



## AGENDA

### IALR BOARD OF TRUSTEES (BOT) MEETING

Thursday, February 15, 2024 - 9:00 am – Conference Room 207

#### I. Convening of Open Session

- A. Call to Order of Board of Trustees
- C. Welcome

Don Merricks  
Don Merricks

#### II. Attendance of Committee Members by Electronic Communication Means (Vote Required)

Don Merricks

#### III. Recognitions

John Hughes  
Julie Brown

#### IV. Meet the Department

Telly Tucker

#### V. Approval of Minutes (Votes Required)

- A. Approval of November 16, 2023, Minutes

Don Merricks

#### VI. Public Comment to IALR Board

Don Merricks

#### VI. Committee Reports and Actions

##### A. Manufacturing Advancement (10 Minutes)

Ben Davenport / Amanda Hylton

##### B. Applied Research (10 Minutes)

Guru Ghosh / Scott Lowman

##### C. Programs & Services (10 Minutes)

Greg Hodges / Julie Brown

##### D. Economic Development (10 Minutes)

Linda Green

## RECESS / BREAK

##### E. Institute Conference Center (10 Minutes)

John Hughes

##### H. Operations Update (10 Minutes)

John Hughes

**I. Resources (10 Minutes)**

Charles Majors / Angie Anderson

➤ **IALR Report – FY2024 – 2nd Quarter Update**

Charles Majors / Angie Anderson

- Approval of FY2024 – 2nd Quarter Update **(Vote Required)**

➤ **Foundation Report – FY2024 – 2nd Quarter Update**

Lott Rogers / Angie Anderson

- Approval of FY2024 – 2nd Quarter Update **(Vote Required)**

**VII. Nominating Committee Update**

Betty Jo Foster

**VIII. Leadership Reports**

A. BOT Chair’s Report (BOT)

Don Merricks

B. President’s Report (IALR)

Telly Tucker

**IV. New Business and Open Forum of Concerns/Issues/Observations for BOT**

Don Merricks

**IV. Adjournment of BOT**

Don Merricks

**PLEASE REMEMBER THIS MEETING WILL BE HELD IN-PERSON.**

ZOOM INSTRUCTIONS WILL BE PROVIDED FOR TRUSTEES AND DIRECTORS UNABLE TO TRAVEL.

**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 & Services		
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 MEETING OF THE IALR BOARD OF TRUSTEES (BOT)  
AND IALR FOUNDATION BOARD OF DIRECTORS (FBOD)**

**Minutes – November 16, 2023**

<p><b><u>Board of Trustees Present</u></b>                  Mr. David Bennett, <i>Vice Chair</i>                  Mr. Ben Davenport                  Dr. Betty Jo Foster*                  Mr. Don Gibson                  Mr. Mark Holland                  Ms. Emma Kozlowski                  Mr. Charles Majors, <i>via Zoom, arrived at 10:45 a.m.</i>                  Mr. Don Merricks, <i>Chair*</i>                  Ms. Leslie Mantiplay*                  Mr. Kunal Patel</p> <p><b><u>Board of Trustees Unable to attend</u></b>                  Dr. Tiffany Franks                  Dr. Guru Ghosh                  Dr. Greg Hodges                  Mr. Lott Rogers*                  Dr. Jerry Wallace</p>	<p><b><u>IALR Leadership &amp; Officers Present</u></b>                  Ms. Angie Anderson, Chief Financial Officer                  Dr. Julie Brown, VP of Advanced Learning                  Ms. LaShaun Graham, VP of Human Resources                  Ms. Linda Green, VP of Economic Development (SVRA)                  Dr. John Hughes, EVP, Operations                  Ms. Amanda Hylton, VP of Strategic Initiatives, MA                  Dr. Scott Lowman, VP of Applied Research                  Ms. Pam Patterson, Secretary, BOT &amp; FBOD                  Mr. Telly Tucker, President of IALR</p> <p><b><u>IALR Leadership &amp; Officers Unable to Attend</u></b>                  Ms. Leslie Dobbins, VP, Institute Conference Center</p> <p><b><u>Guests</u></b>                  None</p>
<p><b><u>Foundation Board of Directors Present</u></b>                  Mr. Jessie Barksdale                  Dr. Betty Jo Foster*                  Mr. Lenard Lackey                  Ms. Leslie Mantiplay*                  Mr. Don Merricks, Chair, IALR BOT (<i>Ex Officio</i>)*                  Mr. Kunal Patel*                  Ms. Kathryn Roberts, <i>Vice President</i>                  Ms. Cherly Terry                  Mr. Telly Tucker, President of IALR (<i>Ex Officio</i>)</p> <p>“*” means serves on both boards</p>	<p><b><u>Foundation Directors unable to attend</u></b>                  Mr. Lott Rogers, <i>President*</i></p>

**Call to Order / Welcome / Introductions**

The joint meeting of the IALR Board of Trustees (BOT) and the IALR Foundation Board of Directors (FBOD) was held on Thursday, November 16, 2023. Mr. Don Merricks, Chair, called the BOT meeting to order at 9:00 AM,

and Ms. Kathryn Roberts, FBOD Vice 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 as (Exhibit A). Mr. Merricks and Ms. Roberts welcomed the Board and Foundation members to the meeting.

Mr. Merricks announced that Ms. Leslie Mantiply had been appointed by the House of Delegates to a three-year term on the Board of Trustees. In her previous appointment, she filled an unexpired term for a past BOT member.

**Attendance of Committee Members by Electronic Communication Means**

Mr. Don Merricks announced that Mr. Charles Majors would attend the joint meeting via Zoom due to an out-of-town appointment. The BOT voted to allow Mr. Majors to attend via Zoom. The results of the vote are shown below.

- **Motion:** Mr. Mark Holland made a motion to allow Mr. Charles Majors to attend the BOT meeting via Zoom. Dr. Betty Jo Foster seconded the motion. The motion passed by unanimous vote.

Board of Trustee Members Absent	- 5
Board of Trustee Votes For	- 9
Board of Trustee Votes Against	- 0
Board of Trustee Abstentions	- 0

**Meet the Department**

The following new staff members were introduced:

- Ms. Rodrica Clark, ATDM Industry Senior Support Specialist
- Mr. Daniel Cory, IT Specialist II, Systems Administrator
- Ms. Tytiana Dennis, ATDM Housing Support Specialist
- Mr. Jason Fenley, CNC Instructor (Third-Shift)
- Mr. Maiwand Hashimi, ATDM Afghan Support Specialist
- Mr. Trey Jones, CNC Machinist II
- Mr. Nate Lake, ATDM Admissions Counselor
- Ms. Yolanda Mounkaila, CMA Information Desk Specialist
- Mr. Karl Staten, ATDM Recruitment Specialist
- Dr. Sherlina Thomas, Assistant Director, Student Support
- Dr. Corey Williams, ATDM Student Support Specialist

Several new ATDM instructors were hired between August and November who were unable to attend the meeting due to their classroom schedules. They included Shawn Dolph, Jason Fenley, Robbie Jones, James Perry, Kipling Crouch and Makayla Baker. Their photos and brief biographies were included in the meeting documents (Exhibit B).

### Approval of Minutes

- **Motion** – Mr. Don Gibson made a motion to approve the minutes from the Board of Trustees meeting that was held on August 17, 2023. Mr. David Bennett seconded the motion. The motion passed by unanimous consent and the minutes were approved as recorded.
  
- **Motion** – Mr. Lenard Lackey made a motion to approve the minutes from the Foundation Board of Directors meeting held on August 17, 2023. Mr. Jessie Barksdale seconded the motion. The motion passed by unanimous consent and the minutes were approved as recorded.

### Public Comment

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

- **Programs & Services / Advanced Learning**

Dr. Greg Hodges was unable to attend the meeting due to a conflict with his schedule at Patrick & Henry Community College. Dr. Julie Brown referred to the Advanced Learning Division quad chart (Exhibit B) and the Advanced Learning (AL) Updates narrative report (Exhibit C). The report provided an overview of recent and pending grant awards/contracts, personnel updates, and updates on various programs administered by IALR. The organization received a \$250,000 grant from SCHEV for Region 3 V-TOP Innovative Internship program and executed a sub-contract for \$484,886 to support GO TEC expansion in Region 5. Personnel updates included two resignations and a leave of absence. The report also highlighted updates on various programs, including AmeriCorps, GO TEC, EmPOWER, Apprenticeship (ExTRA), NCRC Testing/Work-Ready Communities, REACH Partnership, Wonder Community, and AET.

- **Economic Development (SVRA)**

Ms. Linda Green presented the SVRA report (Exhibit E). Also included was a separate report (Exhibit F) with additional information for a) Lead Generation, b) GDP & Productivity, c) Networking, and d) Capacity Building. The Southern Virginia Regional Alliance (SVRA) participated in various events promoting economic development. They hosted over 150 guests at the IMSA Weathertech Championship, and attended trade shows, groundbreaking events, and meetings with state secretaries. The team received grants for workforce retention and marketing. They also organized TRRC meetings, participated in discussions, and attended transportation board meetings.

