread among the seven REDOs - could greatly assist in securing additional business announcements across a majority of the region. While the total cost appears significant, the funding available per year would be something less than \$10k/per locality. As Virginia's Growth Alliance is an unincorporated organization with a single staffperson, Staff has discussed other options for eligible grantee that has access to support resources. Virginia's Industrial Advancement Alliance, supported administratively by the Mt. Rogers Planning District Commission, has agreed to serve as grantee and administrator for this project.

Staff recommends award of \$750,000 to Virginia's Industrial Advancement Alliance, with final development of the distribution formula, eligible/ineligible uses and prospect tracking/reporting protocol to be approved by the TRRC Executive Director.

Virginia Tech - Office of Economic Development
Regional Workforce Assessment and Skills Analysis (#3475)
\$138,820 Requested

Executive Summary Provided by Applicant: This Workforce Assessment and Skills Analysis will create a better understanding of the current labor market and ways to improve it, with specific consideration for identifying transferable skills and the training and support programs to enhance those skills. As part of the data analysis, the project would review wage and salary data, available skill sets, commuting patterns, and workforce training offerings in 52 counties and cities encompassing the entire Tobacco Region, as well as additional counties and cities in the Appalachian Power Service Territory. The final report will include strategic recommendations for maximizing the assets of this region's workforce and enhancing the skills of displaced workers. Additionally, local and regional economic development professionals will have access to rich data for marketing their regions as a competitive business location and will receive training in how to most effectively utilize the data generated by the workforce assessment.

Staff Comments and Recommendation: This request was submitted by VT-OED as an eligible sponsor on behalf of a proposed partnership between the Commission, VT-OED and Appalachian Power's Office of Economic Development, to conduct an in-depth regional workforce analysis similar to one that was completed in 2016 for eastern Kentucky, which shares a border with SW Virginia's coalfields (see <http://www.oneeastky.com/oek/site-selection/labor>). The proposed analysis, which would be completed within a seven-month timeline, would address workforce skills and needs across the entire tobacco region footprint, and would provide detailed worker skills demand on a region and sub-region basis. The objective of the East Kentucky study was to identify skills held by displaced former coal miners that are transferable to other industries and could be marketed for prospective business expansion and attraction. The proposed study process would supplement public data sources with significant stakeholder input through regional employer forums, discussion groups, and online surveys of employers, residents, students and career coaches. Boyette Strategic Advisors, a Little Rock AK-based company, completed the 27-county East Kentucky study and is proposed as the consultant for the Virginia study (see <https://www.boyette-sa.com/>). Boyette's team includes extensive experience with two international consulting firms (Deloitte and KPMG) and leadership of two state economic development agencies (Arkansas and Georgia). A primary objective is to assess the skills of unemployed or underemployed former coal, tobacco, textile and furniture workers in the tobacco region, and identify training that will make those individuals marketable to business prospects in industry growth sectors. Data will be accessible to local and regional economic developers in marketing their communities to prospects, with instruction provided through webinars for economic developers. Data would be made available for the 22 tobacco region localities in Appalachian Power's service area, plus the remaining 18 tobacco region cities/counties, and a dozen non-tobacco APCo localities in Virginia. Appalachian Power would provide the required matching funds to assess its service area localities as well as non APCo localities in the TRRC footprint. ApCo is a key partner in marketing industrial sites in the tobacco region, including six tobacco region megaparks (Carroll, Henry, Pittsylvania, Smyth, Washington & Wythe. See <https://aeped.com/where-we-work/virginia/>). VT-OED is a logical partner on this project as an additional repository/disseminator of data and convener of events to inform economic developers of the availability and how to benefit from usage of the data. As the nation and tobacco region appear to be entering a period of greater prospect activity and tighter labor availability, this analysis and process could be a robust, critical tool to assist tobacco region communities in competing more effectively for business expansions and attraction, with appropriate partners to make the best use of the products generated by the analysis.

Staff recommends a grant award of \$138,820 for consulting services to conduct the analysis.

