



AGENDA

JOINT MEETING

IALR BOARD OF TRUSTEES (BOT) & IALR FOUNDATION BOARD OF DIRECTORS (FBOD)

Center for Manufacturing Advancement – Conference Room

Thursday, August 17, 2023 - 9:00 am – 12:00 pm

I. Convening of Open Session

- | | |
|---|----------------------------|
| A. Call to Order of Board of Trustees | Don Merricks |
| B. Call to Order of Foundation Board of Directors | Lott Rogers |
| C. Welcome | Don Merricks & Lott Rogers |

II. Meet the Department

Telly Tucker

III. Approval of Minutes (Vote Required)

BOT

- | | |
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| A. Approval of May 18, 2023, BOT Minutes | Don Merricks |
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FBOD

- | | |
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| A. Approval of May 18, 2023, FBOD Minutes | Lott Rogers |
| B. Approval of June 27, 2023, FBOD Minutes | |

IV. Public Comment to IALR Board

Don Merricks

V. Committee Reports and Actions

A. Economic Development Update (10 Minutes)

Linda Green

B. Programs & Services (10 Minutes)

Greg Hodges/ Julie Brown

C. Resources (10 Minutes)

Charles Majors / Angie Anderson

➤ IALR Report – FY2023 – 4th Quarter Update

- Approval of FY2023 – 4th Quarter Update (Vote Required)

Charles Majors / Angie Anderson

➤ Foundation Report – FY2023 – 4th Quarter Update

- Approval of FY2023 – 4th Quarter Update (Vote Required)

Lott Rogers / Angie Anderson

RECESS / BREAK

- D. Applied Research (10 Minutes) Guru Ghosh / Scott Lowman
- E. Manufacturing Advancement (10 Minutes) Ben Davenport / Todd Yeatts
- F. The Institute Conference Center (10 Minutes) Leslie Dobbins
- G. Operations (10 Minutes) John Hughes
 - FOIA
 - Facilities
- VI. Leadership Reports
 - A. BOT Chair’s Report (BOT) Don Merricks
 - Resolutions (Vote Required)
 - B. President’s Report (FBOD) Lott Rogers
 - C. President’s Report (IALR) Telly Tucker
- VII. New Business and Open Forum of Concerns/Issues/Observations for BOT & FBOD Don Merricks
Lott Rogers

Attendance Notes: Dismissal of Foundation Board of Directors & IALR Staff

- VIII. Closed Session Don Merricks
- IX. Adjournment of BOT & FBOD Don Merricks
- X. Optional: Tour of the Center for Manufacturing Advancement Todd Yeatts

PLEASE REMEMBER THIS MEETING WILL BE HELD IN-PERSON.
 ZOOM INSTRUCTIONS WILL BE PROVIDED FOR TRUSTEES AND DIRECTORS UNABLE TO ATTEND IN PERSON.

FY2024 Proposed Meeting Schedule

BOT Committee Meetings:

<u>August 1, 2023</u>	<u>October 31, 2023</u>	<u>January 30, 2024</u>	<u>April 30, 2024</u>
9:00 am - 10:30 am	Applied Research		
10:45 am - 12:00 pm	Resources		
<u>August 3, 2023</u>	<u>November 2, 2023</u>	<u>February 1, 2024</u>	<u>May 2, 2024</u>
9:00 am - 10:30 am	Programs		
10:45 am - 12:15 pm	Manufacturing Advancement		

Board Meetings:

August 17, 2023	9:00 am – 12:00 pm
November 16, 2023	9:00 am – 12:00 pm
February 15, 2024	9:00 am – 12:00 pm
May 16, 2024	9:00 am – 12:00 pm



**JOINT ANNUAL MEETING OF IALR BOARD OF TRUSTEES (BOT)
AND IALR FOUNDATION BOARD OF DIRECTORS (FBOD)**

Minutes – May 18, 2023

<p><u>Board of Trustees Present</u> Mr. David Bennett, <i>Vice Chair</i> Mr. Ben Davenport Dr. Betty Jo Foster* Dr. Tiffany Franks Dr. Guru Ghosh Mr. Don Gibson Dr. Greg Hodges Mr. Mark Holland Ms. Emma Kozlowski Mr. Don Merricks, <i>Chair*</i> Mr. Lott Rogers* Dr. Jerry Wallace</p> <p><u>Board of Trustees unable to attend</u> Mr. Charles Majors Ms. Leslie Mantiply* Mr. Kunal Patel*</p>	<p><u>IALR Leadership & Officers Present</u> Ms. Angie Anderson, Chief Executive Officer Ms. Leslie Dobbins, VP of ICC & Operations Ms. LaShaun Graham, VP of Human Resources Ms. Linda Green, VP of Economic Dev. (SVRA) Ms. Amanda Hylton, VP of Strategic Initiatives, MA Dr. Scott Lowman, VP of Applied Research Ms. Allison Moore, Director of PR & Communications Ms. Pam Patterson, Secretary, BOT & FBOD Mr. Telly Tucker, President, IALR Mr. Todd Yeatts, EVP, Manufacturing Advancement</p> <p><u>IALR Leadership & Officers unable to attend</u> Dr. Julie Brown, VP of Advanced Learning</p> <p><u>Guests</u> None</p>
<p><u>Foundation Board of Directors Present</u> Mr. Jessie Barksdale Dr. Betty Jo Foster* Mr. Lenard Lackey Ms. Kathryn Roberts, <i>Vice-President, via Zoom</i> Mr. Lott Rogers, <i>President*</i></p> <p>“*” means serves on both boards</p>	<p><u>Foundation Directors unable to attend</u> Ms. Leslie Mantiply* Mr. Kunal Patel*</p>

Call to Order / Welcome / Introductions

The Joint Annual Meeting of the IALR Board of Trustees (BOT) and the IALR Foundation Board of Directors (FBOD) was held on Thursday, May 18, 2023, in IALR Conference Room 207. Mr. Don Merricks, Chair, called the BOT meeting to order at 9:00 AM, and Mr. Lott Rogers, FBOD President, called the Foundation meeting to order at 9:00 AM. A quorum was present for both the BOT and the FBOD; thereby enabling the joint meeting to proceed. There were no additions to the agenda. An attendance roster is included (Exhibit A). Mr. Merricks and Mr. Rogers welcomed the Board and Foundation members to the meeting.

Attendance of BOT Members by Electronic Communications Means

No BOT members attended by electronic communication means.

Ms. Kathryn Roberts, Vice President of the Foundation Board of Directors, attended via Zoom however, a vote was not required.

Meet the Department

The following staff members were introduced:

Francina Jones, REACH Program Assistant, via ZOOM
Evan Jones, GO TEC Training Coordinator, Region 4
Timothy Kilbourne, GO TEC Training Coordinator, Region 1, via ZOOM
Alecia Stancil, GO TEC Training Coordinator, Region 5
Cassidy Pruitt, Research and Communications Analyst, SVRA
Jill Collins, GO TEC Program Coordinator

Approval of Minutes

Board of Trustees

- **Motion:** Dr. Greg Hodges made a motion to approve the minutes for the February 16, 2023 Joint BOT & FBOD meeting. Dr. Tiffany Franks seconded the motion. The motion was approved.

Foundation Board of Directors

- **Motion:** Mr. Don Merricks made a motion to approve the minutes for the February 16, 2023 Joint BOT & FBOD meeting. Dr. Betty Jo Foster seconded the motion. The motion was approved.
- **Motion:** Dr. Betty Jo Foster made a motion to approve the minutes for the May 16, 2023 FBOD meeting. Mr. Jessie Barksdale seconded the motion. The motion was approved.

Public Comment to IALR Board

Mr. Don Merricks, Chair of the Board of Trustees, called for public comment. Hearing none, he moved to the next agenda item.

Committee Reports and Actions

- **Resources & Controls**
Mr. Telly Tucker filed the Resources & Controls Committee report in lieu of Mr. Charles Majors' absence. Mr. Majors asked Mr. Tucker to convey his regrets to the BOT for his absence and to report on his behalf the following comments.

DRAFT – PENDING APPROVAL

- a) the Resources Committee reviewed the 3rd Quarter Financials and found them to be in order
- b) the Resources Committee reviewed the proposed FY 2024 (overall IALR budget) and found it to be in order.
- c) the Manufacturing Advancement budget (broken down due to the high volume of activity) and found it to be in order.

Ms. Angie Anderson presented the 3rd Quarter Financial report (Exhibit B).

- **Motion** – On behalf of the Resources Committee, Mr. Telly Tucker entered a motion for the Board of Trustees (BOT) to accept and approve the FY2023 third quarter IALR Financial Report. *(Because the motion was submitted by a committee, a second was not required.)* The motion was approved by unanimous consent.
- **Motion** - Mr. Jessie Barksdale made a motion to accept the FY2023 third quarter FBOD Financial Report. Ms. Kathryn Roberts seconded the motion. The motion passed by unanimous consent.

Budget FY2024 – IALR Budget Comparison – FY2023 vs. FY2024 (Exhibit C)

Ms. Anderson presented the FY2023 to FY2024 Departmental Comparison Budget Report. She commented on the addition of several items.

- a) A full-time position was added for Procurement
- b) A part-time position was added for the Grants & Contracts Department
- c) A full-time Receptionist for the Charles R. Hawkins Building
- d) A full-time IT Technician
- e) A 24-Hour Security Guard (due to the number of students on the campus)
- f) Funding for a market analysis for the Human Resources Department
- g) A contingency fund of \$100,000

Mr. Tucker commented that a three percent (3%) Cost-of-Living-Adjustment (COLA) was included for all staff except for the position of President. He stated that after the BOT reviews his Performance Evaluation, a salary adjustment may be made as they so desire.

- **Motion** – On behalf of the Resources Committee, Mr. Don Merricks entered a motion for the Board of Trustees (BOT) to accept and approve the IALR Budget FY2023 to FY2024 as presented, recognizing that any changes in appropriations from the General Assembly will be reviewed and brought to the BOT at the next meeting scheduled for August 17, 2023. *(Because the motion was submitted by a committee, a second was not required.)* The motion was approved by unanimous consent.

Proposed Manufacturing Advancement Division Budget (Exhibit D)

Ms. Anderson presented the FY2023 to FY2024 Manufacturing Advancement Division Budget. Mr. Tucker commented that the committee reviewed the budget and gave their consent to recommend it to the Board for approval.

- **Motion** – On behalf of the Resources Committee, Mr. Don Merricks entered a recommendation from the Resources Committee for the Board of Trustees (BOT) to accept and approve the Proposed Manufacturing Advancement Division Budget as presented. (Because the motion was submitted by a committee, a second was not required.) The motion was approved by unanimous consent.

Conflict of Interest Statement/Policy (Exhibit E)

Ms. Angie Anderson presented the *Conflict of Interest Statement/Policy* which included a signature page. She explained that an A-133 audit is required when more than \$750,000 of federal funds are spent in one fiscal year. There is a requirement that each BOT and FBOD member must sign a *Conflict of Interest Statement* each fiscal year. The forms were included in the meeting packet, signed by BOT and FBOD members, and returned to Ms. Anderson.

- **Human Resources**

Ms. LaShaun Graham's presentation included changes to the Employee Handbook Updates (Exhibit F):

- a) the Solicitation Policy
- b) the Employment of Relatives Policy
- c) the Vacation/Annual Leave Policy
- d) the Paid Family Leave Policy
- e) the Flexible Work Policy

- **The Institute Conference Center and Facilities**

Ms. Leslie Dobbins presented The Institute Conference Center and Facilities report. The report (Exhibit G) included conference services activity, *Megabytes* activity, and updates on facility projects.

- **Manufacturing Advancement**

Mr. Ben Davenport filed the Manufacturing Advancement report. He commented that the Accelerated Training in Defense Manufacturing (ATDM) program was not happening anywhere else in the United States. He added that IALR has the most advanced training in the areas of destructive materials, additive manufacturing, etc. He stated that it provides a great opportunity for workforce development in the region.

Ms. Amanda Hylton presented the Manufacturing Advancement Narrative Report (Exhibit H), and the Quad Chart Report (Exhibit I).

RECESS / RECONVENING

Mr. Merricks called a five (5) minute recess at 10:35 a.m. The meeting resumed at 10:45 a.m.

- **Applied Research**

Dr. Guru Ghosh filed the Applied Research report. He commented that Dr. Scott Lowman had brought an extraordinary level of energy and leadership to the research team. He added that it was his privilege to continuously observe, witness, and celebrate the tremendous work that is being accomplished by Dr. Lowman and the team.

DRAFT – PENDING APPROVAL

Dr. Scott Lowman presented the Applied Research Narrative Report (Exhibit J), and the Quad Chart Report (Exhibit K). The report aligned with the IALR Strategic Plan and included the following:

- a) Current Activities by the IALR / Virginia Tech team
- b) Controlled Environment Agriculture (CEA) – Economic Development
- c) Visits from Virginia Governor Glenn Youngkin and Virginia Secretary of Agriculture & Forestry Matt Lohr
- d) Dates established for the second CEA Summit East Event scheduled for September 19-20, 2023

- **Economic Development Update**

Ms. Linda Green presented the Southern Virginia Regional Alliance (SVRA) report (Exhibit L). The report included the following topics:

- a) Impact Metrics for FY 2017-2023
- b) Capacity Building
- c) Networking
- d) Marketing

Ms. Green commented that several meetings are being planned and will be held in the Institute Conference Center. They include:

- a) the Virginia Economic Development Association (VEDA) Leadership Retreat in July 2023
- b) a Workforce Summit scheduled for September 12, 2023
- c) a Housing Conference is scheduled for August 18-19, 2023

- **Programs & Services**

Dr. Greg Hodges filed the Programs & Services report. Ms. Dana Silicki presented the Advanced Learning Narrative Report (Exhibit M) and the Quad Chart Report (Exhibit N) in lieu of Dr. Julie Brown's absence. Listed below are highlights from the report:

- a) Collaborative relationships with partners
- b) a GO TEC Lab visit from Virginia Governor Glenn Youngkin and Virginia Secretary of Agriculture & Forestry Matt Lohr
- c) Metrics for the ExTRA, REACH, REACH PHA, AET, GO TEC VA 2025 (3-year), EXCITE, Internships, and AspHIRE programs
- d) Upcoming Events

- **Nominating Committee**

- A. **BOT Slate of Officers**

Dr. Betty Jo Foster stated that the Nominating Committee met on February 16, 2023. Serving on the Nominating Committee were Dr. Betty Jo Foster (Chair), Dr. Tiffany Franks, Ms. Leslie Mantiply, and Mr. Mark Holland. Dr. Foster presented the following slate of officers for FY 2024.

DRAFT – PENDING APPROVAL

Mr. Don Merricks, Chair
Mr. David Bennett, Vice Chair
Ms. Angie Anderson, Treasurer
Ms. Pam Patterson, Secretary

- **Motion:** Mr. Don Gibson made a motion to approve the BOT slate of officers as presented. Mr. Ben Davenport seconded the motion. The motion was approved with Unanimous consent.

B. Appointments from BOT to FBOD

Mr. Merricks presented the following appointments from the BOT to the FBOD for FY2024:

Dr. Betty Jo Foster
Ms. Leslie Mantiplly
Mr. Kunal Patel
Mr. Lott Rogers

C. FBOD Officers for FY2023

Mr. Lott Rogers stated that the Foundation Board of Directors met on Tuesday, May 16, 2023, and elected the following individuals as FBOD officers for FY2024:

- 1) President: Mr. Lott Rogers
- 2) Vice President: Ms. Kathryn Roberts
- 3) Secretary: Ms. Pam Patterson
- 4) Treasurer: Ms. Angie Anderson

Leadership Reports

A. **BOT Chair's Report**

Don Merricks

Mr. Merricks stated that a letter has been sent to The Honorable Todd Gilbert, Speaker of the House, requesting the appointment of Ms. Leslie Mantiplly to the Board of Trustees. Ms. Mantiplly was appointed by the House of Delegates to fill an unexpired term ending June 30, 2023. If re-appointed, she will be eligible to serve two full 3-year terms.

Mr. Merricks encouraged the Leadership Team to streamline the Quad Chart Reports and be cognizant of the time allotted for them.

Mr. Merricks commented that the Board of Trustees is committee driven. He encouraged the Trustees to participate in the committee meetings.

Bylaws - Foundation Board of Directors (Exhibit

Mr. Merricks directed everyone's attention to the Foundation Bylaws and discussed some minor

changes needed regarding names and titles. A copy of the *Proposed Revisions To Be Considered at the Joint Annual Meeting of the BOT & FBOD ON May 18, 2023*, was attached as (Exhibit O). The FBOD approved the changes; however, the Bylaws require approval by the BOT.

- **Motion** – Dr. Greg Hodges made a motion to approve the changes to the Foundation Bylaws. Mr. Don Gibson seconded the motion. The motion passed by unanimous consent.

B. FBOD President’s Report

Lott Rogers

Mr. Lott Rogers stated that the FBOD met on Tuesday, May 16, 2023. Mr. Jessie Barksdale was re-appointed as an Elected Director for a 2nd 3-year term. Mrs. Cheryl Terry, Dean of Career & Technical Education, Danville Community College, was appointed as an Elected Director for the FBOD for a 3-year term. Mr. Philip Haley resigned from the FBOD effective May 10, 2023.

C. President’s Report

Telly Tucker

Mr. Telly Tucker’s report (Exhibit P) included an update on his outreach efforts, his involvement in various meetings, current projects, etc. Highlights of the report included:

- The Executive Vice President of Operations has been hired, and a press release is scheduled for the first week of June.
- The final Certificate of Occupancy (CO) for the Center for Manufacturing Advancement (CMA) is expected in the next several days. The next Joint BOT & FBOD meeting scheduled for August 17, 2023, will be held in the CMA building.
- Discussions continue with multiple developers on housing for the ATDM students on the IALR campus.
- Strategy for the next General Assembly budget will kick off in June. More administrative personnel is needed to support the work that is underway, and additional funding for capital needs will be addressed. A lot of new faces will be joining the General Assembly, and it will be important to connect with them and educate them on the work that is underway at IALR.
- IALR and Danville Community College (DCC) have worked out a mutually favorable agreement to get instructors hired with the expediency that is required. The instructors and technicians for the ATDM program will become employees of IALR and serve as adjunct faculty for DCC.
- A copy of the FY 2021-2022 Annual Report (Exhibit Q) was included in the meeting packet.