- **The Institute Conference Center**

Dr. John Hughes presented the ICC report (Exhibit G) in lieu of Ms. Leslie Dobbins' absence. He commented that several internal and external conferences were held during the quarter and the ICC department had been at the heart of keeping the conference center viable. The staff focused on client contact with in-person meetings and monthly visits in an attempt to gauge the industry and find ways to connect with businesses in the region. Dr. Hughes commended the ICC team for their efforts in going above and beyond on a daily basis.

○ **Applied Research**

Dr. Guru Ghosh was unable to attend the meeting due to conflicts with his schedule at Virginia Tech (VT). Dr. Scott Lowman presented the Applied Research quad chart report (Exhibit H) and the Applied Research narrative report (Exhibit I). The IALR/VT team was engaged in several activities to support research, economic development, and other related areas. They worked on research collaborations and partnerships, attended meetings and summits, and received several grants and funding to support their work. The team was also involved in CEA economic development, STEM internships, and various other programs to support their research work. Additionally, the AgTech and Life Sciences Manufacturing Support program was engaged in several activities, including initiatives for bio-manufacturing, the AgBio conference, contract research, and economic development. Several partnerships were established, and licensing agreements were at various stages of development.

**RECESS / RECONVENING**

Mr. Merricks called a five-minute recess at 10:00 a.m. The meeting resumed at 10:07 a.m.

○ **Manufacturing Advancement**

Mr. Ben Davenport filed the Manufacturing Advancement report. Ms. Amanda Hylton presented the update which included the quad chart (Exhibit J) and narrative report (Exhibit K). Ms. Hylton stated that the team hosted Senator Tim Kaine for a tour of the Accelerated Training in Defense Manufacturing (ATDM) program and the Center for Manufacturing Advancement (CMA). ATDM made several new hires. Budget and contracting updates included finalizing contracts and receiving funding for NAVAIR Additive Manufacturing Training. ATDM successfully transitioned instructional staff to IALR and graduated 50 students while starting a new cohort. ATDM and Manufacturing Advancement staff supported ten company visits, and the AM COE began production on AMCOE parts. The CMA completed the Quality Management System and became compliant. The center also worked on ITAR training and the integration of the Industry 4.0 lab.

○ **Operations Update**

Mr. John Hughes' report (Exhibit L) included updates for the Facilities Department, the IT Department, and the Communications Department. Bi-weekly meetings with the IALR team have been scheduled for the Navy's Regional Training Center. The departments represented in the meeting include a) Finance, b) Grants and Contracts, c) Facilities, d) Operations, e) ATDM staff, f) IT, g) Dewberry, and h) the project manager.

○ **Resources & Controls**

Mr. Charles Majors filed the Resources & Controls committee report. There were no action items to be addressed by the full BOT.

➤ **FY2023 Audit**

Mr. Majors commented that the committee met on October 31, 2023. Mr. Corbin Stone, Managing Director of the Blacksburg Office of Robinson, Farmer Cox Associates served as partner-in-charge and lead auditor for the FY2023 IALR audit. Mr. Majors called everyone's attention to the June 30, 2023 Audit Presentation (Exhibit M) and the Annual Financial Report (Exhibit N). Mr. Majors

commented that IALR had a clean audit with no exceptions. He commended Ms. Anderson and the finance team for a successful audit.

- **Motion:** On behalf of the Resources Committee, Mr. Charles Majors entered a motion that the Board of Trustees accept the FY 2023 audit report and ratify the acceptance already provided by the Committee. *(Because the motion came from a committee, a second was not required.)* The BOT voted unanimously to ratify the acceptance of the audit.
  
- **IALR Report – FY2024 – 1st Quarter Update**  
Ms. Angie Anderson presented the BOT financial report (Exhibit O).
  - **Motion** – On behalf of the Resources committee, Mr. Charles Majors entered a motion for the Board of Trustees (BOT) to accept the IALR Financial report and ratify the acceptance already provided by the committee. *(Because the motion was submitted by a committee, a second was not required.)* The Board voted unanimously to ratify the acceptance of the financial report.
  
- **Foundation Report – FY2024 – 1st Quarter Update**  
Ms. Anderson presented the FBOD financial report.
  - **Motion** - Mr. Lenard Lackey made a motion to accept the FBOD financial report. The motion was seconded by Mr. Jessie Barksdale. The motion passed unanimously.

### Leadership Reports

- **Chairman’s Report (BOT)**  
Mr. Merricks commented on the importance of showing and maintaining the integrity of IALR.  
  
Mr. Merricks stated that Dr. Betty Jo Foster had agreed to serve as the Chair of the Nominating Committee. Other members of the committee included Mr. Don Gibson and Dr. Greg Hodges.
  
- **President’s Report (FBOD)**  
Ms. Kathryn Roberts did not have any further comments to add.
  
- **President’s Report (IALR)**  
Mr. Tucker's report (Exhibit P) highlighted multiple outreach and speaking engagements.
  - IALR hosted Mr. Jerry Silva, Director of Regional Energy Development and Innovation, and others from the Virginia Tobacco Region Revitalization Commission (TRRC). A tour and presentation were provided. The tour included the Sentec building, which was funded by the TRRC. The TRRC staff commented that the use of the building continued to be in alignment with the connectivity with energy in terms of non-destructive testing (NDT) training and workforce development.

- IALR hosted The Honorable Tim Kaine, U.S. Senator, on Monday, November 13, 2023. He spent three hours on campus. The visit included an overview presentation and a tour of ATDM, the Center for Manufacturing Advancement (CMA), and the U.S. Navy’s Additive Manufacturing Center of Excellence (AM CoE). Members of the BOT who attended the meeting included Chairman Don Merricks and Mr. Charles Majors. Senator Kaine was very complimentary of the work happening at IALR.
- SIR, a marketing/consulting firm was hired to develop a marketing strategy around additive manufacturing. SIR has reported that there is no additive manufacturing trend for comparison. The final report is due to IALR before the year-end.
- General Assembly Advocacy – Meetings have been held with several BOT members, the lobbying team, Senator Frank Ruff, and Delegate Danny Marshall to strategize how to proceed with a budget amendment for additional funding. Delegate Danny Marshall has agreed to submit a budget amendment on behalf of IALR.
- IALR will request Delegate Danny Marshall to introduce legislation to slightly amend the Code of Virginia in terms of how it defines the work that is done at IALR. The code currently reads that IALR partners with community colleges. IALR is not currently eligible to receive federal subsidy dollars such as Pell Grants, GI bills, and some of the other federal dollars that help students pay for education. IALR will need to seek accreditation that recognizes us as a higher education institution. It is a requirement of The Accrediting Commission of Career Schools and Colleges (ACCSC) that IALR be recognized by the State as a higher education institution. The State Council of Higher Education for Virginia (SCHEV) recommended that the code language be amended to say that IALR can provide specialized, non-credit, workforce training in the absence of a community college offering.

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

No concerns or issues were presented for discussion.

**Adjournment**

Mr. Don Merricks, Chair, declared the meeting adjourned at 12:20 p.m.

Minutes Recorded By:

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

Minutes Approved By:

\_\_\_\_\_  
Mr. Don Merricks  
Chair, IALR Board of Trustees

Date

Date

*AND*

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Ms. Kathryn Roberts  
President of the IALR Foundation Board

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Date

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

- A. Attendance Roster
- B. ATDM Instructors – Photos & Biographies
- C. Programs & Services - Advanced Learning – Quad Chart – November 2023
- D. Programs & Services - Advanced Learning Narrative – October 2023
- E. Economic Development Update - SVRA – Quad Chart – November 16, 2023
- F. Economic Development PowerPoint Presentation – November 16, 2023
- G. The Institute Conference Center Report – November 2023
- H. Applied Research Report – Quad Chart – November 16, 2023
- I. Applied Research – Narrative Report – November 2023
- J. Manufacturing Advancement – Quad Chart – October 2, 2023
- K. Manufacturing Advancement – Narrative Report – November 2, 2023
- L. Operations – Narrative Report – November 16, 2023
- M. Resources – 2023 Audit Presentation – June 30, 2023
- N. Resources – Annual Financial Report – June 30, 2023
- O. Resources – FY2024 – 1<sup>st</sup> Quarter Update -
- P. IALR President’s Report – November 16, 2023



# Applied Research

Discovering Breakthroughs



# Applied Research Board Report February 15<sup>th</sup>, 2024

## 1) Current employee metrics

### IALR

Full Time – 6

Part Time – 1

To Be Hired – 2

### VT

Full Time – 1

Part Time – 3

To Be Hired – 1

### Companies Renting Space

Full Time - 3

## 2) Grants in preparation will result in an additional 3 full time employees

## 3) Growth

2019 there were 6 full time employees in the Research division

2024 there will be 10 full time employees and 4 part time employees

2025 there is potential for 3 more grant funded full time employees bringing total to 17

## Grants Update

**Received** - (TRRC) “Building a Regional Food System Through the Creation of a Value Chain Coordinator” (\$104,452 request + \$100,000 external match) **\$204,452**

**Received** (TRRC) “Supporting Controlled Environment Agriculture (CEA) Growth in Southern Virginia”, (\$145,841 request + \$150,000 external match) **\$295,841**