OTHER BUSINESS ITEMS

The Corporation for Jefferson's Poplar Forest
Construction of the Poplar Forest Parkway (#3091)
\$500,000 Grant approved 9/23/2015 – 5th Year Extension Requested

This grant is to support a portion of the estimated \$2.2+ million costs for construction of a new access road for one of Bedford County's primary tourist destinations, Thomas Jefferson's Poplar Forest. An extensive archaeological and historical review process was undertaken for the project area. Issuance of the construction contract has been delayed by the review approval process. Poplar Forest is in the process of rewriting sections of the Section 106 report that must be approved by the Virginia Department of Historic Resources following feedback on a historic resources report submitted in January 2018. As was last reported to the Commission's grants staff, an updated report was to be submitted to Virginia DHR by the end of August 2018, and following the 30-day review period, they expect a favorable response which will allow the Army Corps of Engineers to issue the permit for crossing streams. This is the next step for proceeding with the contract for road construction. Recognizing that the Current Project End Date is 9/23/2018, Poplar Forest is requesting an additional two years for the project to be completed. This is a request for a fifth year extension to 9/23/2020, in order to allow sufficient time for issuance and completion of contract for construction of the new road.

Staff recommends an extension to 9/23/2020.

Danville-Pittsylvania Regional Industrial Facilities Authority
Berry Hill Mega Park (#2264)
\$2,700,000 Grant award 1/11/2011 – Budget reallocation approval and 9th year extension

The RIFA is requesting a budget reallocation approval for the grant balance of \$2.7 million to support \$2 million of engineering and environment studies (NEPA) and right-of way acquisition for the planned U.S. 311 Connector Road; and \$1.7 million toward engineering, environment studies and right-of-way acquisition for the planned 138kV AEP electric transmission line with breaker/substation. With this budget reallocation approval request RIFA is also requesting a 9th year extension of the grant through to January 11, 2020. This effectively restores the original uses of grant funds that were subsequently approved for rebudgeting by the Committee in 2015 and 2017.

Staff recommends approval of the budget reallocation request to support road and electric line engineering and ROW acquisition, and for an additional one year extension for a revised project end date of January 11, 2020.

Liberty University

Center for Medical and Health Sciences Phase II (#2580)

\$8,500,000 Grant award approved 9/27/2012 – request for 90 day extension

The grant is the second of two totaling \$20.5 million that were awarded in 2011-12 to Liberty to establish its College of Osteopathic Medicine (LUCOM). This grant was approved to equip the new LUCOM building that was built in part with the initial grant of \$12 million. It has a remaining balance of \$3,006,145.65 after having been given a two-year extension in 2016. On September 7, 2018, Staff received correspondence from Liberty's Interim Provost and the LUCOM Dean requesting a final 90-day extension to use \$2.6 million of the balance to acquire additional simulation and training equipment for a variety of uses. An attached list included more than \$5.6 million of new equipment, up to half of which would be Commission-funded. At this time, LUCOM has achieved all of the anticipated outcomes of the two grants - having graduated its initial class and received accreditation - and continues to grow its staff (150+), enrollment (600+) and tuition revenues. Having received this detailed request so recently, Staff has limited time and expertise to evaluate the necessity or urgency of using the majority of the grant balance for the requested purposes. Staff also notes the remaining balance exceeds the total funding for any one of several TRRC grant programs in any given year.

Staff has had insufficient time to assess the merits of the proposed uses to determine if the additional requested equipment would generate additional outcomes commensurate with the spend-down of the majority of the \$3 million grant balance, and offers no recommendation at this time.



SOUTHSIDE ECONOMIC DEVELOPMENT
COMMITTEE AGENDA

Tuesday
September 18, 2018 @ 3:30pm
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Tommy Wright, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/21/18</u> Minutes	<i>(published on website)</i>
Staff Recommendations	<i>Sarah Capps, SS Grants Administrator</i>
Pittsylvania Inland Port Funding	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

FY19 Southside Economic Development Summaries and Staff Recommendations – September 2018

The Commission received seven new funding requests in August for the available Southside Economic Development balances (FY19 budget plus funds carried forward from previous years). Three requests have subsequently been withdrawn, leaving four active requests. Executive summaries provided by the applicants, and Staff comments and recommendations, are included below for these new requests.