New Business and Open Forum of Concerns/Issues/Observations for BOT or FBOD

None

Adjournment

Mr. Don Merricks, Chair, declared the meeting adjourned at 12:10 p.m.

Signatures and Exhibits are shown on the following page.

DRAFT – PENDING APPROVAL

Minutes Recorded By:

Pam Patterson
Secretary, IALR Board of Trustees
and IALR Foundation Board of Directors

Date

Minutes Approved By:

Don Merricks
Chair, IALR Board of Trustees

Date

AND

Lott Rogers, Jr.
President, IALR Foundation Board

Date

Summary of Exhibits (incorporated as an official part of these minutes)

- A. Attendance Roster
- B. Financial Report – 3rd Quarter FY2023
- C. IALR Budget FY2023 to FY2024 Departmental Comparison – Draft as of 4-19-23
- D. Proposed Manufacturing Advancement Division Budget
- E. IALR Conflict of Interest Policy
- F. Employee Handbook Updates
- G. The Institute Conference Center and Facilities Report
- H. Manufacturing Advancement Narrative Report – May 4, 2023
- I. Manufacturing Advancement Quad Chart Report – FY2023 Q3
- J. Applied Research Narrative Report – May 2023
- K. Applied Research Quad Chart Report
- L. Economic Development/SVRA Quad Chart Report
- M. Programs & Services / Advanced Learning Narrative Report – May 2023
- N. Programs & Services / Advanced Learning Quad Chart Report titled, *“Serve as the region’s hub for training and educating a highly-skilled workforce”*
- O. Proposed Revisions to the IALR Foundation Bylaws
- P. President’s Report to the Board of Trustees
- Q. IALR Annual Report 2021-2022 – Partnering to Transform Southern Virginia



FOUNDATION BOARD OF DIRECTORS (FBOD)

VIRTUAL MEETING

Tuesday, June 27, 2023 – 4:00 PM

Minutes

<p><u>Foundation Board of Directors Present</u> Mr. Lenard Lackey Ms. Leslie Mantiply Mr. Don Merricks, <i>Ex Officio</i> Mr. Kunal Patel Mr. Lott Rogers, <i>President</i> Ms. Cheryl Terry Mr. Telly Tucker, <i>Ex Officio</i></p> <p><u>Foundation Board of Directors Unable to Attend</u> Mr. Jessie Barksdale Dr. Betty Jo Foster Ms. Kathryn Roberts, <i>Vice President</i></p>	<p><u>IALR Staff Present</u> Ms. Angie Anderson, Chief Accounting Officer</p> <p><u>IALR Staff Unable to Attend</u> Ms. Pam Patterson, FBOD Secretary</p>
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Convening of Open Session

Mr. Lott Rogers, President of the IALR Foundation Board of Directors (FBOD), called the meeting to order on Tuesday, June 27, 2023, at 4:00 p.m. A quorum was present.

Approval of Minutes

There were no minutes to approve. All minutes from previous meetings had been approved prior to this meeting.

Discussion

A. Southeastern Institute of Research, Inc. (SIR) Proposal (Exhibit A)

Mr. Telly Tucker stated that the Board of Trustees Executive Committee met on Wednesday, June 7, 2023, and heard a presentation from SIR. The company is a consulting group that specializes in marketing strategies and data-driven research for some economic development organizations. They are also working for the future I-73 Corridor for Martinsville and Henry County. He added that he and Mr. Ben Davenport met with SIR to talk about how to take advantage of the opportunities before us in terms of the assets we have at our disposal; specifically related to IALR's relationship with the U.S. Navy and the Additive Manufacturing Center of Excellence (AM COE) within the State of Virginia's Center for Manufacturing Advancement (CMA). Mr. Tucker added that it is important to take advantage of this unique asset and capitalize on the economic development opportunity associated with attracting businesses and supply chain companies that might choose to locate close to this Center of Excellence.

Mr. Tucker directed the committee's attention to the attachment/proposal that was included in the email invitation. SIR will develop a plan to build local understanding and support for the work at IALR and generate local appreciation for additive manufacturing. SIR will assist IALR in advancing Danville as a Center for Additive Manufacturing including developing a plan to identify future talent and process needs for capitalizing on this opportunity. Additionally, the proposed plan would aid in attracting and growing private investment opportunities by way of economic development prospects, possibly attracting additional Department of Defense (DoD) or military investment, as well as attracting support from the Virginia Economic Development Partnership (VEDP) and ecosystems.

Mr. Tucker stated that the total cost of the engagement with SIR is \$44,500. The funds to pay for the proposal were donated to IALR from an outside source. As a means of formality, the funds will pass through the IALR Foundation. Mr. Tucker added that the Executive Committee is requesting that the IALR Foundation take action to approve the expenditure of \$44,500 to hire SIR to complete this marketing strategy for IALR's Economic Development department to capitalize on the opportunity around additive manufacturing and the funds contributed to the IALR Foundation from an outside source. The contract will be between the IALR Foundation and SIR.

Motion: Mr. Don Merricks made a motion for the IALR Foundation Board of Directors to enter into a contract with the Southeastern Institute of Research, Inc. (SIR) in the amount of \$44,500 with the understanding that the funds will come to the IALR Foundation from an outside source. Mr. Merricks will confirm the payment of funds from the outside source. The IALR Foundation will pay fifty-percent (50%) of the total cost (\$22,250) which will be billed by SIR upon approval of the notice to proceed until the funding from the outside source has been received. Mr. Telly Tucker will sign the document on behalf of the IALR Foundation Board of Directors. Ms. Leslie Mantiply seconded the motion. The motion was approved by unanimous vote.

Financial Update

Angie Anderson

Ms. Anderson commented that there was no financial update to be presented. the third There were no questions or concerns expressed by the FBOD.

Adjournment

Mr. Lott Rogers declared the meeting adjourned at 5:00 p.m.

Minutes Recorded By:

Minutes Approved By:

Telly Tucker, President
IALR

Lott Rogers
President, FBOD

Date

Date

Exhibits

A. Southeastern Institute of Research, Inc. (SIR) Proposal



Advanced Learning Division

Strategic Goals: 1, 2, 4, 6



STRATEGIC PRIORITY

1. **Maintain strong collaborative relationships with partners and stakeholders to drive programming and support businesses**

Current activity:

- **Best-practice call with Sec. of Labor's Policy Analyst; share IALR's role as the intermediary**
- **Multiple meetings with stakeholders - education, local government, private businesses, nonprofit partners**
- **Discuss GO TEC with Secretary Merrick (Commerce & Trade)**

Metrics

- **Received \$238,415 for Dan River Year AmeriCorps**
- **Received \$250,000 from SCHEV to serve as the lead for GOVA Region 3 V-TOP Innovative Internship effort.**

BOT Support:

- ❖ **Awareness of AL efforts**
- ❖ **Serve as an IALR Champion in the region/state**
- ❖ **Connect AL Team to appropriate community boards and resources**



Secretary Merricks tours GO TEC lab site at Brooks Crossing and GO TEC Mobile lab

STRATEGIC PRIORITY

2. Develop new initiatives to address gaps and barriers, filling talent voids

EmPOWER: ExTRA Apprenticeships
REACH and REACH AmeriCorps
V-TOP Innovative Internship Collaborative
IALR STEM Scholarships

Current activities:

- Application to National Center for Mobility Management – Community Mobility Design Challenge (planning and technical assistance)
- Presentations to IALR STEM Scholarship recipients [6 ceremonies]
- New Registered Apprenticeships

To watch:

Metrics

Program	Annual Target	To Date:
ExTRA	36 apprentices 12 credentials	9 apprentices
REACH	1316 clients 8160 referrals 75% reduction (ED, 911, 30-day)	567 clients (128 new) 5,947 65% reduction for 32 superusers
REACH PHA	15 members 80 workshops 960 attendees 648 ↑ knowledge 216 Δ behavior	15 enrolled/5 current 41 workshops 424 attendees 295 ↑ Knowledge 306 Δ behavior

BOT Support:

- ❖ Awareness of efforts to:
 - ❖ Assist with member recruitment
 - ❖ Assist with employer engagement

EXTRA [apprenticeships]



Southside Mechanical Systems [plumbing]



Blair Construction [carpentry]

STRATEGIC PRIORITY

3. Support and expand high-quality, high-impact programs to meet industry sector needs

GO TEC

AET

EmPOWER: Internships, EXCITE

Current activities:

- Region 1 and 4 GOVA per capita applications to expand GO TEC
- Region 5 (ODU and Hampton Roads Workforce Council) grant from the Navy to expand GO TEC.
- AET graduation and Open House for SY24
- Internships: Bootcamps, Friday debriefs and Celebration events, Fam Tour & DC Trip (IALR)

To watch:

Metrics

Program	Target	Current
AET	50 students/yr	FY24: 42 students 8 DPS; 34 PCS
GO TEC VA 2025 (3yr)	3 new Training Labs 15 new teachers trained 3,400 jobs created/filled # in Career Connections	0 0 80 4,387 (SY23)
EXCITE	30 teachers/yr	22
Internships	75 interns (GOVA) IALR	68 interns 16 interns

BOT Support:

- ❖ **Awareness of opportunities**

AET graduates



EXCITE



DPS and PCS Internships





STRATEGIC PRIORITY

5. Research, develop and deploy effective learning models with proven student success

**Wonder Community
Dan River Year (DRY) AmeriCorps
Summer Camps**

Current activities:

- **Several Wonder Community Workshops**
- **Recruiting for AmeriCorps members**
- **Four STEM camps and two sector-focused camps**

Metrics

Program	Annual Target	Current
Wonder	36 workshops 100 members	7 workshops 30 attendees 82 members
DRY AmeriCorps	41 members 501 students 48 w/ improved SEL 289 w/ literacy gain	29 members enrolled 20 completed \$36,856 Segal 246 students 65 30
Summer Camps	15/STEM camp [60]	59 students STEM 13 students Sector

BOT Support:

- ❖ **Become a member of the Wonder Community**
- ❖ **Assist with AmeriCorps member recruitment**
- ❖ **Awareness**



STEM Camps



Sector Camps





Dan
River
Year





Luis Tovar (He/Him) • 1st

Summer STEM Educator at AmeriCorps | Galileo Mentor | Dean's Team | Sop...

10h •



As my term with AmeriCorps comes to an end I've had some time to reflect think about how truly thankful I am about the experiences I've had this summer.

I want to extend my sincerest thanks to my exceptional supervisors, [Dana Silicki](#), [Brian Stanley](#), and Audia Harris. Who gave me an opportunity to be apart of such a great program

A special shout-out also goes out to my incredible coworkers. Collaborating with all of you has been an absolute pleasure. Your creativity, enthusiasm, and camaraderie have made this summer truly memorable.

Working with the talented students from 3rd through 8th grade throughout this summer has been a privilege, and witnessing their growth and curiosity has been incredibly rewarding. I am confident that these young minds will go on to make a positive impact in the world, thanks to the skills and knowledge they have acquired during our Summer STEM Camps.

From this experience, I am reminded of the power of education and the importance of inspiring the next generation of innovators. I am leaving this summer with a renewed commitment to continue advocating for STEM education and its transformative potential.

Thank you, Americorps, for providing me with this incredible opportunity to serve and make a difference in the lives of young learners. My time here has been nothing short of life-changing, and I will cherish it always.

[#americorps](#) [#stemeducation](#) [#gratitude](#) [#volunteering](#) [#makingadifference](#)



Upcoming Events & Needs

- ❑ **GO TEC & EmPOWER Presentation: Transatlantic Business & Investment Council, Aug. 8th in Atlanta**
- ❑ **AmeriCorps recruitment**
- ❑ **Wonder Community**
 - ❑ **Tour of Danville Science Center Aug. 12**
 - ❑ **Intro to Excel Aug. 16**
 - ❑ **Henna Aug. 22**
- ❑ **Career Expo East Hampden Sydney Sept. 20-21st**
- ❑ **Career Expo West ODAC Sept. 27-28th**

Please consider participating and/or sponsoring the Expo events.



Advanced Learning (AL) Updates

August 2023

NEW GRANT AWARDS/CONTRACTS:

1. \$238,415 from AmeriCorps for the Dan River Year (DRY) program to support improved STEM and literacy outcomes for elementary and middle school students. Funds would support 37 members.

PENDING GRANT APPLICATIONS/CONTRACTS:

1. \$246,433 to SCHEV for IALR to serve as the GOVA Region 3 V-TOP Innovative Internship lead to support capacity building and expansion of work-based learning opportunities.
2. \$18,616 to the National Center for Mobility Management's Community Mobility Design Challenge to develop an innovative strategy, leveraging the REACH Partnership, to support Medicare citizens in Pittsylvania County with transportation to access healthcare.

PERSONNEL UPDATES:

1. Jill Collins hired as the Region 3 GO TEC Program Coordinator. Jill started on May 15, 2023, and will be based at IALR.
2. AL Supervisors have completed FY23 Performance Reviews for their team members.
3. AL Supervisors have discussed FY24 goals with their team members.
4. Kianna Dillard, Advanced Learning WBL Coordinator, was crowned Ms. Full Figured Virginia 2023.
5. Dr. Julie Brown received the inaugural "Hometown Hero" award from the City of Danville's Office of Economic Development.
6. Evan Jones [Region 4 GO TEC Training Coordinator] and his wife, Allison, welcomed a new baby girl – Charlotte – on July 19th.
7. Jake Taylor graduated from Leadership Southside on May 24, 2023; he was recognized during the Danville Pittsylvania Chamber of Commerce Annual meeting at IALR.

AMERCORPS:

- Three members and two staff attended the Virtual VA Volunteerism Summit hosted by the Virginia Service Commission, May 9-11th.
- Summer member orientation – ten members

Dan River Year (DRY) AmeriCorps

Current: 5 HT, 13 MT (DSC –1, BGC Danville – 1, BGC Martinsville – 3, IALR – 6, DCBTP – 2)

REACH Public Health AmeriCorps

Current: 5 half-time members; one member completed service

- Partnered with DPCS for Social Services "Handling Challenging Situations" workshops on May 2nd – 45 participants
- Hosted "Mind Over Body" workshops: House of Hope May 3rd – 7 participants
Holiday Village May 4th – 12 participants; Gretna Health & Rehab May 9th – 11 participants;
Hilltop Gardens May 15th – 7 participants; House of Hope June 7th – 11 participants; Averett
June 27th – 11 participants
- Hosted "Heart Healthy" workshop at Hilltop Gardens June 15th – 6 participants; Holiday Village
June 28th;
- Hosted "Nutrition" at Heritage Towers June 28th; Roman Eagle May 19th – 27 participants

- Hosted “Let’s Talk About Blood Sugar!” at Holiday Village May 31st – 13 participants; Heritage Towers May 31st – 5 participants
- Secured permit from the City of Danville for the REACH AmeriCorps sign at 772 Main.

GO TEC (Great Opportunities in Technology and Engineering Careers)

REGION 3 & Administrative

- ❖ Jake and Jan met with Matt Kellam & Jermail Foster with Dominion Energy regarding curriculum collaboration opportunities for GO TEC’s Energy Module. Micro credential on Major Clarity was discussed. They also expressed interest in being on the GO TEC state advisory board. [May]
- ❖ GO TEC will be represented in *VDOE’s Pathways for the Future: Experience Works* training video.
- ❖ Curriculum collaboration continued with K12 divisions: Halifax County on engineering modules, Pittsylvania County & Grayson County on Mechanical Engineering, Pittsylvania County & Wythe County on Mechanical and Electrical Engineering, Grayson County on Electrical Engineering (Arduino Uno), Pittsylvania County and Grayson County on Capstone Project.
- ❖ Working with Christen Church Law Firm (previously with Gentry Locke) on Contributor Release Agreement
- ❖ Jake and Jan held a virtual meeting with Realityworks regarding hydroponics/Precision Agriculture Module and the accompanying curriculum.
- ❖ Monthly meetings with In-Region Coordinating entities.
- ❖ Submitted Q2 report to DHCD covering April – June activities.
- ❖ GO TEC Team designed a matrix for teacher compensation that includes curriculum products, mentoring, and other activities.
- ❖ Met with d’Vinci Interactive to further discuss curriculum and program needs regarding content management, teacher/student access, data, interfacing with existing school division student information systems, etc.
- ❖ Met with Jeremy Smith, DCC Director of Automation & Robotics to review the Automation & Robotics module and the IT Coding & Networking modules.
- ❖ GO TEC Team began work on the first Capstone Project to be introduced to students regardless of module options. It is the Metrology Based Escape Room, consulting with Nicole Brumfield.
- ❖ Working with Pitsco Education on a Success Grant that would provide GO TEC partners with a discount for Pitsco items and create a revenue-sharing stream back to the GO TEC program.
- ❖ Jill networked with VDOE to influence revisions to Computer Science Standards and implementation-specifically for the middle school.
- ❖ Completed the welding module.
- ❖ The team will redesign the healthcare module to focus on healthcare technologies
- ❖ Julie, Jake, and Jan attended GOVA Region 3 “ALL HANDS MEETING” Networking at SVHEC [May]
- ❖ GO TEC will be represented in the VDOE training entitled, *Pathways for the Future; Experience Works*. GO TEC information will be featured in a video being presented by the former GO TEC Program Manager, Dr. Tammy Hurt. The video will be featured on the VDOE site for the next school year.
- ❖ Attended the virtual webinar called, *Manufacturing Day 2023; Getting the Word Out*.
- ❖ Tech Support:
 - Completed VR Headset Cable replacement for Tunstall Middle School’s Lincoln Welding Simulator.
 - Provided 3D printer troubleshooting and laser cutter refresher training for OT Bonner instructor, Archie Stroud. P
 - Provided remote support for Grayson County High School’s vertical hydroponic unit. The PLC was determined to be faulty. Heather Croushorn with HYVE mailed replacement part under warranty. Scheduling to perform the PLC change out later this summer with Region 1 Coordinator Tim Kilbourne.

