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**Virginia Tobacco Commission
Spring Full Commission Meeting
Institute of Advanced Learning and Research
150 Slayton Avenue, Danville
June 5 – 6, 2019**

ITINERARY

LODGING ACCOMMODATIONS
HOLIDAY INN EXPRESS – DANVILLE
2121 RIVERSIDE DRIVE, DANVILLE, VA

Hotel Check-in: 3:00 p.m.
Hotel Check-out: 3:00 p.m.

Wednesday, June 5, 2019

2:00pm **SOUTHSIDE ECODEV Committee Meeting**
2:30pm **RESEARCH & DEVELOPMENT Committee Meeting**
4:00pm **TROF Committee Meeting**
4:30pm **SOUTHWEST ECODEV Committee Meeting**
6:00pm **TRANSPORTATION TO & FROM THE RECEPTION (CITY TROLLEY)**
6:30 – 8:30pm **RECEPTION**
Danville Community College, 1008 South Main Street, Danville, VA
(Sponsored by the Danville Community College Education Foundation)
7:30pm **City Trolley service from IALR to Hotel**
8:30pm **City Trolley service from IALR to Hotel**

Thursday, June 6, 2019

6:00 – 10:00 am **Continental breakfast served at Hotel**
9:30am **BUSINESS SUPPORT Committee Meeting**
10:00am **SPECIAL PROJECT Committee Meeting**
10:30am **FULL COMMISSION Meeting**
HOTEL CHEK OUT: 12:00 NOON
12:00pm **BOX LUNCHESES SERVED IN MEETING ROOM**
12:30pm **Tour of Dan River Business Development Center, R & D grantee facilities**
Reps from Tyton, IR-Flex, and Engineered Biopharmaceuticals
(closed session tour for Commissioners only)
1:00PM **DEPART FOR HOME**

**** SAFE TRAVEL ****



AGENDA
COMMISSION MEETING

Thursday, June 6, 2019
10:30 A.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

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>1/8/19</u> minutes	<i>(published on website)</i>
Executive Committee	<i>The Honorable Terry Kilgore, Chairman</i>
Business Support	<i>The Honorable Danny Marshall, Chairman</i>
Education Committee	<i>The Honorable Ben Chafin, 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	<i>The Honorable Bill Carrico, Chairman</i>
Special Projects Committee	<i>The Honorable Danny Marshall, Chairman</i>
TROF Committee	<i>The Honorable Terry Kilgore, Chairman</i>
MPower Virginia Discussion	<i>Evan Feinman, Executive Director</i>
Other Business	<i>Evan Feinman, Executive Director</i>
Public Comments	
Adjournment	

Tobacco Region Revitalization Commission

Proposed FY2020 Budget

Executive Committee Recommendation 4/16/2019

	FY2019
Endowment Balance July 1, 2018	\$ 233,877,949
Minus June corpus invasion	(35,081,692)
Ending Endowment Balance June 30, 2019	\$ 198,796,257
Corpus Invasion-->	15.0%

<u>SOURCES of Funds</u>	<u>Proposed FY2020 Budget</u>
Interest Earnings	\$ 7,966,530
TICR Endowment	35,081,692
Carryforward	2,117,077
Total Sources	\$ 45,165,299

USES of Funds

Administration

Salaries, Benefits, Per Diems	\$ 1,538,430
Contractual Services, Travel	318,950
Supplies and Materials	6,000
Transfer Payments	244,270
Rent, Insurance, Agency Svc Charges	166,100
Furniture and Equipment	5,500
Total Administration	\$ 2,279,250

Tobacco Region Opportunity Fund \$ 3,000,000

Special Projects \$ 1,500,000

Agribusiness \$ 1,000,000

Education

Financial Aid	\$ 7,000,000
Competitive	1,500,000
Total Education	\$ 8,500,000

Regional Economic Development

Southside Economic Development	\$ 1,750,000
Southwest Economic Development	750,000
Total Regional Economic Development	\$ 2,500,000

Megasite Prospect Incentive Fund \$ 500,000

General Account \$ 500,000

Total Uses \$ **19,779,250**

Transfer to Investments \$ 25,386,049



AGENDA

BUSINESS SUPPORT COMMITTEE MEETING

Thursday, June 6, 2019
9:30 A.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA 24540

- Welcome and Call to Order** *The Honorable Danny Marshall, Chairman*
- Call of the Roll** *Evan Feinman, Executive Director*
- Approval of the 1/8/19 & 4/16/19 Minutes** *(published on website)*
- Small Business Entrepreneurship
Support Program Information** *Andy Sorrell, Deputy Director*
- Public Comments**
- Adjournment**

Proposed

Tobacco Region Revitalization Commission

Small Business Entrepreneurship Support

Program Guidelines

Revised 05/8/2019

Program Objective and Description:

The Small Business Entrepreneurship Support (SBES) Program is a new project of the Tobacco Region Revitalization Commission's (TRRC) Business Support Committee (BSC). For the last several years, the Commission has partnered with the GENEDGE organization to provide Commission-funded enterprises an opportunity to work through a process to accelerate the development of a grant recipient's path towards commercialization. GENEDGE is the Commonwealth's premier business consulting organization that provides Virginia's industrial and manufacturing sectors access to expert business solutions. In partnership with GENEDGE consultants, members of the BSC lend their expertise and experience to Commission-funded enterprises in an effort to ensure their success.

The objective of the SBES program is to provide a limited number of eligible small businesses within Virginia's Tobacco Region with access to GENEDGE business consulting services as well as Commission mentorship to help advance the business' path to commercialization and ultimately its ability to bring new capital and jobs into Virginia's Tobacco Region.

Conducting summer and fall application rounds, with funding decisions at the Commission's fall and winter meetings, five (5) program participants will be selected each round after an initial application evaluation process (by TRRC staff) that ranks the top ten (10) applicants that best meet the program's objectives. Applicants will be evaluated based upon the business' potential impact to the Tobacco Region and the Applicant's business feasibility. After the initial staff review, the finalists will compete in a "pitch" presentation to the TRRC Business Support Committee during one of that Committee's regular public meetings. Each finalist will have 15 minutes to "pitch" their business to the BSC and then the committee will select five (5) companies for inclusion in the program for that application round. The total number of program participants for the year shall be no more than ten (10).

Successful program participants will not receive any grant funding. Awards will be in the form of an individual GENEDGE business assessment, mentorship experience with a member of the Business Support Committee, and media exposure upon the successful completion of the program.

Regional Distribution of Awards:

TRRC staff will attempt to select applicants for the “pitch” meeting that are representative of the general population distribution of the entire Tobacco Region.

Program Process:

The BSC, with assistance by TRRC staff, will conduct a competitive and confidential application process in the spring and fall, whereby eligible small business applicants will submit an online application in the form of template business plan that will be located on the Commission’s website. At the close of each application period, TRRC staff will review the submitted applications for completeness and eligibility. TRRC staff will then review and score the business plan to select the top ten (10) applicants (the Finalists) that best meet the goals of the program. TRRC staff will then provide the BSC with copies of the Finalists business plans and the initial staff recommendations to review in preparation for “pitch” presentation from each of the Finalists.

The Finalists will have an opportunity for a short 15 minute presentation to and interview by the Commission’s Business Support Committee in a public meeting setting. The Finalists will provide a “pitch” presentation of their business plan and be available to answer questions from the committee and staff. The BSC will then select five (5) awardees who will enter the program for that application round.

Once selected, in addition to being able to go through the GENEDGE process at TRRC’s expense, the applicant will then be able to have a mentor-mentee relationship with an assigned commissioner from the BSC permitting the business owner to get ongoing informal advice. Prior to being awarded any of these benefits from the Commission, each applicant would be required to sign a liability release waiver that would cover the period (about 6-12 months) in which each applicant would work with the Commission and GENEDGE. The liability release waiver would clarify that while GENEDGE and the BSC members would give the best advice they can, neither party is responsible for the success or failure of any specific business.

Eligibility & Evaluation Criteria:

The Commission is interested providing this opportunity to businesses within the Commission’s footprint that have grown past the initial “start-up” stage but have not yet grown to maturity. In addition, the small business should have a focus on producing a new product or service within a traded economic sector or a new technology that can support the growth of products within the traded sector. The ultimate goal for the business should be to bring new jobs and outside capital into Virginia’s tobacco region. Applicants that do not fully meet eligibility criteria shall not be further evaluated by the Commission.

Applicants that are either ineligible or not ultimately selected, shall not be restricted from applying for future application rounds if they may occur. Applicant’s that are selected into the program shall not be eligible for future rounds of the program.

Successful program participants will not receive any grant funding. Awards will be in the form of an individual GENEDGE business assessment, mentorship

experience with a member of the Business Support Committee, and media exposure upon the successful completion of the program.

Eligibility Criteria:

To be eligible, applicants must meet the following program objectives:

- Business Location - Located (or willing to relocate) within the TRRC footprint **[link to be inserted here]**
- Traded Economic Sector Product, Service or Technology - Producing or manufacturing a new product within a traded economic sector **OR** developing a new technology or service that supports the growth of products or manufacturing within a traded sector – i.e. export of products or services).
- Time in Business - Have been in business for not more than 60 months (5 years).
- # of Employees - Currently employ 20 or fewer employees.
 - i.e. a small number of employees, but enough to begin stretching the comfortable control span of one or two owners.
- Business Revenue - No more than \$1 million dollars in total annual receipts.
 - i.e. small businesses that are realizing revenue, but not yet fully into the next stage of maturity.

Application Evaluation:

Once an applicant has been found to be eligible, TRRC staff shall review the applications and select the top ten (10) applicants (the Finalists). The applications shall be evaluated based on the business' impact on the Commission's overall footprint as well its general business feasibility as evidenced by:

- its strong management team,
- size of the market opportunity,
- sales and marketing strategy,
- the business model used,
- strength of intellectual property owned by the company,
- its capital requirements,
- its customer analysis, and
- the company's stage of development.

No specific details of any business plan or other proprietary business information will be made public.

The ten (10) Finalists shall be provided the opportunity to "pitch" their business to the Business Support Committee via a short 15 minute presentation (i.e. pitch) in a public committee meeting. After the presentations, the BSC will determine the top five (5)

Finalists that best meet the program goals and objectives and they will be offered an opportunity to participate in the program.

Among other relevant considerations, the committee may consider the following criteria when selecting the small businesses to work with:

- A description of their product or service,
- value proposition,
- size of the market,
- competitive advantage (IP),
- sales and marketing strategy,
- financial analysis and revenue model,
- direct jobs creation,
- secondary impact on the area (how the company uses other resources and their fit in the region), and
- the pitch presentation itself.

Program Budget and Value of Awards:

In June 2019 the Commission is to adopt its FY2020 budget. The SBES program is a pilot program for FY 2020. Funding in the amount of \$50,000 will be utilized for the program from the Commission's administrative budget. If successful and demand exists, the Commission will consider extending the program past a pilot and create a separate line item for it in the Business Support Committee annual budget. The number of awards shall be subject to the quality and quantity of proposals received and other applicable considerations.

Successful program participants will not receive any grant funding. Awards will be in the form of an individual GENEDGE business assessment, mentorship experience with a member of the business support committee, and media exposure upon the successful completion of the program.

Application Deadlines:

It is anticipated that there will be two application rounds per year – one in the summer and one in the fall. The summer application period would open on July 1, 2019 and remain open through August 1, 2019. The fall application period would be open October 1, 2019 through November 1, 2019. The Commission would select five (5) program participants at their fall meeting (Sept. 2019) and five (5) at their winter meeting (Jan. 2020). Online Application may be submitted here: [application link to be added here].

Start Date:

It is anticipated that the Commission will make final funding decisions at its meetings in **September 2019 and January 2020**. For the summer 2019 round, The GENEDGE assessment period would start no earlier than mid-September 2019 and will run

approximately 6-12 months with completion by the summer/ fall of 2020. The fall 2019 round, GENEDGE would start in mid-January 2020 and conclude no later than early 2021.

Pre-applications and Technical Assistance:

An optional pre-application is available on the TRRC website for applicants who wish to obtain feedback from Commission Staff prior to submitting a full application. For technical assistance, or to discuss a pre-application, please contact (Andy Sorrell in the Richmond office at 804-894-9653 or by email at asorrell@revitalizeva.org).

PROPOSED

Tobacco Region Revitalization Commission

Loan Repayment Talent Attraction Program (TAP) Guidelines

Approved by Education Committee on 05/29/2019

Program Objective and Description

The purpose of the Talent Attraction Program (TAP) is to encourage recent graduates to live in the tobacco region and work in targeted, hard-to-fill occupations in the Tobacco Region by providing up to \$12,000 annually in student loan repayment with a two-year commitment. Loan repayment awards may be renewed for another two years if eligible (maximum award of \$48,000).

This program replaces and better targets the prior 4-year loan forgiveness program by requiring that recipients have specific, desired credentials, contribute meaningfully to their communities, and work in occupations for which there is currently a workforce shortage. Moreover, by providing large individual awards, this program seeks to truly incentivize people to change their career plan and locate in the Tobacco Region.

Eligibility

To be eligible, recipients must:

- Have graduated within the past 18 months of the application deadline with a bachelor's degree or higher from an accredited institution of higher education, public or private, in-state or out-of-state (not applicable to renewals)
- Be able to legally work in the U.S.
- Reside within the Tobacco Region during the 24-month period of employment in which the award is made: <https://www.revitalizeva.org/about-the-commission/areas-served/>
- Begin full-time employment in the tobacco region within six months of the award letter (if not already employed in the region) and work for 24 months after award is made in one of the following occupations in the tobacco region:
 - Public School Teacher in Science, Math, Technology/Computer Science, or Career and Technical Education (Grades 6-12)
 - Public School Special Education Teacher K-12
 - Speech Language Pathologist
 - Physical Therapist
 - Occupational Therapist
 - Industrial or Electrical Engineer
 - Information Security, Network, or Computer Systems Analyst

- Become significantly civically engaged in their community by volunteering with local non-profit or government activities, such as the United Way, Ruritan Club, Junior League, PTA, citizen committee for local government, food banks, youth sports coach, etc., with a total annual engagement of at least 50 hours of work.
- Have qualifying educational loans

Application Process and Evaluation Criteria

Applications will be accepted July 1 – Aug 31 of each year and must include:

- Completed application with signed certifications
- Narrative (500 words or less) of how applicant plans to impact his/her community through civic engagement
- College transcript with proof of degree and graduation date
- Loan statement with current balance showing loan is not in default

All applications received during the application period will be evaluated by a review panel. The total number of awards will be based on available funding and loan balances of eligible applicants. All awards will be distributed roughly proportionally throughout the Tobacco Region based on population in workforce investment areas.


Priority will be given to graduates who are from Tobacco Region localities – those whose permanent residence was in the Tobacco Region for at least 12 months prior to attending college.

There is no program commitment or reservation of funds until the Tobacco Commission has confirmed individual eligibility and has provided an award letter of commitment. Recipients may not receive TAP loan repayment in the same year a Tobacco Commission student loan is forgiven (only applies to former Tobacco Region Loan Forgiveness Program recipients).

Disbursement of Awards

Graduates selected through the competitive review process will be given a two-year commitment letter totaling \$24,000 for student loan repayment. Distribution of up to \$12,000 will be made annually upon proof of employment and residency for 12 months and verification of civic engagement. Recipients who do not live and work in the region for 24 months forfeit the award and must repay the Commission for any funds received. TAP recipients may apply for a two-year renewal for an additional \$24,000 award if eligibility requirements are met.


For more information, contact Stephanie Kim at skim@revitalizeva.org or 804-225-2027.



Talent Attraction Program (TAP)

Education Committee
May 29, 2019

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Problems with Loan Forgiveness Program

- Not enough money to make a difference
 - To go to college
 - To return after graduating
- No guarantee they can find a job in the region
- Not based on financial need (no FAFSA required)
- No credit check or income verification
- Administrative burden – tracking down students, verifying employment, billing
- Collections – Tobacco Commission suing and garnishing wages
- Cannot consolidate with other student loans
- Repayments not based on ability to pay
- No provisions for disability, death, or special circumstances

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Problems with Scholarship Program

- No measurable outcomes
- Not enough money to cause someone to go to college
- Not enough incentive to return to the region
- Not based on financial need
- May not find full-time employment
- Never enough money

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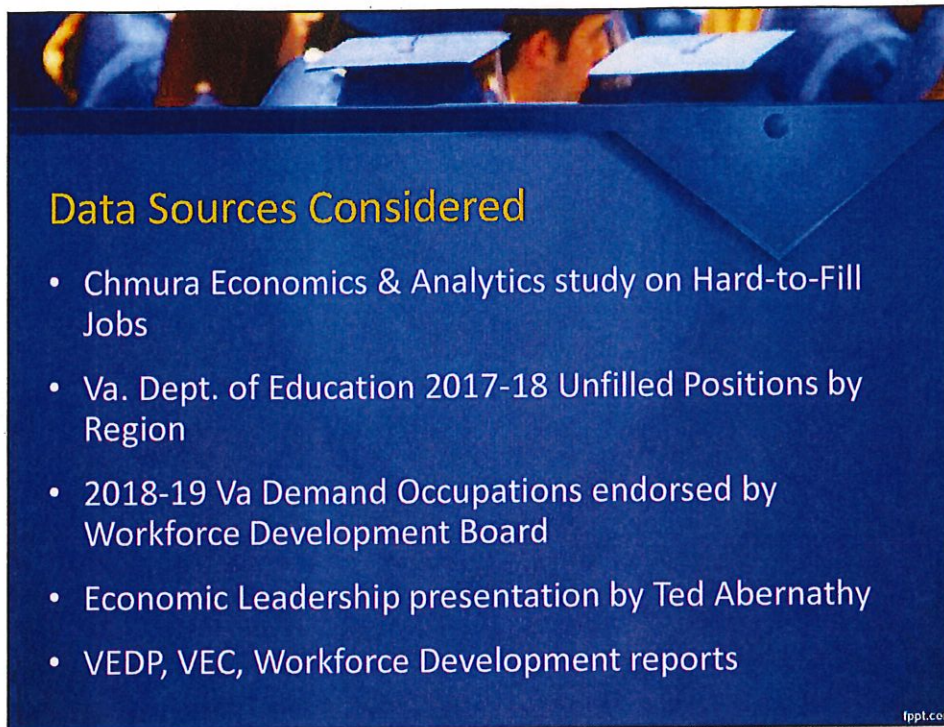
College Costs

2018-19 full-time in-state undergraduate costs

(SCHEV)

- Average tuition, fees, room & board for 4-yr public institutions = \$24,003
- Average debt for 2017 Va grads of public/private 4-year institutions = \$29,887 (ticas.org)

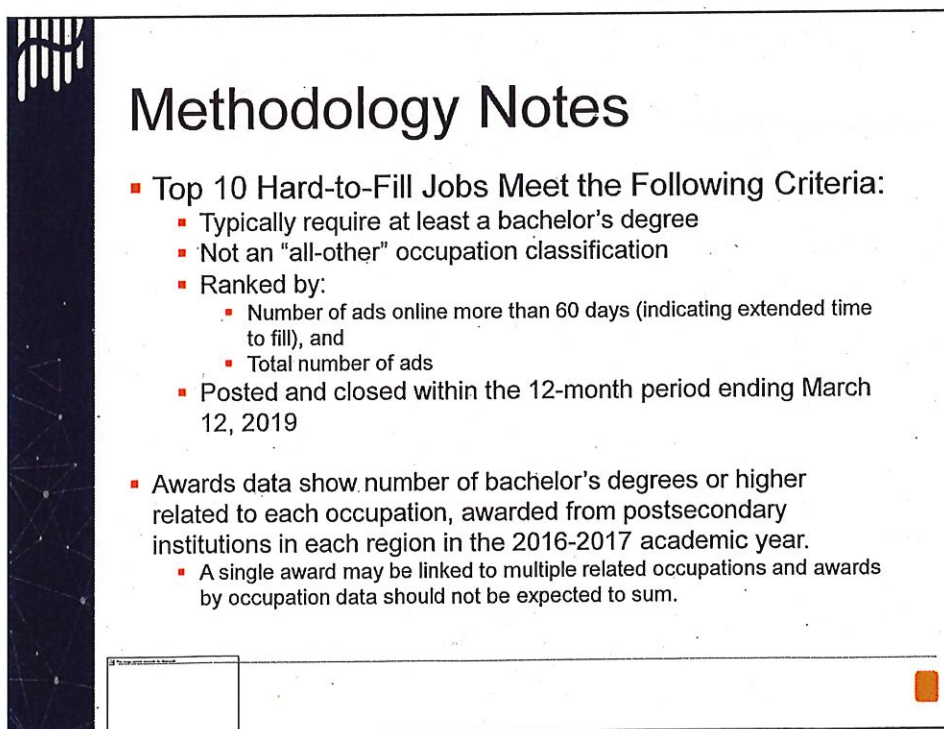
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Data Sources Considered

- Chmura Economics & Analytics study on Hard-to-Fill Jobs
- Va. Dept. of Education 2017-18 Unfilled Positions by Region
- 2018-19 Va Demand Occupations endorsed by Workforce Development Board
- Economic Leadership presentation by Ted Abernathy
- VEDP, VEC, Workforce Development reports

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Methodology Notes

- Top 10 Hard-to-Fill Jobs Meet the Following Criteria:
 - Typically require at least a bachelor's degree
 - Not an "all-other" occupation classification
 - Ranked by:
 - Number of ads online more than 60 days (indicating extended time to fill), and
 - Total number of ads
 - Posted and closed within the 12-month period ending March 12, 2019
- Awards data show number of bachelor's degrees or higher related to each occupation, awarded from postsecondary institutions in each region in the 2016-2017 academic year.
 - A single award may be linked to multiple related occupations and awards by occupation data should not be expected to sum.

TRRC WDA 1

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	56	301	58
Speech-Language Pathologists	30	176	0
Mental Health Counselors	17	49	3
Mental Health and Substance Abuse Social Workers	14	33	3
Nurse Practitioners	9	30	0
Education Administrators, Postsecondary	9	29	0
Medical and Health Services Managers	8	85	0
Child, Family, and School Social Workers	8	38	3
Physical Therapists	7	27	0
Occupational Therapists	7	20	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019

TRRC WDA 2

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	118	612	0
Physical Therapists	39	183	0
Medical and Health Services Managers	35	199	0
Mental Health Counselors	32	99	19
Education Administrators, Postsecondary	28	84	0
Coaches and Scouts	27	74	22
Industrial Engineers	25	89	0
Speech-Language Pathologists	23	147	0
Mental Health and Substance Abuse Social Workers	23	79	19
Human Resources Specialists	18	133	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019

TRRC WDA 7

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	170	984	0
Mental Health Counselors	42	130	0
Coaches and Scouts	36	92	0
Medical and Health Services Managers	26	161	0
Mental Health and Substance Abuse Social Workers	26	85	0
Speech-Language Pathologists	25	145	0
Electrical Engineers	25	86	0
Clinical, Counseling, and School Psychologists	23	67	0
Child, Family, and School Social Workers	21	92	0
Nurse Practitioners	21	89	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019

TRRC WDA 8

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	134	725	38
Speech-Language Pathologists	42	248	47
Physical Therapists	39	208	0
Mental Health Counselors	34	140	120
Medical and Health Services Managers	28	150	0
Network and Computer Systems Administrators	25	92	0
Secondary School Teachers, Except Special and Career/Technical Education	20	98	329
Middle School Teachers, Except Special and Career/Technical Education	19	56	134
Clinical, Counseling, and School Psychologists	18	130	120
Occupational Therapists	16	95	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019

TRRC WDA 15

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	116	525	0
Mental Health Counselors	32	134	0
Mental Health and Substance Abuse Social Workers	23	111	0
Medical and Health Services Managers	19	98	0
Speech-Language Pathologists	18	75	0
Physical Therapists	11	51	0
Clinical, Counseling, and School Psychologists	10	30	0
Occupational Therapists	9	39	0
Psychiatrists	8	21	0
Information Security Analysts	8	21	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019

TRRC WDA 17

OCCUPATION TITLE	ADS ONLINE > 60 DAYS	TOTAL ADS	AWARDS 2017
Registered Nurses	167	941	44
Speech-Language Pathologists	53	299	0
Secondary School Teachers, Except Special and Career/Technical Education	47	216	62
Physical Therapists	39	140	0
Coaches and Scouts	34	102	31
Elementary School Teachers, Except Special Education	32	126	34
Middle School Teachers, Except Special and Career/Technical Education	30	113	39
Mental Health Counselors	29	121	7
Mental Health and Substance Abuse Social Workers	25	73	15
Medical and Health Services Managers	24	159	0

Source: Real-Time Intelligence, Chmura's JobsEQ®. Data reflect online job postings for the 12 months ending 3/12/2019



Va State Loan Repayment Program

- VDH program managed by the Office of Health Equity
- Loan repayment incentive to qualified medical, dental, behavioral health and pharmaceutical professionals
- Prioritized by Health Professional Shortage Areas
- Commission funds only awarded in tobacco region
- Will add requirement to be a resident of the tobacco region

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TAP Purpose

- Encourage recent graduates to live in the tobacco region and work in targeted, hard-to-fill occupations
- Replace and better target 4-year loan forgiveness program
- Provide \$24,000 student loan repayment incentive to live and work in the region for at least two years (renewable for an additional two years)
- Encourage civic engagement in their community
- Priority given to residents of the tobacco region
- Awards allocated by WDA population

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Guidelines

- Graduated within past 18 months with bachelor's degree or higher
- Reside in the Tobacco Region
- Work for at least 24 months in one of these occupations:
 - Public School Teacher in science, math, technology/computer science, or career and technical education (grades 6-12)
 - Public School Special Education Teacher (K-12)
 - Speech Language Pathologist, Physical or Occupational Therapist
 - Industrial or Electrical Engineer
 - Information Security, Network, or Computer Systems Analyst
- Become significantly engaged in the community
- Have qualifying educational loans

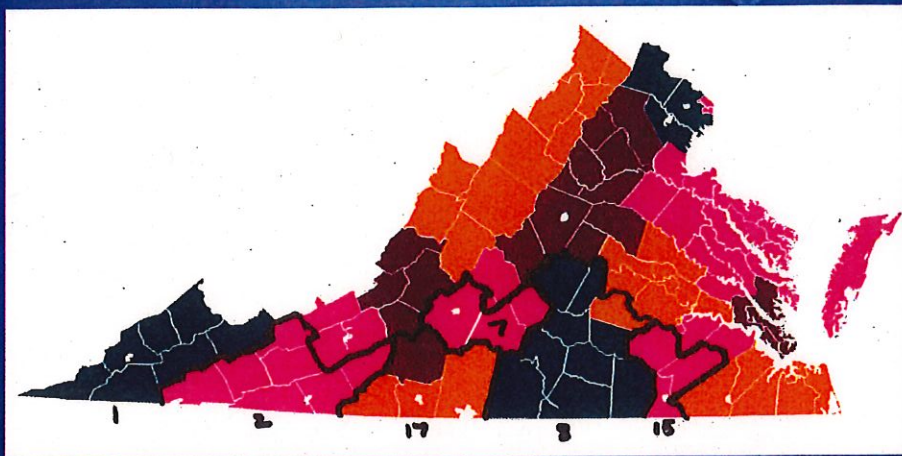
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Process

- Applications accepted July 1 – Aug 31 each year
- Reviewed by panel (Education Subcommittee or staff)
- Awards distributed throughout Tobacco Region based on WDA population
- Recipient given letter of commitment and annual submission requirements
- Funds disbursed annually upon providing documentation of 12 months living in region, working in approved occupation, and serving in the community
- Minimum of 125 recipients first year based on \$3 million budget 2-year commitment

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Modified Workforce Dev Areas



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Award Distribution

Based on \$3 million budget, minimum 125 awards distributed based on population

- Region 1: 25
- Region 2: 25
- Region 7: 17
- Region 8: 22
- Region 15: 7
- Region 17: 29

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Virginia Department of Health – Office of Health Equity (VDH-OHE)

Incentive Programs

Lauren R. Powell, MPA, PhD
Director, Office of Health Equity (OHE)

Olivette Burroughs, M.B.A., HCM, PHIC
Health Workforce Specialist



Office of Health Equity Overview

Office of Health Equity (OHE)
Lauren R. Powell, MPA, PhD
Director

Our Vision:

To create and sustain health opportunity for all Virginians

Our Mission:

We will protect the health and protect the well-being of all people in Virginia, with a special charge to remember the forgotten.