Req #	Locality	Organization	Project Title	Allocation Available	Requested Amount
3470	Bedford	County of Bedford	New London Shell Building Project	\$1,504,463	\$1,300,502
3468		National D-Day Memorial Foundation	Visitor Access Improvements		Withdrawn by applicant
3460	Brunswick	Brunswick County IDA	Project Dragon	\$3,247,246	Withdrawn by applicant
3453	Halifax	Halifax County IDA	Project Noon: Factory Customization	\$726,456	Withdrawn by applicant
3469	Franklin	Franklin County	Summit View Business Park - Southern Access Road Segment D3	\$210,689	\$210,689
3472	Mecklenburg	VCU Health System	Revitalization of Old Community Memorial Hospital	\$750,099	\$50,000
3471	Nottoway	Nottoway County	Pickett Park Infrastructure Improvement	\$1,004,889	\$180,000

Total (4 active requests)

\$1,741,191

BEDFORD

County of Bedford

New London Shell Building Project (#3470)

\$1,800,572.85 Request revised to \$1,300,502

Executive Summary Provided by Applicant: Bedford County EDA proposes to design and construct a 40,000 square foot speculative shell building on Lot 7 in the New London Business and Technology Center park to be sold to a private manufacturer who will then complete the inside with their own finishing requirements. Often, Bedford County receives inquiries for basic shell buildings with a large square footage requirement and there are virtually no vacant buildings to show a prospect. This facility will help us be much more competitive and will reduce the speed to market time by a year or longer.

Staff Comments and Recommendation: This request was reduced by the applicant to now seek \$1,300,502. This amount reflects 50% of the new and direct costs estimated at \$2,601,003 for design and construction of the new shell building in the New London Business & Technology Center. The county plans to construct a 40,000 square foot building with total estimated cost of \$3.6 million. This is to address the shortage in inventory of single-tenant buildings available in the county. Advanced manufacturing companies are the targeted sector that the county is marketing the property to. Estimated economic development outcomes are for 30 jobs with \$45K average salary and \$5 million capital investment. A previous SSEED grant in May 2017 funded grading of this and adjacent lots. Design files showing site characterization and site schematics were included with the application as well as a detailed preliminary construction estimate. Timeline is for construction to begin by February 2019. The original estimated project costs of \$3.6 million included \$450K in-kind value of the land. Staff suggested to county staff in order to be consistent with more recent grant awards from SSEED for construction of shell buildings that the Commission limit its investment to 50% of the direct costs for the new construction. The application includes a detailed preliminary construction budget totaling \$2,268,000 and the budget worksheet lists \$96,700 in design costs, \$136,303 contract for grading, and \$100,000 for construction inspection. These figures total \$2,601,003 and staff suggests a grant award of 50% (\$1,300,502) of these new direct costs identified for A&E services and construction, is appropriate to be supported by the Commission. New London is home to CAER and the Liberty University Engineering School that is under construction. Given the region's skilled workforce and adjacent amenities such as CAER and the engineering school, a ready-to-occupy shell would be a highly attractive site for prospects currently identified by the County's EDA as well as those visiting the region as a result of the TRRC Foreign Direct Investment efforts. The likelihood of having a private manufacturer occupying the building within the near future appears to be very strong.

Staff recommends a grant award of \$1,300,501 for up to 50% of costs for site development, building design and construction of the shell building.

FRANKLIN

Franklin County

Summit View Business Park - Southern Access Road Segment D3 (#3469)

\$210,689 Requested

Executive Summary Provided by Applicant: Project Description Provided by Applicant:

Executive Summary: The Summit View Business Park - Southern Access Road Segment D3 project involves the construction of an approximately 1,000-foot road connection between the Park's southern entrance at U.S. Route 220 and Pleasant Breeze Drive, an existing state maintained highway. The southern access onto U.S. Route 220, going out for construction bidding in August, allows access from the main four-lane highway to the site of the recently announced Valley Star Credit Union Administrative Campus and the 100+-acre Dogwood site. There is, however, still a gap between that access and Pleasant Breeze Drive. Due to VDOT restrictions on turning movements out of the southern entrance, it is vital to incoming businesses that they be able to use Pleasant Breeze Drive to leave the park and travel north on U.S. 220 to get to Roanoke and Interstate 81. This 1,000-foot connection will fulfill this need and make the SVBP more marketable.