- Provided Lincoln Welder Simulator troubleshooting and recalibration at Chatham Middle School.
- ❖ Evan provided laser cutter and Haas machine troubleshooting/repair and 3D Printer training for Nottoway Middle instructor, Tara Wilkerson. Set up a print queuing system for student and instructor use. Supported 3D printer troubleshooting for Charlotte County Central Middle instructor, Jennifer Swarts. Provided 3dPrinter maintenance to comply with suggestions from Cumberland Middle’s DOE review.
- ❖ Jake provided outreach activities at Sontag and Snow Creek Elementary schools, two feeder schools for GO TEC’s Franklin County Schools program on the GO TEC mobile lab. ~90 students from Sontag Elementary and ~60 students from Snow Creek Elementary were introduced to GO TEC pathways and participated in an engaging hands-on activity in the pathway of Automation & Robotics. [May]
- ❖ Jake and Jan participated in the DMCS Partner Meeting.

REGION 1 [Tim Kilbourne]

- ❖ Assisted Washington County, Norton City, Dickenson County, and Bristol City Schools in finalizing their module selection for next year.
- ❖ Held the first Regional Advisory Council meeting. Jake, Jill, Julie, and Jan attended for support.
- ❖ Tim presented GO TEC at STRONG ACC about the program and its growth in Region 1 on May 17th.
- ❖ United Way unveiled its building plans publicly on May 19th. This will be the new home of the GO TEC lab in Region 1. The building and permanent lab space are set to be completed in July 2024.
- ❖ Temporary GOTEK lab and office space near United Way offices in Abingdon.
- ❖ Met with Year 2 GO TEC teacher, Ashley DeCarme, in Russell County and brainstormed next year’s needs for training sessions.
- ❖ Finalized equipment orders through the Amtek Company and CWD for lab space.

REGION 4 [Evan Jones]

- ❖ GOVA Region 4 Council and the GOVA State Board approved CCAM’s per capita request to equip five labs in Region 4: Hopewell, Petersburg, Surry, Dinwiddie, Colonial Heights
- ❖ IALR is working with CCAM to execute the Visitor Access and Confidentiality Agreement for the IALR GO TEC staff to be housed at CCAM.

REGION 5 [Alecia Stancil]

- ❖ Provided Dobot Magician support and training at Lindsay Middle School instructor, Michelle Lassiter
- ❖ Met with Jason Dudley, ODU MIBE, to brainstorm next year’s needs for training sessions.
- ❖ Met with CTE Directors for Region 5 to finalize training dates.
- ❖ Met with the Amtek Company to discuss Brooks Crossing demo lab and helped finalize equipment orders.
- ❖ Hampton Roads Workforce Council has secured funding from the Navy to support GO TEC Career Connection expansion in Region 5.

EmPOWER: career exposure/engagement and Work-based Learning (WBL) system

EXCITE (Exploring Careers through Industry Teacher Externships)

- EXCITE Orientations were held on June 6th, 15th and 29th
- 14 Educators participated in the June Cohort and 8 in July. [22 Total]
- 17 Organizations hosted educators:

2Witches Winery & Brewery/Cauldron	Animal Medical Center
Axxor	The Bee

Benchmark Community Bank
Danville Utilities
Henry County Public Safety
IALR
Longwood
Pathfinders Resources
Prince Edward County Administrator's Office
Virginia Department of Forestry

Comfort Systems USA, Mid-Atlantic
Farmville Area Chamber
Hitachi
Kegerreis Digital Marketing
Mid-Atlantic Broadband
Press Glass
Rogers Heating & Cooling

Internships:

- 8 interns from Patrick County Public Schools (with Patrick County Public Schools and EMI)
- 45 interns from Danville Public Schools
- 17 interns from Pittsylvania County Public Schools
- Hosted both the PCS and DPS Internship boot camps, June 6-8 and June 12-14 respectively
- LinkedIn Workshop for PCS Intern Bootcamp (Audia) on June 6th and DPS Interns on June 10th (Audia, Brian)

Apprenticeship (ExTRA)

- Registered Spitzer Inc. of Callands, VA as Sponsors of an electrician apprenticeship program. Employer plans to provide RA opportunities for youth and adults-05/03/23; Program Q&A meeting on June 14th.
- Tori presented VA DOLI Youth Registered Apprenticeship Certificates to seven SVHEC Career Technical Academy students during the CTA Awards Ceremony [May]
- Natori Neal hosted the Danville-Pittsylvania County Chamber's Member to Member Webinar-sharing information about Apprenticeship and ExTRA on June 13th
- Assisted existing sponsors with related technical instruction needs, grant funding questions, apprentice registration process, and selection procedures:
 - Axxor- multiple meetings; RTI provider discussion with Manufacturing Skills Institute (MSI)
 - O-I –Employer tour of Virginia Technical Institute and RTI needs discussion with Executive Director
 - Comfort Systems MidAtlantic USA [May]
 - Southside Mechanical - Registered two plumbing apprentices [June]. RA Sponsor now has six apprentices.
 - Blair Construction - Registered their first carpenter apprentice [June]
- Provided stakeholder RA education and program development technical assistance to:
 - Patricia's Childcare
 - Sellers Brothers Inc.
 - IALR Conference Center
 - Serenity Cabinets
 - GSO Aviation
 - United Way of Southwest Virginia
 - Barrigon Plastering, Inc. (Caesars Project)
 - Kegerreis
 - Walraven
 - Hurricane Fence Co. (Caesars Project)
 - CCE Specialties (Caesars project)

Sector Focused Camps:

- Four camps held in June (Redstone, Robots, & Racing; IT Career Exploration (SVHEC); Construction Trades (VTI); and Healthcare (Averett/ Sovah Health). Focus is on 8th-10th grade aligned with GO TEC areas.

MajorClarity

- Executed a one-year contract with MajorClarity contract ('23-'24). Fourteen K12 systems in Region 3 continuing with the platform
- Initial meeting with MajorClarity to discuss data collection and micro-credentialing
- 56% platform usage as a region for the school year. Three school divisions with over 70% usage: Buckingham (79%), Martinsville (79%), and Amelia (73%).

Camps, STEM Outreach, Fieldtrips:

- June 12-16: Redstone, Robots, and Racing: 10 participants, grades 8-10, partnership with GO VA, GO TEC, GCAPS
- June 19-23: Would you Survive/Building Buddies: 15 participants, grades 3-8
- June 26-29 IT Career Exploration- 12 participants
- June 26-29 Construction Trades- 10 participants
- June 26-29 Healthcare: 9 participants, grades 3-8
- June 26-30 Makerspace/Inventor's League: 16 participants, grades 3-8
- 6/20 Franklin County Gifted: 24 students (workshops: Let's Go to Mars, lifting jack, Microscopy)
- 6/22 Peace Center STEM Outreach (48 Students served)
- 06/20/2023 Piedmont Summer Regional Governor's School Outreach (Grades 4 and 5) STEM Activities (electrical engineering and CAD) GO TEC Team
- 06/27/2023 Piedmont Summer Regional Governor School Outreach (Grades 7 and 8) GO TEC Team

IALR Internships

- Dr. Brown and eight IALR interns visited Washington, DC on July 19th. Visits with Senator Warner and Rep. Good; met with Kaine's Education policy staff.
- End-of-summer presentations and luncheon was held on Aug. 2nd for interns and invited guests.

IALR Scholarships:

The following AL staff members attended K12 Division ceremonies to present the IALR STEM Scholarships: Dana Silicki (Franklin, Mecklenburg); Jan Brooks (Pittsylvania); Brian Stanley (Martinsville); Kiana Dillard (Henry County); Jessie Vernon (Halifax). Recipients were given a copy of *The Future Normal* by Rohit Bhargava and Henry Coutinho-Mason. Scholarship funds will be sent directly to recipients' colleges.

REACH Partnership

- Cassandra attended the *Building Resilient Communities* virtual conference in May.
- REACH hosted blood pressure and blood sugar clinics at Heritage Towers and Holiday Village in May
- REACH Partnership was represented at the Festival in the Park on May 20th
- REACH Partnership was represented at the Pittsylvania County Vendor Fair on May 18
- REACH has rekindled presence at DRHA: Ingram Heights 05/17/2023; Cedar Terrace 05/25/2023; Cardinal Village 05/31/2023
- Cassandra attended the Virginia Chamber of Commerce Virginia Health Care Conference in June
- Cassandra attended the "Community Mobility Design Challenge" application informational webinar to determine eligibility to apply for funding 06/29

Wonder Community

82 members

Classes this quarter:

- 5/2- One-on-One Workshop with Danville Science Center on Cricut (2 Members attended)
- 5/12- Intro to Google Suite (3 attended, 2 from Danville Speech and Hearing Center)
- 5/18 - Fishing Southside Virginia, Part 2 - Let's Fish (4 Members, 2 Presenters)
- 5/23- Intro to Canva - (12 attendees)
- 5/25 - Cricut Workshop, HTV Shirts – (6 attendees)
- 6/1 Mail Merge with Christy Harper -1
- 6/6 One-on-One Class: Keyboarding Class
- 6/7 Digital Planning with GoodNotes, 1 member at IALR presented by Brian
- 6/12 One-on-One Class: Intro to Excel - 1 attendee
- 6/16 Fishing Southside Virginia Part 3, 9 members, 2 presenters (Audia and Jacob)
- 6/23 - Intro to Canva, - 6 students
- 6/27 - Painting Workshop, 10 members, presented by Brian

AET (Academy for Engineering and Technology)

- ❖ 2023-2024 Enrollment:
 - 13 PCS and 7 DPS Juniors; 22 PCS and 1 DPS Seniors
- ❖ Senior Awards Breakfast 5-10-23 (25 Seniors, 25 guests, and 8 partners/teachers in attendance). Graduates represent IALR's 8th AET cohort, each earning 32 credits from DCC during their Junior and Senior years
- ❖ PCS AET Open House Aug. 7th at IALR
- ❖ 2 AET Interns (Mia Davis-LE&D and Spence Thomas-IALR) participating in 112-hour internships
- ❖ Finalizing contract with DCC for AET instructor for the 2023-24 school year.

College	Students
DCC	6
VCU	3
ODU	2
James Madison	2
Sweet Briar	2
William and Mary	1
Longwood	1
Radford	1
VSU	1
Hampden Sydney	1
Keiser University	1
Blackbird Academy	1
Averett	1
Va Tech	1
UVA	1

Intended Major	Students
Engineering	13
Computer Science	2
Cybersecurity	2
Kinesiology	1
African American History	1
Hospitality	1
Art	1
Aviation	1
Business	1
Nursing	1
Precision Machining	1

AL TEAM DEVELOPMENT/PD/Community Engagement & Stakeholder Meetings/Personnel

- Audia Harris and Cassandra Shelton volunteered at Danville Public Schools' Office of Exceptional Children [OEC] Field Day event on May 5th, representing IALR.
- Tori attended Jobs for the Future Partnering with a Purpose: Building Partnerships to Drive Equitable RA meeting on May 4th.
- Tori attended the *Urban Institute Apprenticeship Occupations and Standards Center of Excellence: Tools to Expand Registered Apprenticeship in the US* webinar on May 22nd.
- Dana and Audia received First Aid, CPR, and AED certifications
- Audia participated in the Danville Public Schools Field Day at Dan Daniel Park
- CampFest at Carrington Pavilion – Dana promoted summer camps
- SERVE365 - Community Resource Fair, ~40 came to table for DRY, Wonder, STEM Camps and Computer Classes
- Brian and Audia introduced VEX Clawbots to students at Woodland Elementary on May 31st
- Natori Neal was accepted into DPC Chamber's 2023 Leadership Southside Program
- Dr. Julie Brown presented GO TEC and the EmPOWER framework to an international audience during the *Organization for Economic Cooperation & Development's (OECD) Disrupted Futures Conference* on June 1st.
- Dr. Brown served on a panel with Susanne Bell, DRF Senior Program Officer, at the May Virginia Funders Network annual conference in Roanoke.
- Dr. Brown coordinated a visit and tour with the Sorensen Institute on June 16th.
- Dr. Brown assisted with a visit and tour from the Ohio Manufacturer's Association on July 12th.

UPCOMING of INTEREST:

1. Dr. Brown will present the GO TEC and EmPOWER works programs to the Transatlantic Business & Investment Council on Aug. 8, 2023 in Atlanta.
2. Career Expo (West event at Hampden Sydney) is September 20 -21, 2023.
3. Career Expo (East event at the Old Dominion Ag Center) is September 27 -28, 2023.

ADVANCED LEARNING FY24												
Program/ Initiative	Date	Strategic Goal	Activity	Metric unit	#	Partner(s)	Site	Team Lead	Team Member(s)	Competency 1	Competency 2	Notes
Camp	7/5-7/28	G2: COE Educ & WD	multiple summer camps (4)	students	59	DRY AmeriCorps	IALR	Dana Silicki		Continuous Learning & Dev	Innovation	
Camp	7/17-7/20	G2: COE Educ & WD	sector camps (2)	students	13	City of Danville, DRY AmeriCorps, SVHEC	City of Danville locations, SVHEC	Dana Silicki	Jessie	External & Org Awareness	External & Org Awareness	
DRY AmeriCorps	7/6/2023	G4: Collaboratvie Team Success	DRY Monthly Call	Members	4		Zoom	Audia Harris	Brian Stanley	Collaboration		
DRY AmeriCorps	7/7/2023	G2: COE Educ & WD	Community Outreach	Potential Candidates	8	HOPE DCCBTP	Cardinal Village	Audia Harris	Brian Stanley	Collaboration	External & Org Awareness	
DRY AmeriCorps	7/11/2023	G2: COE Educ & WD	Community Outreach	Potential Candidates	5	HOPE DCCBTP	Sealand Crossing	Audia Harris	Kiana Dillard	Collaboration	External & Org Awareness	
DRY AmeriCorps	7/18/2023	G4: Collaboratvie Team Success	Program Partnership mtg.	Partners	8	Bookends DPS PCS DRF River District	IALR	Audia Harris	Dana Silicki	Collaboration	External & Org Awareness	
DRY AmeriCorps	7/24/2023	G2: COE Educ & WD	End of Year Celebration	Members	13		IALR	Brian Stanley	Audia Harris	Results Oriented		
EXCITE	7/10-7/14	G2: COE Educ & WD	July Cohort (Site Visits & Debrief)	Participants (Educators)	8	Comfort Systems USA, Mid-Atlantic; IALR- Applied Research, HR, Manufacturing Advancement, & ICC; Morgan Lumber; VA Dept. of Forestry; Kegerreis Marketing; Danville Utilities; Rogers Heating & Cooling; Axxor; Henry County Public Safety; Pathfinders Resources	Employer Locations & IALR (Debrief)		Kiana & Jessie	Continuous Learning & Dev	Innovation	
EXCITE	7/10-7/15	G2: COE Educ & WD	July Cohort (Site Visits & Debrief)	Employer Partners	11	Comfort Systems USA, Mid-Atlantic; IALR- Applied Research, HR, Manufacturing Advancement, & ICC; Morgan Lumber; VA Dept. of Forestry; Kegerreis Marketing; Danville Utilities; Rogers Heating & Cooling; Axxor; Henry County Public Safety; Pathfinders Resources	Employer Locations & IALR (Debrief)		Kiana & Jessie	Collaboration	External & Org Awareness	
EXCITE	7/11 & 7/13	G4: Collaboratvie Team Success	July Cohort (Site Visits & Debrief)	IALR Departments Participating	5	Applied Research; HR; Manufacturing Advanement; Conferencing Services; IT	IALR		Kiana & Jessie	Collaboration		
EXTRA	06/28-07/05	G2: COE Educ & WD	IALR Employer of Record Registration	New Programs	1	CCE Specialities		Tori Neal				Caesars Resort subcontractor
EXTRA	06/28-07/05	G2: COE Educ & WD	IALR Employer of Record Apprentice Registration	New Apprentices	1	CCE Specialities		Tori Neal				
EXTRA	11-Jul	G1: Partner for Business & Econ Growth	Intermediary role discussion with Office of the Secretary of Labor's Workforce Policy Analysts	Stakeholder Engagement/ outreach	1	Office of the Secretary of Labor		Tori Neal		Communication		Process to become intermediary, Successes, Challenges
EXTRA	07-05-07/24	G2: COE Educ & WD	Assisted existing sponsors with grant funding questions, apprentice registration process, program expansion, recruitment and selection procedures	Program Sponsor Support	5	Danville Life Saving Crew, Center, Spitzer Inc, Axxor, Comfort Systems, Microsoft Data Center	IALR	Tori Neal		Innovation	Planning & Prioritization	
EXTRA	17-Jul	G1: Partner for Business & Econ Growth	Program Partnership meeting(s)	Stakeholder Engagement /outreach	2	Averett, South Central WFDB	IALR		Tori, Jessie, Julie	Collaboration		
EXTRA	18-Jul	G2: COE Educ & WD	Workforce board resources discussion to support EMT RA program	Program Sponsor Support	2	Danville Life Saving Crew & West Piedmont WFDB	Teams			Collaboration	Planning & Prioritization	
EXTRA	7/24 & 07/26	G1: Partner for Business & Econ Growth	RA Education	Stakeholder Education	2	DMA Floors (Caesars), Romar Elevators	Teams & Employer Location			Continuous Learning & Dev		
GO TEC	7/6/2023	G4: Collaboratvie Team Success	GO TEC Presentation - FAM tour	Interns	10	Interns for IALR	GO TEC Lab	Jan Brooks	Jill Collins	Communication	Collaboration	
GO TEC	7/11/2023	G2: COE Educ & WD	GO TEC Outreach Event Brunswick & Pres. to IDA	Attendees	50	Brunswick IDA & School Div.	Brunswick IDA	Jake Taylor	Jan Brooks	Communication	External & Org Awareness	Results Oriented to join GO TEC
GO TEC	7/12/2023	G2: COE Educ & WD	New Teacher Training	New GO TEC Teacher	1	Pittsylvania County Schools	GO TEC Lab	Jake Taylor		Continuous Learning & Dev	Results Oriented	
GO TEC	7/12/2023	G1: Partner for Business & Econ Growth	Presentation to Ohio Manufacturing Association	Partners			GO TEC Lab	Jake Taylor	Jan Brooks	External & Org Awareness	Collaboration	Communication
GO TEC	07/13 & 07/14/ 2023	G2: COE Educ & WD	Hopewell City Schools & CCAM Tech Training	New GO TEC Teacher	1	Hopewell City Schools	GO TEC Mobile Lab @ Carter MS	Evan Jones	Jake Taylor	Continuous Learning & Dev	Results Oriented	
GO TEC	7/15/2023	G6: Strategic Exp. AR & Learning Culture	GO TEC Outreach Event in Portsmouth	Participants	100	Portsmouth City Schools, Council & CTE Board	GO TEC Mobile Lab @ Farmers Mkt	Jake Taylor		Communication	External & Org Awareness	Results Oriented to join GO TEC
GO TEC	07/17 - 7/20 2023	G2: COE Educ & WD	GO TEC Supporting StarBase 7,8,9 Grades	Participants	20	Portsmouth CS, StarBase	GO TEC Mobile Lab @ Children's Museum	Jake Taylor	Jan Brooks	External & Org Awareness	Innovation	
GO TEC	7/24/2023	G2: COE Educ & WD	GO TEC New Teacher Training Region 1	GO TEC Teachers	6	UWSWV, Rgn 1 Schl Div.-4	2023/24 Rgn 1 Trg Lab	Tim Kilbourne	Jake Taylor	Continuous Learning & Dev	Results Oriented	
GO TEC	07/27 & 28 & 31 /2023	G2: COE Educ & WD	GO TEC Region 3 New Teacher Training	GO TEC Teachers	14	Region 3 Schools	GO TEC Training Lab IALR	Jake Taylor	Jan Brooks	Continuous Learning & Dev	Results Oriented	
GO TEC	7/14/2023	G2: COE Educ & WD	Healthcare Technologies Curriculum Completed	Final of Original 9	N A	NA	GO TEC IALR	Jan Brooks	Jill Collins	Continuous Learning & Dev	Innovation	Results Oriented Careers Awareness