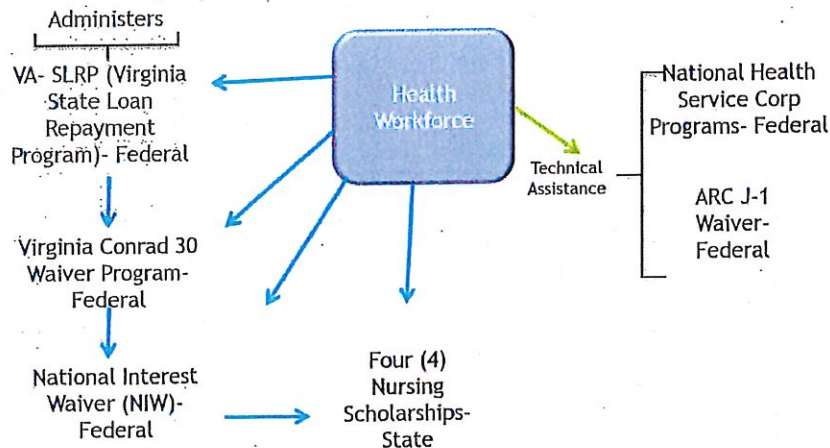


Office of Health Equity Overview

Divisions within our office that Support the Vision and Mission

1. Social Epidemiology & Data
2. Multicultural Health & Community Engagement
3. Primary Care & Rural Health
✓ Health Workforce

Health Workforce Overview



VA- SLRP

- Purpose: To improve and increase access to quality health care providers in Virginia's **Health Professional Shortage Areas (HPSAs)**
 - Filling Primary Care Occupations
- Incentive: Offers loan repayment in exchange for service in a HPSA in Virginia
- Community Match: 1:1 cash match required
- Who/What is considered "the community?": Any non-federal fund source to include:
 - Employer
 - Applicant
 - Foundation
 - State of Virginia

VA- SLRP

- Advisory Committee: To assist in the fair distribution of VA-SLRP monies.
- Funding Source: \$500,000/yr. for four years- HRSA grant
 - \$300,000-General Assembly (State of Virginia)
 - \$25,000-State Office of Rural Health(SORH)
 - Former source-The Virginia Health Care Foundation
- Eligible Site: Required and must be located in a HPSA and be:
 - Non- Profit;
 - State/Public; or
 - For-Profit "operated by a non-profit" only
- Eligible Applicant: Required



Who is eligible for VA-SLRP?

PROVIDER	SPECIALTY
Physicians • Allopathic Medicine (MDs) • Osteopathic Medicine (DOs)	Pediatrics, Geriatrics, Psychiatry, Family or Internal Medicine, Women's Health
Nurse Practitioners • Includes Certified Nurse Midwives	Adult, Family, Geriatric, Pediatric, Psychiatry/Mental Health and Women's Health
Physician Assistants	Adult, Family, Geriatric, Pediatric, Psychiatry/Mental Health and Women's Health
Dental Professionals • Dentists • Registered Dental Hygienists	General, Pediatric and Geriatric
Mental Health Professionals • Health Service Psychologists • Licensed Clinical Social Workers • Marriage and Family Therapists • Licensed Professional Counselors • Alcohol & Abuse Counselors (Masters level)	Adult, Family, Geriatric, Pediatric, Psychiatry/Mental Health and Women's Health
Registered Nurses • Includes Certified Nurse Midwives	Adult, Family, Geriatric, Pediatric, Psychiatry/Mental Health and Women's Health
Pharmacists Working at the following: • Health Departments • Clinics • Health Centers • Long-Term Care Facilities • Penitentiaries	Ambulatory Care, Hospital, Oncology, Pediatrics, Pharmacotherapy, Psychiatric, Critical Care, Nutrition Support, Nuclear and Community

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Who is eligible for VA-SLRP?

- **Participant Eligibility**
 - All applicants must meet the following criteria to be eligible for VA-SLRP:
 - Must be citizens or nationals of the United States
 - Clinicians must have completed
 - Residency training
 - Be board eligible or Board certified in their specialty
 - Accredited program
 - No restrictions

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Who is eligible for VA-SLRP?

- **Participant Eligibility Cont.**
 - **Must completely satisfy any other contractual service obligation for health professional service prior to beginning the period of service under the VA-SLRP**
 - Federal
 - State
 - Other entity
 - **Must not have any federal or state obligations**
 - » Judgment liens
 - » **Against their property for a debt to the United States**
 - » **No history**

Who is eligible for VA-SLRP?

- **Participant Eligibility Cont.**
 - **Must be eligible for federal employment**
 - **Must practice full-time at an approved and eligible practice site**
 - Full-time service equates to 40 hours per week for a minimum of 45 weeks per year
 - No more than 4 hours of administrative duties per week
 - **Must agree to use the VA-SLRP funds only to repay qualifying educational loan(s)**

VA- SLRP/Tobacco Commission

- Applicants must Live in the Tobacco Region
 - *Note: Roanoke & Lynchburg are not Eligible*
- Applicants must Work in the Tobacco Region
 - *Note: Roanoke & Lynchburg are not Eligible*
- Applicants must have Eligible Loans
 - Award cannot exceed the loans owed
- Must meet VA-SLRP requirements

VA-SLRP/Tobacco Commission

The following are eligible to be approved as practice sites

1. Federally Qualified Health Centers (FQHCs)
2. FQHC Look-A-Likes
3. Centers for Medicare & Medicaid Services
Certified Rural Health Clinics (RHCs)

Note: The above listed Site types will be Tobacco Commission Region focus

VA-SLRP/Tobacco Commission

Updated as of 05/16/2019

Virginia Tobacco Region Primary Care Professional Shortage Areas (HPSA) **

- Geographical Primary Care HPSA
- Population Primary Care HPSA
- Part of Tobacco Region but Not HPSA
- Federally Qualified Health Center
- Rural Health Clinic



*Data Sources: Up-to-Date designation data obtained from HRSA Shortage Designation Data Portal: <http://datawarehouse.hrsa.gov/tools/dataportal.aspx>
 ** Health Professional Shortage Areas (HPSAs) are designated by HRSA as having shortages of Primary care and may be geographic (a county or service area), demographic (low income population) or institutional (comprehensive health center, federal qualified health center or other public facility). The Dark blue color on the map shows the HRSA shortage area of county or service area (Geographic) for Primary Care while the Red color shows the Low-income population areas (Population)

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VA-SLRP/Tobacco Commission

Updated as of 05/16/2019

Virginia Tobacco Region Dental Care Professional Shortage Areas (HPSA) **

- Geographical Dental Care HPSA
- Population Dental Care HPSA
- Federally Qualified Health Center



*Data Sources: Up-to-Date designation data obtained from HRSA Shortage Designation Data Portal: <http://datawarehouse.hrsa.gov/tools/dataportal.aspx>
 ** Health Professional Shortage Areas (HPSAs) are designated by HRSA as having shortages of Dental care and may be geographic (a county or service area), demographic (low income population) or institutional (comprehensive health center, federal qualified health center or other public facility). The Dark blue color on the map shows the HRSA shortage area of county or service area (Geographic) for Dental Care while the Red color shows the Low-income population areas (Population)





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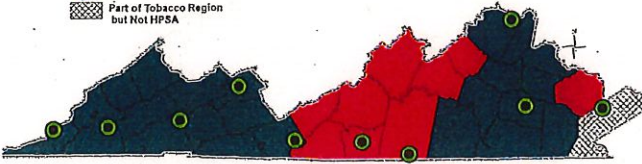


VA- SLRP/Tobacco Commission

Updated as of 05/18/2019

Virginia Tobacco Region Mental Care Professional Shortage Areas (HPSA) **

-  Geographical Mental Care HPSA
-  Population Mental Care HPSA
-  Federally Qualified Health Center
-  Part of Tobacco Region but Not HPSA



*Data Source: Up-to-Date designation data obtained from HPSA Shortage Designation Data Portal: <http://datawarehouse.hrsa.gov/portal/asp>
 ** Health Professional Shortage Areas (HPSAs) are designated by HPSA as having shortages of Mental care and may be geographic (a county or service area), demographic (low income population) or institutional (non-ambulatory health center, federal qualified health center or other public facility). The dark blue color on the map shows the HPSA shortage area of county or service area (Geographic) for Mental Care while the Red color shows the Low-income population areas (Population)

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VA- SLRP/ Tobacco Commission

- Practice Site Eligibility
 - All health care professionals who participate in the VA-SLRP must fulfill their service obligation at an eligible site.
 - The eligible practice site must be a:
 - Primary Care
 - Mental Health Care
 - Dental Health Care

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VA-SLRP/Tobacco Commission

Advisory Committee:

- The purpose of the advisory committee is to assist in the fair distribution of the monies received
- Membership Structure-(Attachment)
- Member Selection Method
 - Nomination
 - Final Approval by State Health Commissioner

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VA-SLRP/Tobacco Commission

Rubric/Process:

- Continue Normal Process for VA-SLRP
 - Highest Scoring Applicants will be funded
 - Use Federal & State funds first
- Tobacco Funds are to Expand VA-SLRP
 - For Tobacco Region eligible applicants
 - Those with HPSA scores will be awarded first
 - All others-who otherwise would not be eligible would be considered second
 - Due to lack of funding
 - No HPSA score

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VA-SLRP Award Distribution

- The amount of the Federal portion of the award will be determined partially by the amount provided by the community match portion.
- The total amount of awards for all four years cannot exceed \$140,000.

1st and 2nd Year	3rd Year	4th Year
<ul style="list-style-type: none"> • Match up to \$50,000 • With a \$1 for \$1 match • \$50,000 from Federal & \$50,000 from Community • Maximum \$100,000 	<ul style="list-style-type: none"> • Match up to \$20,000 • With a \$1 for \$1 match • \$20,000 from Federal & \$20,000 from Community • Maximum \$40,000 	<ul style="list-style-type: none"> • Match up to \$20,000 • With a \$1 for \$1 match • \$20,000 from Federal & \$20,000 from Community • Maximum \$40,000

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VA-SLRP/Tobacco Commission Award Distribution

- The total amount of awards for cannot exceed \$140,000. *all four years*
- Payments upfront
- Collect Verification of employment – Every 6 months
- Does not replace VA-SLRP state matching funds, but can be used as a match to eligible facilities with small budgets

1st and 2nd Year	3rd Year	4th Year
<ul style="list-style-type: none"> • No Match Required • Max \$100,000 	<ul style="list-style-type: none"> • No Match Required • Max \$40,000 	<ul style="list-style-type: none"> • No Match Required • Max \$40,000

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VA-SLRP/Tobacco Commission Marketing/Recruitment & Retention

- **Market throughout the country (Recruitment)**
- **3RNET (Recruitment)**
- **Recruitment & Retention**
 - Attend events year round (Military & Civilian)
 - Practice Sights (Retention)
 - Interviews (Past & Current)
- **Ambassador Program (Spouses, Children)**

Timeline

- **Application Cycle: January 1 – March 31**
- **Advisory committee meeting convenes: between April 1 – April 15**
- **Generate Contracts etc.: April 15 – May 31**
- **Mail checks: June 1 – June 30**
- **Recipient follow-up: Continuous**

Partnership with OHE

- **Partnership?**
 - Good reputation with incentive programs
- **Where will your investment go?**
 - Directly towards improving health equity for those in the Tobacco Region
 - Ultimately, the Commonwealth as a whole!
- **Be a part of making Virginia the Healthiest State in the Nation**

Got Questions?

For more information, please contact:
Olivette Burroughs
Health Workforce Specialist
Olivette.burroughs@vdh.virginia.gov
(804) 864-7431

2018 SLRP Awardees' Information

County	Specialty	Facility (Providing match)	Facility Type	Community/ Facility Award Amount	VDH Cash Match Amount (Federal/State)	Total Award (VDH + Match)
Halifax	Allopathic Medicine, Family Medicine	Sentara Halifax Family Medicine	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Charlottesville City	Nurse Practitioner, Family Medicine	Neighborhood Family Health Center	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Halifax	Nurse Practitioner, Family Medicine	Sentara Halifax Family Medicine	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Staunton City	Allopathic Medicine, General Psychiatry	Western State Hospital	Public/State Institution	\$ 16,250	\$ 16,250	\$ 32,500
Fredericksburg	Nurse Practitioner, Family Medicine	Community Health Center of Rappahannock Region	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Halifax	Nurse Practitioner, Family Medicine	Sentara Halifax Family Medicine	Non-profit	\$ 10,000	\$ 10,000	\$ 20,000
Staunton City	Allopathic Medicine, General Psychiatry	Western State Hospital	Non-profit	\$ 16,500	\$ 16,500	\$ 33,000
Henry	Allopathic Medicine, Family Medicine	Carillon Clinic Family and Internal Medicine	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Staunton City	Allopathic Medicine, General Psychiatry	Western State Hospital	Non-profit	\$ 12,500	\$ 12,500	\$ 25,000
Halifax	Nurse Practitioner, Family Medicine	Sentara Southside Hematology & Oncology	Non-profit	\$ 10,000	\$ 10,000	\$ 20,000
Staunton City	Allopathic Medicine, General Psychiatry	Western State Hospital	Public/State Institution	\$ 11,000	\$ 11,000	\$ 22,000
Smyth	Nurse Practitioner, Psychiatry/Mental Health	Smyth Counseling Center	Public/State Institution	\$ 25,000	\$ 25,000	\$ 50,000
Fredericksburg	Nurse Practitioner, Family Medicine	Community Health Center of the Rappahannock Region	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Prince Edward	Nurse Practitioner, Family Medicine	Centra Southside Medical Center	Non-profit	\$ 25,000	\$ 25,000	\$ 50,000
Wise	Osteopathic Medicine, Family Medicine	Wellmont Southwest VA Outpatient Center	Non-profit	\$ 25,000	\$ 25,000	\$ 50,000
Halifax	Nurse Practitioner, Family Medicine	Sentara Volens Family Medicine	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Norton City	Nurse Midwife, Obstetrics/Gynecology	Wellmont Medical Associates SWVA Women's Health	Non-profit	\$ 50,000	\$ 50,000	\$ 100,000
Floyd	Osteopathic Medicine, Family Medicine	Tri-Area Health Clinic	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Halifax	Registered Nurse	Sentara Halifax Regional Hospital	Non-profit	\$ 4,950	\$ 4,950	\$ 9,900
Smyth	General Psychiatrist	Southwest Virginia Mental Health Institute	Public/State Institution	\$ 20,000	\$ 20,000	\$ 40,000
Halifax	Registered Nurse	Sentara Halifax Regional Hospital	Non-profit	\$ 17,455	\$ 17,455	\$ 34,910
Mecklenburg	Osteopathic Medicine, Family Medicine	Sentara Chase City Family Medicine	Non-profit	\$ 25,000	\$ 20,000	\$ 45,000
Mecklenburg	Nurse Practitioner, Family Medicine	Sentara Chase City Family Medicine	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Prince Edward	Allopathic Medicine, Obstetrics/Gynecology	Centra Southside Medical Center	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Louisiana	General Practice Dentist	Health And Wellness Center of Louisiana	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Lee	Nurse Practitioner, Family Medicine	ARH Pennington Gap Clinic	Non-profit	\$ 20,000	\$ 20,000	\$ 40,000
Totals				\$ 508,655	\$ 508,655	\$ 1,017,310

2019 VA-SLRP Awards

Recipient City/State & Zip Code	Specialty	Facility	Facility Address	Community/ Employer Award Amount	VDH Cash Match Amount (Federal)	State Community Match	Total Award (VDH + Match)
Middleton, VA 23114	General Pediatrics/Psychiatry/ Health Services Psychologist	Children's Hospital of Richmond @ VCU The Virginia Treatment Center for Children	1308 Sherwood Ave., Richmond, VA 23220-1210		\$ 27,500	\$ 27,500	\$ 55,000.00
Roanoke, VA 24018	Physician/Family Medicine	Carilion clinic Family Medicine - Rocky Mount	796 Old Franklin Turnpike, Rocky Mount, VA 24151-5507	\$ 30,000	\$ 30,000		\$ 60,000.00
Williamsburg, VA 23185	LPC/Marriage & Family	7025 Tidewater Community Services Board	7025 Harbour View Blvd. Ste. 119, Suffolk, VA 23435-2762		\$ 20,000	\$ 20,000	\$ 40,000.00
Exmore, VA 23350	Dentist	Franktown Community Health Center	Franktown Rd PO Box 9, Franktown, VA 23354-0009		\$ 20,000	\$ 20,000	\$ 40,000.00
Thaxton, VA 24174	Licensed Professional Counselor.	Child & Family Services - Brandon Avenue	3517 Brandon Avenue, SW Roanoke, VA 24018-1523		\$ 20,000	\$ 20,000	\$ 40,000.00
Louisa, VA 23093	Dentist	Health & Wellness Center of Louisa	115 Jefferson Hwy, Ste 9 Louisa, VA 23093-6563	\$ 20,000	\$ 20,000		\$ 40,000.00
Dillwyn, VA 23936	Pharmacist	Central Virginia Community Health Center	25892 N. James Madison Hwy New Canton, VA 23123-2234	\$ 20,000	\$ 20,000		\$ 40,000.00
Crozet, VA 22932	Health Service Psychologist	Western State Hospital	103 Valley Center Drive Staunton, VA 24402-5080		\$ 18,750	\$ 18,750	\$ 37,500.00
Smithfield, VA 23430	Licensed Professional Counselor	Western Tidewater Community Services Board	1000 Commercial Lane Suffolk, VA 23434-8148		\$ 20,000	\$ 20,000	\$ 40,000.00
Elkton, VA 22827	Nurse Practitioner/Pediatrics	Valley Health Page Memorial Hospital Family Medicine/Luray	250 Memorial Drive Suite C Luray, VA 22835	\$ 20,000	\$ 20,000		\$ 40,000.00
South Boston, VA 24592	Physician - OBGYN /Primary Care	Sentara Obstetrics & Gynecology	2206 Wilborn Avenue South Boston, VA 24592-1630		\$ 20,000	\$ 20,000	\$ 40,000.00
Halifax, VA 24558	Physician - OBGYN /Primary Care	Sentara Obstetrics & Gynecology	2206 Wilborn Avenue South Boston, VA 24592-1630		\$ 20,000	\$ 20,000	\$ 40,000.00
Farmville, VA 23901	Physician/Primary Care	Southern Dominion Health System	1508 K V Road Victoria, VA 23974-2624		\$ 18,750	\$ 18,750	\$ 37,500.00
Moseley, VA 23020	Nurse Practitioner/Primary Care	Sentary Chase City Family Medicine	946 North Main Street, Chase City, VA 23924-1139		\$ 20,000	\$ 20,000	\$ 40,000.00
Crewe, VA 23930	Marriage & Family Therapist/Mental Health	Virginia Center for Behavioral Rehabilitation	4901 East Patrick Henry Highway, PO Box 548, Burkeville, VA 23922-3454		\$ 25,000	\$ 25,000	\$ 50,000.00
Portsmouth, VA 23703	Licensed Professional Counselor	Western Tidewater Community Services Board	1000 Commercial Lane Suffolk, VA 23434-8148		\$ 20,000	\$ 20,000	\$ 40,000.00
Halifax, VA 24558	Nurse Practitioner/Primary Care	Sentara Halifax Family Medicine	101 Aubrey's Loop South Boston, VA 24592-5054		\$ 10,000	\$ 10,000	\$ 20,000.00
Charlottesville, VA 22902	Nurse Practitioner/Mental Health	Blue Ridge Medical Center	4038 Thomas Nelson Highway, Arrington, VA 22922-2302		\$ 25,000	\$ 25,000	\$ 50,000.00
Princeton, WV 24740	Nurse Practitioner/ Primary Care	Bland County Medical Clinic, Inc.	12301 Grapefield Road Bastian, VA 24314-4547		\$ 27,500	\$ 27,500	\$ 55,000.00
Hillsborough, NC 27278	Physician/Mental Health	Sentara Behavioral Health Specialists	504 Wilborn Avenue South Boston, VA 24592-3120	\$ 25,000	\$ 25,000		\$ 50,000.00
Princeton, WV 24739	Nurse Practitioner/Primary Care	Bland County Medical Clinic, Inc.	12301 Grapefield Road Bastian, VA 24314-4547		\$ 18,750	\$ 18,750	\$ 37,500.00
Gainsville, VA 20155	Physician/Mental Health	Western Tidewater Community Services Board	1000 Commercial Lane Suffolk, VA 23434-8148	\$ 25,000	\$ 25,000		\$ 50,000.00
Lashmeet, WV 24733	Nurse Practitioner/Family Medicine	Bland County Medical Clinic, Inc.	12301 Grapefield Bastian , VA 24314-4547		\$ 10,000	\$ 10,000	\$ 20,000.00
TOTALS				\$ 140,000.00	\$ 481,250.00	\$ 341,250.00	\$ 962,500.00

VA- SLRP Timeline

Activity	Timeline
Receive applications and provide appropriate correspondence according to cursory review during established application period.	Jan.1 – March 31
Enter applicant data into loan repayment database; conduct cursory review of applications and generate appropriate correspondence.	Jan.1 – March 31
Thoroughly review completed applications in the date order of their arrival in office to determine eligibility and verify loan amount with lending agency (ies). Loan balance is verified before making award.	Jan.1 – March 31
Advisory committee meeting convenes to make determination of awards. Conduct awards process for eligible candidates. Generate award letter and mail welcome packet to recipients with appropriate program forms.	April 1 – April 15
Generate award letter and mail welcome packet to recipients with appropriate program forms.	April 15– April 30
Receive signed contracts from applicants/ forward signed contracts to Commissioner. Receive program participant forms and signed loan repayment contract.	
Generate award letter and mail welcome packet to recipients with appropriate program forms.	May 1 - May 31
Receive signed contracts from applicants/ forward signed contracts to Commissioner. Receive program participant forms and signed loan repayment contract.	
Mail check to program participants, contract and appropriate program forms.	June 1 – June 30
Recipient follow-up	Continuous

VA- SLRP Advisory Committee Membership Structure

The Commissioner shall make VA- SLRP awards after receiving the recommendations of the Committee. The Committee shall consist of eight members:

Advisory Committee Position
• Current VA- SLRP recipient engaged in primary practice
• Past VA- SLRP recipient engaged in primary care practice
• Current Community advocate (with strong knowledge of medical healthcare providers & communities with disadvantaged and diverse background)
• Current financial advisor or financial aid professional (A school or financial institute)
• Current director of workforce or Area Health Education Center (AHEC) member
• Dean of a health professions school (medical school, nursing school, behavioral science school, physician assistant school, dental school or pharmacy school)
• Current employer of primary care medical facility (recruiter or business manager)
• Current medical association member (representing clinics, hospitals, health centers etc.)

If an appointed member is unable to serve, the Commissioner shall appoint a replacement. Committee appointments shall be for four years and members may not serve more than two consecutive terms.

Education Committee Recommendations Workforce Financial Aid for the FY2019-2020 School Year May 2019

At its meeting in January 2019, the Education Committee agreed to make available \$3 million for Workforce Financial Aid proposals that would provide last-dollar tuition assistance for tobacco region residents at community colleges and higher education centers during the 2019-2020 school year. In May 2018 the Committee recommended and the Commission approved \$2.8 million for 12 requests from 11 community colleges and one higher education center for Financial Aid in the current 2018-19 school year, with a maximum request of \$300,000. Based on the increased funding level of \$3M for 2019-20, Staff instructed those recipients that the new requests summarized on the following pages should reflect no more than a 5% increase over 2018-19 funding amounts, with a maximum request of \$315,000. As of the March due date, eleven proposals were submitted for 2019-20, seeking \$2,945,694.

Applicants were instructed to align requests as closely as possible with the Committee's funding priorities described below. As in previous years, TRRC funds are to be last-dollar after all other funding sources have been exhausted, and per the Code revisions adopted in 2015 regarding the Commission, must be matched at least dollar-for-dollar.

1. All certifications that can be completed in six months or fewer*;
2. STEM-H and Advanced Manufacturing applicants who can attain their degree/certificate within one year*;
3. All other STEM-H and Advanced Manufacturing applicants who are working toward a degree or certificate;
4. All other community college students who might obtain their degree/certificate within one year;
5. All other full-time, program-placed students.

* For students receiving state FastForward Workforce Credential Grant (WCG) funding for non-credit training, the Commission will support one-sixth of the cost of the training program and certification, (half of the one-third share the student is responsible for) with the remainder to be covered by the state's WCG funds, and potentially state FANTIC funds or other sources including private foundations and/or the student.