Staff Comments and Recommendation: This request supports \$210K toward the \$1.6 million estimated costs for construction of 1,000 linear feet of access road in the Summit View Industrial Park in northern Franklin County. The D3 Road Segment is designed to connect the Southern entrance of the park at Route 220 with Pleasant Breeze Drive which is the truck access route. A total of 8,000 linear feet will need to be paved to complete the connection. The additional 1,000 feet of road will allow vehicular access to Lots 13 and 14, which according to the park's master plan can accommodate buildings of one million sq. ft. and 150,000 sq. ft. respectively. Outcomes are listed as three (3) companies with an estimated 482 jobs, ~ \$37,000 average wage, and \$106 million in capital investments. Two TRRC grants totaling \$1.1 million from SSED and Special Projects, both approved last year, are assisting with grading, road and utility expenses to develop Summit View. The county has already announced two companies locating to this section of the park and is marketing a large site for a third company. In addition to \$650K of VDOT Economic Access Grant funding the county is also contributing \$750K toward the Match. A detailed construction estimate to support project costs was provided. Summit View has already demonstrated success in attracting new employers in the short time that sites have been ready, and the County's commitment to this park as its primary business development opportunity is reflected in its substantial financial commitment to creation of the park, which includes \$19 million to date, with an additional \$16 million anticipated. Given the site's readiness and location, as well as marketing assistance from the Roanoke Regional Partnership, the likelihood of attracting significant new employment and investment to Lots 13 and 14 is very strong.

Staff recommends a grant award of \$210,689.

MECKLENBURG

VCU Health System

Revitalization of Old Community Memorial Hospital (#3472)

\$50,000 Requested

Executive Summary Provided by Applicant: The Department of Surgery in collaboration with the Department of Emergency Medicine at VCU Health System and VCU Health Community Memorial Hospital at South Hill propose development of a comprehensive training facility to serve the Commonwealth of Virginia and beyond in the areas of disaster preparedness, clinical certification, pre hospital education, and other simulation and education activities. The Training Center would repurpose a portion of the currently unoccupied old Community Memorial to create a realistic training environment. The center will focus on training in the counties of Mecklenburg, Brunswick, Lunenburg, Charlotte, Halifax, and Prince Edward and as well as offer courses not available in other areas of the state. This request is to specifically fund "Phase 1" the economic impact assessment and facility architectural and engineering assessment for this project. We have support from the leadership of the town of South Hill, Virginia, for this project.

Staff Comments and Recommendation: This proposal arose from a pre-application submitted to the Commission by VCU Health System. TRRC Staff suggested to VCU that this request for analysis of the re-use of the circa-1954 former hospital would align with SSED Program objectives of quantifying the economic impact of bringing the estimated 2,000 trainees/year to South Hill for the described education programs, as well as studying the physical needs of updating a vacant 60+ year old structure as a modern training facility. VCU reportedly assured the local communities that the former hospital would not stand idle once the \$85 million replacement hospital was opened in South Hill nearly a year ago. The concept of re-using a former hospital - with it's relatively intact emergency room, surgical suites, labs, auditorium, parking and other related facilities - is a highly logical use of the now-dormant facility, and VCU as an accredited public university is a logical education provider. South Hill is also ideally suited as a training site, with outstanding transportation access at the crossroads of I-85 and US Routes 1 and 58, as well as having existing hotels, restaurants and other visitor amenities that could add significant economic activity and tax revenues for the Town and County. Staff has further suggested that, based on the facility needs identified in this proposed scope of work, that VCU could potentially apply to the FY19 Competitive Education cycle in Spring 2019 for physical improvements, equipment, etc. to establish the training programs. VCU will match this \$50k request with funds it has in hand, and has proffered its operating costs as potential match to an Education proposal.

Staff recommends a grant award of \$50,000 for up to 50% of contracted scopes of work.

NOTTOWAY

Nottoway County

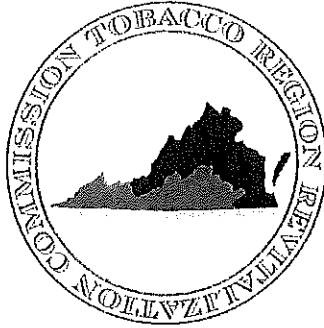
Pickett Park Infrastructure Improvement (#3471)

\$180,000 Requested

Executive Summary Provided by Applicant: This project will improve the water and sewer capabilities for the Town of Blackstone. The town supplies all water and sewer treatment, distribution, and service for Pickett Park, Nottoway County's largest business/industrial park. Currently, water and sewer equipment capacities at Blackstone's treatment plants are not sufficient to supply the expected growth of Pickett Park due primarily to the near completion of the adjoining Foreign Affairs Security Training Center (FASTC). The FASTC location has already attracted the attention of defense and law enforcement equipment companies and that is likely to increase as FASTC nears completion. Nottoway County has adequate property at Pickett Park to support diverse and large business/industrial development but needs water and sewer infrastructure improvements to support its growth. The lack of improvements hinders marketing of the property. A list of items from B&B Consultants (Blackstone's engineers) is attached for your review. Shown are the items to be funded.