**Received** - USDA “Biostimulants to Improve Indoor Strawberry Production” **(\$54,000)**

**Received** - USDA “Biotechnology to Improve Indoor Strawberry Production and Disease Control” **(\$47,000)**

**Submitted** - USDA “Biocontrol of Pythium Diseases in Lettuce and Spinach Production in Controlled Environment Agriculture Utilizing Beneficial Bacterial Endophytes” with the University of Arkansas. **(\$685,732)**

**Submitted** - Three submittals to the Small Business Innovation Research program

**Submitted** - University of Georgia titled “The Use of Bacterial Endophytes to Improve Hydroponic Vegetable Production” **(\$306,459)**

**Submitted** – The applied research team along with Virginia Tech and Cornell University submitted a grant titled “Empowering Greenhouse Resiliency with an Optimized Workforce (E-GROW)” focused on introducing controlled environment agriculture to K-12. **(\$149,119 subaward)**

## Strategic Plan Alignment

Center of Excellence for Education and Workforce Development

Collaborative Team Success

Globally Competitive Ecosystem

## Metrics

4 Grants Awarded

## Actions Undertaken by Staff

5 Grants Submitted

# Intellectual Property Update



## Strategic Plan Alignment

Globally Competitive Business Ecosystem

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

### Metrics

Two New Companies in the Applied Research Wing

Testing to Support Local Company Expansion

Multiple New Partnerships

Four Strains Licensed

### Actions Undertaken by Staff

Expanding IP Development Partnerships

Supported 3 New SBIR Proposals

## Applied Research Board Report



### Partnering with the Governor's 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, VEDP, and VDACS

State Budget Addition

### Actions Undertaken by Staff

Planning 3 trips to highlight Virginia as a CEA company destination and IALR support

## Controlled Environment Agriculture Strategy and Roadmap in GO Virginia Region 3

### Strategic Plan Alignment

Collaborative Team Success

Globally Competitive Business Ecosystem

Virginia's Go to Partner for Economic  
Development

### Metrics

Roll-out meeting for the GoVa Region 3  
CEA Roadmap and Strategy Plan

### Actions Undertaken by Staff

Developing implementation grant with  
Region 3, VT, and other partners





**Applied Research Committee Report**  
**Dr. Scott Lowman**  
January 2024

**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 Collaboration**

- i. Has moved from research to targeted testing of diseases

**b. Research Partnerships**

- i. New Invasive Species Corporation partnership underway
- ii. The CEA Summit generated 5 new research partnerships
- iii. Canon Virginia is extending its partnership into a third year
- iv. A new research partnership was initialized with a Richmond Virginia company
- v. Electroagro Systems is expanding its partnership with IALR
- vi. Implemented a new herb growth improvement project with Virginia Tech in the Controlled Environment Agriculture Center
- vii. Two Virginia Tech part time student workers have been hired to support the Innovation Center
- viii. A VT PhD student will be starting in the spring

**c. Meetings**

- i. GoVirginia held the roll out meeting at IALR for the CEA Roadmap Study. Approximately 40 people attended, and the report was well received. Secretary of Agriculture and Forestry, Matt Lohr gave the opening remarks
- ii. Applied Research hosted a visit and tour from the VALOR (Virginia Agriculture Leaders Obtaining Results) Leadership group

**d. Grants/Funding**

- i. One million dollars was again included in the State Budget for CEA expansion
- ii. **Received** - 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. **Received** - 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. **Received** – USDA Specialty Crop Block Grant “Biostimulants to Improve Indoor Strawberry Production” (\$54,000)
- v. **Received** – USDA Specialty Crop Block Grant “Biotechnology to Improve Indoor Strawberry Production and Disease Control”
- vi. **Received** - Agrospheres is funding a new employee for 2 years (\$110,000)
- vii. **Submitted** - The applied research team submitted a USDA grant titled “Biocontrol of Pythium Diseases in Lettuce and Spinach Production in Controlled Environment Agriculture Utilizing Beneficial Bacterial Endophytes” with the University of Arkansas. (\$685,732)
- viii. **Submitted** - Dr. Lowman teamed with a startup company focused on AgTech in hydroponics to support three submittals to the Small Business Innovation Research program
- ix. **Submitted** - The applied research team submitted a grant with the University of Georgia titled “The Use of Bacterial Endophytes to Improve Hydroponic Vegetable Production” (\$306,459)
- x. **Submitted** – The applied research team along with Virginia Tech and Cornell University submitted a grant titled “Empowering Greenhouse Resiliency with an Optimized Workforce (E-GROW)” focused on introducing controlled environment agriculture to K-12. (\$149,119 subaward)

## 2) CEA Economic Development

- a. GoVA report “Leveraging IALR and VT to Move the CEA Industry Forward” has been rolled out and is available upon request
- b. Partnering with the Secretary of Agriculture and Forestry’s office and Virginia Economic Development Partnership to solve real problems facing Virginia’s CEA industry

## 3) Other Items to Support the Above

- a. A SMART table has been installed at Hargrave Military Academy
- b. Applied Research hosted a visit from Bryan David, Program Director, Southern Virginia/GO Virginia Region 3. He and his team toured the labs and CEA center to highlight the various ways companies are supported
- c. Brian Dail, Managing Director of Customized Training Operations, Eastern Region, Virginia Talent Accelerator Program, with the Virginia Economic Development Partnership, toured the Research Facility and CEA Center to learn more about CEA and workforce development programs under development
- d. Working with JTI to begin analytical testing services



**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. 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
    - ii. Multiple companies have expressed interest in participating including Novozymes, Agrospheres, and Bonumose
    - iii. Partnership established with Virginia Western Community College
  - b. Similar topics were covered at the Great Indoors Event with Governor Youngkin
  - c. Team has been established to develop first hands on workshop in fermentation. This is a Virginia Tech partnership
  - d. Analytical chemistry is working with JTI to initiate testing
  - e. Initiated a partnership with a Roanoke based company related to biotechnology and fermentation. IP is targeted to be implemented in South Africa
  - f. Signed two new material transfer agreements with biotech companies related to biotechnology
  - g. Established partnerships with 3 new companies from Research Triangle Park to co-develop IP related to biostimulants
  - h. A new non-disclosure agreement has been signed with a venture capital funded startup focused on bio stimulants
    - i. They are interested in lab and office space
- 2) Contract Research
  - a. Currently working with several 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
  - e. New BASF partnership established focused on biologicals and contract research – contract finalized
  - f. New Syngenta partnership established focused on biologicals and contract research – contract finalized
  - g. Licensed 4 strains to a partner company
  - h. Multiple other companies supported
- 3) Economic Development
  - a. An agreement has been signed and a position has been filled for Agrospheres, a company Applied Research has supported over the last four years. The company is renting lab space and office space



- and will be covering the cost of a new technician for two years. This partnership is expected to grow more in the future and they are also exploring licensing some of IALR's biostimulants
- b. An agreement has been finalized with Plant Response, another company Applied Research has supported over the last four years. They will also be renting lab and office space in the Applied Research wing. They are also exploring licensing some of IALR's biostimulants

## Highlighted Companies Applied Research has supported over the last 5 years who have had press releases

### BGF Industries

Gov. Ralph Northam's office recently announced that BGF Industries Inc. will invest \$7 million and create 65 new jobs by relocating its corporate headquarters and research and development operation from Greensboro, N.C., to the Cyber Park where the Institute for Advanced Learning and Research (IALR) also dwells. As part of its efforts to catalyze regional economic transformation, IALR played a distinct role in supporting economic developers' successful recruitment of this leading U.S. manufacturer and looks forward to an ongoing relationship. BGF, which produces high-performance technical fiber materials, will initially construct a 25,000-square-foot facility in 2019 in the Cyber Park owned by Danville Pittsylvania County Regional Industrial Facility Authority (RIFA). They are in the process of moving onto IALR's campus to take advantage of near-term temporary space and lab space during their facility construction. BGF will occupy two bays, the second floor of the SenTec building and one wing of the Charles Hawkins building. "This most recent investment in the Danville and Pittsylvania Cyber Park will supply us with the R&D capacity and talented workforce to ... succeed in our efforts," said CEO and Chairman of Porcher Industries Andre Genton. In addition to the near-term temporary space, IALR's partnership will provide the following benefits: access to IALR's advanced materials scientist and research expertise, leading-edge equipment and top-rate labs; proximity to the construction site of BGF's new facility; and support services of IALR's administrative staff during BGF's IALR campus residence.