Staff Comments: This current Workforce Financial Aid cycle shows clear measurable progress by applicants on adjusting the focus of TRRC funds on the Education Committee's ranked priorities adopted two years ago. In the summaries below it is apparent the applicants have made significant progress in these 2019-20 proposals to align requests much more closely with the Committee's recently-adopted funding priorities. All requests generally comply with the Committee's long-standing objectives of providing last-dollar assistance to students working to obtain a nationally-recognized workforce or academic credential. The requests anticipate serving a total of 2,383 students and resulting in 1,773 of those students obtaining a credential in 2019-20. The proposals also estimate matching funds of more than \$3.8 million for all students (TRRC and non-TRRC supported) enrolled in these priority categories.

Committee recommends approval of these requests as submitted for Workforce Financial Aid for tobacco region residents in the 2019-20 school year.

Central Virginia Community College Educational Foundation, Inc.

Tobacco Region Financial Aid for Workforce Preparedness Education (#3542)
\$315,000 Requested

Executive Summary Provided by Applicant: Central Virginia Community College seeks to prepare students for the modern workforce from the Tobacco Region area including Campbell, Appomattox and Bedford counties. CVCC's Tobacco Region population is the second highest among Virginia community colleges (see attached list). Unfortunately, many of these students are not able to pay either the tuition expense or the non-credit class fee that is required to obtain the education they need to qualify for a job leading to a self-sufficient life. The \$315,000 grant requested would enable us to provide scholarships to help these students get the career preparation they need to become productive members of our communities.

Sub-Program	Program Summary		Anticipated Results						Unduplicated # of Students Completing in School Year:			
	TRRC \$ Requested	# Students Served	Total	Diplomas	Certs	Assoc	Xfers	Total				
Workforce Credential Aid	\$60,000.00	150	150	0	150	0	0	150				
STEM - H Final Year Scholarships	\$70,000.00	30	30	2	4	13	5	24				
Occupational Final Year Scholarships	\$40,000.00	16	16	2	2	8	0	12				
STEM - H Scholarships	\$90,000.00	36	36	0	2	5	5	12				
Tobacco Region Merit Scholarships	\$55,000.00	21	21	0	0	2	10	12				
Total	\$315,000.00	253	253	4	158	28	20	210				

Source	Amount
State	\$0.00
Local	\$0.00
Federal	\$0.00
Private	\$453,000.00
In-Kind	\$0.00
Total	\$453,000.00

**Danville Community College Educational Foundation, Inc.
Workforce Financial Aid for 2019-2020 (#3523)
\$315,000 Requested**

Executive Summary Provided by Applicant: Danville Community College (DCC) is requesting \$315,000 in funding to support the training and education of the region's workforce. More than 4,500 students attend DCC each semester. DCC's service region includes the City of Danville and Halifax and Pittsylvania counties. DCC is committed to short-term training (i.e. certifications - 6 months or less; certificate/degree programs - 12 months or less); STEM-H, Advanced Manufacturing or other full-time programs. 1. Workforce Financial Aid: \$65,000. These awards will cover students in Workforce Financial Aid Priority 1 (6 months or less career studies certificates or certifications). 2. Workforce Financial Aid: \$250,000. These awards will cover students in Workforce Financial Aid Priorities 2-5 (i.e. 12 month degree/certificate in targeted programs; STEM-H/Advanced Manufacturing degree/certificate applicants; other applicants working toward 12 month degree/certificate; all other full-time program placed students).

Sub-Program	Anticipated Results							
	Program Summary	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total
1. Workforce Credential Aid – Six months of less for certifications		65,000	65	0	65	0	0	65
2. STEM-H and Advanced Manufacturing Scholarships – Final Year. Completing within One Year		125,000	60	20	2	13	25	60
3. STEM-H and Advanced Manufacturing Scholarships– Others. Completing within Two Years.		125,000	65	24	6	23	12	65
4. All others obtaining degree / certificate within One Year.		\$0	0	0	0	0	0	0
5. All others obtaining degree / certificate within Two Years.		\$0	0	0	0	0	0	0
Total		\$315,000	190	44	73	36	37	190

Source	Matching Funds Amount
State	\$100,000
Local	\$0.00
Federal	\$150,000
Private	\$200,000
In-Kind	\$0.00
Total	\$450,000

John Tyler Community College Foundation

2019-20 Tobacco Region Scholarship Program (#3543)
\$126,000 Requested

Executive Summary Description Provided by Applicant: Two-thirds of the estimated 1.5 million jobs that Virginia must fill by 2022 will require a postsecondary credential; however, most will not require a baccalaureate degree. Many of these occupations are found in advanced manufacturing and other science, technology, engineering, mathematics, and healthcare (STEM-H) fields. John Tyler Community College (JTCC) is addressing the need for a skilled regional workforce by delivering high-quality education and training opportunities that prepare students for these in-demand careers. The college also offers resources that help students access its programs, earn credentials, and gain skills employers value. The JTCC Foundation requests a grant from the Virginia Tobacco Commission to support scholarships for Amelia, Dinwiddie, and Sussex County students enrolled in Tyler's Advanced Manufacturing Pipeline and STEM-H programs. This investment will foster a stronger regional workforce by improving access to a Tyler education for tobacco region residents and increasing the number of career-ready graduates.

Program Summary		Anticipated Results					
Sub-Program	TRRC \$ Requested	# Students Served	Diplom as	Certs	Assoc	Xfers	Total
Advanced Manufacturing (concurrent)	\$92,480.00	48	0	21	0	0	21
STEM-H Programs (One Year)	\$11,520.00	4	0	2	1	1	4
STEM-H Programs (Two Years)	\$22,000.00	16	0	1	1	1	3
Total	\$126,000.00	68	0	24	2	2	28

Source	Amount
State	\$55,235.75
Local	\$0.00
Federal	\$201,526.00
Private	\$15,351.25
In-Kind	\$0.00
Total	\$272,113.00

Mountain Empire Community College

MECC WORKS Scholarship Program (#3541)
\$315,000 Requested

Executive Summary Description Provided by Applicant: The Mountain Empire Community College (MECC) Foundation requests \$315,000 in scholarship aid to assist students enrolled in programs aligned with the Tobacco Region Revitalization Commission's Workforce Financial Aid priorities. The 2019-2020 MECC WORKS (Workforce Opportunities Through Resources and Knowledge) Program is a tuition scholarship that will assist the following student populations:

1. Students enrolled in certification programs that can be completed in six months or fewer (\$70,000)
2. Identified target program students who will obtain their degree/certificate within one (1) year (\$75,000)
3. STEM-H and Advanced Manufacturing applicants who are enrolled in a degree or certificate program (\$110,000)
4. All other MECC students who might obtain their degree/certificate within one year (\$30,000)
5. All other full-time, program placed students (\$30,000)

Program Summary		Anticipated Results					Unduplicated # of Students Completing in School Year:		
Sub-Program	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total		
6-Month Certifications & Workforce Credentials	\$70,000.00	73	0	55	0	0	55		
Target Programs One Year Degree	\$75,000.00	130	0	110	0	0	110		
STEM-H & Advanced Manufacturing	\$110,000.00	170	0	62	85	0	147		
Degree/Certificate Students Who Can Complete in One Year	\$30,000.00	30	0	0	15	8	23		
All Other Full-Time Program Placed Students	\$30,000.00	30	0	0	11	0	11		
Total	\$315,000.00	433	0	227	111	8	346		

Source	Amount
State	\$343,434.59
Local	\$0.00
Federal	\$246,270.70
Private	\$0.00
In-Kind	\$0.00
Total	\$589,705.29

New River Community College Educational Foundation

Floyd County - Access to Community College Education (ACCE) (#3520)
\$120,000 Requested

Executive Summary Description Provided by Applicant: This project will provide tuition assistance to Floyd County High School (FCHS) class of 2018 and 2019 students attending New River Community College (NRCC). Qualifying students must enroll fulltime at NRCC in a program which meets federal/financial aid requirements. This project seeks to incentivize/support FCHS students to pursue certificates/credentialing and/or associate degrees. Many students will be first generation college attendees. As part of this program, NRCC will provide close support to these students while attending college. Our goal is that every Floyd County ACCE student will graduate NRCC with either an occupational/technical degree/certificate or credential ready for the workforce or a two-year degree prepared to transfer to a university. ACCE will strengthen Floyd County's workforce. The project funding provided by the Tobacco Commission will close the gap between financial aid and total tuition costs. Federal/state financial aid dollars awarded would serve as matching funds.

Program Summary		Anticipated Results					
Sub-Program	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc.	Xfers	Total
Advanced Manufacturing	\$14,832.00	11	0	7	1	0	8
Stem-H	\$35,056.00	26	0	1	19	0	20
Business Services	\$8,090.00	6	0	0	5	0	5
Human Services and Early Childhood	\$14,832.00	11	0	1	6	0	7
General Studies - Transfer	\$47,190.00	35	0	0	28	0	28
Total	\$120,000.00	89	0	9	59	0	68

Source	Amount
State	\$0.00
Local	\$0.00
Federal	\$120,000.00
Private	\$0.00
In-Kind	\$0.00
Total	\$120,000.00

Patrick Henry Community College Foundation

**2019-2020 Student Scholarships (#3508)
\$315,000 Requested**

Executive Summary Description Provided by Applicant: Patrick Henry Community College (PHCC) Foundation requests \$315,000 for five scholarship pools:

- 1) Workforce Credential Students who will complete in six months or fewer (\$18,000),
- 2) STEM-H and Advanced Manufacturing students who can attain their degree/certificate within one year (\$40,500),
- 3) STEM-H and Advanced Manufacturing applicants who are working towards a degree or certificate (\$102,500),
- 4) All other students who might obtain their degree/certificate within one year (\$76,000),
- 5) All other full-time, program-placed students, for which completion will require more than one year (\$78,000).

Sub-Program	Program Summary				Anticipated Results				Unduplicated # of Students Completing in School Year:			
	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total					
Workforce Credential Students	\$18,000.00	11	0	8	0	0	8					
One Year Certificate Students	\$40,500.00	39	0	18	0	2	20					
STEM-H and Advanced Manufacturing Students	\$102,500.00	50	0	10	12	3	25					
Students Who May Complete Within One Year	\$76,000.00	45	0	3	25	10	38					
Full-time, Program Placed Students:	\$78,000.00	35	0	4	10	3	17					
Total	\$315,000.00	180	0	43	47	18	108					

Source	Amount
State	\$69,306.00
Local	\$0.00
Federal	\$41,451.00
Private	\$405,153.00
In-Kind	\$0.00
Total	\$515,910.00

**Southside Virginia Community College Foundation
Removing Financial Barriers for Southside Students (#3538)
\$315,000 Requested**

Executive Summary Description Provided by Applicant: Southside Virginia Community College (SSVCC) serves students across ten rural, tobacco region counties in south central Virginia. The SSVCC Foundation assists the College's students by providing scholarship opportunities to help meet unfunded financial needs. This proposed project, "Removing Financial Barriers for Southside Students," seeks \$315,000 in funding for scholarship aid to assist students seeking workforce and academic credentials ranked by in this order of priority:

- 1) Workforce certifications that can be completed in six or fewer months
- 2) STEM-H and Advanced Manufacturing credentials that can be completed in one year
- 3) STEM-H and Advanced Manufacturing credentials requiring more than one year
- 4) Certifications and degrees other than STEM-H and Advanced Manufacturing that can be completed in one year
- 5) Other full-time, program-placed students enrolled in programs that require more than one year.

Sub-Program	Anticipated Results					Unduplicated # of Students Completing in School Year:			
	Program Summary	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total	
Workforce		\$115,000.00	70	0	70	0	0	70	
STEM-H and Advanced Manufacturing, less than one year		\$145,750.00	81	0	74	0	0	74	
STEM-H and Advanced Manufacturing, more than one year		\$14,250.00	17	0	0	10	0	10	
Other degree/certificate programs, less than one year		\$27,500.00	65	0	72	0	0	72	
Other full-time, program placed students, more than one year		\$12,500.00	24	0	0	6	0	6	
Total		\$315,000.00	257	0	216	16	0	232	

Source	Matching Funds Amount
State	\$161,000.00
Local	\$0.00
Federal	\$225,000.00
Private	\$47,000.00
In-Kind	\$0.00
Total	\$433,000.00

**Southwest Virginia Community College
2019-20 WFA Tobacco Scholarship Program (#3536)
\$315,000 Requested**

Executive Summary Description Provided by Applicant: SWCC requests grant funds in the amount of \$315,000 to provide scholarships to meet the five priority programs that the Tobacco Commission has identified. SWCC will give funding priority to students enrolled in short-term certificate programs to ensure that more students can be served in a shorter span of time. Therefore, SWCC will give special emphasis to the three categories that will help to accomplish this goal:

1. Career Studies Certificates
2. One-Year Degree/Certificate Programs
3. STEM-H/Advanced Manufacturing Programs.

We anticipate that a small number of students who have completed previous credits may be able to earn a one-year degree/certificate under the fourth priority category, but the large majority of scholarships will be awarded in the top 3 categories.

Program Summary		Anticipated Results					Unduplicated # of Students Completing in School Year:		
Sub-Program	TRRC.\$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total		
Workforce Credential Aid – Six months or less for certification	\$166,950.00	133	0	86	0	0	86		
STEM-H and Advanced Manufacturing Scholarships Final year. Completing within one year	\$63,000.00	50	0	33	0	0	33		
STEM-H and Advanced Manufacturing Scholarships – Others. Completing within two years	\$69,300.00	55	0	0	36	0	36		
All others obtaining degree/ certificate within one year.	15,750	12	0	0	8	0	8		
Total	\$315,000.00	250	0	119	44	0	163		

Matching Funds	
Source	Amount
State	\$89,000.00
Local	\$75,000.00
Federal	\$81,500.00
Private	\$69,500.00
In-Kind	\$0.00
Total	\$315,000.00

Virginia Highlands Community College Educational Foundation
 Workforce Financial Aid FY20 (#3540)
 \$315,000 Requested

Executive Summary Description Provided by Applicant: Virginia Highlands Community College requests \$315,000.00 to support last-dollar financial assistance programs for eligible students. These assistance programs are designed to promote attainment of the credentials prioritized by TRRC, particularly (1) short-term workforce credentials, (2) STEM-H and Advanced Manufacturing students within one year of degree attainment, and (3) students in STEM-H and Advanced Manufacturing training who require more than one year for completion. All other students are prioritized by time required for completion, with those requiring more than one year receiving secondary consideration. VHCC targets high-achieving, underserved populations through scholarships funded by the TRRC Workforce Financial Aid program. The Tobacco Growers Scholarship is awarded to family members of commercial tobacco growers to promote their successful transition to high demand occupations, particularly in STEM-H fields. Last, three scholarships offered in partnership with the school districts within VHCC's service region provide assistance to high-achieving students according to need and TRRC's priorities.

Program Summary		Anticipated Results					
Sub-Program	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total
1. Workforce Credential Aid – Six months or less for certifications	\$60,000.00	160		154			154
2. STEM-H and Advanced Manufacturing Scholarships – Final Year. Completing within One Year	\$70,000.00	25	12		11	9	32
3. STEM-H and Advanced Manufacturing Scholarships– Others. Completing within Two Years.	\$65,000.00	24					
4. All others obtaining degree / certificate within One Year.	\$60,000.00	21	10		9	7	28
5. All others obtaining degree / certificate within Two Years.	\$60,000.00	21					
Total	\$315,000.00	250	22		20	16	214

Source	Amount
State	\$155,000.00
Local	\$0.00
Federal	\$160,000.00
Private	\$0.00
In-Kind	\$0.00
Total	\$315,000.00

Virginia Western Community College Educational Foundation Inc
Workforce Financial Aid and Community College Access for Franklin County (#3537)
\$157,500 Requested

Executive Summary Description Provided by Applicant: Tuition support for Virginia Western Community College's Workforce credentials programs and Community College Access Program (CCAP) will provide much-needed assistance for Franklin County students who seek the education and skills to make them job-ready and contributors to the regional economy. The requested funds will assist an estimated 143 Franklin County/Southside students in the 2019-20 academic year. Workforce financial aid will leverage state FastForward funding and is expected to produce 96 certificates or credentials in high-demand fields such as pharmacy technicians, machinists, mechatronics and certified nursing assistants. Commission funds for the popular CCAP program will provide "last in" scholarship dollars for students pursuing associate degrees as well as those aiming to transferring to four-year schools.

Program Summary		Anticipated Results					
		Unduplicated # of Students Completing in School Year:					
Sub-Program	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total
1. Workforce Credentials	\$25,700.00	44	0	44	0	0	44
2. STEM-H and Adv Man Scholarships -- Final Year. Completing within One year.	\$23,988	18			18		18
3. STEM-H and Adv Manu Scholarships -- Others Completing within Two years.	\$37,168	28					
4. All others obtaining degree / certificate within One year.	\$29,260	22			22		22
5. All others obtaining degree / certificate within Two years.	\$41,384	31					
Total	\$157,500.00	143	0	44	40	0	84

Matching Funds	
Source	Amount
State	\$173,129.00
Local	\$0.00
Federal	\$140,980.00
Private	\$101,225.00
In-Kind	\$0.00
Total	\$415,334.00

Wytheville Community College
Forging Futures Scholarship Program (#3539)
\$315,000 Requested

Executive Summary Description Provided by Applicant: The 2019-2020 Wytheville Community College Forging Futures Scholarship Program is a tuition scholarship that will assist the following student populations:

1. Students taking certification programs that can be completed in six months or less
2. STEM-H and Advanced Manufacturing students who can attain their degree/certificate within one year
3. STEM-H and Advanced Manufacturing students who are working toward a degree or certificate
4. All other community college students who might obtain their degree/certificate within one year
5. All other full-time, program-placed students

For students receiving FastForward Workforce Credential funding, the scholarship program will support one-sixth of the cost of the training program and certification, (half of the one-third share the student is responsible for), with the remainder to be covered by FastForward and potentially state FANTIC funds or other sources. This project assumes that FastForward funding will be allocated in the state budget. Other scholarships will provide last-dollar tuition funding.

Program Summary		Anticipated Results						Unduplicated # of Students Completing in School Year:		
Sub-Program	TRRC \$ Requested	# Students Served	Diplomas	Certs	Assoc	Xfers	Total			
Workforce Credentials Students (complete in 6 months or less)	\$72,000.00	90	0	90	0	0	90			
STEM-H & Advanced Manufacturing applicants who can attain their degree/certificate within 1 year	\$88,000.00	75	1	7	15	7	30			
STEM-H & Advanced Manufacturing program students who are working toward a degree or certificate that will require more than 1 year	\$110,000.00	70	0	0	0	0	0			
All other eligible students (complete in 1 year)	\$10,000.00	5	0	0	4	6	10			
All other full-time, program-placed students	\$35,000.00	30	0	0	0	0	0			
Total	\$315,000.00	270	1	97	19	13	130			

Source	Amount
State	\$175,000.00
Local	\$0.00
Federal	\$125,000.00
Private	\$15,000.00
In-Kind	\$0.00
Total	\$315,000.00

**FY19 Competitive Education
Summaries and Committee Recommendations
May 2019**

The Education Committee met on Wednesday, May 29th in Roanoke. The agenda included review of the eleven request for Competitive Education funds that were received in March. Guidelines for this program are posted on the Commission website: <https://www.revitalizeva.org/wp-content/uploads/2019/01/FY19-Competitive-Educ-guidelines-Jan2019.pdf>. The Committee has sufficient available funding to approve these recommendations. Other Business is also included in this report on page 13.

<i>Project #</i>	<i>Organization</i>	<i>Project Title</i>	<i>Requested Amount</i>	<i>Committee Recommendation</i>
3513	Bluefield College	Bluefield College Undergraduate Nursing Program	\$84,814.47	\$84,814.47
3518	Danville Community College	Advanced IT / Cybersecurity Program Expansion	\$200,000	\$200,000
3517	Longwood University Foundation	Enhancement to Nursing Simulation Laboratory at Longwood University	\$59,934.13	Loan for \$59,934.13
3510	Mountain Empire Community College	MECC Dental Assistant Career Studies Certificate Program	\$195,700	\$195,700
3512	Patrick Henry Community College Foundation	Manufacturing & Engineering Technology Complex II Renovation	\$600,000	\$600,000
3515	Radford University Foundation	Counselor Education Program in SWVA	\$325,000	\$60,000
3497	Scott County Career & Technical Center	Scott County Career & Technical Center Barn Project	\$26,559.98	\$26,559.98
3514	Southern Virginia Higher Education Center	SVHEC's IT Academy Expansion to Meet Regional Workforce Needs	\$505,929	\$505,929
3511	Southside Virginia Community College Foundation	CITE Lab Expansion	\$226,355	\$226,355
3509	Southwest Virginia Community College	SWCC Diagnostic Medical Sonography Program	\$165,337.09	\$165,337.09
3516	Wytheville Community College	Wytheville Community College Simulated Hospital Lab	\$175,000	\$175,000

Total (11 applications) \$2,564,629.67 \$2,299,629.67

Bluefield College

Bluefield College Undergraduate Nursing Program (#3513)

\$84,814.47 Requested

Executive Summary Provided by the Applicant: Bluefield College is working to answer the workforce demands of more STEM-H degrees and educational opportunities that will help train our area's workforce. Bluefield College is seeking to expand its School of Nursing to include a traditional undergraduate nursing program. This program will provide a four-year learning experience with the outcome of a bachelorette degree in Nursing. This program will address the acute shortage of nurses in the Commonwealth's workforce and increasingly limited accessibility to undergraduate nursing programs. This project submitted to the Commission is for the support of equipment and supplies for the nursing skills lab and simulation lab required for the establishment of the new program. These labs must be equipped and in place prior to the approval of the program by the State Board of Nursing. Upon the Board of Nursing tour of the college facilities these labs must be ready to receive students.

Staff Comments: Bluefield College will establish a traditional undergraduate nursing degree program in space created as a result of their recently completed \$2.8M Science Building addition. This project, which added a third floor to the building, received \$37,500 in FY15 for design, \$275,000 in FY17 for construction and a \$1.1 million TRRC loan. The application originally was originally submitted for personnel, then was revised to a request for \$102,156 to support 50% of equipment and supplies needed for the program. The revised proposal seeks support for equipment and supplies that must be in place in order to receive program approval from the Virginia Board of Nursing. The College is required to have these facilities in place by Summer 2019 in preparation for site visit needed prior to receiving this approval (anticipated Fall 2019). An update was provided on May 20, 2019 which reduced the TRRC request to \$84,814.47 for equipment and supplies as a result of Bluefield obtaining numerous items from an auction of furnishings from the former Pioneer Hospital in Stuart, VA. Assuming these dates are met for VBN approval, the first class will enroll in January 2020. Each year 30 students are expected to enroll in the program. At full capacity (year four) 120 students will be enrolled. Tuition revenues from enrollment will be sufficient to meet operating needs and to sustain the program. In year one the anticipated net revenue is projected to be over \$138k and increases to \$1.2M in year two. Employment prospects for future graduates appear excellent with the application citing a total of 261 full time, 22 part time, and 6 contract positions advertised within a 50 mile radius of BC. Matching funds of \$84,814.47 will be provided by Bluefield College to complete these purchases. This proposal aligns strongly with TRRC objectives to provide healthcare career training that is in demand by regional employers. While net program revenues might indicate the possibility to handle this as a loan, Staff notes the request amount falls far below the minimum threshold for VRA loan requests (\$250k), the urgency of equipment acquisition does not mesh well with VRA loan review timelines, and the applicant has already taken on a major loan from TRRC/VRA.

Committee recommends award of \$84,814.47 with a preference for TRRC funds to be directed to the purchase of longer life equipment purchases rather than consumables.

Danville Community College
Advanced IT / Cybersecurity Program Expansion (#3518)
\$200,000 Requested

Executive Summary Provided by the Applicant: Danville Community College (DCC) proposes to upgrade equipment and expand lab and classroom space to accommodate program growth in its Advanced IT / Cybersecurity program. The program will be housed in a different building than its current location at DCC. The move will provide more than twice the available square footage for the program and will enable equipment upgrades to be brought online.

Staff Comments: Grant funds are requested to support the \$200,000 estimated construction costs for relocation of DCC's Advanced IT and Cyber-security Program into existing space to be renovated on campus. The request is matched by \$269,670 to support ~ \$229K equipment, \$25K contractual services, and \$15K toward property and improvements. Staff visited the existing location of the labs; and it was noticeably in need of a more modern learning environment. The Commission provide a \$127,475 grant award in May 2017 to support development of DCC's Advanced Skills IT Academy (#3280). DCC provides IT credentials in cyber-security, database administration, desktop software, drones, IT support, networking, software development and website development. An IT advisory committee completed an informal survey of employers in the service area (refer to employer list on page 4 of the application), with respondents indicating a need to hire at a minimum 22 employees a year, with starting salaries ranging from \$41,000 to \$63,000. The 2018-2019 Virginia Demand Occupations list endorsed by the Virginia Board of Workforce Development identifies a shortage for filling Computer and Mathematical Occupations. Staff clarified reasoning for a delay for design to start in March 2020, which is associated with the design approval process with Virginia Department of General Services. Outcomes for the project provide for increasing enrollment from 38 students to 66 (+33) students annually, and an increase from 54 to 135 (+91) information technology credentials awarded annually. The program clearly serves employer demand for skilled IT professionals in a wide range of business and institutional entities, and this project will enable significant new expansion of credential attainment, in very close alignment with TRRC Education program objectives and outcomes.

Committee recommends award of \$200,000.

Longwood University Foundation
Enhancement to Nursing Simulation Laboratory at Longwood University
(#3517)
\$59,934.13 Requested

Executive Summary Provided by the Applicant: Longwood University has a rural-based residential Bachelor of Science in Nursing (BSN) program that has been in existence since 2009. A Clinical Simulation learning Center (CSLC) is a critical component of the program. Longwood University seeks funding to update and replace simulation mannequins which have met their life expectancy and are no longer able to be serviced. Longwood University prepares these students to safely care for their patients in a variety of clinical situations, and address the local nursing shortage in South Central Virginia where the region's unemployment rate exceeds the nation's average. The program has been successful in addressing the nursing shortage in the Southside community. Graduates of Longwood's BSN program Classes of 2016, 2017, & 2018 have demonstrated 100%

success in achieving a first-time pass rate on the National Council Licensure Exam; a claim only Longwood can make as a 4-year pre-licensure program in Virginia.