Staff Comments and Recommendation: The requested funds for wastewater treatment plant upgrades will most immediately serve the \$68 million Nottoway Commons commercial development to be built on County-owned property just outside Fort Pickett's main entrance, as well as future industrial employers that locate in the County-owned Pickett Park. While the Commission's Funding Policies state that retail and housing development that serve a local customer base are not funding priorities, it is critical to note that Nottoway Commons is designed to accommodate three new hotels (400 rooms total), which by definition attract visitor spending to the Tobacco Region. Furthermore, the projected 112 new units of rental housing will most likely serve employees and outside visitors to FASTC for extended stay lodging. Together with the retail (including restaurants) at the Commons, the new development will predominantly serve a very large new federally-funded operation at FASTC and attract substantial visitor spending that would otherwise "leak" outside the region to existing commercial areas in western Chesterfield and Petersburg/Colonial Heights. Ultimately, this request is funding locally-owned utility infrastructure that supports but does not directly assist the private commercial development at the Commons. Matching funds will come from replacement costs of existing equipment in the wastewater plant, and significantly exceeds the requested TRRC funding by a factor of almost four. While water/wastewater utilities are typically candidates for the TRRC Revolving Loan Fund administered by Virginia Resources Authority, the requested amount (\$180k) is below the minimum threshold set for TRRC loans (\$250k). This should not be viewed as veering away from Commission funding policies on serving commercial development, but as a modest local improvement that enables significant revenue capture from an enormous and transformational project in FASTC.

Staff recommends a grant award of \$180,000.



BUSINESS SUPPORT COMMITTEE AGENDA

Tuesday
September 18, 2018 @4:30pm
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Danny Marshall, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the 1/9/17 Minutes	<i>(published on website)</i>
Objective/Charge of Committee	<i>Andy Sorrell, Deputy Director</i>
Committee Discussions	<i>Andy Sorrell, Deputy Director</i>
Timeline/Next Steps	<i>Andy Sorrell, Deputy Director</i>
Public Comments	
Adjournment	



R&D COMMITTEE AGENDA

Tuesday
September 19, 2018 @ 8:30am
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Kathy J. Byron, Chairman</i>
Call of the Roll	<i>Evan, Feinman, Executive Director</i>
Approval of <u>5/22/18</u> Minutes	<i>(published on website)</i>
Grant Extensions/Revisions	<i>Tim Pfohl, Grants Director</i>
Last Mile Broadband Update/ Deadline	<i>Evan, Feinman, Executive Director</i>
Public Comments	
Adjournment	

Research & Development Committee

September 19, 2018

The R&D Committee will meet on Wednesday, September 19 at 8:30 am to consider Other Business regarding existing active grants.

The Committee will also be briefed on future plans and timetable for the next round of Last Mile Broadband funding:

Southwest Virginia Higher Education Center Foundation

Excavation Damage Prevention Devices (#2698)

\$1,500,000 Grant Award in September 2013 (balance \$491,102.93)

Request for Sixth Year Extension

This project was approved in September 2013 with none of the required matching funds available. In September 2015 the R&D Committee approved a revised schedule for the project that allowed half of the grant (\$750k) to be released for Phase 1a, to be completed over a two year period, contingent on the commitment of an equal amount of matching funds for the project. In September 2017 approval was given to allow access to the remainder of the grant with matching funds to be provided by Excavation Alert through revenues earned from potential orders. Over the past year demand for their products has grown and work is ongoing to identify new markets and buyers. Several large orders have been placed over the past year and more are expected. One potential large but confidential customer has been identified. The details of this prospective buyer were shared with Staff during an update meeting in August 2018. TRRC Staff continues to monitor the use of matching funds relative to Commission investment and have noted an aggressive increase in the use of sales revenues to meet required matching expenses. Excavation Alert has expressed an interest in submitting an application for additional TRRC funding and Staff is working with them to determine what grant program and schedule may be most appropriate to support future growth. It appears that the balance of this grant may be sufficient to meet immediate needs.

Staff recommends an extension until September 30, 2019.