ADVANCED LEARNING FY24												
Program/ Initiative	Date	Strategic Goal	Activity	Metric unit	#	Partner(s)	Site	Team Lead	Team Member(s)	Competency 1	Competency 2	Notes
Ignite Internships	Ongoing throughout July	G2: COE Educ & WD	Summer Internships through July 28th	Interns	68	Virginia Career Works West Piedmont; Pathfinders Resources LLC; City of Danville; Pittsylvania County; Patrick County Schools; Danville City Public Schools; Pittsylvania County Schools	Employer Locations; IALR & Pittsylvania Community Center (Debriefs)		Kiana & Jessie	Continuous Learning & Dev		
Ignite Internships	Ongoing throughout July	G1: Partner for Business & Econ Growth	Summer Internships through July 28th	Hosts	12	Pittsylvania County Government; City of Danville; Danville Pittsylvania County Chamber of Commerce; LE&D Professionals; EMI Imaging; Danville Public Schools; Danville Life Saving Crew; Danville Redevelopment & Housing Authority; Patrick County Schools; Danville Historical Society; Pittsylvania County Schools; Purdum Woods Property Management	Employer Locations		Kiana & Jessie	Collaboration		
Ignite Internships	31-Jul	G2: COE Educ & WD	Celebratory Internship Breakfast of DPS & PCS Programs	RSVP	75	Virginia Career Works West Piedmont; Pathfinders Resources LLC; City of Danville; Pittsylvania County; Patrick County Schools; Danville City Public Schools; Pittsylvania County Schools	IALR		Kiana & Jessie	Results Oriented		
MajorClarity	6-Jul	G2: COE Educ & WD	Signed regional agreement submitted to MajorClarity	Partnering School Divisions	15	All GO Virginia 3 School Divisions	N/A		Kiana & Jessie	Communication		
PH AmeriCorps	07/05- 07/24	G2: COE Educ & WD	Workshops (5)	Participants	33	House of Hope, Danville House, Hilltop Gardens, Brookdale, The Stratford House	At partner locations	Cassandra Shelton		Continuous Learning & Dev	Collaboration	
Professional Development	7/25/2023	G2: COE Educ & WD	AmeriCorps Orientation (New Staff)				Teams	Brian Stanley		Continuous Learning & Dev		Training
Professional Development	7/26/2023	G2: COE Educ & WD	AmeriCorps Training				Teams	Dana Silicki	Audia Harris Brian Stanley	Continuous Learning & Dev		Training
Professional Development	7/27/2023	G2: COE Educ & WD	AmeriCorps Training				Teams	Dana Silicki	Audia Harris Brian Stanley	Continuous Learning & Dev		Training
REACH	07/01-07/23	G4: Collaboratvie Team Success	Encounters/Home Visits	Clients	543	DPCS, DLCS, PATHS, Gateway, Sovah, Caswell EMS, Compassion, DRHA		Cassandra Shelton		Collaboration	Innovation	231 encounters
Wonder Community	7/13/2023	G2: COE Educ & WD	Intro to Pure Data Part 1 of 3	Members	6		IALR & Zoom	Brian Stanley		External & Org Awareness	Innovation	
Wonder Community	7/20/2023	G2: COE Educ & WD	Physical Modeling Synthesis Using Pure Data	Members	6		IALR & Zoom	Brian Stanley		External & Org Awareness	Innovation	
Wonder Community	7/25/2023	G2: COE Educ & WD	Tour of Danville Science Center	Members	1	Danville Science Center	Danville Science Center	Brian Stanley		External & Org Awareness	Continuous Learning & Dev	
Wonder Community	7/27/2023	G2: COE Educ & WD	Using an Arduino and Sensors to Build an Expressive Mu	Members	7		IALR & Zoom	Brian Stanley		External & Org Awareness	Innovation	
Wonder Community	7/13/2023	G2: COE Educ & WD	Intro to Excel	Attendees	2		IALR	Brian Stanley		Continuous Learning & Dev		Computer Training Workshop
Wonder Community	7/18/2023	G2: COE Educ & WD	Intro to Mail Merge	Attendees	4		IALR	Brian Stanley		Continuous Learning & Dev		Computer Training Workshop
Wonder Community	7/21/2023	G2: COE Educ & WD	Intro to Canva	Attendees	4		IALR	Brian Stanley		Continuous Learning & Dev		Computer Training Workshop
WRC NCRC	07/07, 07/14, 07/21	G1: Partner for Business & Econ Growth	NCRC Testing- DPS Interns	Certificates	TBD		IALR		Tori, Jessie	Continuous Learning & Dev		



IALR Financial Overview

1. Budget, 06 30 2023
2. Financial Result Summary

Institute for Advanced Learning and Research

2023 YTD Current Rev, Exp, & Changes in Net Assets by Dept.

Period Ending 6/30/23

	Budget						Remaining	100% 12
	06/30/2023	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	Balance	Mo Target Spent
Revenues								
00 - General	\$ 7,959,491	\$ 1,939,548	\$ 1,966,111	\$ 1,935,107	\$ 2,092,150	\$ 7,932,916	\$ 26,575	
10 - Research	\$ 75,000	\$ 54,865	\$ 28,698	\$ (54,689)	\$ 22,323	\$ 51,197	\$ 23,803	
40 - Advanced Learning	\$ 3,000	\$ 4,480	\$ 170	\$ 6,720	\$ 63,808	\$ 75,178	\$ (72,178)	
60 - Conference Services	\$ 463,000	\$ 195,123	\$ 237,555	\$ 234,661	\$ 275,439	\$ 942,778	\$ (479,778)	
74 - Facility Op & Maintenance	\$ 986,079	\$ 179,359	\$ 166,936	\$ 215,224	\$ 225,413	\$ 786,933	\$ 199,146	
76 - Technology Support	\$ 1,200	\$ 325	\$ 336	\$ 263	\$ 324	\$ 1,248	\$ (48)	
82 - Human Resources	\$ -	\$ 2,296	\$ -	\$ -	\$ -	\$ 2,296	\$ (2,296)	
84 - Central	\$ -	\$ 33,240	\$ -	\$ -	\$ -	\$ 33,240	\$ (33,240)	
91 - Economic Development & Busines	\$ 125,000	\$ 44,685	\$ 59,905	\$ 23,057	\$ 63,860	\$ 191,507	\$ (66,507)	
99 - Capital Improvements	\$ 335,675	\$ -	\$ 52,995	\$ -	\$ 173,238	\$ 226,233	\$ 109,442	
Total Revenues	\$9,948,445	\$2,453,922	\$2,512,707	\$2,360,344	\$2,916,555	\$10,243,527	(\$295,082)	102.97%
Expenses								
00 - General	\$ 524,172	\$ 157,419	\$ 141,436	\$ 150,982	\$ 82,573	\$ 532,411	\$ (8,239)	101.57%
10 - Research	\$ 868,179	\$ 238,534	\$ 208,616	\$ 211,279	\$ 187,184	\$ 845,614	\$ 22,565	97.40%
40 - Advanced Learning	\$ 777,103	\$ 114,551	\$ 138,866	\$ 156,269	\$ 302,245	\$ 711,932	\$ 65,172	91.61%
55 - Center for Advanced Manufactur	\$ 1,185,029	\$ 296,257	\$ 296,257	\$ 296,257	\$ 296,257	\$ 1,185,029	\$ (0)	100.00%
60 - Conference Services	\$ 828,097	\$ 198,285	\$ 216,656	\$ 248,992	\$ 250,410	\$ 914,343	\$ (86,246)	110.41%
70 - Finance	\$ 433,858	\$ 100,401	\$ 131,923	\$ 103,975	\$ 111,730	\$ 448,030	\$ (14,172)	103.27%
74 - Facility Op & Maintenance	\$ 1,981,600	\$ 695,114	\$ 549,525	\$ 523,714	\$ 580,495	\$ 2,348,849	\$ (367,249)	118.53%
76 - Technology Support	\$ 657,091	\$ 193,514	\$ 231,143	\$ 225,502	\$ 294,565	\$ 944,725	\$ (287,634)	143.77%
82 - Human Resources	\$ 398,201	\$ 68,672	\$ 78,170	\$ 113,791	\$ 129,561	\$ 390,193	\$ 8,008	97.99%
84 - Central	\$ 430,839	\$ 91,712	\$ 61,857	\$ 12,729	\$ 87,976	\$ 254,275	\$ 176,564	59.02%
88 - Executive	\$ 658,081	\$ 186,140	\$ 132,322	\$ 135,930	\$ 150,323	\$ 604,716	\$ 53,365	91.89%
91 - Economic Development & Busines	\$ 550,357	\$ 104,980	\$ 21,656	\$ 58,341	\$ 107,613	\$ 292,590	\$ 257,767	53.16%
94 - Public Relations	\$ 320,162	\$ 53,109	\$ 59,617	\$ 70,942	\$ 85,966	\$ 269,634	\$ 50,528	84.22%
99 - Capital Improvements	\$ 335,676	\$ 10,914	\$ 76,725	\$ 14,949	\$ 110,927	\$ 213,515	\$ 122,161	63.61%
Total Expenses	\$9,948,445	\$2,509,604	\$2,344,770	\$2,323,652	\$2,777,828	\$9,955,854	(\$7,409)	100.07%
NET SURPLUS/(DEFICIT)	\$0	(\$55,682)	\$167,937	\$36,692	\$138,728	\$287,674	(\$287,674)	2.89%

INSTITUTE FOR ADVANCED LEARNING AND RESEARCH
 FY2023 BOARD REPORT - June 30, 2023
 FINANCIAL RESULT SUMMARY

1) ACCOUNTS RECEIVABLE

6/30/2022		6/30/2023	
A/R Bal	Over 30	A/R Bal	Over 30
\$5,253,638	\$43,299	\$8,544,339	\$350,644

2) IALR CASH

UNRESTRICTED IALR CASH

	2022 YTD	2022 4th Quarter	2023 4th Quarter
CASH RESERVE - BALANCE	\$1,900,000	\$1,900,000	\$1,900,000
OPERATING - BALANCE	<u>\$2,806,948</u>	<u>\$2,806,948</u>	<u>\$233,761</u>
TOTAL UNRESTRICTED IALR CASH	<u>\$4,706,948</u>	<u>\$4,706,948</u>	<u>\$2,133,761</u>

RESTRICTED IALR CASH
 NON-FEDERAL - BALANCE

	2022 YTD	2022 4th Quarter	2023 4th Quarter
	\$2,684,802	\$2,684,802	\$3,901,789

Restricted Funds:

CHW Restricted - Cash	\$3,798	\$3,798	\$3,798
Capstone Restricted - Cash	\$0	\$0	\$0
Account Beginning Balance	\$3,000	\$3,000	\$3,000
Career Expo	\$38,682	\$38,682	\$23,122
Robert Woods Johnson	\$0	\$0	\$0
Americorp/ServeIT	\$75,569	\$75,569	\$24,239
DRF - STEM-H	\$133	\$133	\$133
STEM-H Various Donors	\$1,953	\$1,953	\$1,953
DRF-DRRC	\$154,783	\$154,783	\$103,129
Industrial Hemp Summit	\$33,240	\$33,240	\$0
Industry 4.0 - DRF Grant	\$127,707	\$127,707	\$1,521,451
GOVa Major Clarity	\$0	\$0	\$0
FOP - Regional Food Systems	\$100,000	\$100,000	\$100,000
Life Long Learning	\$3,524	\$3,524	\$223
REACH	\$1,727,632	\$1,727,632	\$635,626
CMA - DRF Funding	\$243,598	\$243,598	\$1,234,880
Experience Works - Intern Program	\$74,433	\$74,433	\$67,650
Experience Works - Match Funding	(\$6,354)	(\$6,354)	(\$5,663)
<i>Restricted Funds at 6/30/23</i>	<u>\$2,581,698</u>	<u>\$2,581,698</u>	<u>\$3,713,540</u>

Reconciling Items:

Money moved after 6/30	\$103,103	\$103,103	\$188,249
Cash Receipts Received	<u>\$0</u>	<u>\$0</u>	<u>\$1</u>
	<u>\$2,684,802</u>	<u>\$2,684,802</u>	<u>\$3,901,789</u>

RESTRICTED IALR CASH
 FEDERAL - BALANCE

	2022 YTD	2022 4th Quarter	2023 4th Quarter
	\$4,765,787	\$4,765,787	\$2,271,257

Restricted Funds:

Account Beginning Balance	\$3,000	\$3,000	\$3,000
DOD-ATDM 1.0	\$727,141	\$727,141	\$0
DOD-ATDM 2.0	\$4,035,646	\$4,035,646	\$1,971,176
DOD-ATDM 3.0	\$0	\$0	\$276,090
Afghan #4	\$0	\$0	\$0
Afghan #5	\$0	\$0	\$0
BFA - Submarine	\$0	\$0	\$20,991
BFA - Mahmood	\$0	\$0	\$0
EDA - CMA Equipment	\$0	\$0	\$0
	<u>\$4,765,787</u>	<u>\$4,765,787</u>	<u>\$2,271,257</u>

3) Advanced Manufacturing Cash

	2022 YTD	2022 4th Quarter	2023 4th Quarter
ADVANCED MANUFACTURING	\$0	\$0	\$899,962

Restricted Funds:

Account Beginning Balance	\$0	\$0	\$3,000
ATDM 1.0	\$0	\$0	\$875,599
Afghan #1	\$0	\$0	\$365
Afghan #2	\$0	\$0	\$7,820
Afghan #3	\$0	\$0	\$13,171
	<u>\$0</u>	<u>\$0</u>	<u>\$899,966</u>

4) **FOUNDATION CASH**

	2022	2022	2023
	YTD	4th Quarter	4th Quarter
FOUNDATION - CASH (Checking)	\$828,125	\$828,125	\$446,682
Foundation Restricted - Cash	\$161,902	\$161,902	\$200,571
Foundation Unrestricted - Cash	\$666,223	\$666,223	\$246,111
FOUNDATION INVESTMENTS	2022	2022	2023
	YTD	3rd Quarter	3rd Quarter
FOUNDATION - INVESTMENTS			
Foundation CD's	\$331,487	\$331,487	\$332,748
Foundation Endowment	\$1,375,280	\$1,375,280	\$1,497,793
Foundation Investment	\$1,107,644	\$1,107,644	\$1,204,983
TOTAL FOUNDATION - INVESTMENTS	<u>\$2,814,411</u>	<u>\$2,814,411</u>	<u>\$3,035,524</u>

5) **MONEY MOVEMENT**

FOUNDATION TO IALR	April	May	June	Total for 4th Qtr	Restricted / Unrestricted
REIMBURSEMENT FROM ALL OTHER GRANTS	\$143,458	\$333,239	\$17,607	\$494,304	UNRESTRICTED
FEDERAL TO IALR	April	May	June	Total for 4th Qtr	Restricted / Unrestricted
REIMBURSEMENT FROM DOD-ATDM 2.0	\$470,779	\$912,925	\$27,724	\$1,411,428	UNRESTRICTED
REIMBURSEMENT FROM DOD-ATDM 3.0	\$708,438	\$0	\$423,041	\$1,131,479	UNRESTRICTED
REIMBURSEMENT FROM EDA-CMA EQUIPMENT	\$334,066	\$0	\$0	\$334,066	UNRESTRICTED
REIMBURSEMENT FROM ATDM Ally #3	\$17,576	\$5,540	\$1,712	\$24,828	UNRESTRICTED
REIMBURSEMENT FROM BFA - SUBMARINE	\$1,575	\$1,575	\$75	\$3,225	UNRESTRICTED
REIMBURSEMENT FROM RTC A&E	\$25,000	\$0	\$500,000	\$525,000	UNRESTRICTED
REIMBURSEMENT FROM BFA-RTC LONG LEAD	\$0	\$0	\$1,312,683	\$1,312,683	UNRESTRICTED
REIMBURSEMENT FROM EB2- ATDM	\$0	\$0	\$0	\$0	UNRESTRICTED
IALR TO FOUNDATION	April	May	June	Total for 4th Qtr	Restricted / Unrestricted
DONATION TO FOUNDATION	\$0	\$0	\$0	\$0	UNRESTRICTED
Non-Federal to IALR	April	May	June	Total for 4th Qtr	Restricted / Unrestricted
REIMBURSE IALR FOR CHW	\$101,088	\$81,602	\$106,040	\$288,730	UNRESTRICTED
REIMBURSE IALR FOR GRANT ACTIVITY	\$8,997	\$23,588	\$26,139	\$58,725	UNRESTRICTED