Staff Comments: Grant funds are requested to support 60% of the \$100,781 estimated costs for updates and replacement costs for mannequins in the Nursing Simulation Laboratory. The total project costs include a \$19,087 In-kind contribution from Longwood, as part of the required 1:1 Match, for staff time for three faculty to attend a training workshop, and for an internal one day workshop to train additional faculty. Longwood is proposing to contribute \$40,847 cash Match toward the mannequin replacement costs. The applicant identifies that the “equipment and associated computer hardware and software is going to replace existing, outdated versions that can no longer be serviced or repaired.” Employer letters were provided by Woodland Inc. in Farmville, VCU Health’s Community Memorial Hospital in South Hill and Bon Secours St. Francis Medical Center in Midlothian. Staff notes that the Commission has provided \$727,665 from three past grant awards (#1844, #2035, and #2401) dating back to 2009, to support Longwood’s Clinical Simulating Learning Center used by students enrolled in nursing programs. One of the mannequins to be replaced in this request was originally purchased with Commission funding. Staff has requested a report on annual revenue and expenses for the nursing center, for understanding why the university would not have sufficient revenues to budget for equipment replacement for a highly successful program that has an enrollment of 250 students. Staff questions whether funding replacement equipment for a well-established program is the best use of Commission resources. If the Commission were to support this, limiting a grant to no more than 50% or \$50,390 of the \$100,781 Laerdal equipment estimate would be a more appropriate amount. Project outcomes are reported to be maintained at their baseline levels of 250 students, and 55 credentials awarded annually. The project is not expected to result in an increase in number of students served or the completing credentials. Consideration of this request raises concerns for setting a precedent of funding replacement equipment for other long-established programs, whereas, the higher priority has generally been to support equipment needs for new and expanding programs. As such, despite the obvious success of Longwood's nursing program, this proposal received one of the lower scores in the cycle. However, given the program’s consistently high enrollment levels, Staff suggests that the University be offered an interest-free loan with a term of up to five years, to be administered in-house by TRRC staff.

Committee recommends an interest-free loan of up to five years for these project expenses.

Mountain Empire Community College

MECC Dental Assistant Career Studies Certificate Program (#3510)

\$195,700 Requested

Executive Summary Provided by the Applicant: Resident oral health and the availability of quality dental care have been identified as major issues in Southwest Virginia, impacting the region’s quality of life as well as economic development efforts. The purpose of this project is to establish a Dental Assistant Career Studies Certificate program at Mountain Empire Community College, allowing students to complete a national certificate in dental assisting within one year. Students will have the opportunity to earn up to four additional national credentials in the program, which aligns with Dental Assisting National Board, Inc. standards. Students would be trained to work as chairside assistants, and would support basic orthodontic, surgical, endodontics, radiographic and oral hygiene care. The program would directly fill an identified need for qualified, trained dental assistants in

Southwest Virginia. MECC's Dental Assistant Certificate Program has the full support of area dentists as well as local healthcare and economic development agencies.

Staff Comments: This request supports the creation of a Dental Assistant Career Studies Certificate (CSC) program to be located at the newly established MECC Center for Workforce and Innovation located in the Town of Appalachia. This facility, which opened late last year, received \$425,905 from the Special Projects Committee in FY18 to support renovations and furnishings for the building (a former elementary school). This application seeks support for a full time Program Director (one year \$58,000), program-specific equipment (\$103k), software (\$15k), supplies (\$15.5k), and marketing (\$5k). Matching funds will be contributed from MECC (\$106,150) for the employment of adjunct faculty. A portion of this amount also represents 10% of salary/benefits for an existing position overseeing program development, a part time wage position to assist with registration, and 15 computers and one lab printer. VCEDA has also approved \$42,300 to assist with training and industry certification costs for 60 students. The Health Wagon will donate two dental office chairs, as well as other equipment and materials to support the program. The value of these donations is valued at \$25,000. The proposed CSC program can be completed in 2 semesters, with two cohorts - each with 15 students - completing annually. These students - who need only a high school diploma and to pass drug and criminal background checks to qualify for enrollment - will earn six nationally recognized workforce credentials in addition to the Dental Assistant CSC. The national demand for qualified dental assistants is estimated to grow by 19% by 2026. The application provided information showing 11 current openings within a 50 mile radius with a median hourly wage of \$19.75 per hour, so there remains some concern about the depth of the job market for graduates. None the less, dental assistants are one strategy, through short term credentialing programs such as this, to address the critical shortage of dental providers in a region with the highest dental HPSA scores in the state. The new dental assistant program also aligns well with TRRC's priority on short-term training in the annual Workforce Financial Aid funding.

Committee recommends award of \$195,700.

Patrick Henry Community College Foundation

Manufacturing & Engineering Technology Complex II Renovation (#3512)

\$600,000 Requested

Executive Summary Provided by the Applicant: In order to increase welding capacity, PHCC proposes renovating a portion of the Manufacturing & Engineering Complex II building in order to increase the training capacity from the current 16 welding booths to 35 welding booths. The planned expansion will double the output of the welding program, which has an extensive waitlist due to the highly competitive salaries and employment rates for program participants. PHCC has already secured \$3,200,000 in grant funds for the bulk of the cost of renovation, and is requesting the final \$600,000 needed to complete the project.

Staff Comments: Grant funds are requested to support \$600,000 of the \$3.8 million estimated renovation costs for Phase Two of PHCC's Manufacturing Engineering and Technology Complex (the former Arrington motorsports facility acquired by PHCC in 2013). This second building at the MET complex will allow for the expansion of the college's advanced manufacturing program for welding, and for development of the precision machining and robotics programs. Concept plans and schematics, and detailed cost estimates from RRMM architects were provided. The new facility will allow for more than doubling of the current welding program capacity, increasing from 16 welding

booths to a total of 35 welding booths. PHCC currently has a waiting list of students interested in the program and indicates 69 welding job openings in their service area with median hourly earnings of \$17.96 per hour; and over 1,500 openings reported within a fifty mile radius with median earnings of \$18.96 per hour. The Commission provided a \$600,000 Education grant in May 2015 for renovations to the first building in PHCC's MET complex which opened in 2017; and has provided other grants supporting PHCC's advanced manufacturing program offerings at its location in Patrick County, and at the main campus. This request includes employer letters from Arconic Engineered Structures indicating a need for employees trained in robotic titanium wire welding, Mechanical Designs of Virginia who continues to hire from PHCC's welding graduates, Smart Machines, and Deere-Hitachi Construction Machinery Crop in Kernersville NC. While the net new welding outcomes alone are not substantial, there is clear demand from participants and employees in the region. Additionally, completion of the renovations will allow for space for growing advanced manufacturing program areas in precision machining and robotics. Outcomes for these other programs were not included with this application. PHCC's welding program is a 30 year legacy program with 100% passing rate on the American Welding Society certifications, with the college awarding students a Certificate in Industrial Welding (38 credit hours) and a Career Studies Certificate in Welding (20 credit hours). Outcomes for this project are projections for serving 132 students annually, increasing from current baseline of 106 students; who will earn a combined total of 318 certifications and industry recognized certifications annually. While net new outcomes attributed to the welding expansion are somewhat modest, the ability to initiate and expand offerings in precision machining and robotics should significantly boost the outcomes over the useful life of this facility, and aligns this project closely to the Commission's advanced manufacturing training objectives. PHCC has committed matching funds of \$3.2 million from the Harvest Foundation, making this the most highly-leveraged proposal in this cycle, and in recent years. While a loan could be considered in lieu of grant, it is unclear if enrollment in the new and expanding programs will generate sufficient tuition revenue to cover debt service, particularly over the next few years as these programs begin to grow. This proposal received one of the top three scores in this cycle.

Committee recommends award of \$600,000.

Radford University Foundation
Counselor Education Program in SWVA (#3515)
\$325,000 Requested

Executive Summary Provided by the Applicant: Radford University is committed to supporting the Tobacco Commission's vision of "seeking to accelerate regional transformation, giving citizens expansive opportunities for education and employment, and providing communities the benefits of economic stability, diversification, and enhanced prosperity." In doing so, the University is providing an on-site, face to face, and hybrid course delivery to meet the demands of working professionals. This style of program will ONLY be offered at the Abingdon site and can ONLY be completed at this site. This program is for current teachers in the Region 7 area of Virginia to receive a master's degree in School Counseling. School Counseling is a Top Ten shortage area for the Commonwealth.

Staff Comments: This request supports the expansion of the Radford University School of Counseling's Master's Degree Program, to be offered onsite at the Southwest Virginia Higher Education Center. Currently the program is being advertised via flyers at the Southwest Virginia Higher Education Center indicating that applications will be accepted beginning July 1, 2019 and the

first cohort will begin in January 2020. The application originally requested \$499,950 to support three years of program operation based largely on a 86% tuition subsidy for program participants from TRRC grant funds. A revised budget submitted on May 2 reduced the request amount to \$325,000, with a reduction of the tuition subsidy to 57%. Under the revised budget TRRC funds will support Personnel Services in Year One (\$131,536.07) and Transfer Payments in years 2 and 3 (\$109,772 and \$83,741.53 respectively) to partially fund students' tuition subsidy. Matching funds of \$387,837.41 are committed from Radford for operating costs, including funding of transfer payments each year for tuition reduction. An additional \$30,000 (\$10,000 each of 3 years) will be provided by the SWVA HEC for scholarships which are included in the tuition subsidy. Currently a cohort of 22 students is planned for every three years. Only one cohort will be supported by this grant and it is unclear how additional cohorts could be supported, or that ongoing demand will exist. The applicant has indicated that it is considering beginning a second cohort during the grant period but no decision has been made. These are very low outcomes considering the high request amount and the lack of assurance that the program could be self sustaining beyond the grant period. While by all accounts this is a much needed program to address regional shortages of qualified school counselors, the proposed level of subsidy is a significant precedent for other higher education programs that could approach the Commission, and the plan for only one cohort makes it difficult to determine if sustainability beyond the grant period is a reasonable expectation. No evidence was provided to show that financial issues were the primary barrier for students in the region who would like to pursue this degree. It is therefore unclear if such a high level of TRRC funding assistance is necessary to motivate participants, or if demand would be affected by requiring students to obtain traditional educational funding to finance this endeavor. It's quite possible that the largest barrier could be the lack of an accessible program for potential students who may already be employed full time in local school systems. Because this is an existing program already offered on Radford's main campus it is unclear why such a large amount of funding is needed to support the expansion. It is not unreasonable to expect that, assuming adequate demand for the program at the SWHEC exists, tuition revenues should be able to cover the instructor costs associated with the program. However, Staff has identified a gap of approximately \$60k between year one expenses (~ \$130k) and tuition revenue (~ \$70k) when students are taking only 6 credit hours in the first year, and suggests the Committee consider this reduced level of funding to help the program begin operating. Beyond the first year, students paying full tuition (without any TRRC subsidy) should generate sufficient revenue to cover operating expenses.

Committee recommends award of \$60,000 for Year One personnel expenses.

Scott County Career & Technical Center

Scott County Career & Technical Center Barn Project (#3497)

\$26,559.98 Requested

Executive Summary Provided by the Applicant: The Applicant, the Scott County Career and Technical Center (SCCTC); proposes to utilize the requested TRRC investment to complete construction of an onsite barn facility providing hands-on, chute side capability to support Career and Technical Education (CTE) credentials as part of its Agriculture, Food and Natural Resource cluster classes.

Staff Comments: This project, to complete development of dedicated agriculture education facilities at the Scott County Career and Technical Center, was referred by the Agribusiness Committee in January 2019 after it was determined that the outcomes associated with the project

more closely aligned with the priorities of the Education Program. Many of the classes to be offered at this facility allow students to obtain workforce credentials. Since the community college which serves Scott County (MECC) does not offer Agribusiness curriculum, dual credit is not an option for these students. During review of the revised application that was submitted for this program, Staff requested and received a list of the current VDOE-approved Career and Technical Education Credentials that students in these classes are able to obtain. The Agriculture program at Scott County Schools is now in its fourth year with an expected rise in enrollment from 30 to 53 students by the end of the current school year. Courses are offered in livestock and equine management, veterinary science, agri-science and technology, etc. Enrollment capacity is 80, which could be doubled if enrollment grows to the point that a second instructor must be hired. A portion of the project has been completed, with SCCTC using maintenance staff and students to construct a 1,200 square foot shed to house a cattle working facility, with funding assistance from the County Farm Bureau, and this proposal now requests TRRC funds to add a 900 square foot barn to include stalls to conduct chute-side training. That training is now being conducted 15 miles away at a private farm, and SCCTC hopes to eliminate travel time and costs by conducting that training in the proposed barn. The facility would also be available to local livestock producers who are required to be BQA certified to sell animals through the Abingdon Feeder Cattle Association's VQA sales. Currently two BQA trainings are held annually for approximately 20 producers/year at a private farm in the County. Staff commends SCCTC for offering this program and crafting a budget that stretches modest public dollars (a \$16,573 USDA grant application is also intended) by using staff and students to perform construction. During review of the Agribusiness application Staff noted a concern that the match proposed for the final phase of the project (to be used alongside the requested TRRC funds) would not meet the Commission's requirements for matching funds both due to timing and the in-kind nature of the contributions. After further discussion with the project leader, who has continued to pursue additional funds including a grant from the Grants for Growing FFA program to purchase a scale system, it now appears that sufficient cash match will be available to meet TRRC requirements. Staff notes that high school level career and technical training has only been a funding priority when VCCS dual enrollment credits are also awarded. However, SCCTC has provided documentation from two area community colleges that agriculture training for dual enrollment credits is not a realistic option. Given the modest size of this request - albeit with modest annual outcomes and concern re: establishing a precedent of funding high school CTE - Staff is supportive of this proposal to provide CTE credit training to students for careers in livestock management and veterinary science in a region that relies heavily on those agricultural sectors and related careers but does not offer dual enrollment.

Committee recommends award of \$26,559.98.

Southern Virginia Higher Education Center
SVHEC's IT Academy Expansion to Meet Regional Workforce Needs (#3514)
\$505,929 Requested

Executive Summary Provided by the Applicant: Increasing demand for accessible, affordable training in IT skills has outpaced the SVHEC IT Academy's current resources. Since opening in 2015, the IT Academy has been extremely successful, producing 143 completers earning 159 CompTIA certifications; 85% of completers secure employment within twelve months of finishing their program (most within six months). Several converging factors make it clear an expansion of both space and instructional staff is needed:

1. Microsoft has requested additional cohorts for employees working half-week shifts;

2. Continuation of a more moderately-paced day cohort is needed for underrepresented groups entering with little or no information technology experience;
3. An additional repair lab is needed to accommodate concurrent classes, including the SVHEC's Career Tech Academy (CTA) which serves dual enrollment students from three counties; and
4. Information from national conferences indicates an imminent need for credential training in additional areas including cybersecurity and cloud services management.

Staff Comments: Originally submitted for \$688k, SVHEC reduced their funding request to \$505,929 to support the majority of new personnel costs over three years for two new instructors, and a lab technician (\$495,929 total for personnel) and allocating \$10,000 for marking and materials. This funding is to support expansion of the IT Academy at the SVHEC, expanding the lab and classroom areas for accommodating more students in the existing program areas and adding new CompTIA certification programs in IT Fundamentals+, IT Linux+, PenTest+ and Cloud+. The budget shows a \$200,000 commitment from Microsoft to be used primarily for renovations and equipping costs. Other Match presented from SVHEC is from existing staff for value of time contributions to the project (~ \$143K), \$13,680 in-kind for value of office space, and ~ \$43,700 cash contribution toward renovations and equipment costs. Tuition revenue projections are at \$158,250 total during the three year grant period, and ~ \$151,875 of this is proposed to be applied toward the two instructor costs in years two and three. The Commission first supported the SVHEC IT Academy in September 2014, with a \$440,000 grant award to establish the academy (#2944). The first cohort of CompTIA A+/Server+/Network+ trainees started in August 2015. SVHEC's IT Academy reports enrollment of 225 individuals in fourteen cohorts in the past two fiscal years. Estimated enrollment for the four new programs is 151 in the next three years. The applicant presents strong outcome numbers for the four new programs, starting with increases of +26 students served in year one (+21 new credentials), with these numbers increasing to +71 students and +58 credentials awarded annually starting in year three of the project. Projected enrollment for all IT programs - both existing and new - is estimated at 583 over the next three years. Employer letters submitted with this request were provided by Mid-Atlantic Broadband, Global Center for Automotive Performance Simulation at VIR, and Charlotte County Public Schools. A letter of commitment for matching funds was provided by Microsoft, and the applicant indicates that the company has requested additional cohorts for employees working half-week shifts. As with the other two IT proposals, this well-established program has demonstrated success, the opportunity to expand further, and demand from employers providing high-skill, high-wage positions across the region in a variety of businesses and institutions. As such it aligns closely with Education program objectives and outcomes.

Committee recommends award of \$505,929.

Southside Virginia Community College Foundation

CITE Lab Expansion (#3511)

\$226,355 Requested

Executive Summary Provided by the Applicant: The Center for Information Technology Excellence (CITE) Lab, operated by Southside Virginia Community College (SSVCC), at the Lake Country Advanced Knowledge Center in South Hill trains students for high-demand IT careers. The program, which incorporates a collaborative effort between the college and regional employers, is designed to develop a pipeline of qualified job candidates from the Tobacco region. Training people who already have family and other connections to the local, rural communities creates a more stable workforce and an economic climate in which growing families can thrive. This project seeks to

expand the CITE Lab to accommodate an increased number of students by enlarging the lab space, installing additional equipment, and hiring a program lead to coordinate activities, develop new offerings, improve efficiency, and recruit students and additional industry partners.

Staff Comments: Grant funds are requested for a portion of costs to hire a new 12-month coordinator for expanding into two new information technology training areas at SVCC's Center for Information Technology Excellence (CITE) in South Hill. Grant funds will also be used for a 2,000 square foot expansion of the IT Academy to create a larger mock data center. The construction costs include \$20,000 for electrical upgrades to the Lake County Advanced Knowledge Center facility where CITE is located, ~ \$40,000 for equipment for the new lab and classroom space, and \$30,000 for build-out with installation of interior glass walls and partitions and doors. A detailed budget and equipment list were provided. Outcomes for the CITE expansion in South Hill are projected to increase from 30 students served annually to 75 (net of +45) students, with an estimated 103 credentials annually -- 18 AAS degrees, 25 Certificates, 30 Career Studies Certificates, and 30 CompTIA certifications. The Commission provided a \$104,943 grant award in May 2016 to support development of the Lake County IT Academy in South Hill (#3158). Since opening in Fall 2017, SVCC reports that the CITE in South Hill has served 109 students, with 94 credentials awarded at the highest levels (not counting lower credentials, MOS, MTA, and IT Fundamentals). Additional outcomes for credentials will be able to be reported from the spring 2019 testing that is currently underway. Many participants are reportedly being hired and employed by IES, the employment contractor for Microsoft's Boydton data centers in Mecklenburg County, demonstrating the immediate workforce demand for this training. Employer letters were provided by Mid-Atlantic Broadband, Microsoft Corporation, Benchmark Community Bank and Global Safety Textiles. The 2018-2019 Virginia Demand Occupations list endorsed by the Virginia Board of Workforce Development identifies strong near-term growth in computer and mathematical occupations in Region 8. Given the continued expansion of Microsoft's Boydton operation, and demand for certified IT professionals from a wide array of businesses and institutions, this expansion aligns closely with program objectives to assist in training students for high-wage positions that are in demand across the SVCC service area. This proposal received one of the top three scores in this cycle.

Committee recommends award of \$226,355.

Southwest Virginia Community College
SWCC Diagnostic Medical Sonography Program (#3509)
\$165,337.09 Requested

Executive Summary Provided by the Applicant: A Diagnostic Medical Sonography (DMS) Associate of Applied Science degree program will be created and integrated with Northern Virginia Community College's (NOVA) existing DMS program. NOVA faculty will provide didactic course instruction via a combination of web classes and interactive compressed video instruction. Southwest Virginia Community College, as a satellite of the NOVA DMS program, will provide on-site lab instruction and oversee local area clinical site education rotations. The NOVA DMS program is accredited by The Joint Review Committee on Education in Diagnostic Medical Sonography (JRC- DMS). The cooperative program will prepare students for entry-level general ultrasound/sonography positions in area healthcare facilities, including hospitals, physicians' offices, imaging centers, clinics, and urgent cares. This program will be accredited by the JRC-DMS. Upon successful completion of the program, students will be eligible to apply to take the national

certification exam administered by the American Registry of Diagnostic Medical Sonographers (ARDMS).

Staff Comments: This project results in the establishment of a new two-year program for Diagnostic Medical Sonography Program at SWCC. Currently only three schools in the VCCS offer this program. One of those, Northern Virginia Community College, will provide didactic course instruction for the satellite location at SWCC. Lab instruction will take place on site at SWCC which will become the only VCCS location to offer this program in the TRRC region. The majority of this request (\$148,500) will be used for one half the cost of 5 ultrasound machines and other various ultrasound phantoms (fake body parts). Additionally, \$11,854 is requested for supplies and \$5,000 for marketing outreach. Matching funds will be sought from local hospitals. Twelve students will enroll annually with 9 of those successfully completing the program. Upon completion, students will be eligible to apply to take the national certification exam administered by The American Registry of Diagnostic Medical Sonographers (ARDMS) These modest annual outcomes are typical of these types of programs, however the cumulative impact of graduates over a multi-year period can be significant. By the second year of the program there will be 24 total students enrolled which is estimated to generate sufficient tuition revenues to operate the program. The agreement between NVCC and SWCC requires that 2/3 of tuition revenues be paid to NVCC. The application documents a growing demand for medical sonographers and ultrasound technologists in the region. Last year 35 companies in the region posted 72 jobs for Diagnostic Medical Sonographers. There are currently 293 Diagnostic Medical Sonographers employed within a 50 mile radius of SVCC. These positions generally offer starting salaries around \$41,390 but the larger regional area has a median salary closer to \$59,300. Highly experienced workers can earn as much as \$82,534. As a new program that leads to well-paying medical careers that are in demand, this proposal received one of the top three scores in this cycle.

Committee recommends award of \$165,337.09.

Wytheville Community College

Wytheville Community College Simulated Hospital Lab (#3516)

\$175,000 Requested

Executive Summary Provided by the Applicant: The “Wytheville Community College (WCC) Simulated Hospital Lab” will be created in available 6,000-square-foot space at the Crossroads Institute in Galax. The simulated hospital environment, complete with patient rooms, an intensive care unit, and pediatric unit—along with state-of-the-art simulation mannequins—will give students safe, “real world” training experiences. The proposed lab will be the home for WCC’s Practical Nursing Program and serve as a training site for WCC’s short-term Nurse Aide program. WCC students enrolled in the Registered Nurse, Phlebotomy, and Medical Laboratory Technology programs may also utilize the lab. Additionally, WCC’s Workforce Development Division plans to offer American Heart Association (AHA) certification trainings, as well as customized short-term training programs for area health providers and emergency service agencies to meet workforce and community needs. The lab design also provides flexibility for possible new Emergency Medical Services training programs and related equipment.

Staff Comments: The funds requested in this proposal will be used for renovations, hospital furniture, and fixtures needed to modify WCC’s leased space inside the Crossroads Institute in Galax. The current lab used by the Practical Nursing program at Crossroads is very modest with much of the equipment nearing the end of its useful life. The space will be redesigned to develop a 6,000 square foot Simulated Hospital Lab. The proposed lab will be home for WCC’s Practical Nursing Program and will additionally serve as a training site for the short term Nurse Aide program and customized training for healthcare organizations and emergency responders. Students enrolled in the Registered Nurse, Phlebotomy, and Medical Laboratory Technology programs may also use the lab. TRRC funds (\$175,000) are requested for the installation of new lighting, cubicles, and dividers, as well as partial support for simulation control room equipment, system configuration, and cabling services to build the required network. WCC matching funds (\$175,000) will be used for new IT infrastructure and to purchase two new simulation mannequins. At the time the application was submitted the total project cost was estimated to be approximately \$350,000. Since that time, more precise quotes have been obtained that estimates a total project cost of \$433,382 with WCC committing to provide the additional \$83,382 needed to fully fund the project. The College already owns several mannequins, including two simulation mannequins, along with other medical equipment that will continue to be utilized in the new Lab. A portion of the TRRC funds will also be used for additional hospital furniture and furnishings to create a realistic hospital environment. WCC currently employs full and part time faculty and will cover staffing and ongoing operational costs, although these contributions were not included in the application’s Match figure. While the additional space does result in a modest growth (increase from 89 to 115 completers annually) within the Practical Nursing and Nurse Aide programs, the primary benefit of this project is the higher level of training offered to the students. These students will be more familiar with real life, on the job, situations. Local job demand for these graduates is strong with the application showing 148 PN positions averaging \$35K and 337 NA positions at 24K. This project is a clear and logical response to significant demand from employers seeking nursing graduates in the Southwest region, and therefore aligns closely with Education program objectives and outcomes.

Committee recommends award of \$175,000.

OTHER BUSINESS

Southern Virginia Higher Education Center

SoVA Center for Manufacturing Excellence – Phase II (#3099)

Request for 6th Year Extension & Revision to Scope

Staff Summary & Comments: The Commission approved this \$2,000,000 phase 2 grant for the SVHEC's Center for Manufacturing Excellence in September 2015. The grant is approaching the end of a fourth year extension which was anticipated earlier in the project and approved by the Commission's executive director in August 2017. The SVHEC is requesting an additional two years, and a revised scope changing from the original focus on development of a precision machining program to a robotics and automation program. The SVHEC identifies that this new direction better aligns with their Information Technology and Mechatronics programs, and it is a better fit with meeting the needs of local industries. The request includes a repurposing of ~ \$600,000 of grant funds to support to-be-determined costs for equipping a new proposed robotics lab. There remains a ~ \$1,169,838 balance on the TRRC project account, as of the writing of this report, though it is recognized that there are recent and anticipated expenditures that will still be submitted for reimbursement under the previously approved project scope and budget. Plans for the newly proposed Robotics and Automation program are being coordinated with Danville Community College whose program in Danville is still under development. An equipment list and plan of study for DCC's Danville program was provided as support information for this request. Plans are for the new Robotics and Automation program to be open to high school students enrolled in the Career Tech Academy as well as serving adult learners through SVHEC's customized training program offerings.

Committee recommends approval of the revised scope and for a sixth year extension to September 23, 2021; with release of funding for the new robotics program, contingent on a line-item detailed budget for new proposed expenses being approved by the Commission's executive director once those final details are known.