Dan River Business Development Center

Sustainable Tree-free Pulp from Specialty Tobacco and Ag Waste (#3208)

\$1,500,000 Grant Award September 2016 (balance \$756,973.68)

Request for re-budget and scope

This Danville-based research project also previously received a \$2,783,900 phase one grant in 2012, initially to look at extracting sugars from tobacco for refining as bio-diesel fuels. This phase two grant has examined new end uses for tobacco and agricultural waste to generate tree-free pulps. Phase two work is now exploring used textile fibers (discarded clothing) and industrial hemp as additional feedstocks to generate pulp. DRBDC and Tyton Biosciences LLC – the project's private beneficiary (see www.tytonbio.com) - submitted a request for a substantial budget revision in July

2018, which would move \$486k of the previously-approved Equipment expenses primarily to the Personnel and Contractual expenses. Given that this was a 32% revision to the original approved budget, Staff notified DRBDC/Tyton that policy dictates that this revision must be approved by the R&D Committee. In addition, as the new feedstocks research activities had been shared with Staff as part of the justification of the budget revision, Staff asked Tyton to work with Genedge to assess the impact of the new research focus on the anticipated outcomes of the project relative to commercialization potential. Staff received the completed Genedge report on August 31st, and an updated Tyton business plan on September 4th. TRRC Staff continues to review these documents prior to discussing them with DRBDC/Tyton and generating a recommendation on the budget/scope request.

As of September 11th as this document is written for inclusion in the Commission meeting packet, Staff does not yet have a recommendation on this request, and is not yet prepared to recommend that this item be considered at the September 19th Committee meeting.



SOUTHWEST ECONOMIC DEVELOPMENT
COMMITTEE AGENDA

Wednesday
September 19, 2018 @ 9:00am
Floyd, VA
Floyd Event Center

Welcome and Call to Order

The Honorable Bill Carrico, Vice-Chairman

Call of the Roll

Evan Feinman, Executive Director

Approval of the 5/7/18 Minutes

(published on website)

Grant Extensions

Sara Williams, SW Grant Administrator

Public Comments

Adjournment

Southwest Economic Development Committee

September 19, 2018

The SWED Committee will meet on Wednesday, September 19 at 9:00 am to consider requests for time extensions on several existing active grants:

Southwest Virginia Community Foundation, Inc.

Bush Mill Heritage Tourism Project (# 2549)

Approved for \$100,000 in September 2012 (\$27,860 balance) – request for additional extension.

The grantee has requested that this grant be extended into a seventh year to allow for completion of the project which has experienced numerous delays related, in large part, to the VDOT funding that is covering 80% of costs. The most recent update provided by SCVF indicates that renovation work is well underway and is expected to be complete in Fall 2018.

Staff recommends approval of an extension through December 31, 2018 to allow for project completion and adequate time to for final invoicing for grant close out.

Lee County IDA

Constitutional Oaks Access Road Development (# 2729)

Approved for \$60,000 in September 2013 (\$42,704.30 balance).

This grant was approved to support no more than 90% of the cost of basic engineering work needed to construct an access road in a timely manner should a prospect be recruited for the Park. There has been no activity on the grant in more than three years (July, 2015). The most recent update provided on August 13, 2018 stated that final design has been completed and were submitted to VDOT in February, 2018. Preliminary comments were provided by VDOT and the project continues to undergo reviews from other departments. VDOT has identified criteria relative to maintenance and ownership that will need to be addressed. VDOT has not provided a timeframe to complete their review however, once complete, the IDA plans to proceed with the project.

Staff recommends approval of an extension through September 30, 2019.

Virginia's Heritage Music Trail: The Crooked Road

Expanding The Crooked Road Brand (# 2739)

Approved for \$208,000 in September 2013 (\$49,525.64 balance) – request for additional extension.

The balance of this grant is allocated for construction of wayside exhibits. Matching funds were allocated from an ARC grant for additional kiosk work and the grantee indicated in an update provided on September 5, 2018 that additional matching funds have been obtained from the Thompson Foundation and discussions are underway with Bland and Wythe Counties regarding possible match contributions from the localities and/or other local partners. The grantee states that

delay with completing the project is the result of staff workload capacity and requests an extension through September 30, 2019.

Staff recommends approval of an extension through September 30, 2019.