IALR

1. Income Statement
2. Grant and Capital Projects
Activity
3. Statement of Net Position

Institute for Advanced Learning and Research

Income Statement - Budget to Actual QTD & YTD

Period Ending June 30, 2023

	Actual 09/30/2022	Actual 12/31/2022	Actual 03/31/2023	Actual 06/30/2023	Total	Over/(Under) Budget 06/30/2023	100% 12 Mo Target Spent
	Budget FY23	QTD	QTD	QTD	QTD	Total	Spent
Revenues							
Sales	\$ 462,600	\$ 194,979	\$ 237,388	\$ 234,544	\$ 275,184	\$ 942,095	\$ 479,495
Program Income	\$ 78,000	\$ 59,195	\$ 28,868	\$ (48,356)	\$ 72,824	\$ 112,531	\$ 34,531
Indirect Cost Recovery	\$ 351,361	\$ 107,653	\$ 85,813	\$ 93,398	\$ 121,078	\$ 407,942	\$ 56,581
Recovered Costs	\$ 576,950	\$ 78,040	\$ 95,610	\$ 102,504	\$ 153,053	\$ 429,207	\$ (147,743)
Other Revenue	\$ 56,600	\$ 69,246	\$ 23,057	\$ 16,595	\$ 36,480	\$ 145,379	\$ 88,779
Rental Revenue	\$ 489,129	\$ 113,820	\$ 113,820	\$ 125,220	\$ 114,860	\$ 467,720	\$ (21,409)
Total Operating Revenues:	\$ 2,014,640	\$ 622,932	\$ 584,557	\$ 523,905	\$ 773,479	\$ 2,504,873	\$ 490,233
State Appropriation	\$ 7,323,958	\$ 1,830,989	\$ 1,830,616	\$ 1,833,307	\$ 1,830,990	\$ 7,325,903	\$ 1,945
VA College Building Authority (VCBA)	\$ 609,847	\$ -	\$ 97,533	\$ 3,131	\$ 310,660	\$ 411,325	\$ (198,522)
Interest Income	\$ -	\$ -	\$ -	\$ -	\$ 1,427	\$ 1,427	\$ 1,427
Total Non-Operating Revenues:	\$ 7,933,805	\$ 1,830,989	\$ 1,928,150	\$ 1,836,439	\$ 2,143,076	\$ 7,738,655	\$ (195,150)
Total Revenues:	\$ 9,948,445	\$ 2,453,922	\$ 2,512,707	\$ 2,360,344	\$ 2,916,555	\$ 10,243,527	\$ 295,082 103%
Expenses							
Personnel Costs	\$ 4,170,920	\$ 893,961	\$ 837,841	\$ 913,134	\$ 875,417	\$ 3,520,353	\$ (650,567)
Contractual Services and Consultants	\$ 2,153,754	\$ 484,961	\$ 512,031	\$ 546,807	\$ 632,791	\$ 2,176,591	\$ 22,837
Supplies and Equipment Maintenance	\$ 123,785	\$ 22,339	\$ 17,701	\$ 29,496	\$ 40,433	\$ 109,970	\$ (13,815)
Facility Expense	\$ 802,276	\$ 167,205	\$ 184,619	\$ 178,913	\$ 241,770	\$ 772,506	\$ (29,770)
Telecommunication	\$ 80,000	\$ 20,950	\$ 12,473	\$ 20,859	\$ 25,217	\$ 79,500	\$ (500)
Utilities	\$ 656,000	\$ 128,528	\$ 169,596	\$ 149,385	\$ 253,504	\$ 701,014	\$ 45,014
Repairs and Maintenance	\$ 794,592	\$ 210,713	\$ 254,658	\$ 161,107	\$ 309,086	\$ 935,564	\$ 140,972
Equipment Expense	\$ 586,429	\$ 25,200	\$ 26,292	\$ 10,429	\$ (1,049)	\$ 60,872	\$ (525,557)
Other Expenses	\$ 330,689	\$ 63,593	\$ 29,097	\$ 34,900	\$ 62,509	\$ 190,100	\$ (140,589)
Depreciation and Amortization	\$ 250,000	\$ 157,414	\$ 139,881	\$ 150,982	\$ 161,136	\$ 609,413	\$ 359,413
Capitalized Equipment & Leasehold Improv.	\$ -	\$ 318,135	\$ 125,924	\$ 127,639	\$ 177,014	\$ 748,712	\$ 748,712
Total Operating Expenses	\$ 9,948,445	\$ 2,493,000	\$ 2,310,115	\$ 2,323,652	\$ 2,777,827	\$ 9,904,593	\$ (43,852)
Total Operating Expenses:	\$ 9,948,445	\$ 2,493,000	\$ 2,310,115	\$ 2,323,652	\$ 2,777,827	\$ 9,904,593	\$ (43,852) 100%
NET SURPLUS/(DEFICIT)	\$ -	\$ (39,078)	\$ 202,592	\$ 36,692	\$ 138,729	\$ 338,934	\$ 338,934 3%

Institute for Advanced Learning and Research

Income Statement - Grant and Capital Projects QTD & YTD

Period Ending June 30, 2023

	Actual 09/30/2022 QTD	Actual 12/31/2022 QTD	Actual 03/31/2023 QTD	Actual 06/30/2023 QTD	Total
Revenues					
Federal Grants-Temporarily Restricted	\$ 48,353	\$ 1,129,373	\$ 604,971	\$ 1,176,761	\$ 2,959,458
Nongovernmental Grants and Contracts	\$ 410,386	\$ 2,055,389	\$ 377,197	\$ 1,883,030	\$ 4,726,001
Program Income	\$ 6,636,362	\$ 1,764,790	\$ 5,862,398	\$ 5,001,907	\$ 19,265,458
Other Revenue	\$ -	\$ -	\$ -	\$ 21	\$ 21
Total Operating Revenues:	\$ 7,095,101	\$ 4,949,552	\$ 6,844,565	\$ 8,061,718	\$ 26,950,936
VA College Building Authority (VCBA)	\$ 740,667	\$ 544,755	\$ 1,566,924	\$ 946,305	\$ 3,798,652
Total Non-Operating Revenues:	\$ 740,667	\$ 544,755	\$ 1,566,924	\$ 946,305	\$ 3,798,652
Total Revenues:	\$ 7,835,768	\$ 5,494,307	\$ 8,411,490	\$ 9,008,024	\$ 30,749,588
Expenses					
Personnel Costs	\$ 428,969	\$ 545,066	\$ 786,172	\$ 1,000,537	\$ 2,760,744
Contractual Services and Consultants	\$ 679,432	\$ 805,672	\$ 2,029,300	\$ 1,376,084	\$ 4,890,489
Supplies and Equipment Maintenance	\$ 43,062	\$ 53,402	\$ 356,896	\$ 217,263	\$ 670,624
Facility Expense	\$ 19,280	\$ 55,370	\$ 97,488	\$ 84,326	\$ 256,464
Utilities	\$ -	\$ -	\$ 24,445	\$ 88,430	\$ 112,875
Repairs and Maintenance	\$ 567	\$ 5,744	\$ 19,156	\$ 28,439	\$ 53,906
Equipment Expense	\$ 921,536	\$ 760,003	\$ 205,386	\$ 258,402	\$ 2,145,326
Other Expenses	\$ 533,156	\$ 312,011	\$ 762,629	\$ 1,986,961	\$ 3,594,757
Depreciation and Amortization	\$ 309,135	\$ 390,525	\$ 503,875	\$ 679,498	\$ 1,883,032
Construction in Process/Equipment	\$ 1,248,454	\$ 1,899,127	\$ 3,103,982	\$ 5,621,600	\$ 11,873,163
Total Operating Expenses	\$ 4,183,591	\$ 4,826,919	\$ 7,889,329	\$ 11,341,540	\$ 28,241,379
Total Operating Expenses:	\$ 4,183,591	\$ 4,826,919	\$ 7,889,329	\$ 11,341,540	\$ 28,241,379
NET SURPLUS/(DEFICIT)	\$ 3,652,176	\$ 667,389	\$ 522,161	\$ (2,333,516)	\$ 2,508,210
NET SURPLUS/(DEFICIT) %	47%	12%	6%	-26%	8%

Institute for Advanced Learning and Research

IALR Statement of Net Position

6/30/2022 vs. 6/30/2023 Comparison

	6/30/22 IALR Total	6/30/23 IALR Total	Variance
Assets			
Current Assets:			
Unrestricted			
Cash and Cash Equivalents	\$14,378,190	\$11,136,657	(\$3,241,533)
Accounts Receivable, net	\$5,428,475	\$8,653,424	\$3,224,949
Prepaid Expenses	\$223,917	\$305,663	\$81,746
Advances	\$3,456	\$0	(\$3,456)
Interfund	\$199,434	\$187,158	(\$12,276)
Total Unrestricted Current Assets:	\$20,233,472	\$20,282,902	\$49,430
Other Assets:			
Restricted Cash and Cash Equivalents	\$183,108	\$180,108	(\$3,000)
Total Other Assets:	\$183,108	\$180,108	(\$3,000)
Total Current Assets:	\$20,416,580	\$20,463,010	\$46,430
Noncurrent Assets:			
Net Pension Asset	\$1,079,812	\$1,006,130	(\$73,682)
Fixed Assets Depreciable	\$28,197,088	\$49,032,154	\$20,835,066
Total Noncurrent Assets:	\$29,276,900	\$50,038,284	\$20,761,384
Total Assets	\$49,693,480	\$70,501,294	\$20,807,814
Deferred Outflows of Resources-VRS Charges	\$184,700	\$161,802	(\$22,898)
Liabilities and Net Position			
Current Liabilities:			
Accounts payable - Operations	\$3,279,296	\$2,441,917	(\$837,380)
Accrued Payroll and Related Employee Expenses	\$49,778	\$45,634	(\$4,145)
Deferred Revenue	\$2,512,810	\$5,770,456	\$3,257,646
Customer Deposits	\$41,467	\$53,817	\$12,350
Total Current Liabilities:	\$5,883,352	\$8,311,824	\$2,428,472
Noncurrent Liabilities			
Long Term Liabilities	\$154,397	\$194,144	\$39,748
Total Noncurrent Liabilities:	\$154,397	\$194,144	\$39,748
Deferred Inflows of Resources - VRS Investment Income	(\$944,983)	(\$505,969)	\$439,014
Net Position:			
Restricted	\$33,843,437	\$48,087,442	\$14,244,005
Unrestricted	\$9,029,577	\$13,563,716	\$4,534,139
Total Net Position:	\$42,873,014	\$61,651,159	\$18,778,145
Total Liabilities and Net Assets	\$49,855,746	\$70,663,096	\$20,807,350



IALR Foundation

1. Statement of Net Position
2. Restricted Funds Report

Institute for Advanced Learning and Research

IALR Foundation Statement of Net Position

6/30/2022 vs 6/30/2023 Comparison

	6/30/22 IALRF Total	6/30/23 IALRF Total	Variance
Assets			
Current Assets:			
Unrestricted			
Cash and Cash Equivalents	\$828,125	\$446,682	(\$381,443)
Accounts Receivable, net	\$310,844	\$137,733	(\$173,111)
Prepaid Expenses	\$1,738	\$1,738	\$0
Interfund	(\$199,434)	(\$187,158)	\$12,276
Total Unrestricted Current Assets:	\$941,273	\$398,995	(\$542,278)
Total Current Assets:	\$941,273	\$398,995	(\$542,278)
Noncurrent Assets:			
Certificate of Deposits	\$331,487	\$332,748	\$1,261
Investments	\$2,482,924	\$2,702,776	\$219,852
Fixed Assets Depreciable	\$4,336,400	\$4,786,304	\$449,904
Total Noncurrent Assets:	\$7,150,811	\$7,821,828	\$671,017
Total Assets	\$8,092,084	\$8,220,823	\$128,739
Liabilities and Net Position			
Current Liabilities:			
Accounts payable - Operations	\$7,450	\$6,977	(\$473)
Total Current Liabilities:	\$7,450	\$6,977	(\$473)
Net Position:			
Restricted	\$1,537,182	\$1,698,364	\$161,182
Unrestricted	\$6,547,452	\$6,515,482	(\$31,970)
Total Net Position:	\$8,084,634	\$8,213,846	\$129,212
Total Liabilities and Net Assets	\$8,092,084	\$8,220,823	\$128,739

Restricted Cash Foundation

Advanced Learning		
Mid - Atlantic Broadband Communitites	\$	2,391
Capstone		
Gene Haas Foundation	\$	67,934
MFG Host Funding	\$	17,500
AutoDesk	\$	25,000
SME Education Foundtion	\$	5,000
Misc Program Donations	\$	300
IALR Internal Restriction		
Internally Restricted Funds	\$	82,446
Restricted for Grants, Scholarships & Internal	\$	200,571
Restricted for HAAS Endowment	\$	1,497,793
Total Restricted	\$	1,698,364
Total Unrestricted Cash	\$	246,111

Advanced Manufacturing **Division**

1. Advanced Manufacturing
Budget to Actual
2. Advanced Manufacturing
Grant & Contract Activity

Institute for Advanced Learning and Research

Income Statement

Manufacturing Advancement Division

		CMA IALR 40-55- xxxx-922	Capstone 40-50- xxxx	Rapid Launch 40-55- xxxx-921	CMA Operations 14- 55-xxxx-991	Adv. Manufacterin Total Budget	CMA IALR Actual	Capstone Actual	Rapid Launch Actual	CMA Operations Actual	Total Adv. Manufa Revenue & Expens	Remaining Balance	100% 12 Mo Target Spent
Revenues													
14-55-4911	Grants-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 236,874	\$ 236,874	\$ -	\$ -	\$ -	\$ 272,749	\$ 272,749	\$ (35,875)	
40-50-4411	Program Income-Capstone	\$ -	\$ 90,000	\$ -	\$ -	\$ 90,000	\$ -	\$ 124,920	\$ -	\$ -	\$ 124,920	\$ (34,920)	
40-50-4435	IALR Support-Capstone	\$ -	\$ 396,004	\$ -	\$ -	\$ 396,004	\$ -	\$ 396,004	\$ -	\$ -	\$ 396,004	\$ (0)	
40-50-4891	Miscellaneous Revenue-Capstone	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 739	\$ -	\$ -	\$ 739	\$ (739)	
40-55-4211	Reimbursable & Donated Revenue-Center for Advanc	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35,496	\$ -	\$ 35,496	\$ (35,496)	
40-55-4411	Program Income-Center for Advanced Manu	\$ 20,000	\$ -	\$ -	\$ -	\$ 20,000	\$ 896,962	\$ -	\$ -	\$ -	\$ 896,962	\$ (876,962)	
40-55-4425	Optimization Revenue-Center for Advanced Manu	\$ 31,250	\$ -	\$ -	\$ -	\$ 31,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 31,250	
40-55-4430	Metrology Revenue-Center for Advanced Manu	\$ 17,978	\$ -	\$ -	\$ -	\$ 17,978	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,978	
40-55-4435	IALR Support-Center for Advanced Manu	\$ 789,025	\$ -	\$ -	\$ -	\$ 789,025	\$ 789,025	\$ -	\$ -	\$ -	\$ 789,025	\$ (0)	
40-55-4511	Partner Office Rental-Center for Advanced Manu	\$ 70,233	\$ -	\$ 167,796	\$ -	\$ 238,029	\$ 18,101	\$ -	\$ 169,850	\$ -	\$ 187,950	\$ 50,079	
40-55-4711	Indirect Costs-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 111,537	\$ -	\$ -	\$ -	\$ 111,537	\$ (111,537)	
40-55-4712	Profits Earned-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 751,011	\$ -	\$ -	\$ -	\$ 751,011	\$ (751,011)	
40-55-4891	Miscellaneous Revenue-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,423	\$ -	\$ -	\$ -	\$ 1,423	\$ (1,423)	
Total Revenues		\$ 928,486	\$ 486,004	\$ 167,796	\$ 236,874	\$ 1,819,160	\$ 2,568,059	\$ 521,663	\$ 205,346	\$ 272,749	\$ 3,567,817	\$ (1,748,657)	196%
Expenses													
Staffing													
Total Staffing		\$ 568,980	\$ 74,446	\$ -	\$ 175,837	\$ 819,263	\$ 280,246	\$ 84,533	\$ -	\$ 115,290	\$ 480,069	\$ 339,194	59%
Other Expenses													
14-55-6111	Consulting & Professional Fees-Center for Advanced	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,118	\$ 23,118	\$ (23,118)	
14-55-6121	Legal Fees-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,468	\$ 5,468	\$ (5,468)	
14-55-6711	Office Supplies-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 12,500	\$ 12,500	\$ -	\$ -	\$ -	\$ 2,015	\$ 2,015	\$ 10,485	
14-55-6715	Supplies/Other Operating-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,115	\$ 13,115	\$ (13,115)	
14-55-6731	Copier Lease-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 1,750	\$ 1,750	\$ -	\$ -	\$ -	\$ 245	\$ 245	\$ 1,505	
14-55-6922	Janitorial-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 21,500	\$ 21,500	\$ -	\$ -	\$ -	\$ 3,606	\$ 3,606	\$ 17,894	
14-55-6923	Waste Disposal-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 2,966	\$ 2,966	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,966	
14-55-6924	Landscaping-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 12,500	\$ 12,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,500	
14-55-6931	Electric-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 100,980	\$ 100,980	\$ -	\$ -	\$ -	\$ 41,533	\$ 41,533	\$ 59,447	
14-55-6932	Gas-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 34,748	\$ 34,748	\$ -	\$ -	\$ -	\$ 761	\$ 761	\$ 33,987	
14-55-6933	Water-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 4,590	\$ 4,590	\$ -	\$ -	\$ -	\$ 352	\$ 352	\$ 4,238	
14-55-6942	Elevator Service Agreement-Center for Advanced Man	\$ -	\$ -	\$ -	\$ 460	\$ 460	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 460	
14-55-6945	Fire Pump and Sprinkler System-Center for Advanced	\$ -	\$ -	\$ -	\$ 1,450	\$ 1,450	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,450	
14-55-6960	Repairs & Maintenance-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000	\$ -	\$ -	\$ -	\$ 13,061	\$ 13,061	\$ (3,061)	
14-55-6965	Maintenance Agreements & Licenses-Center for Adva	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000	\$ -	\$ -	\$ -	\$ 39,013	\$ 39,013	\$ (29,013)	
14-55-6980	Insurance-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 7,500	\$ 7,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,500	
14-55-8320	Marketing-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 8,000	\$ 8,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,000	
14-55-8510	Equip-Less than Capitalization-Center for Advanced M	\$ -	\$ -	\$ -	\$ 10,000	\$ 10,000	\$ -	\$ -	\$ -	\$ 9,769	\$ 9,769	\$ 231	
14-55-8956	Equipment-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,654	\$ 5,654	\$ (5,654)	
14-55-8960	Software-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 40,000	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,000	
14-55-8974	Licensing Software-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000	
40-50-6111	Consulting & Professional Fees-Capstone	\$ -	\$ 215,058	\$ -	\$ -	\$ 215,058	\$ -	\$ 210,133	\$ -	\$ -	\$ 210,133	\$ 4,925	
40-50-6715	Supplies/Other Operating-Capstone	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 104	\$ -	\$ -	\$ 104	\$ (104)	
40-50-6721	Postage-Capstone	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 18	\$ -	\$ -	\$ 18	\$ (18)	
40-50-6800	HTec Consumables-Capstone	\$ -	\$ 5,362	\$ -	\$ -	\$ 5,362	\$ -	\$ 5,677	\$ -	\$ -	\$ 5,677	\$ (315)	
40-50-6931	Electric-Capstone	\$ -	\$ 55,000	\$ -	\$ -	\$ 55,000	\$ -	\$ 45,158	\$ -	\$ -	\$ 45,158	\$ 9,842	
40-50-6932	Gas-Capstone	\$ -	\$ 20,000	\$ -	\$ -	\$ 20,000	\$ -	\$ 6,149	\$ -	\$ -	\$ 6,149	\$ 13,851	13