New College Institute

New College Institute Center of Excellence Phase II (#3098)

Request for 6th year Extension and Release of Freeze

Staff Summary & Comments: The Commission previously approved two Education grants, a phase one award of \$2 million (#2882) in May 2014, and a phase two award of \$1,581,088 in September 2015, for total of \$3.5 million to establish an advanced manufacturing center of excellence at the New College Institute in Martinsville. This request is for the Commission's approval of a sixth year extension and release of the budget freeze on the phase two grant, for which there remains a \$1.268 million balance on the TRRC project account. In May 2017 the Commission froze both NCI COE grants, with the exception of the essential operating costs for the advanced manufacturing coordinator position and incidentals for delivery of training, which are currently eligible for reimbursement under the first COE grant. In September 2017, while both grants were still under the budget freeze, the Commission reassigned both grants to the New College Institute (the original awards were made to the New College Foundation). In November 2018, staff received notification that the coordinator position would need to be filled again as the person in this role had accepted a position with a local industry. The position has since been filled. The freeze on phase one (#2882) was lifted by staff in October 2018 after NCI submitted a detailed revised budget and

training plan. A further, more detailed, expenditure plan for the Phase 1 grant (#2882), for which there remains a \$945K balance on the TRRC project account, and which is approaching current end-date of September 23, 2019, was approved by staff in April 2019. In March 2019, the Commission received a request from the NCI Executive Director, for a release on the budget freeze for the Phase 2 grant and for approval of a sixth year extension. Staff notes that the majority, or ~ \$1 million of the TRRC project budget is allocated to Patrick Henry Community College to support equipment costs and staffing for start-up of their new precision machining program. A detailed equipment list for PHCC purchases from the grant balance was received. Of the \$558,550 total grant costs allocated for costs at NCE, the majority of this ~ \$362K is for construction of a prep storage building which has been delayed. Staff is supportive of the release of the freeze on the grant and the approval of the extension request.

Committee recommends release of the budget freeze, and approval of a sixth year extension through September 23, 2021, with the expectation that NCI continue to work with staff for advance approval of any changes in details for use of grant funds.

OTHER BUSINESS

Southern Virginia Higher Education Center

SoVA Center for Manufacturing Excellence – Phase II (#3099)

Request for 6th Year Extension & Revision to Scope

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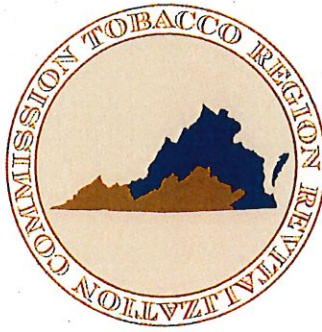
Committee recommends approval of the revised scope and for a sixth year extension to September 23, 2021; with approval of funding for the new robotics program, contingent on a line-item detailed budget for new proposed expenses being approved by the Commission's executive director once those final details are known.

New College Institute

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AGENDA

RESEARCH AND DEVELOPMENT COMMITTEE MEETING

Wednesday, June 5, 2019
2:30 P.M

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

Welcome and Call to Order

The Honorable Kathy Byron, Chairman

Call of the Roll

Evan Feinman, Deputy Director

Summary of Last Mile Broadband Proposals

Tim Pfohl, Grants Director

5th Year Extensions

Tim Pfohl, Grants Director

Phase Two Continuation Applications

Evan Feinman, Executive Director

Public Comments

Adjournment

FY19 Research and Development - Last Mile Broadband Staff Summaries and Recommendations June 2019

The R&D Committee met in January 2019 and directed Staff to issue a Call for Proposals for up to \$5 million of new Last Mile Broadband (LMB) funding. In March the Commission received sixteen proposals seeking more than \$8 million of project funding. The R&D Committee met May 20th in Bedford to hear presentations from the sixteen applicants in the current round. At the request of the Committee, those requests are broken out below between the Southwest versus Southern regions. Executive Summaries are provided, and brief Staff Comments and Recommendations are made in accordance with the Committee's direction to earmark \$5 million of its available balance for this funding round. A revised summary chart, split by regions, will be provided separately. The Committee is scheduled to meet on June 5th at 2:30 in Danville to act on these requests, along with Other Business that includes extension requests for two R&D research grants that are described at the end of this report:

Req #	Organization	Project Title	Request Amount	Staff Rec
Southwest Region Requests				
3535	Carroll County IDA	The Wired Road/Carroll County Last Mile Neighborhood Pole Project	\$200,000	\$200,000
3531	Cumberland Plateau Company	Cleveland Broadband Expansion Project	\$544,137	\$544,137
3522	IDA of Dickenson County	Honey Camp Last Mile Broadband	\$65,000	\$65,000
3530	Grayson County	Connect Grayson	\$325,000	\$325,000
3527	The IDA of Russell County	North Central Russell / South Buchanan Counties Broadband Expansion Project	\$1,900,000	\$0
3519	Scott County Telephone Cooperative	Weber City Broadband Fiber-to-the-Home Initiative	\$1,500,000	\$750,000
3525	Tazewell County IDA	Tazewell County Wireless Service Authority Broadband Expansion - Phase III	\$150,000	\$150,000
<i>Sub-total - 7 Southwest Requests/6 Recommendations</i>			<i>\$4,684,137</i>	<i>\$2,034,137</i>
Southern Region Requests				
3532	Appomattox County	Pamplin Area Fiber Broadband Project	\$600,000	\$600,000
3521	Bedford, County of	Bedford County Broadband Project	\$670,500	\$670,500
3528	Brunswick County	Brunswick County/BIT FTTH Project	\$80,124	\$0

3524	Campbell County	Campbell County 2019 Last Mile Broadband Southeast Project	\$156,313	\$156,313
3529	Franklin County	Franklin County Broadband Authority Fiber Extension Project	\$650,000	\$650,000
3534	Halifax County	Halifax County Broadband Initiative - Phase 2	\$334,396	\$334,396
3547	Lunenburg County	Lunenburg County and Kinex Telecom Fiber Project	\$439,069	\$439,069
3526	Mecklenburg County	Mecklenburg County/BIT FTTH Project	\$106,915	\$0
3533	Pittsylvania County	Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber Extension	\$375,549	\$0
<i>Sub-total - 9 Southern Requests/6 Recommendations</i>			<i>\$3,412,866</i>	<i>\$2,850,278</i>

Grand Total (16 requests/12 Recommendations)

\$8,097,003 \$4,884,415

SOUTHWEST REGION REQUESTS

Carroll County Industrial Development Authority

The Wired Road/Carroll County Last Mile Neighborhood Pole Project (#3535)

\$200,000.00 Requested

Executive Summary Provided by Applicant: Rural Carroll County has hilly and mountainous terrain, heavy tree cover and wide geographic dispersal of its citizens. These facts pose extreme challenges to provide adequate broadband internet services. This grant request aims to improve service by installing cluster or neighborhood utility poles in unserved areas. This effort is an extension of a current pilot effort by the Wired Road Authority. The project concept is to place between 15 and 25 neighborhood utility poles strategically throughout the county in areas that are either blocked or too remote to get service directly from a large tower or existing fiber. Initially, we will seek out locations where between 10 and 50 households can be served by obtaining backhaul via wireless from large tower sites or fiber located within the county. The total costs of this effort will be approximately \$400,000, half of which we would fund with the proceeds of this grant.

Staff Comments and Recommendation: This project would expand on a portion (approx. half) of the \$300,000 grant awarded to The Wired Road in the initial LMB funding round. The request includes a pole location study (~\$42k) to determine sites and propagation areas for the intended poles. The application indicates 500 premises served at a cost to TRRC of \$400 per premise, although those costs and outcomes are likely to change based on results of the pole site study.

Staff recommends a grant award of up to \$200,000, contingent on a revised project budget and outcomes, based on the pole location study, to be approved by the Executive Director.

Cumberland Plateau Company
Cleveland Broadband Expansion Project (#3531)
\$544,137.00 Requested

Executive Summary Provided by Applicant: Sunset Digital's "Cleveland" project will expand our existing fiberoptic backbone infrastructure and deploy affordable broadband, at 25 Mbps/3Mbps, to the Cleveland PFSA or higher, an area where broadband is currently unavailable. The "Cleveland" project will provide broadband connection availability to at least 690 homes and businesses. The Cleveland area supports a diverse economic environment including coal mining, agriculture, a power plant, railroads and the Clinch River Nature Preserve. The Gateway to the Clinch River runs through the Town of Cleveland. The Clinch River has one of the world's largest collections of rare and endangered fresh water species. The residents and government leaders are working hard to transition their community into a tourism destination centered on the natural resources and beauty. Broadband expansion is a key component in allowing visitors to enjoy the natural beauty of the area whilst also staying connected to the outside world.

Staff Comments and Recommendation: This project was unsuccessful in competing for USDA Community Connect funding in 2018. It would offer fiber connectivity to 696 premises at a cost of \$782 per premise, making it an efficient fiber to the premise solution with significant outcomes. Sunset Digital, now known as Point Broadband, is offering nearly \$888k of matching funds.

Staff recommends a grant award of \$544,137.

Industrial Development Authority of Dickenson County
Honey Camp Last Mile Broadband (#3522)
\$65,000.00 Requested

Executive Summary Provided by Applicant: The Honey Camp community of Dickenson County is located off of Rte. 72, southeast of Clintwood, VA. This project will bring reliable broadband service to roughly 40 households with speeds of at least 25Mbps download and 3Mbps upload. The area is presently only served by unreliable DSL or satellite service. The Industrial Development Authority (IDA) of Dickenson County is partnering with Hillcom, Inc. on this very important project. Hillcom is a Dickenson County based internet service provider that is currently serving approximately 640 customers in Dickenson and Wise counties. This project will serve the Honey Camp community via fixed wireless technology from a new tower to be installed on property owned by the Dickenson County Board of Supervisors adjacent to a former landfill.

Staff Comments and Recommendation: This modest request proposes a hybrid fiber+wireless solution to a small valley community isolated by mountains. A new wireless tower would be constructed on a former school site, and fiber backhaul would be provided by Scott County Telephone. The application indicates 62 premises passed at a cost to TRRC of \$1,048 per premise making this an efficient hybrid solution. While this is a relatively high cost for a wireless solution, the per premise cost is driven somewhat higher by the cost to construct and equip a 180 foot tower. The Co-Applicant Hillcom proposes \$86k of matching funds.

Staff recommends a grant award of \$65,000.

Grayson County
Connect Grayson (#3530)
\$325,000.00 Requested

Executive Summary Provided by Applicant: Grayson County is located in Southwest Virginia in the heart of Appalachia. With a population of roughly 16,000 people it is home to some of the most vibrant and tight knit communities in the Blue Ridge Mountains. Along with this sense of community, Grayson County is home to the two highest peaks in Virginia, White Top and Mount Rogers, several miles of the New River, 100s of acres of national forest, and Grayson Highlands, one of Virginia's most popular State Parks. These unparalleled natural assets have proven to be a major driver for a budding sense of entrepreneurship toward the establishment of a thriving tourism industry in the County. Internet access is important to support tourism and the public's safety while they enjoy all the natural beauty of Grayson County. The establishment of broadband connectivity is a critical foundation for vast growth of the economy of Grayson County.

Staff Comments and Recommendation: This proposal has an ambitious goal to serve 5,182 premises across the entire county with wireless services provided by Co-Applicant Gigabeam Networks. As submitted, the cost per premise to TRRC is \$63. However, it was submitted prior to the May 15th announcement that Appalachian Power will seek SCC approval to construct a robust mesh network of "middle-mile" fiber throughout Grayson to connect its facilities and offer space for broadband deployment. Based on comments by project leaders at the May 20th meeting, this pilot would be a 240 mile fiber build, allowing fiber to the premise with gigabit service for 70% of premises, and wireless service to the remaining 30% of premises. Recent communication indicates initial phases serving 1,437 premises at a cost of \$2.5 million, though it's not yet known where APCo will initiate its fiber build, and specifically how TRRC funds would be utilized. This potential partnership with APCo would presumably have a significantly positive but as-yet undetermined effect on the project budget, matching funds, timeline and outcomes. As such, and despite details which are currently being worked on by the Applicant, Co-Applicant and APCo, Staff supports funding at the requested level to initiate last mile service delivery in the initial phases.

Staff recommends a grant award of up to \$325,000, contingent on approval by the Executive Director of a revised project budget and outcomes.

Russell County Industrial Development Authority
North Central Russell / South Buchanan Counties Broadband Expansion
Project (#3527)
\$1,900,000.00 Requested

Executive Summary Provided by Applicant: The South Buchanan/North Central Russell Counties Broadband Expansion Project proposes to bring broadband services to homes and businesses, which will in turn increase opportunities for employment, education and services along these extreme rural communities located in Buchanan and Russell Counties, Virginia. The project calls for a fiber-optic buildout of 65.56 total miles from end-to-end. This project would bring fiber close to 1126 structures which are comprised of households, businesses and community facilities. This project area covers some of the most extremely unserved rural areas in Buchanan and Russell Counties. Areas as remote as proposed, would not be possible for any local company to finance and

adsorb. A buildout of this magnitude could only be achieved with grant opportunities to serve these citizens. There are no existing terrestrial broadband services offered within the project area.

Staff Comments and Recommendation: A larger version of this project area (from Finney to Cleveland) was submitted to the initial LMB funding round as a \$3M request in 2018 and was passed by. The current request estimates fiber service to 450 premises in the Finney area of north central Russell County, with \$3.45M of matching funds coming from the Co-Applicant iGo Technologies (\$450k) and a \$3M USDA Community Connect grant awarded in late-2017 to provide service to 676 premises in a contiguous project area in south Buchanan County. While that federal funding is for a distinct project area that is arguably related to the Russell project area (as an extension of the Buchanan construction), this effectively means that TRRC is being asked to fund 100% of the Russell project, which will serve 450 premises at a cost to TRRC of \$4,222 per premise. Staff suggests that using matching funds from a distinct and separate project area is a poor precedent, when other applicants are complying with guidelines that call for at least 50% matching funds by providing at least equal match in the TRRC-served project area. Staff would suggest an option could be to offer 50% support for the Russell project area (\$950k), that would still involve a per premise cost to the Commission of \$2,111, and would push the total funding recommendations far beyond the \$5 million earmarked for this funding cycle. Staff also suggests this area and others could benefit from a future investment by APCo as is being seen in Grayson County, which would enable a more cost-effective request to the Commission in a future funding cycle.

Staff recommends no award.

Scott County Telephone Cooperative

Weber City Broadband Fiber-to-the-Home Initiative (#3519)

\$1,500,000.00 Requested

Executive Summary Provided by Applicant: Scott County Telephone Cooperative (SCTC) is proposing to provide Fiber-to-the-Home Broadband services in Scott County, Virginia. The projects will serve 578 customers in Weber City, Virginia and 574 customers in Nickelsville, Virginia. These projects will have the ability to deliver up to one (1) gig of bandwidth to each location along with voice, video, and security services. The fiber backbone for both projects are in-place and most of the right-of-ways have been obtained making these projects more cost effective.

Staff Comments and Recommendation: SCTC has been a frequent and exemplary grantee in the Commission's early days of broadband deployment, having been granted more than \$7 million dating back to 2005. SCTC's \$3M proposal for the Big Ridge community in Dickenson/Russell was tabled in the initial round of TRRC LMB funding. This current request to serve Weber City is matched with \$420k of SCTC funds and \$3 million of federal Community Connect funding which was awarded in late-2018 to serve 574 premises in the non-contiguous Nickelsville community. However, that funding is for a distinct project area that is unrelated to the Weber City project area. That effectively means that TRRC is being asked to fund 100% of the Weber City project, which will serve 578 premises at a cost to TRRC of \$2,595 per premise. Staff suggests that using matching funds from an unrelated project area is a poor precedent, when other applicants are complying with guidelines that call for at least 50% matching funds by providing at least equal match in the TRRC-served project area. Staff therefore suggests that a 50% award for the Weber City project area, bringing the TRRC cost per premise down to \$1,297, is a more appropriate solution to bring fiber service to a significant number of premises. Staff also suggests that an APCo investment similar to

the Grayson pilot could substantially assist with SCTC's fiber deployment in this and other project areas.

Staff recommends a grant award of \$750,000 for no more than 50% of the cost to serve premises in the proposed Weber City project area.

Tazewell County Industrial Development Authority
Tazewell County Wireless Service Authority Broadband Expansion- Phase III
(#3525)

\$150,000.00 Requested

Executive Summary Provided by Applicant: This project will expand wireless broadband service into the Thompson Valley and Cove communities of Tazewell County, Virginia. The project will use 18 microsite deployments to provide service into unserved areas at minimal expense. Access points will be placed on the main backhaul tower in addition to microsities. Microsities are small sites situated on utility poles to relay coverage. Microsities pick up signal from the master site at Morris Knob to extend service, which is the main tower that currently serves customers in the Tannersville community of Tazewell County, Virginia. This project is capable of extending wireless broadband service to hundreds of homes in the Thompson Valley and Cove communities.

Staff Comments and Recommendation: The County and its Co-Applicant Gigabeam Networks propose to offer wireless service to 285 premises at a TRRC cost of \$526 per premise. The need to extend fiber by 40 miles to enable backhaul between the 18 proposed "microsities" is the apparent factor in driving the higher-than-normal per premise cost for a wireless connectivity project.

Staff recommends a grant award of \$150,000.

SOUTHERN REGION REQUESTS

Appomattox County
Pamplin Area Fiber Broadband Project (#3532)
\$600,000.00 Requested

Executive Summary Provided by Applicant: The Pamplin Area Fiber Broadband Project will extend the CVEC fiber network to provide service to almost 600 homes and businesses in the proposed project area that extends across portions of three southside Virginia counties: Appomattox, Buckingham and Prince Edward. The project includes 83 miles of overhead fiber optic cable plus 6 miles of underground cable as well as a communications hut with headend electronics. The system will make reliable broadband internet service available at affordable rates and delivered at world class gigabit level speed at each location. The Pamplin service area also includes Holliday Lake State Park which presently does not have any broadband internet service options. The project will be transformative for this very rural area, and will be the next step to extending gigabit speed broadband internet service further into southside Virginia in future years.

Staff Comments and Recommendation: This represents a second request to fund the CVEC's Firefly broadband network, which was awarded \$979,850 in the initial LMB funding round in March

2018, and is successfully building out that project and offering services. This phase reaches portions of three counties and will enable future expansions. CVEC is offering nearly \$2 million of matching funds on this project. Passing 591 premises at a cost to TRRC of \$1,015 per premise, this is an efficient fiber to the premises deployment that is highly-leveraged with the Co-Applicant's funds.

Staff recommends a grant award of \$600,000.

County of Bedford

Bedford County Broadband Project (#3521)

\$670,500.00 Requested

Executive Summary Provided by Applicant: The project consists of a network of towers to provide affordable fixed wireless internet access to underserved residents and businesses. Bedford County comprises very diverse topography including hilly and mountainous terrain as well as valleys, forests, farmland, and vast stretches of undeveloped land. These factors make it necessary to enlist multiple internet access technologies to reach all residents. The project will utilize multiple fixed wireless internet service providers and technologies. The towers in the network will not only provide last mile services to residences and businesses but will also serve as the tieback to the internet (backhaul). As it is cost prohibitive to provide wired access (cable or fiber) to all residences and businesses throughout the County, Bedford is pursuing a wireless strategy to minimize costs and time to service. TRRC funds will be used to build 3 towers in the most underserved regions of the County.

Staff Comments and Recommendation: Originally submitted for \$1,045,580, the County has reduced this request after having recently been awarded \$1.04 million from DHCD's VATI program. This request would address fifty percent of the cost to construct and equip three towers to offer wireless service to 2,217 premises in the northern end of the County that were not funded by VATI. Bedford County is matching both the VATI grant amount, as well as the TRRC request, making this one of the highest leveraged projects and largest local commitment of funds seen to date. The cost to TRRC is \$302 per premise passed.

Staff recommends a grant award of \$670,500.

Brunswick County

Brunswick County/BIT FTTH Project (#3528)

\$80,123.90 Requested

Executive Summary Provided by Applicant: Brunswick County and Buggs Island Telephone Cooperative (BIT) proposes to construct a Fiber to the Premise (FTTP) GPON broadband network with the capability of providing up to 1 Gigabit of Broadband and Voice to every premise in the Proposed Project area. The Proposed Project area is a rural, sparsely populated, residential area located along the Lake Gaston in Brunswick County in southern Virginia just north of the North Carolina border. This project would involve 3.23 miles of new underground fiber construction, passing approximately 31 households, all who are considered un-served according to the TRRC definition. This area is presently served with BIT's DSL and due to the remote location beyond 2 miles from any equipment location, the residents are unable to receive Broadband (10Mbps/1Mbps) speeds. This improved broadband service will be a great economic benefit to this long-neglected community and help promote much needed development.

Staff Comments and Recommendation: While a modest request in terms of the dollar amount, this project also has a high per premise cost to TRRC (\$2,585) and modest outcomes (31 households served). It appears to be a project that could be privately financed by BIT without assuming substantial debt.

Staff recommends no award.

Campbell County

Campbell County 2019 Last Mile Broadband Southeast Project (#3524)

\$156,313.00 Requested

Executive Summary Provided by Applicant: Campbell County was an indirect recipient of a Halifax TRRC when AcelaNet installed equipment on the downtown Brookneal Water Tower to assist the Halifax network. Brookneal sits on a hill overlooking Halifax northern territory with line of site to Pittsylvania towers AcelaNet operates and has fiber back haul. This request is to take advantage of the current situation of having an active tower network in Campbell expanding into areas lacking Internet access above 10Mbps. AcelaNet Broadband is deploying wireless broadband to Campbell County. In general, service will be provided to unserved or underserved residents in rural areas of Campbell. AcelaNet Broadband has already started deploying rural residents of Pittsylvania, Halifax and Campbell County with remarkable success, allowing citizens to move fully into the cyber economy of the 21st century with well above the 10Mbps minimum speeds, currently up to 50Mbps in published plans and more for custom plans.

Staff Comments and Recommendation: Campbell has already benefitted from a wireless tower equipped by SCS in the Town of Brookneal with a portion of a TRRC grant awarded in the first round to Halifax, and this request would extend the service at school and airport sites owned by the County, as well as from commercial towers. The project would serve an estimated 1,495 premises at a TRRC cost of \$105 per premise.

Staff recommends a grant award of \$156,313.

Franklin County

Franklin County Broadband Authority Fiber Extension Project (#3529)

\$650,000.00 Requested

Executive Summary Provided by Applicant: The Franklin County Broadband Authority is proposing to partner with Shentel to provide last mile fiber to four (4) residential areas that currently are unserved with broadband. These extensions are expected to make service available to at least 458 homes. Customers will be able to choose their service level which ranges from 50 Mbps to 1 Gbps download speeds. The Franklin County Broadband Authority is proposing to install approximately 21,500 feet of fiber conduit (bundle of 4) and 144 strand fiber in Summit View Business Park to provide broadband access for business and community services as well as along Brick Church Road and Grassy Hill Road in conjunction with a Western Virginia Water Authority waterline extension project. These installations are expected to make service available to at least 195 homes and 20 businesses.

Staff Comments and Recommendation: This project would serve five sub-areas in the County, with a total of 686 premises passed at a cost to TRRC of \$948 per premise, an efficient fiber to the

premises deployment that would also serve the Summit View business park that has been a focus of County and TRRC economic development funding. Co-Applicant Shentel is reportedly offering \$819k of the \$924k matching funds to serve these areas.

Staff recommends a grant award of \$650,000.

Halifax County

Halifax County Broadband Initiative - Phase 2 (#3534)

\$334,396.00 Requested

Executive Summary Provided by Applicant: The Halifax County Broadband Initiative – Phase 2 is a multi-jurisdictional effort in that residents and businesses in Pittsylvania County, Campbell County, Charlotte and Mecklenburg County will be able to access affordable and high-speed broadband. In general, service will be provided to unserved residents in these rural areas. Over the course of a couple of years, rural unserved residents of Halifax County will be able to move fully into the cyber economy of the 21st century. Through the installation of wireless internet, areas that previously could not be served cost effectively will have affordable service. Unlike high-cost fiber or corporate IT companies focused on short-term profit only, regional wireless internet run by a Virginia company will bridge the digital divide.

Staff Comments and Recommendation: Halifax received \$206,202 for Phase 1 wireless deployment in the initial LMB round. While the application's outcomes indicate 2,784 premises passed at a cost to TRRC of \$120 per premise, those outcomes appear to cover both phases 1 and 2.

Staff recommends a grant award of \$334,396 contingent on approval by the Executive Director of a budget that clearly delineates costs, matching funds and outcomes between the two phases.

Lunenburg County

Lunenburg County and Kinex Telecom Fiber Project (#3547)

\$439,068.84 Requested

Executive Summary Provided by Applicant: Lunenburg County and Kinex Telecom plan to undertake a 41 mile fiber project (41 miles includes all last mile installs) to link 11 businesses and 392 residences between Victoria and Kenbridge to the Internet using the latest Gigabit Passive Optical Network (GPON) technology. Through this technology all who subscribe to the service will be able to receive up to 1Gb of Internet service. Fiber was selected as the method of delivery because today's fiber can be upgraded with 10Gb devices bringing subscribers up to 10Gb of Internet. Kinex was selected as a partner because they have been deploying broadband in rural Virginia for over 15 years, first through wireless and over the last 10 years utilizing fiber.

Staff Comments and Recommendation: This request would fund 50% of a three-phase project by Kinex, a Southside-based company. Phase 1 would offer service to an area between Kenbridge and Victoria, with later phases branching out from those towns. At a cost to TRRC of \$1,090 per premise to serve 403 premises, this is an efficient fiber to the premise project.

Staff recommends a grant award of \$439,068.84.

Mecklenburg County
Mecklenburg County/BIT FTTH Project (#3526)
\$106,914.86 Requested

Executive Summary Provided by Applicant: Mecklenburg County and Buggs Island Telephone Cooperative (BIT) proposes to construct a Fiber to the Premise (FTTP) GPON broadband network with the capability of providing up to 1 Gigabit of Broadband and Voice to every premise in the Proposed Project area. The Proposed Project area is a rural, sparsely populated, residential area located along the Roanoke River in Mecklenburg County in southern Virginia just north of the North Carolina border. This project would involve 2.67 miles of new underground fiber construction, passing approximately 50 households, all who are considered un-served according to the TRRC definition. This area is presently served with BIT's DSL and due to the remote location beyond 2 miles from any equipment location, the residents are unable to receive Broadband (10Mbps/1Mbps) speeds. This improved broadband service will be a great economic benefit to this long neglected community and help promote much needed development.