### Aerofarms

On behalf of Gov. Ralph Northam, Secretary of Agriculture and Forestry Bettina Ring announced AeroFarms will build its 10th and largest indoor farming operation in Cane Creek Centre, a joint industrial park for the City of Danville and Pittsylvania County. Named in November as one of Time magazine's 100 Best Inventions, the company will invest \$42 million and create 92 jobs. "We are excited to expand to Virginia, an incredible state with a strong farming tradition," said David Rosenberg, Co-Founder and CEO of AeroFarms. "We are also excited about the future collaboration opportunities with the Institute for Advanced Learning and Research to build on our work with Fortune 100 companies to solve broader ag-related supply chain issues." The new, 150,000-square-foot facility will be AeroFarms' largest, most sophisticated indoor vertical farm to date. The company uses proprietary aeroponic growing technology to produce highly flavorful leafy greens at a rate 390 times more productive than field-grown plants. According to the Fourth Quarter 2021 edition of the Virginia Economic Review, published by the Virginia Economic Development Partnership, "David Rosenberg, founder and CEO of New Jersey-based AeroFarms, cited IALR as a major reason why his company chose to build its largest indoor vertical farm to date in Cane Creek Centre."



## Plenty

SOUTH SAN FRANCISCO, Calif., Sept. 14, 2022 – Plenty Unlimited Inc. today announced it has secured up to 120 acres of land near Richmond, Virginia, to build the largest, most advanced indoor vertical farm campus in the world. The centrally located Plenty Richmond Farm Campus marks Plenty’s expansion beyond the U.S. West Coast and will bring fresh, healthy produce to the East Coast year-round.

Over the next six years, \$300 million will be invested into the new campus, which is slated to bring more than 300 jobs to Virginia. For more information about future career opportunities at the Plenty Richmond Farm Campus, please visit [www.plenty.ag/careers](http://www.plenty.ag/careers).

## Agrospheres

Founded in the Charlottesville area in 2016, AgroSpheres aims to transform agriculture through reliable and affordable biobased solutions. In May of 2023, Governor Glenn Youngkin announced that the company would invest \$25 million to expand in Albermarle County, creating an additional 50 jobs. In late November the company also announced \$25 million in Series B funding round with a strategic investment from FMC Corporation (NYSE: FMC), a global leader in agriculture sciences.

“IALR has been a very helpful partner that we can rely on for any analytical/experimental needs, and now we are hoping to invest back into IALR and increase our presence in the Danville community.” – Ameer Shakeel, Founder & CTO, AgroSpheres

## Canon Virginia

Canon Virginia, Inc. (CVI) is pleased to announce a collaboration with the Institute for Advanced Learning and Research (IALR), a local research facility and political subdivision of the Commonwealth of Virginia located in Danville, Virginia, who has engaged a representative from Virginia Tech’s School of Plant and Environmental Sciences to assist in an agricultural project to monitor plant health. CVI is using their patent-pending imaging technology to monitor plant anomalies and external factors that can inhibit plant life such as pests, disease and temperature.

## Babylon Microgreens

Today Babylon is announcing an \$8 million Series A, led by Venture South. The round, which also features Virginia Venture Partners, Hull Street Capital and New Theory Ventures, follows a \$3 million seed announced almost exactly two years ago. It arrives as the startup is also announcing \$500,000 National Science Foundation grant.

Babylon is still a lean team of 35, based primarily based in Richmond.

## CIRC

DANVILLE, Va., July 15, 2022 /PRNewswire/ -- The circular fashion company Circ announced over \$30 million in Series B funding backed by some of the largest international apparel companies and venture capital firms. The investment will help to drive new progress for Circ as they fulfill their mission of protecting the planet from the cost of clothing.

The Institute for Advanced Learning and Research (IALR) has rented lab space and provided various analytical chemistry and research services to Circ throughout the company’s life cycle, epitomizing the mission of regional economic transformation and industry-driven programs, services and support.

## Greenswell Growers

WebDec 18, 2021 · After pulling together a small group of investors, Greenswell Growers recently opened a \$17 million indoor farming operation.



## Golden Piedmont Labs

The hemp processing facility initially brings 22 new jobs to Halifax County, while also providing an essential market for hemp farmers in the region. Golden Piedmont Labs will invest \$3.26 million to establish a large-scale hemp processing and CBD oil extraction facility

Companies under NDA as well as producers that rely on our testing services also represent a large portion of the businesses we have supported. That data is difficult to track but I wanted to make note of it.



# Manufacturing Advancement

Leading Collaborative Innovation



## Strategic Priority

Support and expand high-impact high-quality programs to meet demands of new and existing industry sectors

**Accelerated Training in Defense Manufacturing (ATDM)  
Naval Aviation Schoolhouse for Additive Manufacturing (NASAM)  
Manufacturing Engineering Technology (MfgET)**

## Current Activity

### ATDM

- 715 active applications; 8,326 active leads
- 79 new students started in November
- 15 new participating companies added
- 7 new staff; 8 open positions

### NASAM

- All equipment installed; staff hired
- Pilot cohort begins February 20<sup>th</sup>

### MfgET

- IALR lecturer onsite

## Metrics (ATDM Snapshot 2/1/24)

Total Graduates to Date	Current Enrollment	Number of Staff Members Dedicating 100% Effort to ATDM	Participating SIB Companies
413	172	19	97
Number of Instructors Across 3 Shifts	Total Number of Certs to Date	Number of Staff Members Dedicating Partial Effort to ATDM	Number of Job Fair Industrial Partners
29	2762	3	61
Number of Workers in the SIB	5 Training Tracks	Number of Unique States	RTC
247	CNC Machining, Quality Control (Metrology), Welding PLUS Additive Manufacturing & Nondestructive Testing	29 (+Australia and Guam)	Construction Underway, Transition Plan 2024

## Support Needed

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

## Looking Ahead

- Launch of the MfgET program
- Scaling of ATDM to 480 students by April 2024

# NASAM Pilot



NASAM Pilot Begins  
February 20, 2024



# PCS-Advanced Manufacturing Academy Visit



## Strategic Priority

Invest in new leading-edge equipment, infrastructure, and related assets that will attract new businesses

**Center for Manufacturing Advancement (CMA)  
Navy Additive Manufacturing Center of Excellence  
Integrated Machining Technology (IMT)**

## Current Activity

### CMA

- Data collection and first audit phase for ISO 9001:2015 certification
- IALR has procured and installed 2 additive manufacturing machines

### AM COE

- 65 parts printed; 15 parts machined
- Reaching staffing scale (4.5FTE; 2 open roles)

### IMT

- Robotics and Automation training leveraging CMA Industry 4.0 lab and equipment

## Metrics (Snapshot 2/1/24)

Months in CMA	Number of IALR FTE's	Number of IALR CNC Equipment Installed	Number of IALR Metrology Equipment Installed
10	8	9	10
Number of companies located in CMA	Total Number of FTEs in CMA	Navy Parts Printed in AMCOE	Number of TDP's created through AMCOE
3	15	65	37
Navy Parts Machined in AMCOE	Number of pieces of Industry 4.0 Equipment Installed	Industry 4.0 Integration Completed	Number of Students training at CMA
15	12	85%	35

## Support Needed

- Continued connections/leads to industry
- Community champions for the programs

## Looking Ahead

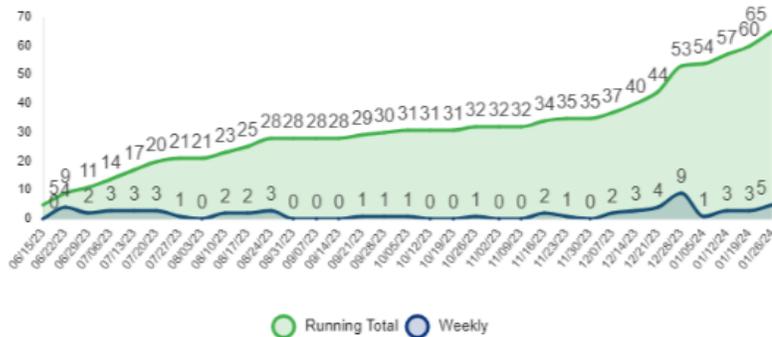
- Seeking ISO 9001:2015 certification in 2024
- Implement staffing and equipment plans to support AMCOE ramp

# AMCOE Production

## AMCOE PRODUCTION DASHBOARD

Additive Mfg	Thermal Processing	Machining	Final QC	Test	AM TDPs					
<b>65</b> Production Parts Printed	<b>20</b> in AM queue	<b>45</b> Parts Heat Treated	<b>0</b> At HT now	<b>15</b> Parts Machined	<b>30</b> In queue	<b>4</b> Parts Inspected	<b>0</b> Parts Tested	<b>4</b> in Test Queue	<b>37</b> AM TDPs Submitted	<b>28</b> AM TDPs in queue

AM Prints per Week



Summary Parts Printed

Modality	Machine	CRES 316L	IN625	CuNi	Titanium	Total	
LPBF	M290	42				42	
LPBF	M400 #1	17				17	
LPBF	M400#2			4	1	5	
DED	Gefertec				1	1	
		59		4	39	1	65

Summary Parts Printed By Machine & Material



AM Prints per Month



TDPs per Month



# CMA



# AM COE Success Story



**Scenario** - A bracket holding a proximity switch failed on a ship that was in port in San Diego. System test must occur by 1/10/23 for upcoming deployment.

**Problem** – Ship's Force and ISEA exhausted options to fabricate and reported back they did not have the capability to make bracket and did not know of any method to manufacture part.

**Solution** – Part was sent to AMCOE for design review, printing and post processing. AMCOE completed and shipped 2 brackets that were installed on ship 1/6/24 (4 days ahead of schedule).