40-50-6933	Water-Capstone	\$	-	\$	1,500	\$	-	\$	-	\$	1,500	\$	-	\$	1,161	\$	-	\$	-	\$	1,161	\$	339	
40-50-8450	Indirect Costs-Capstone	\$	-	\$	18,000	\$	-	\$	-	\$	18,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	18,000	
40-50-8510	Equip-Less than Capitalization-Capstone	\$	-	\$	30,000	\$	-	\$	-	\$	30,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	30,000	
40-55-6111	Consulting & Professional Fees-Center for Advanced	\$	180,000	\$	-	\$	-	\$	-	\$	180,000	\$	198,612	\$	-	\$	-	\$	-	\$	-	\$	198,612	(18,612)
40-55-6121	Legal Fees-Center for Advanced Manu	\$	-	\$	-	\$	-	\$	-	\$	-	\$	19,395	\$	-	\$	-	\$	-	\$	-	\$	19,395	(19,395)
40-55-6715	Supplies/Other Operating-Center for Advanced Manu	\$	8,000	\$	-	\$	-	\$	-	\$	8,000	\$	2,199	\$	-	\$	-	\$	-	\$	-	\$	2,199	5,801
40-55-6922	Janitorial-Center for Advanced Manu	\$	-	\$	-	\$	7,800	\$	-	\$	7,800	\$	450	\$	-	\$	10,153	\$	-	\$	-	\$	10,603	(2,803)
40-55-6923	Waste Disposal-Center for Advanced Manu	\$	-	\$	-	\$	2,966	\$	-	\$	2,966	\$	-	\$	-	\$	-	\$	-	\$	-	\$	2,966	
40-55-6924	Landscaping-Center for Advanced Manu	\$	-	\$	-	\$	15,600	\$	-	\$	15,600	\$	-	\$	-	\$	15,600	\$	-	\$	-	\$	15,600	-
40-55-6925	Pest Control-Center for Advanced Manu	\$	-	\$	-	\$	300	\$	-	\$	300	\$	-	\$	-	\$	-	\$	-	\$	-	\$	300	
40-55-6931	Electric-Center for Advanced Manu	\$	-	\$	-	\$	25,000	\$	-	\$	25,000	\$	-	\$	-	\$	64,912	\$	-	\$	-	\$	64,912	(39,912)
40-55-6932	Gas-Center for Advanced Manu	\$	-	\$	-	\$	5,000	\$	-	\$	5,000	\$	-	\$	-	\$	5,879	\$	-	\$	-	\$	5,879	(879)
40-55-6933	Water-Center for Advanced Manu	\$	-	\$	-	\$	3,000	\$	-	\$	3,000	\$	-	\$	-	\$	2,300	\$	-	\$	-	\$	2,300	700
40-55-6945	Fire Pump and Sprinkler System-Center for Advanced	\$	-	\$	-	\$	800	\$	-	\$	800	\$	-	\$	-	\$	-	\$	-	\$	-	\$	800	
40-55-6948	Fire & Sec System Monitoring-Center for Advanced M	\$	-	\$	-	\$	330	\$	-	\$	330	\$	-	\$	-	\$	540	\$	-	\$	-	\$	540	(210)
40-55-6949	Air Compressor Serv Contract-Center for Advanced M	\$	-	\$	-	\$	3,800	\$	-	\$	3,800	\$	-	\$	-	\$	-	\$	-	\$	-	\$	3,800	
40-55-6960	Repairs & Maintenance-Center for Advanced Manu	\$	-	\$	-	\$	10,000	\$	-	\$	10,000	\$	594	\$	-	\$	11,025	\$	-	\$	-	\$	11,620	(1,620)
40-55-6965	Maintenance Agreements & Licenses-Center for Adva	\$	-	\$	-	\$	26,068	\$	-	\$	26,068	\$	2,250	\$	-	\$	26,150	\$	-	\$	-	\$	28,400	(2,332)
40-55-6980	Insurance-Center for Advanced Manu	\$	-	\$	-	\$	-	\$	-	\$	-	\$	8,793	\$	-	\$	-	\$	-	\$	-	\$	8,793	(8,793)
40-55-7551	Travel-Center for Advanced Manu	\$	15,000	\$	-	\$	-	\$	-	\$	15,000	\$	9,487	\$	-	\$	-	\$	-	\$	-	\$	9,487	5,513
40-55-7571	Business Meals-Center for Advanced Manu	\$	5,000	\$	-	\$	-	\$	-	\$	5,000	\$	2,103	\$	-	\$	-	\$	-	\$	-	\$	2,103	2,897
40-55-8410	Miscellaneous Expenditures-Center for Advanced Man	\$	-	\$	-	\$	-	\$	-	\$	-	\$	318	\$	-	\$	-	\$	-	\$	-	\$	318	(318)
40-55-8490	Operating Contingency-Center for Advanced Manu	\$	-	\$	-	\$	32,369	\$	-	\$	32,369	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	32,369
40-55-8510	Equip-Less than Capitalization-Center for Advanced M	\$	15,000	\$	-	\$	-	\$	-	\$	15,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	15,000
Total		\$	223,000	\$	344,920	\$	133,033	\$	298,944	\$	999,897	\$	244,201	\$	268,400	\$	136,560	\$	157,711	\$	806,871	\$	193,026	81%
Total Expenses		\$	791,980	\$	419,366	\$	133,033	\$	474,781	\$	1,819,160	\$	524,447	\$	352,933	\$	136,560	\$	273,001	\$	1,286,941	\$	532,219	71%
NET SURPLUS/(DEFICIT)		\$	-	\$	-	\$	-	\$	-	\$	-	\$	2,043,613	\$	168,729	\$	68,786	\$	(252)	\$	2,280,877	\$	(2,280,877)	125%

**Manufacturing Advancement Division
Grants & Contracts Activity**

Closed Contracts:

ATDM 1.0			
	Budget	Actual	Remaining Balance
Revenue	\$ 7,664,592	\$ 7,664,592	\$ -
Expenses	\$ 7,664,592	\$ 6,788,993	\$ 875,599
Surplus/ (Deficit)	\$ -	\$ 875,599	
Closed - Money Moved 4/7/23			

Afghan Ally #1			
	Budget	Actual	Remaining Balance
Revenue	\$ 53,710	\$ 53,710	\$ -
Expenses	\$ 53,710	\$ 53,345	\$ 365
Surplus/ (Deficit)	\$ -	\$ 365	
Closed - Money Moved 4/7/23			

Afghan Ally #2			
	Budget	Actual	Remaining Balance
Revenue	\$ 37,450	\$ 37,450	\$ -
Expenses	\$ 37,450	\$ 29,629	\$ 7,820
Surplus/ (Deficit)	\$ -	\$ 7,820	\$ (7,820)
% Spend	Closed - Money Moved 6/29/23		

Afghan Ally #3			
	Budget	Actual	Remaining Balance
Revenue	\$ 92,180	\$ 92,180	\$ -
Expenses	\$ 92,180	\$ 79,002	\$ 13,178
Surplus/ (Deficit)	\$ -	\$ 13,178	\$ (13,178)
% Spend	Closed - Money Moved 6/29/23		

ATDM EB1 RTC A&E			
	Budget	Actual	Remaining Balance
Revenue	\$ 1,500,000	\$ 1,500,000	\$ -
Expenses	\$ 1,500,000	\$ 1,500,000	\$ -
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	Closed- No surplus		

Money currently in reserve for Adv. Manufacturing as of 6/30/23 \$896,962

Active Grants:

DMCSP			
	Budget	Actual	Remaining Balance
Revenue	\$ 4,089,843	\$ 1,593,820	\$ 2,496,023
Expenses	\$ 4,089,843	\$ 1,593,818	\$ 2,496,025
Surplus/ (Deficit)	\$ -	\$ 2	\$ (2)
% Spend	39%		

EDA			
	Budget	Actual	Remaining Balance
Revenue	\$ 2,546,760	\$ 1,977,257	\$ 569,503
Expenses	\$ 2,546,760	\$ 1,984,497	\$ 562,262
Surplus/ (Deficit)	\$ -	\$ (7,240)	\$ 7,240
% Spend	78%		

Active Contracts:

ATDM 2.0			
	Budget	Actual	Remaining Balance
Revenue	\$ 18,094,566	\$ 16,285,109	\$ 1,809,457
Expenses	\$ 18,094,566	\$ 13,798,655	\$ 4,295,911
Surplus/ (Deficit)	\$ -	\$ 2,486,454	\$ (2,486,454)
% Spend	76%		

ATDM 3.0			
	Budget	Actual	Remaining Balance
Revenue	\$ 21,241,922	\$ 2,353,249	\$ 18,888,673
Expenses	\$ 21,241,922	\$ 2,291,152	\$ 18,950,770
Surplus/ (Deficit)	\$ -	\$ 62,097	\$ (62,097)
% Spend	11%		

Afghan Ally #4			
	Budget	Actual	Remaining Balance
Revenue	\$ 36,872	\$ 36,872	\$ -
Expenses	\$ 36,872	\$ 28,077	\$ 8,795
Surplus/ (Deficit)	\$ -	\$ 8,795	\$ (8,795)
% Spend	76%		

Afghan Ally #5			
	Budget	Actual	Remaining Balance
Revenue	\$ 94,127	\$ 94,127	\$ -
Expenses	\$ 94,127	\$ 15,371	\$ 78,756
Surplus/ (Deficit)	\$ -	\$ 78,756	\$ (78,756)
% Spend	16%		

Austal - AMPRO SOW #1			
	Budget	Actual	Remaining Balance
Revenue	\$ 199,407	\$ 114,915	\$ 84,492
Expenses	\$ 199,407	\$ 114,915	\$ 84,492
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	58%		

Austal - AMPRO SOW #2			
	Budget	Actual	Remaining Balance
Revenue	\$ 141,775	\$ 20,090	\$ 121,685
Expenses	\$ 141,775	\$ 20,090	\$ 121,685
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	14%		

BFA - Submarine Transportation			
	Budget	Actual	Remaining Balance
Revenue	\$ 81,858	\$ 81,858	\$ -
Expenses	\$ 81,858	\$ 60,867	\$ 20,991
Surplus/ (Deficit)	\$ -	\$ 20,991	\$ (20,991)
% Spend	74%		

BFA - RTC Long Lead			
	Budget	Actual	Remaining Balance
Revenue	\$ 19,215,000	\$ 3,973,069	\$ 15,241,931
Expenses	\$ 19,215,000	\$ 3,973,069	\$ 15,241,931
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	21%		

ATDM EB2 - Accenture & Personnel			
	Budget	Actual	Remaining Balance
Revenue	\$ 400,000	\$ 361,254	\$ 38,746
Expenses	\$ 400,000	\$ 361,254	\$ 38,746
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	90%		

BFA - Mahmood Funding			
	Budget	Actual	Remaining Balance
Revenue	\$ 30,635	\$ 30,635	\$ -
Expenses	\$ 30,635	\$ 17,859	\$ 12,776
Surplus/ (Deficit)	\$ -	\$ 12,776	\$ (12,776)
% Spend	58%		

DOD - RTC Funding			
	Budget	Actual	Remaining Balance
Revenue	\$ 37,758,000	\$ -	\$ 37,758,000
Expenses	\$ 37,758,000	\$ -	\$ 37,758,000
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	0%		

Construction bid came in significantly over budget for phase 1. Discussions are being had on how to proceed.

Because this was written as a firm fixed price but is a subset of the RTC - Construction contract from Rock Island which is reimbursement basis, we are navigating what overages for items under this contract will look like.

May need to request additional funding to support the moving and set-up once on IALR campus

Project is expending as expected with no current concerns
 Project is being watched for potential overages/ Issues
 Project is experiencing potential large deviations from budget and immediate action is being taken

Applied Research Board Report August 17th, 2023



JULY 19 @ 9:30 AM - 2:00 PM



Strategic Plan Alignment

Collaborative Team Success

Globally Competitive Business Ecosystem

Metrics

Two Conferences this Summer

Actions Undertaken by Staff

Completing Planning for the CEA Summit

Working on Next AgBio Event



Applied Research Board Report August 17th, 2023



Interns 2023 Summary

Type: Computer Vision / Robotics (4), AgTech / CEA (3), Biotech (2)

Program: STEM Interns (6), AET Intern (1), Averett (1), Other (1)

Strategic Plan Alignment

Center of Excellence for Education
and Workforce Development

Collaborative Team Success

Globally Competitive Business
Ecosystem

Metrics

Nine Total Interns this Year

Actions Undertaken by Staff

Internships Throughout the Year

Partnership with VT and Virginia
Western Community College

Applied Research Board Report August 17th, 2023



Partnering with the Governors Office

Strategic Plan Alignment

Virginia's Go-to Partner for Business and Economic Growth

Metrics

Multiple Interactions with Secretary of Agriculture and Forestry's Office

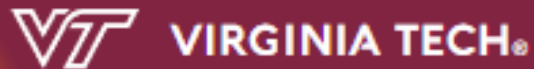
State Budget Addition

Actions Undertaken by Staff

Attending Governor's Conference in Northern Virginia in October

Finalizing GOVA Project

Applied Research Board Report August 17th, 2023



CENTER FOR ADVANCED INNOVATION IN AGRICULTURE (CAIA)

Strategic Plan Alignment

Globally Competitive Business Ecosystem

Metrics

Eight New Partnerships

Actions Undertaken by Staff

Biomufacturing Grant Development Teams (4)

Expanding IP Development Partnerships

Partnership with VT and Virginia Western Community College





Lab Launch Space

Strategic Plan Alignment

Globally Competitive Business
Ecosystem

Metrics

Two New Companies from Outside
the Region Renting Space

Actions Undertaken by Staff

Working with a Company on the
West Coast for Lab Space

IP Development Opportunities

Submitted 3 Grants to Expand
Support Services and Enhance
Research



Applied Research Committee Report

Dr. Scott Lowman

July 2023

Name of Program or Initiative: Building Virginia's Controlled Environment Agriculture (CEA) Industry Through Targeted Research, Workforce, and Economic Development Initiatives