Staff Comments and Recommendation: Much like BIT's Brunswick proposal, while this is a modest request in terms of the dollar amount, this project also has a high per premise cost to TRRC (\$2,138) and modest outcomes (50 households served). It appears to be a project that could be privately financed by BIT without assuming substantial debt.

Staff recommends no award.

Pittsylvania County
Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber
Extension (#3533)
\$375,549.00 Requested

Executive Summary Provided by Applicant: The proposed project will provide Ultra High Speed broadband services to households and businesses that are currently unserved. These broadband services will create the potential for increased business growth, public services, public safety, and quality of life for the residents in the proposed service area. The project includes the construction of a Fiber-to-the-Home (FTTH) outside plant and electronics network infrastructure. The FTTH network architecture would provide the customers of the proposed project access to broadband data services, voice and multimedia over one unified access network. The scope of this application includes the fiber build of 9.2 miles of mainline fiber cable, new substation FTTH electronics, optical network terminals at the customer locations and fiber mainframe equipment for fiber management. The proposed project will pass 174 locations, including 6 anchor institutions. The total cost for these items, along with the associated labor, installation costs and engineering is estimated at \$758,061.

Staff Comments and Recommendation: Mecklenburg Electric received the second largest grant in the initial LMB round (\$2.6 million) which it continues to deploy across several Southside counties as it connects its substations with backbone fiber. This project would serve 174 premises within 1,000 feet of a road from Mt. Airy to Grit in northeastern Pittsylvania at a cost to the Commission of \$2,158 per premise. Matching funds would come from MEC's cost to build fiber to connect its Mt. Airy and Grit substations. Staff cites the Committee discussion on May 20th regarding potential overlapping with the countywide wireless deployment plan that was partially

funded in the first LMB round with a grant of \$491,000, and suggest MEC and SCS (the wireless provider) discuss a potential jointly-developed hybrid fiber+wireless project in a subsequent funding round that would extend service beyond the 1,000 foot MEC limit.

Staff recommends no award.

OTHER BUSINESS

Region 2000 Research Institute

5th Generation Nanoseptic Surfaces (#2980)

Request for 5th Year Extension and Approval of Revised Budget

Staff Summary & Comments: This \$2,000,000 R&D grant was approved in May 2015. To date \$1,203,949 of grant funds have been disbursed. There remains a balance of \$796,051 on the TRRC project account and a \$68,000 advance is outstanding, resulting in \$864,051 total grant funds remaining. In October 2018 a fourth year extension was approved by the Commission's executive director, allowing for disbursement of grant funds for approved capital costs (~ \$360,396 invested in the 5,000 sq. ft. building owned by the private beneficiary). This extension required a line-item detailed budget to be submitted for approval, clarifying the specific planned uses of the remaining grant funds that would be for operating and equipping costs. Staff has had ongoing challenges in getting details on the intended use of the funds during administration of this grant award; and specifically, where the two principals are not named in the budget plans but ultimately are receiving the personnel funding. Aside from the investment in the building, a majority of funds disbursed have been for salary payments to the two owners of the company. No new positions have been filled since the grant was awarded (the grant proposal indicated 12 new jobs in the research phase and 37 at commercialization). Grant funds were paid for the salaries for the two principals, for a family member of one of the principals who has since retired, and for one employee who was employed by Nanotouch prior to the TRRC grant. The Commission reimbursed 50% of salary payments to the owners during the original three year grant period, which is the maximum for start-up costs allowed under the Commission's funding policies. On April 18, 2019, Commission staff received a detailed budget for the use of remaining grant funds. This request allocated an additional \$264,000 of grant funds for a Personnel line item without staffing names that is identified as "market research, product development and production staff", which staff interpreted to be more funding for the company principals. Staff again advised against this given that it was contrary to Commission's funding policies and the grantee provided an updated budget at the end of May 2019. This latest budget moves the principal payments to Match and increases TRRC funding to \$554,000 to support costs for up to six new positions, over a two year period--- four inside sales positions targeted to each of the four major markets, and one or two production positions. The revised budget also allocates funds for interest payments on the building loan which staff views as more appropriate to be paid from Match. Staff notes following recent site visits that the NanoTouch building is largely empty - mostly empty offices and a majority of the manufacturing/production floor space is not being utilized. Staff questions if the original economic development outcomes for which this grant was awarded are achievable given the current progress and lack of hiring. Nanotouch did complete an assessment with Genedge which resulted in a refining of the target markets. The proposed budget does allocate resources towards increasing the sales and marketing staff. Staff does not support the requested use of additional grant funds for payments to the principal owners of the company, as this is contrary to the Commission's funding policies.

Staff recommends approval of a fifth year extension to May 21, 2020; and approval of the revised proposed budget contingent on grant funds for personnel being limited to only new employees (excluding payments to the company principals), and excluding interest payments on the building loan (which can be counted as Match).

Southwest Virginia Higher Education Center Foundation
WireTough Phase 2 (#2982)
Request for Two Year Extension

Wiretough Phase 2 was approved for \$2,000,000 in May 2015 and has a current remaining balance of balance of \$664,612. A two year extension has been requested for this project to allow for additional product development and to continue progress to full scale commercialization through increased attention to marketing and sales opportunities. The project received a phase one grant of \$521k in 2010 which was critical in securing a USDOE grant of \$2 million in mid-2014 that served as the majority of the required matching funds for this current grant. The DOE project, one of two awarded nationally for this type of research, was extremely successful and resulted in the second parallel project by another entity being eliminated early due to the impressive progress being shown by Wiretough. The DOE project focused on tanks for compressed hydrogen while the TRRC funded research has been focused on compressed natural gas. The next phase of research, to be conducted over the next two years, will continue development of lighter and safer tanks for storing both hydrogen and natural gas. Currently, Wiretough's tanks are approved for stationary gas storage. This design can be adapted for transport tanks, however approval is required from the Department of Transportation. An application for this approval is planned which, if granted, will greatly increase the market for Wiretough's products. This company participated in the Genedge assessment provided by TRRC during 2018-early 2019. The close-out presentation was held in March and was very positive. It appears that the project is well poised to undertake more aggressive marketing and sales activities and it is expected to be reflected in the use of funds during the extension period. Staff would like to see the results of these efforts reflected in increasing revenues during the next year to document that the proposed strategies have proven effective. Wiretough also continues to pursue additional grant opportunities.

Staff recommends approval of an extension through May 2021 with approval of the second year contingent upon the achievement of sales milestones to be agreed upon by TRRC Staff and Wiretough leadership.



AGENDA

SOUTHSIDE ECONOMIC DEVELOPMENT COMMITTEE MEETING

Wednesday, June 5, 2019
2:00 P.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

Welcome and Call to Order

The Honorable Tommy Wright, Chairman

Call of the Roll

Evan Feinman, Executive Director

Approval of the 1/7/19 Minutes

(published on website)

Project G4

Tim Pfohl, Grants Director

Extension Request

Sarah Capps, SS Grants Administrator

Public Comments

ADJOURNMENT

Southside Economic Development Committee

June 5, 2019

The Committee is scheduled to meet on Wednesday, June 5th at 2:00 pm to discuss a new funding request and one agenda item in Other Business:

Pittsylvania County Project G4 (#3551) \$2 million loan requested

Executive Summary Provided by the Applicant: Pittsylvania County IDA request a \$2M loan from the Southside Allocation in support of Project G4. Project G4 represents a decades old, name-brand foreign specialized automotive Company which proposes to invest over \$15M and create over 80 above average paying jobs in Danville-Pittsylvania County. The project would result in a new state of the art 100,000 sq. ft. manufacturing facility and would create job opportunities in precision machining; engine assembly and testing; composite manufacturing; automotive engineering / design; and specialized assembly. The loan is being secured by both the privately funded \$5M+ building and equipment and machinery purchased utilizing the loan. The project is expected to create an additional 560 high paying jobs in the Tobacco Commission footprint based upon accepted automotive industry multiplier effects.

Staff Comments: This confidential project came to the attention of Commission staff on May 23rd, and on the 24th County staff corresponded that the company has signed a letter of intent to locate their new facility in the Cane Creek RIFA-owned industrial park. As noted, the company is committing to creation of 80 new jobs averaging \$47,000 in wages, along with a private investment of \$15 million. The request is for a 10-year \$2 million loan - funded from the Southside Economic Development allocation that is available for projects in the County (current balance of \$8.2 million) - at rates comparable to those offered by Virginia Resources Authority as the administrator of the TRRC Revolving loan fund. Pittsylvania proposes that loan principal repayments be returned to the County allocation, with interest payments estimated at more than \$300,000 to be deposited in the TRRC General Fund. If approved as such, the funds would not flow through VRA, but would be administered by TRRC and RIFA staff as an "in-house" loan. The County has indicated the loan would be secured by liens on building and equipment. Commission policy is to not provide Staff recommendations on late-filed out-of-cycle requests, however the nature of this request for loan funds as part of a collaborative effort by the RIFA, TRRC, VEDP, and MBC's Invest Southern Virginia team (Joe Anwyl et al), would indicate this request to attract an overseas-based manufacturer with a long corporate history of producing high quality products - while replenishing the Pittsylvania allocation for future projects as loan repayments are made - is worthy of support.

Staff reserves a recommendation as this is an out-of-cycle request, but suggests there is little risk and considerable merit in the Commission loaning \$2 million of Southside Economic Development funds from the available Pittsylvania allocation, to allow the County and RIFA to use those proceeds to make a \$2 million loan to the confidential prospect in Project G4, under terms and conditions to be negotiated by the County and the prospect and approved by the TRRC Executive Director, with loan principal repayments being directed back to the Pittsylvania allocation, and interest payments directed to the TRRC General Fund.

OTHER BUSINESS

Lunenburg County

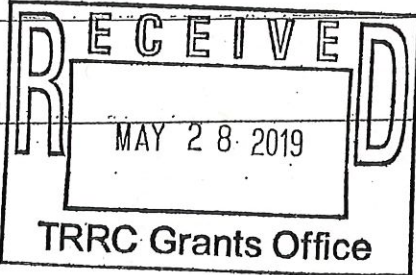
Acquisition and Development New Industrial Park (#3035)

Request for 6th Year Extension through May 21, 2021

Staff Summary & Comments: This \$555,000 grant was awarded from the Lunenburg County allocation under the Southside Economic Development program in May 2015. The original approval by the Commission allowed for property acquisition and site assessment, with the balance of funding allocated for site redevelopment and contractual services approved contingent on an end use that aligns with the Commission's Strategic Plan and program objectives. The county completed acquisition of the property in 2016, when \$72,000 of grant funds paid for 90% of the \$80,000 agreed-upon purchase price. Following the end of the standard three year project period, in November 2018, the Commission received a written request from the county's new economic development director for a fourth year extension on the grant. The extension was approved by letter from the Commission's executive director in February 2019, in order to keep the project in active status for consideration of the additional two year extension approval request to the SSED committee. Staff has been working with Lunenburg County on details for their plans for this site. In April 2019, the proposed implementation plan was provided. The County indicates a desire to demolish the majority of the structures (a former public school) on the property, with some consideration being given for stabilization of a façade of building frontage or maintaining of a "shadow wall" to showcase historic value of the site, if this option is not cost prohibitive for the overall site development. The proposed use of the site is for small scale business and light industrial use development, a need identified through community economic development planning processes. At the request of the Commission, the County has provided a more detailed cost estimate for the proposed demolition and stabilization work from a local construction contractor.

Staff recommends approval of a sixth year extension through May 21, 2021, with disbursement of the remaining \$483,000 contingent on approval of a revised project budget.

Project Information

Project Title: Project G4			Request #: 3551
Organization: Pittsylvania County P.O. Box 426 Chatham, VA 24531 434-432-7974			
Total Requested Amount: \$2,000,000.00	Matching Funds: \$13,000,000.00	Proposed Project Budget: \$15,000,000.00	
Project Start Date: 1/1/2020	Project End Date: 1/1/2024	Project Term (Months): 48	
Organization Signatory: David Smitherman david.smitherman@pittgov.org	Programmatic Contact: Greg Sides Greg.Sides@pittgov.org	Fiscal Contact: Kim Van Der Hyde	

Requested Grant Amount:

\$2,000,000.00

Before you begin your application, please answer a few questions about your project. This will tailor some application questions specific to your project.

If you have selected "Other", please list the project type

If you have selected "Other", please explain how your program supports the Commission's mission and strategic plan

Project Location

This is the location of the project - specifically the locality(ies) where the grant money will be spent.

Danville, Pittsylvania

In addition to the locality(ies) in which project funds will be spent, are there any other tobacco region localities that will directly benefit from the proposed project via partnership/revenue sharing, local residents served, etc.

No

Have you received prior funding from TRRC for this project?

No

Do you anticipate a future request for additional funding from TRRC for this project?

No

Resolution of the Governing Body Responsible for this Grant

Attach a signed resolution of the governing body of the applicant organization, authorizing this person to submit the application in the name of the organization and execute all grant-related documents. If the resolution is not available at time of application, please attach a statement on your organization's letterhead indicating the expected available date or an unsigned copy of the resolution. Upon receipt of the original resolution, please forward to our Richmond office.

Additional Supporting Documents

Upload additional supporting documents requested by Commission Staff during the review process here.

Project Description

Project Description

- Describe the proposed project in layman's terms, suitable for distribution to the public (do not include proprietary information).
- The summary should provide a clear and concise description of the proposed project, and should clearly indicate the uses/purposes for which Commission funds will be used.
- Avoid using this space for lengthy, general discussions of trends that have led to this point, and focus on specific steps that will be taken to address economic needs and opportunities.
- The total of all attachments should not exceed 50 pages in length.

Executive Summary

Provide a clear and concise summary of the proposed project. This should convey your project concept(s) assuming no prior knowledge of the project. The executive summary should be suitable for distribution to the public and may be published by the Tobacco Commission.

Tobacco Region Revitalization Commission Grant Application - Southside Economic Development

Pittsylvania County IDA request a \$2M loan from the Southside Allocation in support of Project G4. Project G4 represents a decades old, name-brand foreign specialized automotive Company which proposes to invest over \$15M and create over 80 above average paying jobs in Danville-Pittsylvania County. The project would result in a new state of the art 100,000 sq. ft. manufacturing facility and would create job opportunities in precision machining; engine assembly and testing; composite manufacturing; automotive engineering / design; and specialized assembly. The loan is being secured by both the privately funded \$5M+ building and equipment and machinery purchased utilizing the loan. The project is expected to create an additional 560 high paying jobs in the Tobacco Commission footprint based upon accepted automotive industry multiplier effects.

Economic Development Strategic Priority

Explain why this request for funding is a stated strategic economic development priority. How does this priority rank with respect to your other strategic economic development priorities?

The Danville-Pittsylvania County workforce pipeline, in partnership with Danville Community College, represents a \$50M+ investment. Additional partnerships with Patrick Henry Community College and the Southern Virginia Higher Education Center have expanded this pipeline to over 750 active students. The programs focus on precision machining; precision welding; automation / robotics; IT skills and design; metrology; automotive maintenance and other related skills. Project G4 will directly utilize the skills of students from the workforce pipeline. This project is a tremendous opportunity to demonstrate that Southern Virginia can compete in the automotive market and will be a huge asset for marketing efforts of the Southern Virginia Megasite at Berry Hill.

Regional Participation

Are two or more tobacco region localities participating in the governance and financing of this project?

Yes

Please list participating localities, the terms and conditions of their participation, and attach any relevant regional participation agreements.

The project is being located in a jointly owned and operated industrial park. Discretionary incentives are being jointly provided by Danville and Pittsylvania County via the Danville-Pittsylvania County Regional Industrial Facility Authority (RIFA). Pittsylvania County IDA is requesting a \$2M loan from the Tobacco Commission Southside Allocation (Pittsylvania County account) for a 10-year term with rates similar to those of VRA (2.9%). Interest generated from the loan would go directly to the Tobacco Commission for future use in the footprint. Loan payback would go back into the Tobacco Commission's Southside Allocation for Pittsylvania County's account. The loan would generate \$306,000 in interest payments that would go to the Tobacco Commission's general fund. Pittsylvania County IDA is applying for another \$2M loan through the Virginia Small Business Finance Authority and the Company is making a "down payment" of \$1M upfront.

SWED Regional Participation Agreements

Attach relevant regional participation agreements here.

Problem Opportunity or Need

Describe the problem, opportunity or need the proposed project will address. Include specific details such as what created the need or problem; the magnitude of the problem, need or opportunity; and how the opportunity was recognized.

Project G4 is a high profile automotive company with impressive turnover and profit. The Company is being actively courted by other larger markets including Atlanta, GA; Charlotte, NC; Dallas-Ft. Worth, TX; Las Vegas, NV; Albany, NY; among others. The Company has chosen Danville-Pittsylvania County due to the region's workforce programs and its location (near Virginia International Raceway). The Company stated that it finds low interest loans to be more important than grants for the up fit of the building and purchase of valuable machinery and equipment. Project G4 was introduced to the community via InvestSouthern Virginia. The Tobacco Commission loan is a key component of the communities' incentive package - the Letter of Intent of which has been signed by the Company.

Proposed Solution

Describe how the proposed project will address the problem, opportunity or need described above.

The Tobacco Commission loan would meet the proposal put forth by the local communities in recruiting this project to Southern Virginia. Without the loan, the communities would be at a tremendous disadvantage when compared to larger competing markets - and would likely lose this significant project.

Potential Economic Impact

Clearly and concisely explain the general, direct economic impact of the proposed project. You will be asked to provide more detailed results in the next section(s), so use this space to provide an overview of the direct economic impact. (e.g. development of a 100 acre site could aid in the attraction of targeted industries and result in measurable employment and private capital investment)

Project G4 results in a specialized, highly skilled and well known automotive company to locate in Southern Virginia creating 80 new direct jobs with average wages of \$47,000+ and over \$15M of capital investment (resulting in a new 100,000 sq. ft. high profile manufacturing facility). Based upon accepted automotive industry multiplier effect of 7x; the project would create over 560 indirect high paying jobs in the Tobacco Commission's footprint. The project would also serve as a springboard in marketing efforts to attract a large tier 1 auto company to the Southern Virginia Megasite at Berry Hill.

Additional Attachments

Additional Project Description

If needed, additional project description of approximately 3-5 pages may address project need, objectives, impact, outcomes, tasks, budget narrative and timetable for implementation, etc. Do not repeat information provided in the Project Summary Section.

Biographical Sketches

Attach brief bios and summaries of qualifications for staff in key leadership roles. These should be a maximum of 1-page in length per staff member. Please combine all bios into one .PDF file. **DO NOT** attach CV's.

Matthew_Rowe_-_Gov_Ag_Conference_Bio.pdf

518.2 KB - 05/23/2019 8:51pm

Total Files: 1

Feasibility Study

If applicable, attach one or more feasibility studies here.

Letters of Support

Please combine all letters of support into one .PDF file before uploading.

Project Location Map and Other Relevant Graphics

If a physical site or facility is to be developed, a map, rendering or diagram showing the location and layout should be provided. Other relevant graphics such as site plans, building renderings and/or photos of the project site are also encouraged.

Ginetta-Presentation-lr.pdf

1.4 MB - 05/23/2019 8:47pm

Total Files: 1

Other Supporting Documents

Attach other supporting documents such as MOU's project partners, education providers, etc.

Fully_Executed_LOI_-_May_23__2019.pdf

2 MB - 05/23/2019 8:45pm

Total Files: 1

Results & Accountability Matrix

Milestones & Deliverables

Milestones and Deliverables

Describe the major milestone(s), associated deliverable(s) and anticipated completion dates by which progress can be measured for consideration of future funding. Progress towards milestones must be reported with each quarterly request for reimbursement and disbursement may be withheld if promised milestones are not met. Interim milestones required to achieve major milestones are encouraged to be reported with each quarterly request for reimbursement.

Milestones and Deliverables		
Milestones	Deliverables	Anticipated Completion Date
Signed and executed Letter of Intent	Signed and executed Letter of Intent	2019-05-24
Signed and executed Local Performance Agreement; Public Project Announcement	Signed and executed Local Performance Agreement; Announcement by Governor's Office	2019-10-01
Completion of 100,000 sq. ft. privately developed building at entrance to Cane Creek Centre Industrial Park; Formally close on \$2M VSBFA Loan and Tobacco Commission Loan with Pittsylvania County IDA	Building complete; purchased by Company; and first lien position provided to Pittsylvania County IDA for Loan Collateralization; executed loan closing documents	2020-04-01
Make investment of \$15M; create 80 new jobs with average wage of \$47,000/yr.	Proof of investment sheet and job creation report	2023-04-01
Loan term ends; loan is paid; loan amount paid goes back into Tobacco Commission's Pittsylvania County Allocation category and interest goes to Tobacco Commission general fund.	Loan retirement documents; confirmation of loan payments for term	2030-04-01

Results

Data Management and Projection Methodology

Describe the methodology used and source of the projected results entered below. In addition, describe how you intend to manage the collection of the data for reporting actual versus anticipated results. Make sure to include who will be responsible for data management.

The metrics for the project have been provided directly by the Company and are reflected in a signed and executed LOI. A subsequent Local Performance Agreement will formally memorialize the project parameters and expectations legally. Project reports will be required per the Local Performance Agreement that detail hiring and investment. Hiring information will be verified via the VEC and investment via the Commissioner of Revenue's Office for the County (assessments). County economic development staff will be responsible for data management.

In this section you are required to provide baseline data. What year will you use for your baseline data?

Year ending 06/30/2018

By which year do you anticipate your project will be fully operational?

Year ending 6/30/2020

Baseline: 2,019

Anticipated: 2,023

Net New: 4

Jobs Worksheet

Use the worksheet below to enter information about the direct jobs at your site in the baseline year and the 1st year your project is fully operational.

Jobs Worksheet			
	Baseline	Anticipated	Net New
# of Jobs	0	80	80
Average Salary <i>(Only include wages. Do not include benefits.)</i>	\$0.00	\$47,000.00	\$47,000.00

Other Results Worksheet

The commission requires that each applicant submit clearly defined, quantifiable results that will be achieved by the first year in which the project is fully operational/complete. The Commission has developed results it expects for each project type; however, the commission recognizes the need for flexibility in supporting its strategic plan. Since you have selected "Other Economic Development" as your project type, you are required to develop clearly defined, quantifiable results yourself.

Other Results Worksheet		
Describe Annual Result <i>(Annually, how many _____ will _____.)</i>	Unduplicated Annual Quantity <i>(Baseline)</i>	Unduplicated Annual Quantity <i>(Anticipated)</i>
by 2023 this many new jobs are expected	0	80
by 2023 this amount of taxable capital investment is expected	0	15000000
by mid 2020 this new footage of building is expected	0	100000
	0	0
	0	0

Engineering: TRRC \$ Requested

Engineering: Describe the proposed engineering activities

Financial Information

Required Budget Documents

Please click [here](#) to see a description of where costs should be budgeted according to the State Chart of Accounts.

Please review our [Funding Policies for Grant Awards](#) to ensure your proposal is aligned with eligible uses of funds.

Budget Worksheet

You are required to submit a budget worksheet summarizing your funding source information.

Please click [here](#) to download the budget worksheet and instructions.

Please note: Use of the Commission's budget worksheet is mandatory. Upload and attach the completed budget worksheet below.

[Copy of Budget-Worksheet-5-27-15.pdf](#)

Line Item Detailed Budget

If you are requesting operating support attach a line item budget below. Include line items as shown in the main Budget Worksheet (Personal Services, Contractual, etc.), annual detail on specific positions, itemized Contractual and Continuous expenses, etc.

If you need a template for your line item budget, please click [here](#) to download the line item budget template.

Operating Budget

You are required to submit an operating budget to demonstrate how operating costs will be supported and how the program will be sustained. Include both the revenue and expenditures sides of the budget. If you have multiple sub-programs in this request, the detailed operating budget should clearly indicate the amount and use of Commission and matching funds for each sub-program.

If you are ONLY requesting funding for equipment and/or construction attach a general annual operating budget for the facility and/or program for which funds are requested.

Indicate items supported by the Commission versus matching funds.

PROJECT G4. OPERATING BUDGET.pdf

Construction Budget and Timeline

If you are planning any building construction and/or renovation, land improvements, or physical infrastructure construction, please attach a detailed, itemized construction budget and a detailed construction timeline. Cost estimates from an A&E firm can be used in addition to or in lieu of a detailed itemized construction budget. Please submit additional supporting documents including PER, Engineering Documents, Building Plans, etc.

Indicate items supported by the Commission versus matching funds.

Equipment List

If you are planning to purchase equipment for the proposed project, you must attach an itemized list of the proposed equipment.

Indicate items supported by the Commission versus matching funds.

Commitment of Matching Funds from Each Funding Source

Attach letters that demonstrate the commitment of matching funds for the proposed project. If some or all matching funds are not committed at time of application, please attach a detailed list describing from what entity and when the matching fund commitments are anticipated.

Other Budget Documents

Other: TRRC \$ Requested

Other: Describe other proposed activities and uses of funds.

Is the applicant organization the payee/fiscal agent for this project?

Yes

Next Steps & Certification

Next Steps

- TRRC Staff will begin its review of your proposal and may contact you for additional information. A staff report will be published on our website in advance of the Committee meeting, with recommendations for each proposal.
- The Committee will meet in public session; typically 6-8 weeks after applications are submitted, to consider proposals and adopt funding recommendations. Your named project leaders will be notified of the meeting date and site, and are encouraged to be present to answer any questions Commissioners may have about your proposal. Presentations from applicants are NOT expected at the Committee meeting.
- The Committee's funding recommendations will be reported at the next meeting of the full Commission for final action to approve grant proposals. This is also a public session, and while you are welcome to attend, please be aware that most Committee reports are typically approved in a matter of minutes with little or no discussion about individual proposals.
- After the Commission approves grants, you will be notified by e-mail when the award documents are available in your portal, the documents will include a grant agreement, fiscal documents and instructions for working with your regional TRRC Grant Administrator to access funds as your project gets underway. Please be aware that project expenses incurred before the date of Commission approval will not be eligible for reimbursement from grant funds.

Certifications

I have read the _____ and _____. This application complies with said guidelines and policies and if funding is awarded, this organization agrees to comply with said policies and guidelines.

Yes

Certification Name

By entering my full name in the space provided below, I hereby certify that the information contained herein is true and that I am authorized to submit this application on behalf of the Organization, Organization Primary Contact and Application Primary Contact listed in this application. Please enter your full name in the space provided below:

Matthew D. Rowe

Certification Statement

Click [HERE](#) to download the Certification Statement and instructions. Attach a signed copy of the completed certification statement here.