## Strategic Priority

Maintain strong collaborative relationships with the region's education centers, university partners, community colleges, and school divisions

**Defense Manufacturing Community Support Program (DMCSP)**  
**Integrated Machining Technology (IMT)**  
**Haas Technical Education Community (HTEC) Training Center for Manufacturing Advancement (CMA)**

## Current Activity

### DMCSP

- DPS 9<sup>th</sup> and 10<sup>th</sup> grade equipment purchases complete
- ODU lecturer at IALR hired and onsite
- America Makes on track towards deliverables

### IMT

- New instructor onboarded; IALR supporting training

### HTEC

- Search for specialized training instructor underway

## Metrics (Snapshot 2/1/24)

Students in 9 <sup>th</sup> and 10 <sup>th</sup> Grade Programs	Students in ODU Coursework	Number of Outreach Events	Students Impacted by GO TEC Expansion
329	357	380	8,153
Number Impacted by Outreach Efforts	HTEC Participants	IMT Students	IMT Curriculum
16,451	35	11	New Automation Integration Underway

## Support Needed

- None at this time

## Looking Ahead

- Coordinating a visit with VA Secretary of Veterans and Defense Affairs to discuss next steps
- HTEC mitigation plan in development

## Strategic Priority

Become the region's epicenter for training and educating a highly skilled workforce

**Regional Training Center (RTC)**  
**Integrated Machining Technology (IMT)**  
**Accelerated Training in Defense Manufacturing (ATDM)**  
**Naval Aviation Schoolhouse for Additive Manufacturing (NASAM)**

## Current Activity

RTC

- Construction remains on schedule
- Key technical milestones completed

CMA

- Supporting ITAR, CNC, and AM training for ATDM; solidifying ATDM-AMCOE integration
- Industry 4.0 team providing robotics training for IMT students

## Metrics



## Support Needed

- None at this time

## Looking Ahead

- Phase one completion of RTC anticipated Q4 2024
- NASAM pilot beginning February 20<sup>th</sup>



## Strategic Priority

Drive cross-divisional collaboration and human capital investments to maximize IALR's impact

**GOTEC Collaboration  
New Staff Hired  
Grants and Contracts**

## Current Activity

GOTEC Support

- MFG ADV staff support Haas CNC certifications for GOTEC regional trainers

New Staff

- 11 new staff hired and onboarded
- 11 open positions

## Metrics (Snapshot 2/1/24)

New ATDM Staff Hired	New CMA and IALR Staff Hired	Total Staff Hired
7	4	11
Current Open Positions	Total Manufacturing Advancement Staff	Current Active Grants & Contracts/Current Proposals in Progress
11	62	13/4

## Support Needed

- None at this time

## Looking Ahead

- Planning underway for GOTEC summer train-the-trainer courses

# New Hires



TRENT OSWALD  
CNC Machinist II



CHERYL TERRY  
Deputy Director, ATDM Training and  
Technology



WESLEY CIFERS  
ATDM CNC Department Lead



DANIEL HYLER  
NAVAIR Additive Manufacturing  
Instructor



Brandon Holder  
Manager, Digital Manufacturing



John Hankins  
CMA Machinist I



David Gauldin  
ATDM Metrology Instructor



Autumn Turpin  
ATDM Welding Tech



John Smith  
ATDM CNC Tech



Makayla Baker  
ATDM Welding Tech



David Deese  
ATDM CNC Instructor

Manufacturing Advancement Report  
Amanda Hylton, VP Strategic Initiatives  
Tim Robertson, COO  
January 30, 2024

**Personnel Updates:**

- ATDM
  1. David Gauldin – Metrology Instructor
  2. John Smith – ATDM CNC Machining Technician
  3. Autumn Turpin – Welding Technician
  4. Makayla Baker – Welding Technician
  5. David Deese – CNC Instructor
  6. Cheryl Terry – Deputy Director for Training and Technology
  7. Wesley Cifers – Promoted to CNC Lead
- CMA
  1. Brandon Holder – Manager, Digital Manufacturing
  2. Jonathan Hankins – Machinist I
  3. Trent Oswald – CNC Machinist II
- Manufacturing Advancement
  1. Daniel Hyler – NAVAIR Additive Manufacturing Instructor
- Open Positions
  1. EVP, Manufacturing Advancement
  2. ATDM NDT Instructor – 2 positions
  3. ATDM NDT Lab Technician
  4. ATDM Recruitment Specialist
  5. ATDM Welding Instructor
  6. ATDM CNC Machining Instructor
  7. ATDM Applications Support
  8. ATDM Metrology Technician
  9. ATDM Additive Manufacturing Technician
  10. NAVAIR Additive Manufacturing Technician
  11. CMA Process Engineer

**Accelerated Training in Defense Manufacturing**

- Budget and Contracting
  - ATDM 3.0 is underway with \$8.8M being invoiced to date of the full \$21.2M
    - \$10.3M expended to date
  - The RTC contract has been fully executed and a proposal has been submitted for additional funding to support the additional costs submitted by the contractor through the bid process
    - Total funded to date is \$56.9M
  - A 5-year development plan to support an RFP proposal for ongoing funding for ATDM is in development

- Tiger Teams
  - Small, functional teams have been established in key areas to support ATDM programmatic and strategic activities. Each team has a lead and is comprised of members across IALR and supporting partners
  - The Tiger Teams have had initial meetings, determined key questions to focus on, and are working towards developing timelines for executing activity
- Staffing
  - The staffing realignment proposal was approved. This will help to better align staffing to current and future identified needs
- Recruitment
  - New processes are continuing to be explored and implemented to support the increased activity
  - 715 active applications; 8,326 active leads/inquiries
- Training
  - 53 Students graduated on November 7, 2023, as part of the July cohort
  - The November cohort started with 79 students
- Industry Engagement
  - Additional processes being developed to support an increase in the number of participating companies
  - 15 new companies were engaged during this quarter
  - 31 students were placed in SIB/DIB jobs in November and December
- Student Services
  - Engaged with multiple community organizations this quarter to provide 75 bags of food to students and held a Thanksgiving meal for students sponsored by American National Bank
  - Held meet and greet for new students as well as a holiday gathering
  - Supported 129 unique student service needs
- Dedicated Training Facility
  - Construction remains on schedule

### **NAVAIR Additive Manufacturing Training**

- New equipment training has been completed, software training at 90%, and curriculum development at 80%
- Start date is February 20, 2024
- Will train 96 sailors and marines every year with 12 students per cohort every 6 weeks at scale
- Through work with NAVAIR, an additional 2-week training option has been added for sailors that are unable to step away from current duties for full program duration.
- The
- 
- Program has been officially named as Naval Aviation Schoolhouse for Additive Manufacturing (NASAM) by the US Navy.

## **Defense Manufacturing Community Support Program (DMCSP)**

- New ODU lecturer began on January 2 at IALR. He will be responsible for teaching students in the ODU program remotely and promoting the program to students in the region
- Total student enrollments to date: 357 students in ODU coursework leading to MfgET degree; 185 in Danville Public Schools 9<sup>th</sup> and 10<sup>th</sup> grade programs; 144 in Pittsylvania County Schools 9<sup>th</sup> and 10<sup>th</sup> grade programs and welding; 8,153 impacted by GO TEC expansion efforts; 16,451 students and educators impacted by 380 outreach visits at VSU
- The team received approval to expand the 9<sup>th</sup> and 10<sup>th</sup> grade curriculum to Henry County Schools with unused funds from the DPS and PCS project
- Patrick & Henry Community College and Old Dominion University are in the final stages of approving an articulation agreement for the Manufacturing Engineering Technology degree pathway
- The Office of Veterans and Defense Affairs continues to work to coordinate a visit from the new federal program manager
- A whitepaper to outline next phases of the DMCSP grant and Defense Manufacturing Community designation renewal is in development
- The Secretary of Veterans and Defense Affairs has requested to visit IALR in March to discuss next steps for DMCSP
- America Makes is under contract to support the development of ITAR and security awareness training modules to support defense manufacturing training

## **Center for Manufacturing Advancement**

- Butch Kendrick and Brandon Holder continue integration in the Industry 4.0 lab. Butch has been working with Mitutoyo on innovation, automated fixturing solutions.
- Jeremiah Williams led the upfit, installation, and training efforts for IALR's most sophisticated CNC equipment to date. The DMG NLX2500 represents a new capability in the IALR equipment list that will be very attractive for industry looking toward optimization work.
- IALR has procured its first pieces of additive manufacturing equipment to support the Industry 4.0 lab, CNC Innovation Lab, and Metrology Lab. Through work with the EDA, IALR was able to repurpose EDA grant savings to purchase a Markforged X7 and Stratasys F370CR.
- Led by Kevin Thompson and Alber Riner (consultant), IALR has completed all initial development and implementation for the CMA Quality Management System. IALR is currently exercising the system and collecting data. An initial ISO audit is scheduled for late February. Jeremiah Williams has been named Quality Manager.