Southwest Regional Recreation Authority
Adventure Playground – Expanding the Regional Footprint of Economic Impact (#2904)

Approved for \$435,000 in September 2014 (\$93,204.42 balance - request for additional extension

A request for a fifth year extension has been made for this project. A portion of the grant was intended to construct a horse trail in Scott County. Due to various problems obtaining necessary easements from affected landowners, the project is behind schedule. Work is ongoing to obtain easement rights and resolution is expected soon for several of the properties. A Land Use Manager has been hired to identify and obtain easements for additional connections and meetings have been held with VDOT to identify potential alternative routes should agreements with some property owners be unobtainable. A proposal will be submitted to the Eastman Foundation that would allow SRRA to purchase one of the affected properties. This request will be made in December 2018 and matching funds will be requested from DCR or the US Forestry Service.

Staff recommends approval of an extension through September 30, 2019.

LENOWISCO Planning District Commission
LENOWISCO Project Intersection (# 3192)

Approved for \$1,250,000 in September 2016 – request to amend contingency/ project budget

The approval made for this project in September 2016 contained a contingency requiring Commission funds to be matched 1:1 for one-half of site acquisition costs, with the match to be provided from a proposed ARC POWER grant. In August 2018 the project received \$3,500,000 from the Department of Mines, Minerals, and Energy's Abandoned Mine Land program. These funds will be used for acquisition and site development costs. There are not currently ARC POWER funds approved for the project. Additionally, the grantee has notified Staff that they were able to negotiate a lower price for the site (\$2,310,000) and will not need to use the entire grant amount for acquisition. They have requested permission to use the balance of the grant (estimated to be around \$95,000) for site development expenses.

Staff recommends an amendment to the original contingency to allow TRRC funds, matched by any non-Commission source, to be used for one-half of acquisition costs, with any remaining funds to be used for other site development needs.



TROF COMMITTEE AGENDA

Wednesday
September 19, 2018 @ 9:30am
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Terry Kilgore, Chair</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>5/22/18 Minutes</u>	<i>(published on website)</i>
Revenue Return Agreements	<i>Evan Feinman, Executive Director</i>
TROF Balance Discussions	<i>Evan Feinman, Executive Director/ Stephanie Kim, Finance Director</i>
Types of Projects Funded	<i>Evan Feinman, Executive Director</i>
Project H	<i>Evan Feinman, Executive Director</i>
City of Danville \$ Approval	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	



EXECUTIVE COMMITTEE AGENDA

Wednesday
September 19, 2018 @ 10:30am
Floyd, VA
Floyd Event Center

Welcome and Call to Order	<i>The Honorable Terry Kilgore, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of <u>5/7/18</u> Minutes	<i>(published on website)</i>
Executive Review	<i>Evan Feinman, Executive Director</i>
CCAM	<i>Evan Feinman, Executive Director/ Stephanie Kim, Finance Director</i>
Membership	<i>Evan Feinman, Executive Director</i>
Future Meeting Date (1/7-1/8/19)	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

SAVE THE DATE

*next FULL COMMISSION
MEETING*

Tuesday,
January 8, 2019
in RIC

*(sub-committees will meet on January 7th
or 2-3 weeks prior to full meeting)*

Tobacco Region Revitalization Commission

Financial Summary

As of July 31, 2018

TICR Fund Balance	\$ 199,244,932
Restricted Endowment Balance	\$ 75,976,441
Unrestricted Endowment Balance	\$ 157,901,509
Restricted Endowment Accum Interest	\$ 1,901,700
Unrestricted Endowment Accum Interest	\$ 1,610,856
Total Cash & Investments	\$ 436,635,437

Cash Disbursements - this month	\$ 2,223,903
Cash Disbursements - FYTD	\$ 2,223,903

Fund	Unobligated Balances
Special Projects	\$ 4,728,893
Education	\$ 11,415,383
TROF (Deal Closing)	\$ 3,679,426
Southside Economic Development	\$ 24,372,059
Southwest Economic Development	\$ 731,568
Agribusiness	\$ 3,418,303
R&D/Broadband	\$ 11,236,705
Megapark	\$ 2,729,558
Megasite Prospect Incentive Fund	\$ 12,500,000
VRA Loan Program set-aside	\$ 1,765,387
Administration	\$ 2,351,363
TICRC General Account	\$ 330,601
FY2019 Budget Balance	\$ 79,259,244

Tobacco Region Revitalization Commission
Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)
As of July 31, 2018