[Certification-Statement-signed.pdf](#)

Committee Recommendation

TICRC Grant Application Budget Worksheet

Rev 3/14/4

I. Financial Information: Sources of Funds

a. Requested TICRC Funds: Enter a Description and Budget Line Item Amounts in the blue highlighted boxes below. Please include specific, detailed budget narrative as an additional attachment in your application.

Requested TICRC Fund Details								
1. Description (Enter a brief description of how the TICRC funds will be used)	A \$2M loan to Project G4 via Pittsylvania County IDA. Loan is to be collateralized via first lien position on new 100,000 sq. ft. building purchased by Company (value of \$5M+) and equipment purchased via Loan.							
2. Budget Line Item	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments
3. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)						\$1,000,000.00	\$1,000,000.00	
4. Total Amount (Self Totalling)								\$2,000,000.00

b. Other Funding: Enter Source Information, Status, Description and Budget Line Item Amounts in the blue highlighted boxes below. Select funding type and status from the dropdown menus in the blue highlighted boxes where indicated. Please include specific, detailed budget narrative as an additional attachment in your application.

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)	Private							
2. Agency/Locality Name (Enter the name the source of the matching funds)	Project G4							
3. Status (Select the status of the matching funds from the dropdown list)	Money in Hand							
4. Description (Enter a brief description of how the matching funds will be used)	Purchased \$5M 100,000 sq.ft. building at entrance to Cane Creek Centre Industrial Park. \$10M worth of taxable equipment, building upfits, and supplies as part of project.							
5. Budget Line Item Description	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments
6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)						\$9,000,000.00	\$6,000,000.00	
7. Total Amount (Self Totalling)								\$15,000,000.00

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
3. Status (Select the status of the matching funds from the dropdown list)								
4. Description (Enter a brief description of how the matching funds will be used)								
5. Budget Line Item Description	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments
6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)								\$0.00

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
3. Status (Select the status of the matching funds from the dropdown list)								
4. Description (Enter a brief description of how the matching funds will be used)								
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6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)								\$0.00

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
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6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)	\$0.00							

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
3. Status (Select the status of the matching funds from the dropdown list)								
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6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)	\$0.00							

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
3. Status (Select the status of the matching funds from the dropdown list)								
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6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)	\$0.00							

Matching Funds Detail								
1. Funding Type (Select the type of matching funds from the dropdown list)								
2. Agency/Locality Name (Enter the name the source of the matching funds)								
3. Status (Select the status of the matching funds from the dropdown list)								
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5. Budget Line Item Description	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments
6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)								
7. Total Amount (Self Totalling)	\$0.00							

2. Financial Information: Budgeted Expenditures

You do not need to enter any information in this section. The table below is self calculating based on the information entered in section 1 (Financial Information: Sources of Funds). Please fill in the blue highlighted fields in section 1 to populate the table below. The amounts from the "TICRC Funds" column and the "Total Matching Funds Column" should correspond to the amounts entered in the grant application.

Proposed Project Budget								
	TICRC Funds	State	Local	Federal	Private	In-Kind	Total Matching Funds	Grand Total
Personal Services (Salaries, Wages, Benefits, etc.)								
Contractual Services (A&E, Legal, Printing, Media, Travel, Training, etc.)								
Supplies & Materials (Engineering Supplies, Building & Mechanical Repair, Supplies, Educational Supplies, etc.)								
Continuous Charges (Insurance, Lease Payments, Utilities, etc.)								
Property & Improvements (Land Acquisition, Site Development, etc.)								
Equipment (Computers, Phones, Furniture, Fixtures, Manufacturing Equipment, etc.)	\$1,000,000.00				\$9,000,000.00		\$9,000,000.00	\$10,000,000.00
Plant & Improvements (Building Acquisition, Construction/Renovation, etc.)	\$1,000,000.00				\$6,000,000.00		\$6,000,000.00	\$7,000,000.00
Transfer Payments (Scholarships, Incentives, etc.)								
Total Costs:	\$2,000,000.00				\$15,000,000.00		\$15,000,000.00	\$17,000,000.00



AGENDA

SOUTHWEST ECONOMIC DEVELOPMENT COMMITTEE MEETING

Wednesday, June 5, 2019
4:30 P.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

Welcome and Call to Order	<i>The Honorable Bill Carrico, Chairman</i>
Call of the Roll	<i>Evan Feinman, Executive Director</i>
Approval of the <u>1/8/19</u> Minutes	<i>(published on website)</i>
Back of the Dragon Welcome Center	<i>Tim Pfohl, Grants Director</i>
Extension Request	<i>Sara Williams, SW Grants Administrator</i>
Public Comments	
Adjournment	

Southwest Economic Development Committee

June 5, 2019

The Committee is scheduled to meet on Wednesday, June 5th at 4:30 pm to discuss a new out-of-cycle funding request and one agenda item in Other Business:

Tazewell County Industrial Development Authority Back of the Dragon Welcome Center (#3548) \$450,000 Loan Requested

Executive Summary Provided by the Applicant: The construction of the Back of the Dragon Welcome Center is part of a larger initiative to promote Southwest Virginia as a tourist destination by capitalizing on a stretch of Highway 16 known as the "Back of the Dragon." This winding stretch of 32 miles is now a formally recognized tourist route. In order to realize their vision of increasing tourism we must increase and capitalize on the traffic. The team has developed a plan to add a Welcome Center for the ride in Tazewell County. The Center is designed to be iconic as well as becoming the spot on the Route that everyone visits. The Center will include retail space, tourist information, food and drink offerings, museum quality displays, and an iconic twelve-foot dragon which will provide the perfect photo opportunity. We are requesting loan funding to support the development of the Back of the Dragon Welcome Center.

Staff Comments & Recommendation: The Tazewell County IDA is requesting support from TRRC's VRA Loan Program on behalf of the Back of the Dragon Welcome Center project that is under development. This project capitalizes on the promotion of the "Back of the Dragon," a 32 mile stretch of Highway 16, as a tourism destination for motorcycle and car enthusiasts. The Welcome Center will be privately owned and will offer retail space, tourist information, food and drink offerings, museum quality displays, as well as a twelve-foot dragon that visitors can use for photos. Tazewell County is the northern entrance to the route which stretches to Marion, VA on the southern end. The application notes that Marion businesses have seen a rise in tourism spending that can be attributed to Back of the Dragon visitation. The Welcome Center in Tazewell County is an opportunity to inject additional visitor spending into the local and regional economy, and to elevate the route's status as a true destination. The application included an economic impact study by Chmura Economics and Analytics with impressive documentation of demand for the project. Visitation associated with the Welcome Center is anticipated to be 70,000 in 2020 with a 10% growth curve projected for the next ten years. The average economic impact is estimated at \$2M of associated spending and 20 full time equivalent employees annually. The larger regional impact for the SW Tobacco Region is estimated at \$2.2M of associated spending and 22 full time equivalent employees annually. Cumulatively over a 10 year period (2020-2029) the project is estimated to generate \$20M in associated spending and 208 employees for Tazewell. The total project cost is estimated as \$1,688,634 with \$1,088,634 provided through owner financing. The project will also pursue \$150,000 loan funding from VCEDA. That application will be submitted this month. Construction has begun on the project and the shell building appears to be largely complete (the application reflected \$867,592 has been spent to date). The remaining costs, including building completion (interior), equipment, parking and other exterior improvements, as well as inventory and management expenses, total \$821,042. Both TRRC and VCEDA loan funds will be directed to the building completion needs (estimated at \$570,657). While retail is not a TRRC funding priority, this

project's focus on stimulating new visitor spending associated with a state-designated attraction offers an opportunity to assist a taxable private enterprise that will create jobs and generate regional revenues. The Commission currently has \$1.68M available for new loans (remaining from the original loan set-aside of \$5M in 2015). Staff is supportive of loan consideration from that balance, which would not require using the current SWED Committee balance of \$1.2 million, which will fund the upcoming FY20 SWED funding cycle.

Staff recommends the project be referred to Virginia Resources Authority for loan consideration.

OTHER BUSINESS

Scott County Economic Development Authority *Daniel Boone Interpretive Center Exhibits (Grant # 2117)* request for additional time extension

This grant from the Commission's former Reserve Program (to provide match for the former federal ARRA stimulus funding) was approved for \$159,600 in July 2010. It has a current remaining balance of \$24,145 and a current end date of 5/31/19. The project has received numerous extensions over the past 9 years with the most recent extension expiring at the end of May 2019. These extensions have been necessary due in large part to delays associated with the VDOT grant which provided 80% of the funding for the project via the federal Scenic Byways program. TRRC funds serve as the required 20% match for those funds. The project also received a \$70,000 SWED grant (#1642) for design of the project which also matched VDOT funds. The Center was completed in late 2018 and a ribbon cutting was held for the facility, which is located in Duffield, in April 2019. The Center is operated by Virginia Department of Conservation and Recreation as a satellite of Natural Tunnel State Park (see <https://www.dcr.virginia.gov/state-parks/daniel-boone-center>). Because balances remain in both the VDOT and TRRC grants, one last extension has been requested to allow for the purchase of additional exhibits. The EDA has indicated it is currently seeking quotes for the additional exhibits but do not yet have those.

Staff recommends approval of a final one year extension through May 31, 2020 to allow additional exhibits to be purchased and sufficient time for final invoicing and grant close-out.

Project Information

Project Title: Back of the Dragon Welcome Center		Request #: 3548
Organization: Tazewell County Industrial Development Authority 197 Main Street Tazewell, VA 24651 276-385-1271		
Total Requested Amount: \$450,000.00	Matching Funds: \$1,238,634.00	Proposed Project Budget: \$1,688,634.00
Project Start Date: 2/1/2019	Project End Date: 9/30/2019	Project Term (Months): 7
Organization Signatory: Eric Young eyoung@tazewellcounty.org	Programmatic Contact: Pam Warden pwarden@tazewellcounty.org	Fiscal Contact: Pam Warden

Requested Grant Amount:

\$450,000.00

Before you begin your application, please answer a few questions about your project. This will tailor some application questions specific to your project.

Project Location

This is the location of the project - specifically the locality(ies) where the grant money will be spent.

Tazewell

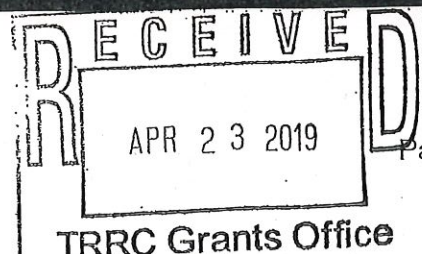
In addition to the locality(ies) in which project funds will be spent, are there any other tobacco region localities that will directly benefit from the proposed project via partnership/revenue sharing, local residents served, etc.

No

Have you received prior funding from TRRC for this project?

No

Do you anticipate a future request for additional funding from TRRC for this project?



No

Resolution of the Governing Body Responsible for this Grant

Attach a signed resolution of the governing body of the applicant organization, authorizing this person to submit the application in the name of the organization and execute all grant-related documents. If the resolution is not available at time of application, please attach a statement on your organization's letterhead indicating the expected available date or an unsigned copy of the resolution. Upon receipt of the original resolution, please forward to our Richmond office.

Certificate of Resolution - Signed.pdf

Additional Supporting Documents

Upload additional supporting documents requested by Commission Staff during the review process here.

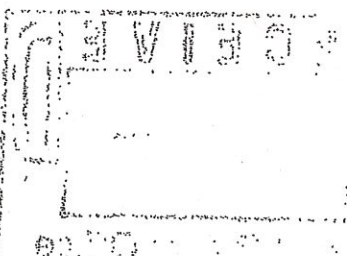
Project Description

Project Description

- Describe the proposed project in layman's terms, suitable for distribution to the public (do not include proprietary information).
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Executive Summary

Provide a clear and concise summary of the proposed project. This should convey your project concept(s) assuming no prior knowledge of the project. The executive summary should be suitable for distribution to the public and may be published by the Tobacco Commission.



"The construction of the Back of the Dragon Welcome Center is part of a larger initiative to promote Southwest Virginia as a tourist destination by capitalizing on a stretch of Highway 16 known as the "Back of the Dragon." This winding stretch of 32 miles is now a formally recognized tourist route. In order to realize their vision of increasing tourism we must increase and capitalize on the traffic. The team has developed a plan to add a Welcome Center for the ride in Tazewell County. The Center is designed to be iconic as well as becoming the spot on the Route that everyone visits. The Center will include retail space, tourist information, food and drink offerings, museum quality displays, and an iconic twelve-foot dragon which will provide the perfect photo opportunity. We are requesting loan funding to support the development of the Back of the Dragon Welcome Center.

Economic Development Strategic Priority

Explain why this request for funding is a stated strategic economic development priority. How does this priority rank with respect to your other strategic economic development priorities?

The Economic Impact study conducted by Chmura Economics and Analytics served as a confirmation of the importance of the "Back of the Dragon" tourism initiative for the region. It also underscored the overall value of the Welcome Center project and the focused advertising campaign that comprise this stage of the applicant's vision. See the following attachments: Attachment#1 Chmura Study, Attachment#2 Economic Impact

Regional Participation

Are two or more tobacco region localities participating in the governance and financing of this project?

No

You will be asked to provide specific outcome estimates, but please describe in general terms the extent to which your project will increase tourist visitation in the tobacco region.

The Welcome Center and advertising campaign which comprise this project, have been identified as key factors in driving overall tourism growth for the "Back of the Dragon" Route. On the southern end of the route, Marion businesses have already seen a rise in tourism dollars from the increased traffic on the "Back of the Dragon" route since its designation. By building Tazewell's capacity to engage the tourists on the northern entrance to the route, and thereby enhancing the route as a tourist destination, the expectation is a synergistic benefit to both counties. Tourist traffic in the Welcome Center is anticipated to be 70,000 in 2020 with a 10% growth curve projected for the next ten years.

What project development has occurred to date? (e.g. organization, planning, design, fundraising etc.) Relevant documents can be attached where indicated below.

Feasibility studies and market analysis have been completed with positive results. The team commissioned Chmura Economics and Analytics to forecast the economic impact of the project. The site for the Welcome Center, ideally located only a mile from the northern entrance of the route, has already been secured by the group. Detailed plans for the construction and interior design of the center have been completed, and construction is currently underway. Retail offerings, which will be included in the operation of the Welcome Center, have been successfully entered into the market. . Owner-provided financing has already been secured and further funding is being requested from the Virginia Coalfield Economic Development Authority and the Virginia Tobacco Commission. Additional tasks left to complete include hiring staff, completion of the building, and heavy marketing campaign planned for the upcoming biking season, the center's initial local opening in 10/19 and grand opening in spring 2020.

Describe the target market and how you plan to reach those prospective visitors.

The target market for this initiative is the motorcycle/sports car enthusiast tourist sector. The "Back of the Dragon" Route holds a place among a select number of adventure rides within the US that serve this niche market. Adding the amenities and retail offerings of the Welcome Center will serve to help capture market share. Utilizing a marketing consultant, targeted social media campaigns and certain paper marketing initiatives will be used to reach the market.

Do you have a current marketing plan? If so, please attach it below.

[Attachment#03 - Marketing Plan.pdf](#)

How will this project be coordinated with larger regional tourism marketing efforts?

By constructing a new "Back of the Dragon Welcome Center", we are not only creating a starting and/or stopping point for tourists. We, in a collaborative effort, also distribute rack cards, maps and information for localities throughout the region. By doing so, we are showcasing all of Southwestern VA in the hopes that it will spur further economic development and tourism.

Has an economic impact assessment or analysis been completed in the past three years? If so, please attach below.

[Attachment#02 - Economic Impact.pdf](#)

How will the project (e.g. a facility, regional marketing effort, etc) be sustained beyond the life of Commission funds?

The operations of the Welcome Center are projected to meet the break-even point by the end of 2020. Funding provided by owners will cover any operational shortfalls. No external funding will be used for operations. Operational budget projections for the first ten years of operations are provided in Attachment#4 Operational Income & Expense Forecast. Owner funding will also heavily contribute towards the initial project costs of the Welcome Center. Of the overall project cost of \$1,688,634, owner provided financing will cover \$1,088,634 with a total of \$600,000 being sought from external funding sources. For a breakdown of all initial project costs, see Attachment#5 Initial Project Cost Worksheet. Cash flow for debt service will be secured initially through owner financing and then by positive cash flow from operations. For cash flow projections for the first ten years of operations, see Attachment#6 Cash Flow Forecast.

Additional Attachments

Additional Project Description

If needed, additional project description of approximately 3-5 pages may address project need, objectives, impact, outcomes, tasks, budget narrative and timetable for implementation, etc. Do not repeat information provided in the Project Summary Section.

[Attachment#07 - Project Description.pdf](#)

Biographical Sketches

Attach brief bios and summaries of qualifications for staff in key leadership roles. These should be a maximum of 1-page in length per staff member. Please combine all bios into one .PDF file. DO NOT attach CV's.

[Attachment#08 - Resume_Summary.pdf](#)

109.5 KB - 04/23/2019 9:52am

Total Files: 1

Feasibility Study

If applicable, attach one or more feasibility studies here.

[Attachment#09 - Project Feasibility.pdf](#)

Letters of Support

Please combine all letters of support into one .PDF file before uploading.

Attachment#11_-_Letters_of_Support.pdf

726.5 KB - 04/23/2019 9:54am

Total Files: 1

Project Location Map and Other Relevant Graphics

If a physical site or facility is to be developed, a map, rendering or diagram showing the location and layout should be provided. Other relevant graphics such as site plans, building renderings and/or photos of the project site are also encouraged.

Attachment#12_-_Overhead_Map_Showing_Project_Location.pdf

268.6 KB - 04/23/2019 9:55am

Total Files: 1

Other Supporting Documents

Attach other supporting documents such as MOU's project partners, education providers, etc.

0_BOD_Tobacco_Foundation_Application_Answers_and_Attachment_Guide_in_Excel.pdf

303.7 KB - 04/23/2019 12:05pm

Attachment#01_-_CHMURA_study.pdf

289.4 KB - 04/23/2019 3:15pm

Attachment#02_-_Economic_Impact.pdf

107.5 KB - 04/23/2019 9:56am

Attachment#06_-_Cash_Flow_Forecast.pdf

63.8 KB - 04/23/2019 9:55am

Attachment#10_-_Balance_Sheet_Forecast.pdf

69.5 KB - 04/23/2019 9:56am

Attachment#13_-_Payroll_Details.pdf

71.4 KB - 04/23/2019 9:55am

IDA_Letter_of_Support_-_Signed.pdf

54.2 KB - 04/23/2019 12:26pm

Total Files: 7

Results & Accountability Matrix

Milestones & Deliverables

Milestones and Deliverables

Describe the major milestone(s), associated deliverable(s) and anticipated completion dates by which progress can be measured for consideration of future funding. Progress towards milestones must be reported with each quarterly request for reimbursement and disbursement may be withheld if promised milestones are not met. Interim milestones required to achieve major milestones are encouraged to be reported with each quarterly request for reimbursement.

Milestones and Deliverables		
Milestones	Deliverables	Anticipated Completion Date
Shell Construction	60 days	2019-05-01
Plumbing, electrical and concrete work	60 days	2019-07-01
Interior construction and installation of equipment as well as the hiring and training of additional staff. Completion and a local opening.	90 days	2019-10-01

Results

Data Management and Projection Methodology

Describe the methodology used and source of the projected results entered below. In addition, describe how you intend to manage the collection of the data for reporting actual versus anticipated results. Make sure to include who will be responsible for data management.

Baseline data is based on 2018 revenue and traffic seen in the current provisional welcome center. Revenues will be tracked at the new Welcome Center through POS equipment. Visitor traffic will be tracked by on-site staff. The Welcome Center manager will be responsible for management of this data. The team's accounting professional will be responsible for financial reporting. Route traffic has been estimated by Chmura Economics and Analytics, incorporating research from VDOT. According to Chmura's research, visitors to the "Back of the Dragon" Route were estimated at 269,086 in 2017. Welcome Center projections rely on a combination of Route traffic estimates (the goal being to capture Route traffic), comparative market study, historical data from the provisional welcome center, and project feasibility study and analysis completed by the team. Projections are based on capturing roughly 70,000 "Back of the Dragon" visitors in the Welcome Center. 10% growth is projected for the first 10 years of operations. The projected payroll for Welcome Center operations includes six payroll positions with a total payroll of \$162,800/yr. The "ROI" of the project for the funds requested is represented in the economic benefits analysis included in the Chmura Study.

In this section you are required to provide baseline data. What year will you use for your baseline data?

Year ending 06/30/2018

By which year do you anticipate your project will be fully operational?

Year ending 6/30/2020

Unduplicated Number of Non-Local Visitors to Site Annually

Baseline: 0

Anticipated: 70,000

Net New: 70000

Annual Revenue From Ticket Sales

Jobs Worksheet

Use the worksheet below to enter information about the direct jobs at your site in the baseline year and the 1st-year your project is fully operational.

Jobs Worksheet			
	Baseline	Anticipated	Net New
# of Jobs	1	6	5
Average Salary <i>(Only include wages. Do not include benefits.)</i>	\$11,440.00	\$27,133.33	\$15,693.33

Tourism Results Worksheet

Use the worksheet below to answer questions about the unduplicated number of annual visitors and revenue from ticket sales.

Tourism Results Worksheet			
	Baseline	Anticipated (1st Year First Operational)	Net New
Unduplicated # of visitors to your site annually <i>(Do not include school groups)</i>	0	70000	70000
Annual revenue from ticket sales <i>(Do not include school groups)</i>	\$0.00	\$1,000,000.00	\$1,000,000.00

Engineering: TRRC \$ Requested

Engineering: Describe the proposed engineering activities

Please answer the following questions about regional marketing activities.

Regional Marketing Initiatives: TRRC \$ Requested

Regional Marketing Initiatives: Describe the proposed regional marketing activities

Please Note: If you have a detailed marketing budget, please upload it with "Other Budget Documents" in the Financial Information tab.

Please answer the following questions about programming activities.

Programming: TRRC \$ Requested

Programming: Describe the proposed programming activities

Please answer the following questions about exhibit activities.

Exhibits: TRRC \$ Requested

Exhibits: Describe the proposed exhibit activities

Financial Information

Required Budget Documents

Please click [here](#) to see a description of where costs should be budgeted according to the State Chart of Accounts.

Please review our [Funding Policies for Grant Awards](#) to ensure your proposal is aligned with eligible uses of funds.

Budget Worksheet

You are required to submit a budget worksheet summarizing your funding source information.

Please click [here](#) to download the budget worksheet and instructions:

Please note: Use of the Commission's budget worksheet is mandatory. Upload and attach the completed budget worksheet below.

[Attachment#14 - TICRC Grant Application Budget Worksheet.pdf](#)

Line Item Detailed Budget

If you are requesting operating support attach a line item budget below. Include line items as shown in the main Budget Worksheet (Personal Services, Contractual, etc.), annual detail on specific positions, itemized Contractual and Continuous expenses, etc.

If you need a template for your line item budget, please click [here](#) to download the line item budget template.

Operating Budget

You are required to submit an operating budget to demonstrate how operating costs will be supported and how the program will be sustained. Include both the revenue and expenditures sides of the budget. If you have multiple sub-programs in this request, the detailed operating budget should clearly indicate the amount and use of Commission and matching funds for each sub-program.

If you are ONLY requesting funding for equipment and/or construction attach a general annual operating budget for the facility and/or program for which funds are requested.

Indicate items supported by the Commission versus matching funds.

[Attachment#04 - Operational Inc Exp Forecast.pdf](#)

Construction Budget and Timeline

If you are planning any building construction and/or renovation, land improvements, or physical infrastructure construction, please attach a detailed, itemized construction budget and a detailed construction timeline. Cost estimates from an A&E firm can be used in addition to or in lieu of a detailed itemized construction budget. Please submit additional supporting documents including PER, Engineering Documents, Building Plans, etc.

Indicate items supported by the Commission versus matching funds.

[Attachment # 5.pdf](#)

Equipment List

If you are planning to purchase equipment for the proposed project, you must attach an itemized list of the proposed equipment.

Indicate items supported by the Commission versus matching funds.

Commitment of Matching Funds from Each Funding Source

Attach letters that demonstrate the commitment of matching funds for the proposed project. If some or all matching funds are not committed at time of application, please attach a detailed list describing from what entity and when the matching fund commitments are anticipated.

Attachment#17 - Commitment of Matching Funds Letter.pdf

Other Budget Documents

Attachment#16 - Engineer Drawings.pdf

Other: TRRC \$ Requested

Other: Describe other proposed activities and uses of funds.

Is the applicant organization the payee/fiscal agent for this project?

Yes

Next Steps & Certification

Next Steps

- TRRC Staff will begin its review of your proposal and may contact you for additional information. A staff report will be published on our website in advance of the Committee meeting, with recommendations for each proposal.
- The Committee will meet in public session, typically 6-8 weeks after applications are submitted, to consider proposals and adopt funding recommendations. Your named project leaders will be notified of the meeting date and site, and are encouraged to be present to answer any questions Commissioners may have about your proposal. Presentations from applicants are NOT expected at the Committee meeting.
- The Committee's funding recommendations will be reported at the next meeting of the full Commission for final action to approve grant proposals. This is also a public session, and while you are welcome to attend, please be aware that most Committee reports are typically approved in a matter of minutes with little or no discussion about individual proposals.
- After the Commission approves grants, you will be notified by e-mail when the award documents are available in your portal, the documents will include a grant agreement, fiscal documents and instructions for working with your regional TRRC Grant Administrator to access funds as your project gets underway. Please be aware that project expenses incurred before the date of Commission approval will not be eligible for reimbursement from grant funds.

Certifications

I have read the _____ and _____. This application complies with said guidelines and policies and if funding is awarded, this organization agrees to comply with said policies and guidelines.

Yes

Certification Name

By entering my full name in the space provided below, I hereby certify that the information contained herein is true and that I am authorized to submit this application on behalf of the Organization, Organization Primary Contact and Application Primary Contact listed in this application. Please enter your full name in the space provided below:

Pam Warden

Certification Statement

Click [HERE](#) to download the Certification Statement and instructions. Attach a signed copy of the completed certification statement here.