## **Additive Manufacturing Center of Excellence (AM COE)**

- IALR has processed 13 parts through the CNC Innovation Lab for the US Navy
- IALR, in partnership with Master Gage and Tool and Mitutoyo, has conducted 40 inspections in the metrology lab
- An additional 40 parts for the US Navy are in various stages of production
- AMCOE team members were able to respond to a "quick turn" part production requested by the US Navy. This quick turn part production resulted in the on-time deployment of a Navy warfighting asset out of San Deigo

## **Specialized Training**

- IALR specialized training staff will be conducting an offsite training for Haas Automation in March
- Amanda Hylton was selected to represent IALR on the National HTEC Council

## **Integrated Machining Technology**

- IALR has been working in close coordination with DCC to ensure the successful onboarding of Brandon Ferguson, IMT instructor.
- Robotics & Automation integration will be supported in the CMA Industry 4.0 lab starting in March 2024. Butch Kendrick is leading this effort. This is a substantial step forward for the Integrated Machining Tehcnology Program.
- IALR has worked closely with Melissa Mann (Dean of Workforce Services) and Dr. Johnson (VP of Academics) at DCC to give a historical perspective of the importance of the Integrated Machining Technology Program. A regular meeting cadence between IALR and DCC leadership has been established to ensure program alignment.

## **Key Highlights this Quarter**

- ATDM and Manufacturing Advancement staff have supported three company visits, hosted 44 companies on site for Workforce Connection events, and visited three companies this quarter
- Amanda Hylton served on a panel focused on getting underserved populations into advanced manufacturing at the Defense Manufacturing Conference in Nashville, TN in December

## Contributions to the Strategic Plan

- **Accelerated Training in Defense Manufacturing**
  - 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
  
- **Defense Manufacturing Community Support Program**
  - 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 manpower 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**
    - 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 directly 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**

- 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**

- 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

- **Additional Contributions to the Strategic Plan**

- 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 carries out 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.



# *Advanced Learning Division*

STRATEGIC GOAL: Center of Excellence for  
Education & Workforce Development



# Personnel Update

- Hired new Region 3 GO TEC Training Coordinator: Chris Griffith
- Angela Rigney hired as the GO TEC Director; start date 2/19
- Interviewing for 3 GO TEC Program Coordinators
- Screening for GO TEC Program Assistant

## ***As of Feb. 1:***

❖ AL FTE	14
❖ AmeriCorps members:	19
❖ Interns	0
❖ Contractual	0

# Talent Pathways and Formal Learning

## Current Activities:

- Submitted a GO Virginia per capita proposal for \$489,381 for GO TEC® Region 3 Expansion, Pathway Pilot and Welding Hub Development
- Executed a contract with UVA's Weldon Cooper Center (WCC) for GO TEC Evaluation Services in the amount of \$162,745. First meeting held on Jan. 25<sup>th</sup>.
- Registered Trademark for GO TEC (lettering) received Nov. 2023.
- Region 4 GO TEC Lab Open House held on Jan. 25<sup>th</sup>.
- JLARC report cites GO TEC as a program where job creation metrics could not be validated.
- AET: potential to add engineering to PGSMST; deferred until new Director hired.



## Metrics

Program	Target	Current
AET	50 students/yr	FY24: 39 students 5 DPS; 34 PCS
GO TEC VA 2025 (3yr)	3 new Training Labs 15 new teachers trained 3,400 jobs created/filled # in Career Connections	3 (85% completion) 12 436 TBD (23-24)

# Work-based Learning [WBL]

## Current activities:

- Supported winter term internship placements at IALR for Public Relations and Communications (Emma Larking) and IT (Arvan Jindam – returning)
- Registered two plumber apprentices with Comfort Systems.
- Partnered with BMB, Inc. to register their program for a Metal Building Assembler apprenticeship.
- ExTRA logo has been finalized [developed with Kegerreis Digital Marketing].
- Meetings with several stakeholders to discuss apprenticeship: Huber Engineered Woods, Halifax County Schools, Franklin County Paramedic Partners.
- National Career Readiness Certificate testing continues with Owens Illinois. 13 pre-hire candidates earned an NCRC.
- AL team visited JTI to discuss WBL opportunities to support their expansion.

## Metrics

Program	Annual Target	YTD (Cum)
ExTRA	36 apprentices 12 credentials	37 apprentices NCCER; EMT cert (12)



# EXTRA

Expanding Talent through Registered Apprenticeship

**National Apprenticeship Week 2023**

*Registered Apprenticeship: Superhighway to Good Jobs*

APPRENTICESHIPUSA

## DAILY HIGHLIGHTS

### Registered Apprenticeship for Youth

Registered Apprenticeship and pre-apprenticeships combine work and learning opportunities for young people ages 16-24 to jumpstart their careers.



Six youth apprentices recognized at SVHEC/IALR event.

- The Southern Virginia Higher Education Center (SVHEC) and the Institute for Advanced Learning and Research (IALR) kicked off a celebration by hosting a special "Youth Can Do It!" event. During the event, IALR and SVHEC highlighted the benefits of youth apprenticeship and celebrated the students, employers, and education partners who are making apprenticeships work in rural southern Virginia. Six SVHEC Career Tech Academy students who began youth apprenticeship programs with local employers were recognized.



Andrew Richman, Heat & Frost Insulators Local 82; Jon Medaris, Inland Empire Electrical Training Trust, Local 73; Matt Chapman, PNW Ironworkers Local 14; Mike Baker, Roofers Local 183; Eric Palmer and Mike Mattingly, Finishing Trades/Painters Drywallers District at Spokane Community College.

Spokane Community College in Washington hosted an open house on their Skilled Trades Preparation program (STP). The open house was focused on outreach to high school career and technical education to promote pre-apprenticeship opportunities to young people.

- Local 689-Washington, DC, President/Business Agent Raymond Jackson [joined](#) two Local 689 members who received certificates for completing an apprenticeship program at the DOL ceremony.



SEC founder Randee Van Ness (pictured far right in the back row) joined SEC youth apprentice Kamari Glover (shown fourth from the left in the front row) and other Restaurant Youth Registered Apprenticeship participants in Colorado Springs, Colorado.

- The Center for Advancing Policy on Employment for Youth (CAPE-Youth) spoke with Randee Van Ness, CEO of the Skills Enrichment Center (SEC), as well as Kamari Glover, an SEC youth apprentice. Based in Colorado Springs, Colorado, it is one of the first organizations in the nation to specialize in adopting Registered Apprenticeship programs to serve young adults with disabilities transitioning to full-time employment.



Lydia Arthurs poses with (l. to r.) Manny Lamarre, Senior Advisor; Secretary Miguel Cardona; and Acting Secretary of Labor Julie Su after receiving a certificate at the Apprenticeship Trailblazer Event in the Frances Perkins Auditorium at the Dept. of Labor.

- Zurich NA participated in the 9th annual National Apprenticeship Week kick-off celebration at the Department of Labor's headquarters in Washington, D.C., attended by Zurich apprentice alumna Lydia Arthurs, who was also named one of the first Apprenticeship Trailblazers. Zurich NA wrapped up NAW with a virtual event highlighting Illinois apprentices from different companies. In between were events in New York, Chicago, and elsewhere as apprenticeship programs like Zurich's continue to gain visibility as a pipeline to great careers and great talent.

# Service & Lifelong Learning

## Current activity & updates:

- REACH
  - REACH Partnership received the [Health Quality Innovators Award](#) for Rural Partnerships.
  - Compassion Health has relinquished its DRF REACH funds; Caswell EMS will hire additional CHWs.
  - 5 CHW vacancies; 634 active clients
- AmeriCorps
  - Public Health AmeriCorps Year 3 grant submission of \$218,678.
  - MLK Day event in partnership with American Legion Post #1097
  - 7 PHA workshops with 46 attendees
- Wonder Community is averaging four workshops each month



## Metrics

Member Recruitment & Placement (Jan. 15, 2024)		
	DRY AmeriCorps	REACH AmeriCorps
Budgeted Slots	37	15
Members Enrolled	13	7
Active Members	10	9*





**Wonder Workshops**



**Winter STEM camp**



**Field Trip with Franklin County Ag Production class.**

# Upcoming Events & Needs

- ❑ VTOP Presentation Feb. 13<sup>th</sup>
- ❑ IALR Internships posted by Feb. 16<sup>th</sup>
- ❑ AsPHIRE Events (tentative; need volunteers)
  - ❑ PCS @ IALR Mar. 5<sup>th</sup>
  - ❑ DPS @ IALR Mar. 7<sup>th</sup>
  - ❑ Longwood Mar. 13<sup>th</sup>
  - ❑ SVHEC Mar. 26<sup>th</sup>
- ❑ Family Literacy Night 3.14
- ❑ St. Patrick's Day Camp Mar. 15<sup>th</sup>
- ❑ Wonder Community
  - ❑ SMART Seminars w/ Chamber
  - ❑ Intro to Canva & Excel (multiple)
- ❑ IALR STEM Scholarships due Mar. 19<sup>th</sup>
  - ❑ Need volunteers for review committee
- ❑ GO TEC VEX Competition Mar. 28<sup>th</sup>



**SMART Seminar: Unlocking the Power of AI for Small Business Success**

The Institute For Advanced Learning and Research  
150 Slayton Ave | Danville, VA | 24540  
Room # 212

**SMART SEMINARS**  
are trainings to help support the growth and sustainability of businesses through seminars, workshops, and informational sessions. Unlocking the Power of AI for Small Business Success (part 1)

**WHAT YOU CAN EXPECT**

Part I - February 21, 2024  
Topic: "AI Unveiled": Delve into the fundamentals, demystify AI, and understand how ChatGPT operates. Gain foundational insights into integrating AI seamlessly into your social media repertoire. Embark on this transformative journey and revolutionize your small business's social media prowess with the power of ChatGPT and AI.