Current Activities by the IALR/VT team

1) Research

a. Aerofarms Research Collaboration

- i. Project one – Bioinformatics led by Dr. Amaradasa completed
- ii. Project two – Volatile organic compound analysis led by Jack He completed
- iii. New project – Seed testing

b. Research Partnerships

- i. New BASF partnership established focused on biologicals and contract research
- ii. New Syngenta partnership established focused on biologicals and contract research
- iii. New Invasive Species Corporation partnership under development
- iv. New Innatrix partnership established
- v. VTARC (Virginia Tech Applied Research Corporation) visited in June
 1. Exploring opportunities in Controlled Environment Agriculture, and AgBiotech opportunities
 2. Based in DC, they have strong ties with the Navy and Department of Defense
- vi. Dr. Lowman hosted a visit from Phillips Signify regarding CEA facilities
- vii. Hosted a visit from contract research partner Plant Response, Inc. regarding lab space and other synergistic opportunities

c. Meetings

- i. Dr. Mei attended a National Aeronautics and Space Administration (NASA) and United States Department of Agriculture (USDA) conference in Ohio titled, *Advancing Controlled Environment Agriculture on Land and in Space in the Next 20 Years*
- ii. In partnership with Advanced Manufacturing, Senator Kaine's staff toured the VT/IALR Controlled Environment Agriculture Innovation Center
- iii. Dr. Mei attended the Bill and Melinda Gates Foundation workshop titled, *"Endophytic Microbes for Crop Nutrition"*



d. Grants/Funding

- i. One million dollars remains in the State Budget for CEA expansion
- ii. Dr. Lowman submitted a Tobacco Region Revitalization Commission (TRRC) grant titled “Building a Regional Food System Through the Creation of a Value Chain Coordinator” (\$104,452 request + \$100,000 external match)
- iii. Dr. Lowman submitted a Tobacco Region Revitalization Commission grant in partnership with Virginia Tech titled “Supporting Controlled Environment Agriculture (CEA) Growth in Southern Virginia”, (\$145,841 request + \$150,000 external match)
- iv. VT, Dr. Kaylee South and Dr. Lowman submitted a USDA grant in partnership with Earth Microbials, INC, and the University of Waterloo titled, “*Optimization of microbial inoculants for enhanced plant growth in hydroponic systems*” (\$100,000)
- v. Agrospheres is funding a new employee for 2 years (\$110,000)

2) CEA Economic Development

- a. GoVA draft report “Leveraging IALR and VT to Move the CEA Industry Forward” is complete and under review
- b. Aerofarms Chemistry Training Module completed and under review with company
- c. Dr. Lowman and Telly Tucker attended a Controlled Environment Agriculture (CEA) related bill signing with Governor Youngkin at McCormick Farm in Raphine, VA
- d. Dr. Lowman attended an event at Red Sun Farms with Governor Glenn Youngkin, Secretary of Agriculture and Forestry Matthew Lohr, and the Commissioner of the Virginia Department of Agriculture and Consumer Services Joseph Guthrie to tour the facility in Pulaski and promote the controlled environment agriculture industry
- e. Partnering with the Secretary of Agriculture and Forestry’s office to solve real problems facing Virginia’s CEA industry

3) Other Items to Support the Above

- a. IALR STEM summer interns
 - i. Applied Research welcomed seven summer interns who worked in areas including coding and robotics, biotechnology, and controlled environment agriculture.
 - ii. An AET intern worked in coding and robotics



Name of Program or Objective: AgTech and Life Sciences Manufacturing Support to Grow Industries Through Testing, Contract Research, and Lab Access

Current Activities

- 1) Bio-Manufacturing / Cell Factory / Bio-Foundry Initiative
 - a. Vessel has been relocated and the lab is set up in Room 235
 - b. Fermentation workshop development underway
 - c. Submitted an NSF grant to support initial cohorts of students (adult learners) for three years
 - i. GoVa is also interested in exploring a biopharmaceutical manufacturing workforce development component
 - d. Multiple companies have expressed interest in participating including Novozymes, Agrospheres, and Bonumose
 - e. Multiple opportunities have already arisen
- 2) AgBio Conference was held on July 19th
 - a. This conference focused on both Agtech and Biotech and was cohosted in partnership with NC Bio, NC Biotech, Va Bio, and IALR
- 3) Contract Research
 - a. Currently working with three new companies developing contract research projects
 - b. Continue to do work for Plant Response
 - c. Continue to support Agrosphere's growth
 - i. Expansion of testing and greenhouse support for critical growth products
 - d. Work with Electroagro systems to identify a new market for their technology
- 4) Economic Development
 - a. Agrospheres will be establishing a presence at IALR
 - i. To include renting office space, lab space, and an employee for two years
 - b. Dr. Lowman attended a ribbon-cutting at Agrospheres' new facility in Charlottesville, VA along with Governor Youngkin and Secretary of Agriculture Matt Lohr

Primary Objective
ATDM

- Attract SIB/DIB industries
- Support SIB/DIB job placement
- Continue to recruit, train and place
- Focus on strategy for ramp-up

Metrics

- 15 industry visits supported in Q4
- 229 graduates to date
 - 48 remained in Virginia
- Students recruited from 29 states/
placed in 21 states

Current action being undertaken by staff

- Job Placement for January and March cohorts
- Onboarding support for May cohort
- Two cohorts, 128 students in training
- ATDM 3.0 contract executed
- RTC contract executed
- 24 new hires this quarter/ 20 pending

*Support or decision needed
by the Board of Directors*

- Continued connections/leads to industry
- Community champions for program
- Attend/Participate in ATDM events

Primary Objective
DMCSP

- Recruit, train and modernize the maritime workforce to address workforce-related challenges in the DIB
- Collaborate with industry, educational, and economic development partners to create a defense manufacturing ecosystem in the Commonwealth

Metrics

- 64 enrolled in Pittsylvania County Schools, 50 completed this quarter
- 4,518 impacted through GO TEC
- 98 enrolled in ODU coursework
- More than 1500 students and educators impacted by over 75 outreach events held by VSU

Current action being undertaken by staff

- MfgET development initiatives are ongoing with partners: ODU and P&HCC
- New program manager to visit in August
- No cost extension approved
- Sustainment and growth plan underway

Support or decision needed by the Board of Directors

- None at this time

Primary Objective
CMA – Industry 4.0

- Provide a unique platform for innovation and optimization that can be utilized for partner development, training, and industry support

Metrics

- Development and integration is on track
- Three ITAR general awareness classes have been completed for IALR staff

Current action being undertaken by staff

- Industry 4.0 lab electrical finalized
- Vendor setup of equipment completed
- Working through partnership agreement for metrology lab
- Industry 4.0 lab equipment integration underway

Support or decision needed by the Board of Directors

- None at this time

Primary Objective
CMA – AM COE

- Provide a unique platform for innovation and optimization that can be utilized for partner development, training, and industry support

Metrics

- Partnership development
- Projects/parts developed
- Development of technical data packages
- Onboarding of Submarine Industrial Base Additive Manufacturing Vendors

Current action being undertaken by staff

- First five TDPs successfully completed
- Hiring for key roles for project ongoing
- Equipment installation being finalized
- Integration is underway
- ITAR Training on-going

*Support or decision needed
by the Board of Directors*

- None identified at this time

Primary Objective
Specialized Training - HTEC

- Provide train-the-trainer opportunities for CNC by serving as one of four training facilities nationwide for the Haas Technical Education Community

Metrics

How are we doing at this point in time

- Training has commenced for the year
- On target to exceed outcomes from CY22
- Every class on calendar has registered students

Current action being undertaken by staff

- Registering students for next training courses
- Presented at 2023 HTEC Americas Conference / team sent to deepen relationships

Support or decision needed by the Board of Directors

- None identified at this time

Primary Objective
Integrated Machining Technology

- Provide advanced level training to prepare students for high level machinist positions and entry level management by exposing students to real-world manufacturing experiences, advanced technologies, and manufacturing management topics.

Metrics

- Most recent cohort completed in March
- Robotics integration activity completed
- Two Skills USA state champions competed in Nationals

Current action being undertaken by staff

- Exploring opportunities for updates
- Seeking new instructor
- Identifying new technologies
- Technician attending 2023 HTEC Americas conference

Support or decision needed by the Board of Directors

- Support for potential funding opportunities
- Champion IMT program in community

Manufacturing Advancement Report
Todd Yeatts, Executive Vice President
Amanda Hylton, VP Strategic Initiatives
Tim Robertson, COO
August 3, 2023

Department of Defense – Accelerated Training in Defense Manufacturing (ATDM)

The ATDM 2.0 contract is expected to be finalized in the next couple of months as the Spectrum Group is finalizing the ATDM 2.0 evaluation report to complete the final deliverable. The period of performance ended in April of 2023.

The ATDM 3.0/4.0 contract was executed in December with an initial \$4.5M award. The remaining \$16.6M for the full 3.0 period of performance was executed in March, bringing the total ATDM 3.0 award to \$21.2M. Long lead equipment items are in the process of being procured. Three invoices have been submitted to date, with a fourth being prepared for submission. More than \$2M has been invoiced to date.

The contract for the Regional Training Center (RTC) was fully executed through Rock Island for \$37.7M. Along with the initial contract for the long lead items related to the RTC construction, this brings the total funded for the project to \$56.9M. Bids for long-lead items and construction have been received. The contractor bid, which came in over budget.

The first cohort of ATDM 3.0 began in March with 24 students and completed in June with 20 participants. The May cohort began with 61 students and the July cohort began on July 17 with 68 students.

Staffing needs to support the scaling of ATDM continue to be evaluated and modified to meet the needs of the program and the division. To support the staffing needs of instructors and technicians, these positions have moved from Danville Community College to the Institute, to allow for greater flexibility in recruiting, screening and hiring instructors in a timely manner.

DCC remains an integral partner supporting both instruction and students.

The initial A&E work remains on schedule for the development of the new Regional Training Center facility. The initial grading has been completed on the site and long lead materials and services are being procured. The bids for building one of the RTC have been returned and the value engineering process has begun. Due to inflationary costs, aggressive timelines, and federal flow down requirements resulted in higher than budgeted bids. An open date of April 2025 is still being targeted. Of note, the steel package to begin construction arrived at the site July 25th.

Initial discussions and plans to support active-duty NAVAIR training for Additive Manufacturing (AM) through the ATDM program are taking place. A contract has been awarded to support the next phase of this expanded opportunity for AM training at IALR. Curriculum development, instructor position descriptions and initial equipment identification are complete.

The Accelerated Training in Defense Manufacturing program supports the following functional areas of the Strategic Plan:

- Center of Excellence for Education & Workforce Development – ATDM is the pilot for a national network of accelerated training programs aimed at reducing “time-to-talent” for the defense industrial base (DIB) and filling critical skills gaps in defense manufacturing. As a national-in and national-out training platform, it partners with recruiting sources and industries nationwide.
- Globally Competitive Ecosystem – ATDM provides a robust level of industry engagement that allows industry to send students for training and place students in employment. As with previous models, such as Integrated Machining Technology, it has been shown that industry is interested in locating near training facilities to recruit workers at velocity and scale, which ATDM will produce. These trained individuals will support a workforce pipeline that will make the region more globally competitive.
- Collaborative Team Success – ATDM relies on external partnerships with recruitment sources, job placement entities, industry, and technology partners. The multiple subcontractors involved in making the training a success provide opportunities to collaborate with other internal divisions.

Department of Defense - Defense Manufacturing Community Support Program (DMCSP)

Patrick & Henry Community College (P&HCC) and Old Dominion University (ODU) continue to develop the Manufacturing Engineering Technology degree pathways. Regular status update calls to align the curriculum and coursework continue with the intent to further the Manufacturing Engineering Technology pathway concept developed in 2019. This effort will provide an engineering degree pathway for technical students. Industry partners are evaluating the current curriculum and a future meeting to discuss both input and recommendations is pending.

A new federal program manager for the DMCSP program began in July and will visit IALR and the partners in the DMSCP. The no-cost time extension was approved in July, extending activity for the grant through August of 2024, with a closeout period from August to September 30. Work continues with the development of the next phase of funding to expand the existing DMSCP activity, which is anticipated to be submitted June 2024.

Work continues with Danville Public Schools (DPS) for curriculum development and equipment procurement in the 9th and 10th-grade program. DPS is working with IALR/Pittsylvania County Schools to execute their portion of the DMSCP grant.

The Defense Manufacturing Community Support Program grant supports the following functional areas of the Strategic Plan:

- Virginia's Go-To Partner for Business and Economic Growth – DMCSPP supports the Virginia Maritime Industrial Base Consortium (VMIBC) as a leading hub for developing skilled workers and the engineering workforce for the maritime industry in Virginia; supports local, regional, state, and national economic development through the designation as a Defense Manufacturing Community (DMC) and the collaborative partnerships created through the VMIBC; IALR serves as the convener of partners to execute the DMCSPP grant, providing the ability of IALR to be the go-to partner for the Virginia Department of Veterans and Defense Affairs in developing and enhancing workforce development pipelines that support Virginia's business and economic growth plans.
- Center of Excellence for Education & Workforce Development – DMCSPP supports education & workforce development through the DMC ecosystem which provides a K-12 to university and beyond workforce training system. This includes career connections, high school, community college, university and adult learner options for training students to support the Virginia maritime industry. DMCSPP creates a pipeline for manufacturing engineering technologists and provides continuous improvement into training programs that rely on industry needs. The mission of the VMIBC (the designated DMC community) is to increase manufacturing capacity, capability, resiliency and diversity in the maritime industrial base by creating a cross-region, K-12 to university training pipeline for skilled workers and manufacturing engineers.
- Globally Competitive Ecosystem – DMCSPP advances and connects businesses in the region through a strong collaborative network of industry, government and academia. DMCSPP will increase the supply of skilled labor and manufacturing engineers that will help to close manufacturing skills gaps, address workforce shortages, build manufacturing capacity and capability, and modernize the workforce to enable the industrial base to fully support the Navy's sustainment and shipbuilding needs. This will position the Commonwealth to be globally competitive in attracting manufacturing industries that are aligned to the skills within the pipeline.
- Collaborative Team Success – DMCSPP strengthens collaborative, regional education partnerships (ODU, P&HCC, Virginia State University and K-12 school divisions in Southern Virginia and Hampton Roads) and supports internal collaboration through the integration and expansion of GO TEC into the Hampton Roads region through the DMCSPP partnership.

Center for Manufacturing Advancement (CMA)

On October 5, 2022, the US Navy announced that their Additive Manufacturing Center of Excellence (AM COE) will be located at IALR's CMA facility. This team will support Admiral Scott Pappano's goal of additive manufacturing components on US Navy submarines with commercialization into the supply chain by 2025. This includes Virginia manufacturers. In addition to IALR, the AM COE will be home to these partners: Austal USA, Phillips Corporation and Industrial Inspection & Analysis, Inc. The project is currently under contract with deliverables that include developing the concept of operations, onboarding initial staff and initial equipment procurement. The third purchase order with Austal was executed to continue activity for the AM COE through September of 2023. Equipment to support the computer numerical control (CNC) optimization lab for IALR in the AM COE has been ordered and a CMA Operations Manager to support activity has been hired. Phillips has taken occupancy of their two bays and has commenced activity towards the project. Austal and IIA are in the process of finalizing the lease agreements and will begin activity soon after agreements are signed.

To support the security of the facility, faculty and staff must complete International Traffic in Arms Regulations (ITAR) training to receive badge access to the CMA. To date, three training sessions have been completed led by the Director of Digital Manufacturing, Butch Kendrick. A training package to help board members understand the implications of ITAR security protocols is being developed.

The Industry 4.0 lab electrical feed discrepancies have been corrected. The vendor set-up of the Haas machines and the Mitutoyo Coordinate Measuring Machine (CMM) are complete and data drops to all equipment are installed and verified. Equipment Integration continues in the lab. Additionally, the configuration of the Manufacturing Execution System is ready to begin with an anticipated completion date of December 15, 2023.

The evaluation of capital equipment requirements to support the optimization lab is continuing to progress. We have issued two contracts that will help us ensure ITAR compliance in the CMA.

IALR Staff are now occupying office space in the CMA.

The Center for Manufacturing Advancement supports the following functional areas of the Strategic Plan:

- Virginia's Go-To Partner for Business and Economic Growth – The CMA supports Virginia manufacturers in their pursuit of manufacturing optimization and innovation. The CMA offers technical expertise, lab space, equipment and a collaborative environment to help existing and new Virginia manufacturers increase productivity that has direct economic impact. The CMA serves as a centralized resource of emerging, production ready technologies to help drive the success of Virginia manufacturers. The US Navy AM Center of Excellence within the CMA is expected to support additional companies in their ability to produce AM parts for Navy submarines, including companies in Virginia.
- Center of Excellence for Education & Workforce Development – Through efforts connected with ATDM, the CMA's AM COE will connect ATDM graduates with Additive Manufacturing (AM) jobs related to the Submarine Industrial Base (SIB). These connections will support the recruitment and placement efforts of ATDM. These connections will also support the US Navy and the SIB's effort to modernize the workforce and prepare for increasing AM production.
- Globally Competitive Ecosystem – The CMA will allow businesses in Virginia to be globally competitive through innovations in current and new manufacturing processes. The AM COE at CMA will also support a globally competitive ecosystem through development of innovative additive manufacturing strategies, technical data and processes.
- Collaborative Team Success - The CMA serves as the go-to hub for manufacturing advancement and innovation for Virginia businesses and beyond. The CMA will bring internal and external partners together to form a cohesive group of manufacturing experts, technical partners, business leaders and government officials. These partnerships and collaboration will drive the projects and programs at the CMA. The projects and programs will lead to positive return on investment for IALR and project partners. Revenue generated through CMA projects will help support the Manufacturing Advancement division as a whole and help provide the required resources to remain industry relevant and globally competitive.

Specialized Training

Dylan Hardy, who has been promoted to Manager of Training and Technology, continues to offer Haas Technical Education Center (HTEC) training. The schedule for 2023 has been developed and material requirements are being finalized. Training for 2023 is on track to outpace 2022 output numbers. In addition to in-house training for instructors to travel to Danville to receive training, the Gene Haas Foundation is finalizing plans to allow Hardy and other teacher training instructors to travel to provide training to a specified number of instructors in their facilities on their equipment. Hardy is also supporting the procurement of consumables and training requirements of the ATDM program as part of his new role.

A team from IALR and DCC attended the Annual HTEC Americas Conference in Fort Smith, AR. Hardy presented a workshop on the teacher training program. The team worked to strengthen and deepen relationships with other training providers, leadership from the Gene Haas Foundation and multiple industry and technology partners in attendance.