[SKM_C36819042311090.pdf](#)

Committee Recommendation



Tazewell County Industrial Development Authority
TAZEWELL COUNTY, VIRGINIA

197 Main Street • Tazewell, Virginia 24651 • Phone 276-385-1271 • Fax 276-988-2996

Resolution of Tazewell County Industrial Development Authority

CERTIFICATE OF RESOLUTION

I, Pam Warden, the duly selected secretary for the Tazewell County Industrial Development Authority, hereby certify that the following is a true and accurate copy of a resolution adopted by the Tazewell County Industrial Development Authority on December 12, 2018.

Pam Warden

Pam Warden
IDA Clerk

Back of the Dragon Project:

Upon motion of Mr. Breeding, seconded by Ms. Robinson, and unanimously passed with all members present voting in favor, the Authority hereby approves a resolution of support to make an application to the Virginia Tobacco Regional Revitalization Commission.

TICRC Grant Application Budget Worksheet

Rev. 3/2014

1. Financial Information: Sources of Funds
 a. Requested TICRC Funds: Enter a Description and Budget Line Item Amounts in the blue highlighted boxes below. Please include specific, detailed budget narrative as an additional attachment in your application.

Requested TICRC Fund Details									
1. Description (Enter a brief description of how the TICRC funds will be used)	Funds will be used for the construction of the Welcome Center as well as equipment.								
2. Budget Line Item	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments	
3. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$450,000.00	\$0.00	
4. Total Amount (Self Totalling)								\$450,000.00	

b. Other Funding: Enter Source Information, Status, Description and Budget Line Item Amounts in the blue highlighted boxes below. Select funding type and status from the dropdown menus in the blue highlighted boxes where indicated. Please include specific, detailed budget narrative as an additional attachment in your application.

Matching Funds Detail									
1. Funding Type (Select the type of matching funds from the dropdown list)	State								
2. Agency/Locality Name (Enter the name the source of the matching funds)	Virginia Coalfield Economic Development Authority (VCEDA)								
3. Status (Select the status of the matching funds from the dropdown list)	Application Intended								
4. Description (Enter a brief description of how the matching funds will be used)	Funds will be used for the construction of the Welcome Center.								
5. Budget Line Item Description	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments	
6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)	\$0.00	\$0.00	\$0.00	\$0.00	\$45,000.00	\$0.00	\$105,000.00	\$0.00	
7. Total Amount (Self Totalling)								\$150,000.00	

Matching Funds Detail									
1. Funding Type (Select the type of matching funds from the dropdown list)	Private								
2. Agency/Locality Name (Enter the name the source of the matching funds)	Back of the Dragon Owner Provided Financing - owner secured loans and owner's equity								
3. Status (Select the status of the matching funds from the dropdown list)	Money in Hand								
4. Description (Enter a brief description of how the matching funds will be used)	All remaining initial project costs. See ATCH#5 Initial Project Cost Worksheet. Owner funding will also underwrite operations through break-even point. No external funding to be used for operations. See ATCH#4 Operational Inv & Exp Forecast.								
5. Budget Line Item Description	Personal Services	Contractual Services	Supplies & Materials	Continuous Charges	Property & Improvements	Equipment	Plant & Improvements	Transfer Payments	
6. Budget Line Item Amount (Enter the amount of funds allocated to each budget line)	\$0.00	\$109,465.84	\$20,000.00	\$0.00	\$590,168.00	\$157,500.00	\$211,500.00	\$0.00	
7. Total Amount (Self Totalling)								\$1,088,633.84	

2. Financial Information: Budgeted Expenditures
 You do not need to enter any information in this section. The table below is self calculating based on the information entered in section 1 (Financial Information: Sources of Funds). Please fill in the blue highlighted fields in section 1 to populate the table below. The amounts from the "TICRC Funds" column and the "Total Matching Funds Column" should correspond to the amounts entered in the original application.

	Proposed Project Budget							Total Matching Funds	Grand Total
	TICRC Funds	State	Local	Federal	Private	In-Kind			
Personal Services (Salaries, Wages, Benefits, etc.)									
Contractual Services (A&E, Legal, Printing, Media, Travel, Training, etc.)					\$109,465.84		\$109,465.84	\$109,465.84	
Supplies & Materials (Engineering Supplies, Building & Mechanical Repair, Supplies, Educational Supplies, etc.)					\$20,000.00		\$20,000.00	\$20,000.00	
Continuous Charges (Insurance, Lease Payments, Utilities, etc.)									
Property & Improvements (Land Acquisition, Site Development, etc.)		\$45,000.00			\$590,168.00		\$635,168.00	\$635,168.00	
Equipment (Computers, Phones, Furniture, Fixtures, Manufacturing Equipment, etc.)					\$157,500.00		\$157,500.00	\$157,500.00	
Plant & Improvements (Building Acquisition, Construction/Renovation, etc.)	\$450,000.00	\$105,000.00			\$211,500.00		\$316,500.00	\$766,500.00	
Transfer Payments (Scholarships, Incentives, etc.)									
Total Costs:	\$450,000.00	\$150,000.00			\$1,088,633.84		\$1,238,633.84	\$1,688,633.84	

VIRGINIA IS FOR LOVERS

January 15, 2019

To Whom It May Concern:

The Virginia Tourism Corporation (VTC) supports the continuing development of the Back of the Dragon in Southwest Virginia. VTC is excited to see Back of the Dragon move forward with development efforts to support key industries like tourism in the community.

Back of the Dragon has realized major successes since the project began. Back of the Dragon attracts enthusiasts from throughout the Mid-Atlantic and Southeastern regions. The profile of the visitor shows annual incomes of over \$75,000. The local economic impact has shown steady growth year to year. One of the most significant impacts has been in the development and opening of new businesses to support the area's adventure tourism economy. Recently Tazewell County experienced the opening of thirteen new businesses, the expansion of five existing businesses, and the creation of over 100 new jobs.

The major contributor to these successes is the Back of the Dragon. The increase of traffic and visitors to the Back of the Dragon continues to be strong and impactful. Additionally, Back of the Dragon has received considerable media coverage and awards, which serves to strengthen and validate Back of the Dragon as a significant tourism asset.

The Virginia Tourism Corporation works to develop and market the state and the Southwest Virginia region as a travel destination. This request compliments and supports our mission in many ways, including key development recommendations within our DRIVE Tourism plan for Virginia. The Virginia Tourism Corporation Tourism Development Team and other VTC staff have worked closely with Back of the Dragon on these efforts.

The Virginia Tourism Corporation provides this letter in support of the funding request for the Back of the Dragon and the further development of the tourism economy in the region.

The Virginia Tourism Corporation urges favorable consideration of the funding request.

Sincerely,



Steve Galyean
Planning & Partnerships Director

Virginia Tourism Corporation
901 East Cary Street, Suite 900
Richmond, VA 23219-4048 USA

TEL (804) 545-5500
FAX (804) 545-5501

Consumer: www.Virginia.org
Industry: www.VATC.org



April 10, 2019

Jonathan Belcher
527 East main street
Lebanon, VA 24266

Dear Jonathan,

On behalf of Friends of Southwest Virginia, I am pleased to offer this letter of support for the Back of the Dragon Welcome Center Project under development by Back of the Dragon, LLC. and Dragon Fire, LLC.

In 2010, the vision of a Back of the Dragon Welcome Center and Back of the Dragon route were conceived. Now, the beautiful winding stretch of 32 miles is now a formally recognized tourist route. In the 7 years since its designation, the route has seen visitors in the hundreds of thousands. Furthermore, this increase in traffic has resulted in growing tourist revenues for the counties of Smyth and Tazewell. According to Virginia Tourism Corporation research, tourist dollars spent in both counties have increased over the past 5 years. A Back of the Dragon Welcome Center will not only assist Back of the Dragon visitors in their trip, but also encourage other visitors and residents to discover this adventurous and scenic route.

Friends of Southwest Virginia has worked hard over the past decade to develop a strong creative economy through multiple large-scale planning and development projects across 19 counties and four cities of the region to stimulate the economy. Leveraging the unique asset of the Back of the Dragon will help bring economic impact to Smyth and Tazewell Counties and the surrounding region.

I encourage VCEDA to support this project and should you have any questions or if I may be of assistance, please feel free to contact me at (276) 492-2400.

Best regards,

Chris Cannon
Executive Director
Friends of Southwest Virginia



AGENDA

SPECIAL PROJECTS COMMITTEE MEETING

Thursday, June 6, 2019
10:00 A.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

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 <u>1/8/19</u> Minutes	<i>(published on website)</i>
Extension Requests	<i>Tim Pfohl, Grants Director</i>
Public Comments	
Adjournment	

Special Projects Committee

June 6, 2019

The Committee is scheduled to meet on Thursday, June 6th at 10:00 am, prior to the meeting of the full Commission. The agenda includes three items in Other Business:

OTHER BUSINESS

Blue Ridge Crossroads Economic Development Authority

Wildwood Commerce Park – Wastewater Capacity II (Grant # 3009)

Request for additional time extension

Staff Summary & Comments: This Megasite Program grant was approved for \$2,499,500 in May 2015 and has a current remaining balance of \$217,499. The project is largely complete and was expected to close during Summer 2018. During the past year the grantee has worked with the project's contractor to complete start up testing and engineering sign off of the wastewater system upgrades including a pump station. BRCEDA has been reluctant to release the retainage to the contractor until these final activities have occurred. The grant balance, as well as the remainder of an advance paid earlier in the project (\$222,526.48) will be used to pay the retainage and to address any additional work that will need to occur as a result of the testing.

Staff recommends approval of a fifth year extension through May 21, 2020 to allow time for proper start up testing and close out activities.

Greenville County

MaMAC / Otterdam Road Phase 2 (#3010)

Request for 5th Year Extension to May 21, 2020

Staff Summary & Comments: This \$1,480,320 grant award from the Megasite program was approved in May 2015. A fourth year extension was requested in December 2017, and subsequently approved by the Commission's executive director extending the grant to May 21, 2019. A total of \$577,808 have been approved for reimbursement of professional services and construction expenses for development of the MaMAC property. There is \$902,511.40 remaining on the TRRC project account. County staff has indicated that engineering for the Phase 2 road work is 99% complete and the project should be bid in the next 30-60 days. The grants funding share of the construction contract is expected to be completed within the fifth year extension period.

Staff recommends approval of fifth year extension to May 21, 2020.

Prince Edward County

Prince Edward County Industrial Access Road (#3089)

Request for a 5th Year Extension to May 21, 2020

Staff Summary & Comments: This \$328,395 Special Projects grant award was approved in September 2015 to support site development work for expanding lots available in the Prince Edward County Industrial Park. Construction of an access road extension was to be completed by November 2017. That

did not occur and the project has been delayed in part due to changes in county staffing (the previous economic development director accepted a position with the A&E firm which has the engineering contract for this project). Conflict of interest concerns with a proposed budget reallocation submitted by the A&E firm and for their benefit were addressed by the county. A total of \$571,960 Commission funds are committed under from three grants, to support the access road construction-- this grant from Special Projects and two smaller awards from the Southside Economic Development committee (\$49,080 and \$194,485 awarded in 2016). The primary Match is listed as \$475,000 from VDOT Access Road funds, with county contributions for professional service contracts and remaining funds required for construction. In March 2019, Commission staff inquired on the status of the application to VDOT, and it was reported that it had never been submitted. The County is working on this now and indicated a four to six month review process, which is expected to further delay the contribution timeline-- albeit construction is expected to move quickly once the contract goes to bid. Both of the SSEED grants for this project will come up for an extension in early 2020, and we will know at that time the status of bidding and whether all funds are committed for completion of the site work and road construction.

Staff recommends approval of fifth year extension to May 21, 2020.



AGENDA

TROF COMMITTEE MEETING

Wednesday, June 5, 2019
4:00 P.M.

Institute for Advanced Learning and Research
150 Slayton Avenue
Danville, VA

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>1/7/19</u> Minutes	<i>(published on website)</i>
Policy Discussion	<i>Andy Sorrell, Deputy Director</i>
Extension Request - #2995 Monogram	<i>Andy Sorrell, Deputy Director</i>
Other Business	<i>Andy Sorrell, Deputy Director</i>
Public Comments	
Adjournment	

TROF Awards FY 2016 - FY 2019

Project #	Date Approved	Organization	Project Title	Jobs Promised	Capital Investment Promised	Approved Grant Amount	Approved Loan Amount	Total Approval Amount
3550	05/22/2019	Danville, City of	Lighthouse Inc.	160	\$40,240,000	\$340,000	\$220,000	\$560,000
3549	05/24/2019	Danville-Pittsylvania Regional Industrial Facility Authority	Confidential (not announced)	8	\$1,900,000	\$45,000	\$0	\$45,000
3546	04/30/2019	Galax, City of	Confidential (not announced)	10	\$3,500,000	\$20,000	\$20,000	\$40,000
3545	04/30/2019	Carroll County Industrial Development Authority	Confidential (not announced)	35	\$950,000	\$50,000	\$50,000	\$100,000
3544	04/30/2019	Joint IDA of Wythe County, VA	Confidential (not announced)	5	\$270,000	\$15,000	\$15,000	\$30,000
3506	02/12/2019	Smyth County Board of Supervisors	Scholle IPN Packaging, Inc.	42	\$10,290,000	\$195,000	\$0	\$195,000
3502	12/12/2018	Franklin County	McAlhairs, Inc	25	\$7,800,000	\$60,000	\$60,000	\$120,000
3501	12/12/2018	Danville, City of	Confidential (not announced)	45	\$31,197,395	\$330,000	\$330,000	\$660,000
3485	11/01/2018	Smyth County Board of Supervisors	Smyth County Machine and Fabrication LLC	53	\$4,000,000	\$200,000	\$0	\$200,000
3484	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	BGF Industries, Inc.	65	\$7,000,000	\$620,000	\$620,000	\$1,240,000
3483	10/15/2018	Prince Edward County	Yak Attack	50	\$650,000	\$110,000	\$0	\$110,000
3482	10/15/2018	Danville-Pittsylvania Regional Industrial Facility Authority	Harlow Feastech LLC	49	\$8,000,000	\$315,000	\$630,000	\$945,000
3481	10/9/2018	Franklin County	Empire Bakery Commissary	75	\$10,400,000	\$140,000	\$140,000	\$280,000
3479	10/09/2018	Charlotte County Industrial Development Authority	Cardinal Homes	200	\$2,550,000	\$370,000	\$370,000	\$740,000
3477	10/05/2018	Danville, City of	Confidential (not announced)	500	\$15,050,000	\$1,665,000	\$1,665,000	\$3,330,000
3476	10/09/2018	Danville, City of	VitalPlan Inc	26	\$218,004	\$70,000	\$70,000	\$140,000
3456	07/25/2018	Henry County IDA	Press Glass, Inc.	212	\$43,550,000	\$835,000	\$0	\$835,000
3455	07/25/2018	Halifax County IDA	Aquatic	70	\$500,000	\$125,000	\$0	\$125,000
3452	07/17/2018	Smyth-Washington Regional Industrial Facilities Authority (SWIFA)	Speyside Bourbon Coopersage, Inc.	35	\$9,000,000	\$95,000	\$0	\$95,000
3451	07/17/2018	Smyth County Board of Supervisors	Speyside Bourbon Coopersage, Inc.	125	\$26,000,000	\$415,000	\$0	\$415,000
	FY 2019 (to Date)	# of Projects	20	1,790	\$223,065,399	\$6,015,000	\$4,190,000	\$10,205,000
	FY 2018	# of Projects	32	1,965	\$150,434,797	\$7,355,000	\$4,087,500	\$11,442,500
	FY 2017	# of Projects	20	715	\$143,288,700	\$3,170,000	\$997,500	\$4,167,500
	FY 2016	# of Projects	21	1,697	\$184,483,750	\$7,218,000	\$0	\$7,218,000

ADMINISTRATIVE

Tobacco Region Revitalization Commission

Financial Summary

As of April 30, 2019

TICR Fund Balance	\$ 177,818,549
Restricted Endowment Balance	\$ 75,976,441
Unrestricted Endowment Balance	\$ 157,901,509
Restricted Endowment Accum Interest	\$ 5,692,230
Unrestricted Endowment Accum Interest	\$ 4,132,864
Total Cash & Investments	\$ 421,521,593

Cash Disbursements - this month	\$ 2,128,112
Cash Disbursements - FYTD	\$ 26,818,407

Fund	Unobligated Balances
Special Projects	\$ 675,062
Education	\$ 12,949,230
TROF (Deal Closing)	\$ 1,571,551
Southside Economic Development	\$ 25,232,123
Southwest Economic Development	\$ 1,199,008
Agribusiness	\$ 1,198,790
R&D/Broadband	\$ 11,919,564
Reserve	\$ 6,476
Megapark	\$ 2,990,747
Megasite Prospect Incentive Fund	\$ 7,500,000
VRA Loan Program set-aside	\$ 964,109
Administration	\$ 1,020,724
TICRC General Account	\$ 2,100,232
FY2019 Budget Balance	\$ 69,327,616

5/30/2019

Tobacco Region Revitalization Commission
Statement of Revenues, Expenditures, and Changes in Fund Balance (Cash Basis)
As of April 30, 2019

	FY19 Budget	YTD Actual	YTD Actual as % of Budget	Variance Favorable (Unfavorable)
<u>REVENUES</u>				
Other Revenue (all cost codes)	\$ -	\$ 3,720,316.12		3,720,316.12
Total Revenues	<u>\$ -</u>	<u>\$ 3,720,316.12</u>		<u>\$ 3,720,316.12</u>
<u>EXPENDITURES</u>				
Administration				
Salaries, Fringe Benefits, Per Diems	\$ 1,526,300	\$ 1,277,223.15	83.7%	\$ 249,076.85
Contractual Services	372,000	179,866.91	48.4%	192,133.09
Supplies and Materials	6,500	3,077.15	47.3%	3,422.85
Transfer Payments	313,000	-	0.0%	313,000.00
Rent, Insurance, Agency Svc Charges	161,400	149,661.79	92.7%	11,738.21
Furniture and Equipment	5,700	1,839.75	32.3%	3,860.25
Subtotal - Administration	\$ 2,384,900	\$ 1,611,668.75	67.6%	\$ 773,231.25
Community Revitalization	18,800,000	25,206,738.37		
Total Expenditures	<u>\$ 21,184,900</u>	<u>\$ 26,818,407.12</u>		
Revenues Over (Under) Expenditures	\$ (21,184,900)	\$ (23,098,091.00)		
<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, April 30, 2019	<u>\$ 199,402,748</u>	<u>\$ 177,818,549.48</u>		

VIRGINIA TOBACCO COMMISSION COMMITTEES

(as of 5/19)

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
Joel Cunningham
Alexis Ehrhardt
Julie Hensley
Robert Mills, Jr.

EDUCATION COMMITTEE

Gayle Barts
Kathy Byron
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*
Aubrey Layne
Danny Marshall
Will Morefield
Ed Owens
Frank Ruff, *Vice-Chair*
William Stanley
Tommy Wright

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

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*

TRAVEL EXPENSE REIMBURSEMENT VOUCHER

DEPARTMENT, INSTITUTION, OR AGENCY

Tobacco Region Revitalization Commission

******* PLEASE FILL IN THE RED AREAS**

Name:	
Address:	
City:	
State:	Zip:
Vendor ID: T -	XXXXXXXXXX
Suffix:	33

PERSONAL VEHICLE USE STATEMENT - STATE EMPLOYEES ONLY

- PERSONAL VEHICLE - COST BENEFICIAL TO THE STATE - PERSONAL MILEAGE RATE
 STATE VEHICLE - NOT AVAILABLE OR ACCESSIBLE - PERSONAL MILEAGE RATE
 STATE VEHICLE - AVAILABLE OR NOT REQUESTED - FLEET RATE

I HEREBY CERTIFY THAT EXPENSES LISTED BELOW WERE INCURRED BY ME ON OFFICIAL BUSINESS OF THE COMMONWEALTH OF VIRGINIA AND INCLUDE ONLY SUCH EXPENSES AS WERE NECESSARY IN THE CONDUCT OF BUSINESS.

STATE EMPLOYEE? YES NO

SIGNATURE OF TRAVELER

DATE
06/06/19

TITLE (circle one) Senate, House, Citizen

I HEREBY CERTIFY THAT THE TRAVEL UNDERTAKEN IN THIS REIMBURSEMENT VOUCHER HAS BEEN REVIEWED AND APPROVED AS NECESSARY FOR THE CONDUCT OF BUSINESS OF THE COMMONWEALTH.

TRAVELER'S SUPERVISOR

DATE

1. DATE	2. LOCATION AT WHICH EXPENSE WAS INCURRED. POINTS BETWEEN WHICH TRAVEL WAS NECESSARY, METHOD OF TRANSPORTATION USED AND MILEAGE RATE ALLOWED. EACH DAYS EXPENSES MUST BE SHOWN SEPARATELY.	3. MILES TRAVELED	4. MILEAGE	5. AUTO EXPENSE (ITEMIZE IN SECOND COLUMN)	6. PER DIEM AMOUNT (meals)	7. LODGING	8. OTHER (ITEMIZE IN SECOND COLUMN)	AMOUNT
6/5/2019	From _____, Va to Danville, Va by (circle) personal vehicle or car pooled Compensation by code for citizen member y/n _____							
6/5/2019	From Danville, Va to _____, Va by (circle) personal vehicle or car pooled							
6/6/2019	From _____, Va to Danville, Va by (circle) personal vehicle or car pooled Compensation by code for citizen member y/n _____							
6/6/2019	From Danville, Va to _____, Va by (circle) personal vehicle or car pooled							

I certify all computations are correct and that all necessary and required receipts are attached. Initial _____

TOTALS

VOUCHER NUMBER

DATE(MMDDYY)

PURPOSE OF TRIP

- CONFERENCE PRESENTATION EXTRADITIONS
 ATHLETICS INVESTIGATIONS FIELD WORK
 RECRUITMENT EDUCATION OTHER (EXPLAIN)

Commission meetings - Danville, VA

No Overnight

TOTAL SHEET 2

GRAND TOTAL

AMOUNT ADVANCED

Payment/(Due to Agency)

TRANS	AGENCY	GLA	FUND		FFY	PROGRAM			OBJECT	REVENUE SOURCE	AMOUNT	PROJECT		
			FUND	DET		PROG	SUB	ELE				PROJECT	TK	PH
	851		09	42	2019	745	01							
COST CODE	FIPS	PSD	AGENCY REFERENCE			INVOICE		DUE DATE	REFERENCE DOC					
			DATE	NUMBER	MM	DD	YY		NUMBER	SX				
040														
DESCRIPTION		CURRENT DOCUMENT		SUBSIDIARY ACCOUNT	MULTI-PURPOSE	1099	CHECK IF							
NUMBER	SX						CONTINUATION SHEET ATTACHED							
6/5 & 6/6/19 Commission meetings								<input type="checkbox"/>						

TRAVEL EXPENSE REIMBURSEMENT VOUCHER

DEPARTMENT, INSTITUTION, OR AGENCY

Virginia Tobacco Commission

******* PLEASE FILL IN THE RED AREAS**

Name:					
Address:					
City:					
State:		Zip:			
Vendor ID:	T -	XXXXXXXXXX	Suffix:	33	

PERSONAL VEHICLE USE STATEMENT - STATE EMPLOYEES ONLY

PERSONAL VEHICLE - COST BENEFICIAL TO THE STATE - PERSONAL MILEAGE RATE
 STATE VEHICLE - NOT AVAILABLE OR ACCESSIBLE - PERSONAL MILEAGE RATE
 STATE VEHICLE - AVAILABLE OR NOT REQUESTED - FLEET RATE

I HEREBY CERTIFY THAT EXPENSES LISTED BELOW WERE INCURRED BY ME ON OFFICIAL BUSINESS OF THE COMMONWEALTH OF VIRGINIA AND INCLUDE ONLY SUCH EXPENSES AS WERE NECESSARY IN THE CONDUCT OF BUSINESS.

STATE EMPLOYEE? YES NO

SIGNATURE OF TRAVELER		DATE
		06/06/19
TITLE (circle one) Senate, House, Citizen		

I HEREBY CERTIFY THAT THE TRAVEL UNDERTAKEN IN THIS REIMBURSEMENT VOUCHER HAS BEEN REVIEWED AND APPROVED AS NECESSARY FOR THE CONDUCT OF BUSINESS OF THE COMMONWEALTH.

TRAVELER'S SUPERVISOR DATE

1. DATE	2. LOCATION AT WHICH EXPENSE WAS INCURRED. POINTS BETWEEN WHICH TRAVEL WAS NECESSARY, METHOD OF TRANSPORTATION USED AND MILEAGE RATE ALLOWED. EACH DAYS EXPENSES MUST BE SHOWN SEPARATELY.	3. MILES TRAVELED	4. MILEAGE	5. AUTO EXPENSE (ITEMIZE IN SECOND COLUMN)	6. PER DIEM AMOUNT (meals)	7. LODGING	8. OTHER (ITEMIZE IN SECOND COLUMN)	AMOUNT
6/5/2019	From _____, Va to Danville, Va by (circle) personal vehicle or car pooled with Dinner reception provided Compensation by code for citizen member y/n _____				24.00	***		
6/6/2019	From Danville, Va to _____, Va by (circle) personal vehicle or car pooled with Breakfast and lunch provided Compensation by code for citizen member y/n _____				21.00			

I certify all computations are correct and that all necessary and required receipts are attached. Initial _____

TOTALS

45.00

VOUCHER NUMBER _____ DATE(MMDDYY) _____

PURPOSE OF TRIP

CONFERENCE PRESENTATION EXTRADITIONS
 ATHLETICS INVESTIGATIONS FIELD WORK
 RECRUITMENT EDUCATION OTHER (EXPLAIN)
OVERNIGHT ***Lodging direct billed
 Commission meetings in Danville, Va

TOTAL SHEET 2

GRAND TOTAL

AMOUNT ADVANCED

Payment/(Due to Agency)

TRANS	AGENCY	GLA	FUND		FFY	PROGRAM			OBJECT	REVENUE SOURCE	AMOUNT	PROJECT		
			FUND	DET		PROG	SUB	ELE				PROJECT	TK	PH
	851		09	42	2019	745	01							
COST CODE	FIPS	PSD	AGENCY REFERENCE			INVOICE		DUE DATE	REFERENCE DOC					
			DATE	NUMBER	MM	DD	YY	NUMBER	SX					
040														
DESCRIPTION						CURRENT DOCUMENT		SUBSIDIARY ACCOUNT	MULTI-PURPOSE	1099	CHECK IF			
						NUMBER	SX				<input type="checkbox"/> CONTINUATION SHEET ATTACHED			
6/5 & 6/6/19 Commission meetings											125			