Part II - February 28, 2024  
Topic: "Crafting Connection": Explore the art of creating engaging content that resonates with your audience. Uncover techniques to create compelling and authentic interactions using ChatGPT, transforming your social media presence.

Part III - March 6, 2024  
Topic: "Mastery & Innovation": Elevate your expertise as we explore advanced AI strategies. Learn to innovate and adapt, utilizing ChatGPT to stay ahead in the ever-evolving social media landscape.

**PART I: FEB 21, 2024  
TIME: 12:00 PM - 1:00 PM**

**PART II: FEB 28, 2024  
TIME: 12:00 PM - 1:00 PM**

**PART III: MARCH 6, 2024  
TIME: 12:00 PM - 1:00 PM**

**ADMISSION INFO:  
\$10 CHAMBER MEMBERS  
\$15 PROSPECTIVE MEMBERS**

Logos: WOC WONDER COMMUNITY, the INSTITUTE FOR ADVANCED LEARNING AND RESEARCH, CHAMBER OF COMMERCE, THE ONLY WAY TO DO BUSINESS.



**EmPOWER**  
CREATING PATHWAYS TO PROFESSIONS

VIRGINIA  
TALENT +  
OPPORTUNITY  
PARTNERSHIP

Is your company or organization struggling to fill job vacancies? Are you always searching for good talent?

Join Jessie Vernon & Kiana Dillard, with the Institute for Advanced Learning & Research, at 12:00pm on Feb. 13th. They'll provide an overview of the Virginia Talent + Opportunity Partnership (V-TOP) and EmPOWER and answer attendee questions about internships and other work-based learning opportunities to connect with future employees.

the INSTITUTE  
FOR ADVANCED LEARNING AND RESEARCH

# Advanced Learning (AL) Updates

February 2024

## NEW GRANT AWARDS/CONTRACTS:

1. Awarded a \$250 minigrant from Serve Virginia for MLK Day of Service to provide movie night appreciation gifts to veterans in partnership with the American Legion Dan River Post #1097.

## PENDING GRANT APPLICATIONS/CONTRACTS:

1. In partnership with Brunswick County Public Schools, Henry County Public Schools and Patrick & Henry Community College, developed and submitted a GO Virginia per capita proposal for \$489,381 for GO TEC® Region 3 Expansion, Pathway Pilot and Welding Hub Development.
2. Executing a contract with UVA's Weldon Cooper Center (WCC) for GO TEC Evaluation Services in the amount of \$162,745. WCC was selected through a competitive RFP process.
3. Public Health AmeriCorps Year 3 grant submission of \$218,678.
4. *Provided a letter of support for the Cornell, VT, and IALR USDA grant to utilize informal CEA modules developed through the grant in our summer programs.*

## PERSONNEL UPDATES:

1. Angela Rigney has been hired to serve as the GO TEC Director. Anticipated start date is Feb. 19, 2024.
2. Chris Griffith has accepted the GO TEC Region 3 Training Coordinator position with an anticipated start date of Jan. 22, 2024.

## AMERCORPS:

### Member Recruitment & Placement (2024)

	DRY AmeriCorps	REACH AmeriCorps
<b>Budgeted Slots</b>	37	15
<b>Members Enrolled</b>	13	7
<b>Active Members</b>	10	9*

\*Two members completing prior term.

- AL Team will apply for state formula funds for FY25 to address recruitment and outcome challenges. Meeting scheduled with Averett University to explore potential partnership with the Education Department.
- DRY AmeriCorps recruitment continues with interviews and member orientation sessions.
- Represented IALR, recruiting for AmeriCorps, at the DCC Job Fair on Nov. 1st.
- Staff attended the national AmeriCorps conference in Washington, DC. In December.
- Public Health AmeriCorps members provided several community workshops – Scams (Caswell Senior Center); Diabetes (Brightleaf Place); Cancer (Vance St. Baptist Church) and Rheumatoid Arthritis (Holiday Village & Heritage Towers). In December, PHA members provided seven workshops with 46 attendees at offsite

locations: House of Hope, DCC, Brookdale Senior Living, Gretna Health & Rehab, Hilltop Gardens and Holiday Village.

## **GO TEC™ (Great Opportunities in Technology and Engineering Careers)**

### **REGION 3 & Administrative**

- Provided a tour of GO TEC Training Lab to Community College of Philadelphia representatives on Oct. 12, 2023.
- Conducted virtual and in-person interviews for the GO TEC Director and Region 3 Training Coordinator positions. *THANK YOU to the HR team.* Screening for the three Program Coordinators (remote) has started with virtual interviews in late January.
- The GO TEC Bus was featured in the Danville Christmas parade on December 3, 2023.
- Hosted Portsmouth City and School officials for tour and discussion of GO TEC and ATDM efforts.
- Provided a tour of the GO TEC bus and program overview for Danville Public School staff. GO TEC bus also supported a hand-on experience at Brunswick Academy (revenue generating).
- Visit to Babylon Microfarms (Region 4) with GO TEC bus. Employees participated in hands-on activities. Discussed curriculum and relevancy to Babylon's efforts.
- Provided a tour of the GO TEC lab and overview of AL programs to Iperion X leaders. Also supported SVRA by providing a tour of the GO TEC lab and overview of EmPOWER efforts to ED prospect.
- Provided teacher support on precision machining unit at Dan River Middle.

### **REGION 1 [Tim Kilbourne]**

- Provided VEX Robot training for teachers and students in Smyth, Washington, and Dickenson Counties.
- The Bristol City School Board visited the GO TEC lab on Dec. 6, 2023.

### **REGION 4 [Evan Jones]**

- Partnered with Colonial Heights Schools to provide a hands-on activity for middle school students and attended the Colonial Heights School Board meeting to discuss GO TEC implementation.
- Training Lab Update: installed furniture and signage.
- Attended the John Randolph Foundation Awards ceremony and, on behalf of CCAM, accepted grant check for GO TEC expansion.
- Provided supportive instruction for Petersburg (Vernon Johns Middle).
- Toured the LC Bird Makerspace.

### **REGION 5 [Alecia Stancil]**

- Provided a tour of the GO TEC Training Lab at Brooks Crossing to the ODU Provost and Vice Provost.
- Supported Portsmouth STEM night on Nov. 9th and the STEM Connect Saturday event on Nov. 11th at the Virginia Air and Space Museum.
- Assisted with a tour of Lindsay Middle School (Hampton City) for Isle of Wight Schools.
- Teacher training and students support for Portsmouth site – Tinkercad and Dobot.
- Meeting with Suffolk to address IT compatibility for Dobot Software.
- Meeting with the long-term sub at Newport News school site.

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

- Met with a representative of the European American Chamber of Commerce to share the EmPOWER framework; opportunity to link Euro students to US students through teamship activities.

### **Internships and VTOP:**

- AL Team members attended the Virginia Business Higher Education Council meeting, led by Kirk Cox, at DCC's RCATT to discuss internships and other workforce efforts.
- Supported winter term internship placements at IALR for Public Relations and Communications (Emma Larking) and IT (Arvan Jindam – returning)
- 

### **Apprenticeship (ExTRA: Expanding Talent Through Registered Apprenticeship)**

- National Apprenticeship Week: Collaborated with Southern Virginia Higher Education Center's (SVHEC) Career Tech Academy (CTA) to educate stakeholders about Youth Apprenticeship and recognize six youth apprentices and four employer sponsors. Worked with the Communication department on an IALR Podcast to highlight apprenticeship with representatives from Comfort Systems and the Danville Life Saving Crew. Presented partner Pop-up Awards to Comfort Systems, Southside Mechanical, and SVHEC for their efforts to support registered apprenticeship.
- Registered two plumber apprentices with Comfort Systems.
- Partnered with BMB, Inc. to register their program for a Metal Building Assembler apprenticeship.
- ExTRA logo has been finalized [developed with Kegerreis Digital Marketing].
- Meetings with several stakeholders to discuss apprenticeship: Huber Engineered Woods, Halifax County Schools, Franklin County Paramedic Partners.

## **NCRC Testing/Work-Ready Communities**

- Supported WorkKeys® testing with Owen Illinois. Thirteen pre-hire candidates earned a National Career Readiness Certificate.