	<u>FY19 Budget</u>	<u>YTD Actual</u>	<u>YTD Actual as % of Budget</u>	<u>Variance Favorable (Unfavorable)</u>
<u>REVENUES</u>				
Other Revenue (all cost codes)	\$ -	\$ 552,194.31		-552,194.31
Total Revenues	\$ -	\$ 552,194.31		\$ 552,194.31
<u>EXPENDITURES</u>				
Administration				
Salaries, Fringe Benefits, Per Diems	\$ 1,526,300	\$ 189,860.05	12.4%	\$ 1,336,439.95
Contractual Services	372,000	12,218.86	3.3%	359,781.14
Supplies and Materials	6,500	167.08	2.6%	6,332.92
Transfer Payments	313,000	-	0.0%	313,000.00
Rent, Insurance, Agency Svc Charges	161,400	16,687.08	10.3%	144,712.92
Furniture and Equipment	5,700	-	0.0%	5,700.00
Subtotal - Administration	\$ 2,384,900	\$ 218,933.07	9.2%	\$ 2,165,966.93
Community Revitalization	18,800,000	2,004,969.80		
Total Expenditures	\$ 21,184,900	\$ 2,223,902.87		
Revenues Over (Under) Expenditures	\$ (21,184,900)	\$ (1,671,708.56)		
<u>OTHER FINANCING SOURCES (USES)</u>				
Transfers In (endowment and earnings)	\$ 19,671,008	\$ -		
CASH BALANCE, June 30, 2018	\$ 200,916,640	\$ 200,916,640.48		
CASH BALANCE, July 31, 2018	\$ 199,402,748	\$ 199,244,931.92		

VIRGINIA TOBACCO COMMISSION COMMITTEES

(as of 6/28/18)

AGRIBUSINESS COMMITTEE

Gayle Barts
James Edmunds
Frank Harris
Robert Mills, *Vice-Chair*
Sandy Ratliff
Bettina Ring
Cecil Shell
Buddy Shelton
Robert Spiers, *Chair*
William Stanley
Richard Sutherland
Tommy Wright

BUSINESS SUPPORT COMMITTEE

Danny Marshall, *Chair*
Ed Blevins
Alexis Ehrhardt
Julie Hensley

EDUCATION COMMITTEE

Gayle Barts
Ben Chafin
Becky Coleman, *Vice-Chair*
Joel Cunningham
Alexis Ehrhardt
Frank Harris
Sandy Ratliff
Frank Ruff, *Chair*
Cecil Shell
William Stanley
Tommy Wright

EXECUTIVE COMMITTEE

Brian Ball
Kathy Byron
Bill Carrico
Ben Chafin
Terry Kilgore, *Chair*
Danny Marshall
Will Morefield
Ed Owens
Frank Ruff, *Vice-Chair*
Tommy Wright

PERFORMANCE MEASURE COMMITTEE

Danny Marshall
Ed Owens

RESEARCH AND DEVELOPMENT COMMITTEE

Brian Ball
Ed Blevins
Kathy Byron, *Chair*
Bill Carrico
Gretchen Clark
Rebecca Coleman
Danny Marshall
Will Morefield, *Vice-Chair*
Ed Owens
Sandy Ratliff
Frank Ruff

R&D SUBCOMMITTEE (VETTING)

Brian Ball
Kathy Byron, *Chair*
Becky Coleman
Ed Owens

SOUTHSIDE ECONOMIC DEVELOPMENT COMMITTEE

Brian Ball
Gayle Barts
Kathy Byron
James Edmunds
Alexis Ehrhardt
Danny Marshall
Robert Mills
Ed Owens, *Vice-Chair*
Frank Ruff
Buddy Shelton
William Stanley
Tommy Wright, *Chair*

SOUTHWEST ECONOMIC DEVELOPMENT COMMITTEE

Brian Ball
Ed Blevins
Bill Carrico, *Chair*
Ben Chafin, *Vice-Chair*
Becky Coleman
Will Morefield
Sandy Ratliff
Richard Sutherland

SPECIAL PROJECTS COMMITTEE

Brian Ball
Kathy Byron
Bill Carrico, *Vice-Chair*
Gretchen Clark
Ben Chafin
Joel Cunningham
Julie Hensley
Danny Marshall, *Chair*
Robert Mills
Ed Owens
Robert Spiers

STRATEGIC PLANNING COMMITTEE

Brian Ball
Ed Blevins
Kathy Byron
Rebecca Coleman, *Co-Chair*
Alexis Ehrhardt, *Co-Chair*
Danny Marshall

TROF COMMITTEE

Terry Kilgore, *Chair*
Danny Marshall
Frank Ruff, *Vice-Chair*