Specialized Training supports the following functional areas of the Strategic Plan:

- Virginia's Go-To Partner for Business and Economic Growth – As one of four HTEC training centers in the country, IALR serves as the Go-To teacher training facility for Virginia.
- Center of Excellence for Education & Workforce Development – The mission of HTEC is to provide a collaborative space in which we collectively develop, deliver, and disseminate the best educational methods and techniques for CNC education in the world. The goal is to drive the upskilling of manufacturing educators, and transform CNC classrooms into modern, high-tech advanced manufacturing labs that both encourage students to seek successful careers in CNC and related fields and ensure that these students are well-equipped when they enter the field. The goal of specialized training within the manufacturing advancement department is to be the Go-To training provider on CNC and related machine technologies, including the upcoming Industry 4.0 integrations within the CMA.
- Globally Competitive Ecosystem – As a partner for the HTEC network and Phillips Corporation, the training facility at IALR serves as a global benchmark as Haas expands into other countries and provides the potential to be a train-the-trainer provider for global Haas activity.

Integrated Machining Technology

The Integrated Machining Technology (IMT) program completed its most recent cohort in March. The Director of Digital Manufacturing, Butch Kendrick, worked with IMT instructors to incorporate an activity with the autonomous robotic cart into the curriculum to expose students to automated processes. Students participated in the new training with the cart in the spring. DCC has posted the Director of Integrated Machining Technology position. In the interim, Jeremiah Williams is still supporting the training as needed to ensure continuity. Additionally, plans are underway to pursue updates to the curriculum for the IMT program to ensure that it remains at the forefront of technology and training as an advanced level program. The new cohort is expected to begin in August.

The Integrated Machining Technology program supports the following functional areas of the Strategic Plan:

- Virginia's Go-To Partner for Business and Economic Growth – IMT has supported extensive business and economic growth in the region by highlighting the ability of the region to train a workforce that can meet demands at multiple levels, from the work floor technician to front line management and beyond. The IMT program is the advanced level training and culmination of the workforce pipeline that begins in middle school. It has been identified as one of the reasons that multiple companies have located in the region and has been the catalyst for allowing IALR

to support these companies through rapid launch space and concierge services.

- Center of Excellence for Education & Workforce Development – The IMT program has been a national benchmark for advanced training in CNC machining for years and delegations from multiple states and countries have visited to learn more about how to execute similar programs. The continuous improvement and adoption of current technology allows this program to support the strategic goal of being a center for excellence for education & workforce development.
- Globally Competitive Ecosystem – Technology in manufacturing is rapidly evolving. Providing relevant training in support of industry needs is critical as technology and processes continue to modernize. It is a key factor in providing a globally competitive ecosystem. IMT supports this goal by remaining at the forefront of technology and training and ensuring that students can enter the workforce and provide innovative solutions to workforce challenges.

Manufacturing Advancement Staffing

Staff hired this quarter:

Debbie Fuchs	Manager, Strategic Marketing & Communications
Kevin Thompson	CMA Operations Manager
Moises Vivas	INTERN (Manufacturing)
Michael Walker	ATDM Welding Technician
Tim Holland	ATDM CNC Machining Technician
James Hook	ATDM CNC Machining Instructor
Tara Bailey	ATDM Welding Instructor
Phillip Bowers	ATDM NDT Instructor
Jason Boyd	ATDM CNC Tech
Darrell Buchanan	ATDM Welding Instructor
Christopher Carter	ATDM NDT Instructor
Wesley Cifers	ATDM CNC Instructor
Tanner Cole	ATDM Welding Tech
Eric Collie	ATDM AM. Instructor
Robert Eanes	ATDM CNC Tech
Hector Garcia	ATDM Welding Tech
CJ Gauldin	ATDM Welding Tech
Jarrold Hankins	ATDM Metrology Instructor
Daniel Hyler	ATDM AM Tech
John Keatts	ATDM Welding Lead
Justin Owen	ATDM CNC Instructor
Brian Penny	ATDM Welding Instructor
Alex Wilson	ATDM Welding Instructor

Upcoming hires:

Gary “Brian” Greene	ATDM Welding Instructor	(Aug 7)
Rodrica Clark	ATDM Industry Senior Support Specialist	(Aug 23)
Robbie Jones	ATDM Welding Instructor	(Aug 23)
Maiwand Hashimi	ATDM Afghan Support Specialist	(Aug 23)

Additionally, there are 20 open requisitions in the Manufacturing Advancement Division:

Manager, Digital Manufacturing
CNC Machinist
CMA Desk Specialist
NAVAIR Additive Manufacturing Instructor
ATDM Assistant Director, Student Services
ATDM CNC Machining Instructor
ATDM CNC Machining Technician
ATDM Industry Outreach Coordinator
ATDM Student Placement Coordinator
ATDM Systems Administrator
ATDM Student Support Specialist
ATDM Recruitment Specialist
ATDM Housing Support Specialist
ATDM Admissions Counselor
ATDM Recruitment Specialist
ATDM Housing Support Specialist
ATDM Admissions Counselor
ATDM Welding Technician
ATDM Welding Instructor
ATDM Metrology Lab Technician
ATDM Metrology Instructor
ATDM Additive Manufacturing Instructor
ATDM NDT Instructor

Additional Contributions to the Strategic Plan

In addition to the previously mentioned programmatic supports to the strategic plan of IALR, the Manufacturing Advancement division also supports the plan in the following areas:

- Excellence in Board Leadership - All projects strive for transparency with the Board by providing needs, successes and areas of support required that allow the board to serve as community champions, share successes and stories and support public and private funding support which promotes excellence in board leadership as the board conducts these strategic activities.
- Strategic Expansion of Applied Research and Culture of Learning - The Manufacturing Advancement division encapsulates a culture of learning in all projects. It fosters innovation and encourages continued efforts to remain current on the knowledge of existing and emerging technologies, and new processes, as well as funding and leveraged resource opportunities. This culture of learning extends beyond the excitement to learn and grow -- to the execution and implementation of identified innovations and technologies. With new and emerging technologies, the Manufacturing Advancement division actively looks for ways to support applied research through the support of manufacturing capabilities.

Key Meetings for Manufacturing Advancement During this Quarter

- Conducted Completion Ceremony for ATDM Cohort 23B on June 27
- Provided onboarding/orientation for Cohort 23D on July 17
- Supported 15 industry visits for ATDM and Manufacturing Advancement
- Hosted an AUKUS (Australia/United Kingdom/United States Submarine Pact) delegation visit
- Supported four Economic Development site visits
- Hosted staffers from the office of Senator Tim Kaine
- Participated in site visits from Appalachian Ohio Manufactures Coalition, Sorenson Institute and LEAD Virginia
- Completed Process Review evaluation from Director, Submarine Industrial Base, Program Executive Office – Strategic Submarines

Institute Conference Center & Facilities

Board Report

August 17th, 2023

Primary Objective

Name of Program or Initiative

Center of Excellence for Business & Economic Growth

Meeting & Conference Highlights:

Tyson, Center for Early Childhood Success, Danville Life Saving Crew Banquet, Gang Prevention Training, DRHS Prom, Brownfield's Conference, Speaker Series, Sorenson Institute, Graduate of Distinction, Tourism Workshops, Paths all staff training

Metrics

For FY 2022-2023

- Total ICC guests 27,600
- Gross ICC revenue \$853,679
- Comped revenue- \$247,167
- Café guests- 9,270
- Café revenue-\$89,100
- ICC & Cafe guests combined= 36,870
- Total Gross revenue=\$942,778

Current action being undertaken by staff

Client contact

- In person meetings
- Monthly visit w/ Manager of Tourism
- Phone calls
- Referrals existing clients
- Updated client satisfaction survey
- Participated in Hospitality Customer Service training
- Introduced new summer café menu
- Introduced new student summer menu
- Implemented Google ad campaign for café

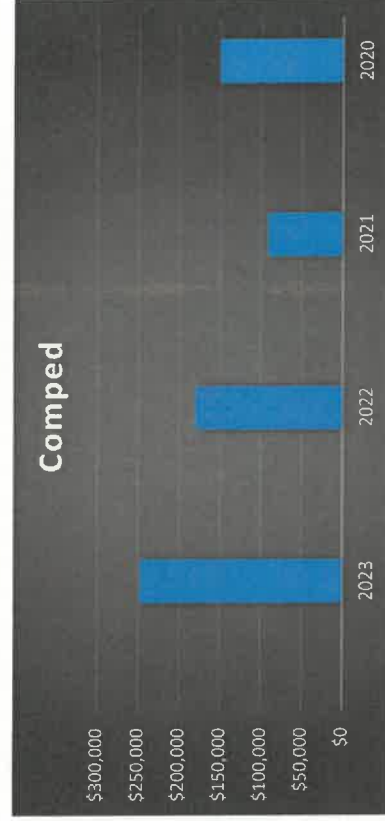
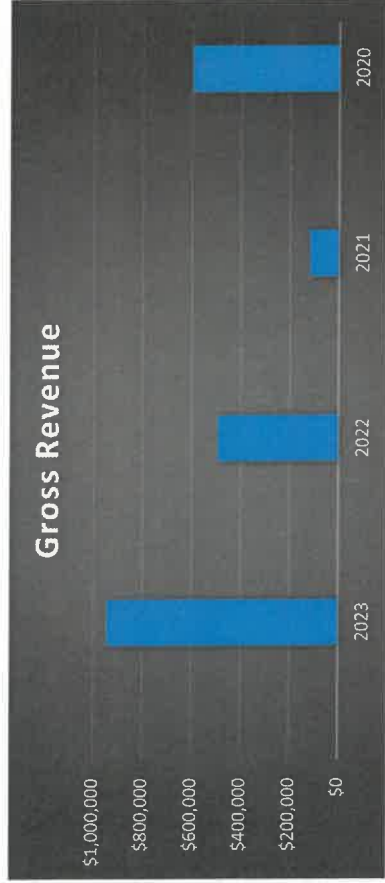
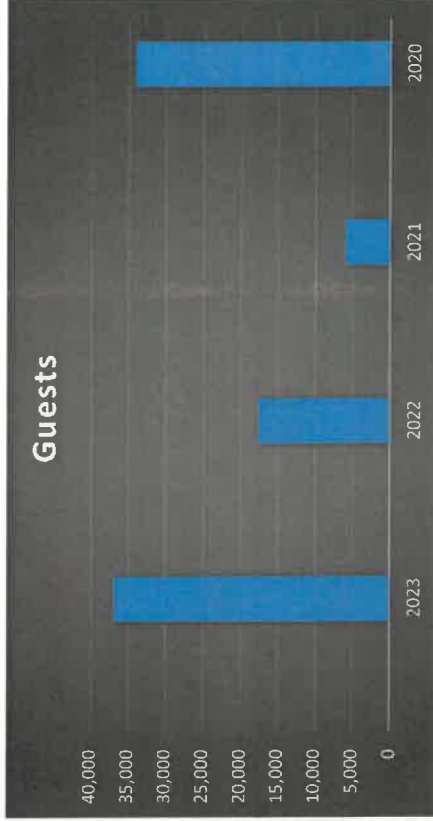
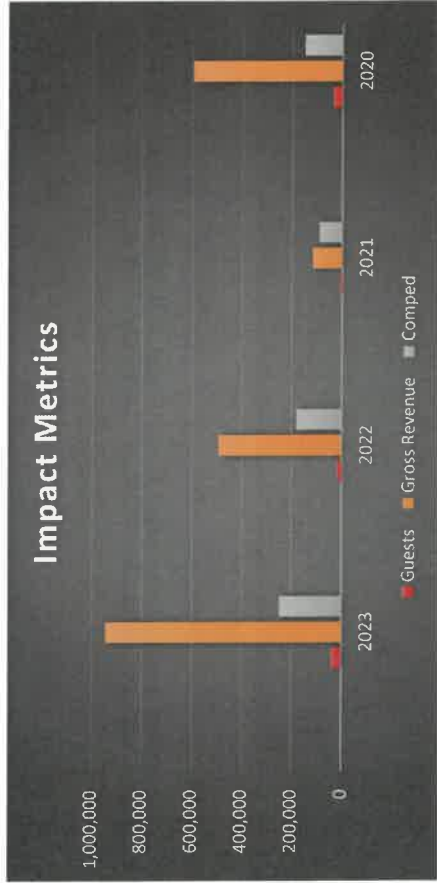
Marketing

- Social media, eblasts

Support or decision needed by the Board of Directors

Support connections to businesses, industry and associations to attract meetings and conferences

Impact Metrics





Primary Objective

Name of Program or Initiative

Collaborative Team Success

- Participated in the Excite Externship
- Participated in IALR Summer Internship Program
- Coordinated with Communications Google Ad Campaign for Megabytes

Metrics

How are we doing at this point in time

- Discussion and best practices on Food Service, Customer Service and Industry trends, 7 new contacts
- Evaluation from a student perspective on menu offerings, fresh & innovative ideas, worked on updating EMS account information
- Megabytes page was viewed 1,013 times with average engagement of 19 sec. Megabytes menu viewed 938 times with average engagement 42 seconds

Current action being undertaken by staff

- Hosted 7 Educators for a day of job shadowing
- Summer Intern

Support or decision needed by the Board of Directors

- None at this time



RESOLUTION

A RESOLUTION OF THE INSTITUTE FOR ADVANCED LEARNING AND RESEARCH (IALR) BOARD OF TRUSTEES APPOINTING THE PRESIDENT AS ITS DULY DESIGNATED AND AUTHORIZED OFFICER FOR PROCUREMENT PURSUANT TO VIRGINIA CODE § 2.2-4302; AUTHORIZING THE PRESIDENT TO DELEGATE PROCUREMENT DUTIES TO DULY DESIGNATED AND AUTHORIZED PROCUREMENT OFFICERS AND EMPLOYEES; RATIFYING PROCUREMENT ACTIONS PREVIOUSLY TAKEN BY IALR'S PRESIDENT AND PROCUREMENT OFFICERS; AND PROVIDING WHEN THIS RESOLUTION SHALL TAKE EFFECT.

WHEREAS, Virginia Code § 2.2-4302 allows a public body to act, in all procurement matters, by and through its duly designated or authorized officers or employees; and

WHEREAS, the IALR Board of Trustees ("Board") desires to appoint the President as its duly designated and authorized officer for procurement purposes pursuant to Virginia Code § 2.2-4302; and

WHEREAS, the Board desires to confirm the authority of the President to delegate procurement duties to an employee or employees of IALR who will serve as IALR's procurement officer; and

WHEREAS, the Board desires to ratify the procurement decisions previously made by the President and any designated procurement officer.

NOW, THEREFORE, BE IT RESOLVED that the President is hereby appointed as IALR's designated and authorized officer for procurement purposes pursuant to Virginia Code § 2.2-4302; and

BE IT FURTHER RESOLVED that the President is empowered to appoint any IALR employee to serve as the designated and authorized procurement officer of IALR and the President is empowered to delegate to such procurement officer all powers under Virginia Code § 2.2-4302; and

BE IT FURTHER RESOLVED, that the President or designated procurement officer may engage such other employees and staff members in the performance of procurement functions on behalf of IALR as they deem necessary; and

BE IT FURTHER RESOLVED, that the Board hereby ratifies and approves all procurement actions heretofore taken by the President, his predecessors or their designees; and

BE IT FURTHER RESOLVED, that this Resolution shall take effect immediately.

ADOPTED this 17th day of August, 2023.

Pam Patterson, Secretary to Board

Don Merricks, Chairman, Board of Trustees



RESOLUTION

IALR BOARD OF TRUSTEES & COMMITTEE MEETING SCHEDULE FOR FY2024

WHEREAS, the IALR Board of Trustees desires to establish a schedule of the dates, times, and locations of its regular meetings during FY2024 and a schedule of the dates, times, and locations of the regular meetings of its committees during FY2024; and

WHEREAS, upon adoption of this meeting schedule, the IALR Board of Trustees directs the Board Secretary to post notice of these meetings in accordance with Virginia Code §2.2-3707(D),

NOW, THEREFORE BE IT RESOLVED by the IALR Board of Trustees, that the following FY2024 meeting schedule is hereby established:

Board of Trustees – Quarterly Meetings – 9:00 AM – Conference Room 207

August 17, 2023 (CMA Building, 211 Slayton Ave., Danville, VA 24540 - Conference Room 202)	November 16, 2023	February 15, 2024	May 16, 2024
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Applied Research Committee – Quarterly Meetings – 9:00 AM – Conference Room 203

October 31, 2023	January 30, 2024	April 30, 2024
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Executive Committee – Monthly Meetings – 2:00 PM – Conference Room 203

September 14, 2023	October 12, 2023	November 9, 2023	December 14, 2023
January 11, 2024	February 8, 2024	March 14, 2024	April 11, 2024
May 9, 2024	June 13, 2024		

Manufacturing Advancement Committee – 10:45 AM – Conference Room 203

November 2, 2023	February 1, 2024	May 2, 2024
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Programs & Services Committee – Quarterly Meetings – 9:00 AM – Conference Room 203

November 2, 2023	February 1, 2024	May 2, 2024
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Resources Committee – Quarterly Meetings – 10:45 AM – Conference Room 203

October 31, 2023	January 30, 2024	May 2, 2024
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BE IT FURTHER RESOLVED, that all of the above meetings will be held at the IALR Main Building, located at 150 Slayton Avenue, Danville, VA 24540.

BE IT FURTHER RESOLVED, that nothing herein will limit the ability of the IALR Board of Trustees or any of its committees to hold special, emergency, or continued meetings at such other times as the Board or committee may deem appropriate, provided the Board or committee provides notice reasonable under the circumstance.

BE IT FURTHER RESOLVED, that it is the intent of the IALR Board of Trustees to comply with the Americans with Disabilities Act (“ADA”) concerning public access to its meetings and, therefore, IALR will make reasonable efforts to provide assistance or special arrangements needed for qualified individuals with disabilities to participate in its meetings or meetings of its committees.

All meetings are open to the public, except as otherwise permitted by law. Any person wishing to attend the meetings may do so by appearing at the above-referenced dates, times, and locations. If any person needs to inquire about an accommodation under the ADA or seeks information concerning access to meetings through electronic communication means, then they should contact the Board Secretary, Pam Patterson, pam.patterson@ialr.org, or 434-766-6605, to request meeting access information.