## **REACH Partnership**

- Congratulations to Dr. Cassandra Shelton-Bowman and the REACH Partnership for receiving the 2023 Health Quality Innovators of the Year award for their efforts to address systemic, socioeconomic and generational health factors.
- Compassion Health has relinquished its DRF REACH funds; Caswell EMS will hire additional CHWs.
- Partnering with Pittsylvania County Schools to support students and families.
- Implementing Chronic Disease Self-Management Program; two REACH/PHA members will be master-trained to deliver.
- Implementation team meeting held on Jan. 10, 2024 with healthcare partners.
- Serving 634 active clients.

## **Wonder Community**

- Finished October 2023 with six Wonder Community Workshops with 36 participants: Intro to Canva (2), Word, Pumpkin Design, Excel, and Cricut Infusible Ink.

- November workshops: 1:1 Computer Training, Intro to Canva, Cricut Cardmaking, and Excel Basics.
- December workshops: offered four workshops including: Intro to Excel, Etching, Intro to Canva, and Intro to ChatGPT; total of 20 attendees.

### **AET (Academy for Engineering and Technology)**

- Meeting with Charlene Bowman and Dr. Hodges (P&HCC) to discuss the potential of adding engineering courses to PGSMST. DCC is currently providing dual enrollment credit. P&HCC would offer dual enrollment at MHC site.

Current enrollment:

Juniors: 13 PCS, 4 DPS (17 total)- one DPS student dropped due to academic performance

Seniors: 21 PCS, 1 DPS (22 total)

### **Camps/Outreach/Field Trips/Tours**

- AL Team partnered with Applied Research to support a fieldtrip with Franklin County High School's Ag Production class.
- Offered *Santa's STEM Challenge Camp* on Dec. 21, 2023 with 18 students.
- Offered *Holidays Around the World camp* on Jan. 3, 2024 with 8 students.

### **AL TEAM DEVELOPMENT/PD/Community & Speaking Engagements/Stakeholder Meetings**

1. AL team members are assisting with ATDM interviews.
2. Dr. Brown provided a workshop session on GO TEC and EmPOWER at the United Way of Southwest Virginia's Rural Summit on October 27, 2023.
3. Jessie Vernon, Kianna Dillard and Natori Neal shared EmPOWER programs during the Virginia Chamber's Education & Workforce Conference on Oct. 26, 2023 in Richmond.
4. Brian Stanley and Audia Harris supported Kids Marketplace event at Southside Elementary with 138 students.
5. Dr. Cassandra Shelton is participating in DRF's Collab Lab professional and community development program.
6. Hosted tour and met with MHC Chamber of Commerce to discuss potential partnerships and support for internships.
7. AL Holiday teambuilding meeting held at the Danville Science Center on Dec. 15th.

### **UPCOMING of INTEREST:**

- Jessie Vernon and Kiana Dillard will provide an informational session, in partnership with the DPC Chamber, to discuss the V-TOP program on Feb. 13th.
- IALR is partnering with the DPC Chamber to offer a three-part series - SMART Seminar: Unlocking the Power of AI for Small Business Success. Brian Stanley, through the Wonder Community, will offer the sessions at 12pm on Feb. 21<sup>st</sup>, 28<sup>th</sup> and March 6<sup>th</sup>.



## **IALR Financial Overview**

1. Budget, 12 31 2023
2. Financial Result Summary

# Institute for Advanced Learning and Research

## 2024 YTD Current Rev, Exp, & Changes in Net Assets by Dept.

Period Ending 12/31/23

	Budget				Remaining		50% 6 Mo Target
	06/30/2024	1st Qtr	2nd Qtr	Total	Balance	Spent	
<b>Revenues</b>							
00 - General	\$ 8,027,074	\$ 2,320,325	\$ 2,553,983	\$ 4,874,308	\$ 3,152,766		
10 - Research	\$ 50,000	\$ -	\$ 69,998	\$ 69,998	\$ (19,998)		
40 - Advanced Learning	\$ 3,000	\$ 10,230	\$ 555	\$ 10,785	\$ (7,785)		
60 - Conference Services	\$ 710,000	\$ 203,132	\$ 317,012	\$ 520,144	\$ 189,856		
74 - Facility Op & Maintenance	\$ 911,043	\$ 222,175	\$ 212,142	\$ 434,317	\$ 476,726		
76 - Technology Support	\$ 1,200	\$ 80	\$ -	\$ 80	\$ 1,120		
84 - Central	\$ -	\$ -	\$ 4,622	\$ 4,622	\$ (4,622)		
91 - Economic Development & B	\$ 160,000	\$ 49,829	\$ 178,069	\$ 227,898	\$ (67,898)		
99 - Capital Improvements	\$ 222,934	\$ -	\$ 182,581	\$ 182,581	\$ 40,353		
<b>Total Revenues</b>	<b>\$ 10,085,251</b>	<b>\$ 2,805,770</b>	<b>\$ 3,518,962</b>	<b>\$ 6,324,733</b>	<b>\$ 3,760,518</b>		<b>62.71%</b>
<b>Expenses</b>							
00 - General	\$ 524,172	\$ 175,685	\$ 181,660	\$ 357,344	\$ 166,828		68.17%
10 - Research	\$ 958,624	\$ 217,769	\$ 210,726	\$ 428,495	\$ 530,129		44.70%
40 - Advanced Learning	\$ 864,009	\$ 139,143	\$ 127,755	\$ 266,898	\$ 597,111		30.89%
55 - Center for Advanced Manufa	\$ 407,592	\$ 101,898	\$ 101,898	\$ 203,796	\$ 203,796		50.00%
60 - Conference Services	\$ 996,156	\$ 212,450	\$ 254,153	\$ 466,603	\$ 529,553		46.84%
70 - Finance	\$ 493,389	\$ 141,478	\$ 134,637	\$ 276,116	\$ 217,273		55.96%
74 - Facility Op & Maintenance	\$ 2,144,765	\$ 389,298	\$ 501,403	\$ 890,701	\$ 1,254,064		41.53%
76 - Technology Support	\$ 821,516	\$ 181,749	\$ 201,005	\$ 382,754	\$ 438,762		46.59%
82 - Human Resources	\$ 408,777	\$ 120,415	\$ 118,956	\$ 239,370	\$ 169,407		58.56%
84 - Central	\$ 414,691	\$ 65,963	\$ 40,194	\$ 106,157	\$ 308,534		25.60%
88 - Executive	\$ 815,030	\$ 208,243	\$ 183,720	\$ 391,962	\$ 423,068		48.09%
91 - Economic Development & B	\$ 638,411	\$ 233,514	\$ 166,982	\$ 400,496	\$ 237,915		62.73%
94 - Public Relations	\$ 375,185	\$ 87,147	\$ 101,709	\$ 188,856	\$ 186,329		50.34%
99 - Capital Improvements	\$ 222,934	\$ 32,486	\$ 146,599	\$ 179,085	\$ 43,849		80.33%
<b>Total Expenses</b>	<b>\$ 10,085,251</b>	<b>\$ 2,307,237</b>	<b>\$ 2,471,397</b>	<b>\$ 4,778,634</b>	<b>\$ 5,306,617</b>		<b>47.38%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ -</b>	<b>\$ 498,533</b>	<b>\$ 1,047,565</b>	<b>\$ 1,546,098</b>	<b>\$ (1,546,098)</b>		<b>15.33%</b>

INSTITUTE FOR ADVANCED LEARNING AND RESEARCH  
FY2024 BOARD REPORT - December 31, 2023  
FINANCIAL RESULT SUMMARY

1) ACCOUNTS RECEIVABLE

12/31/2022		12/31/2023	
A/R Bal	Over 30	A/R Bal	Over 30
\$1,700,465	\$1,804,077	\$9,322,587	\$4,631,807

2) IALR CASH

UNRESTRICTED IALR CASH

	2023 YTD	2023 2nd Quarter	2024 2nd Quarter
CASH RESERVE - BALANCE	\$1,900,000	\$1,900,000	\$1,919,503
OPERATING - BALANCE	\$233,766	\$751,053	\$1,145,615
<b>TOTAL UNRESTRICTED IALR CASH</b>	<b>\$2,133,766</b>	<b>\$2,651,053</b>	<b>\$3,065,118</b>

RESTRICTED IALR CASH  
NON-FEDERAL - BALANCE

	2023 YTD	2023 2nd Quarter	2024 2nd Quarter
	\$3,901,789	\$5,795,786	\$4,128,327

*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	\$23,122	\$38,247	\$9,192
Robert Woods Johnson	\$0	\$0	\$0
Americorp/ServeIT	\$24,239	\$59,058	\$104,635
DRF - STEM-H	\$133	\$133	\$133
STEM-H Various Donors	\$1,953	\$1,953	\$1,953
DRF-DRRC	\$103,129	\$123,870	\$82,501
Industrial Hemp Summit	\$0	\$0	\$0
Industry 4.0 - DRF Grant	\$1,521,451	\$1,521,451	\$917,246
GOVa Major Clarity	\$0	\$0	\$0
FOP - Regional Food Systems	\$100,000	\$100,000	\$100,000
Life Long Learning	\$223	\$0	\$538
REACH	\$635,626	\$1,206,366	\$1,893,125
CMA - DRF Funding	\$1,234,880	\$2,634,401	\$736,003
Experience Works - Intern Program	\$67,650	\$68,709	\$64,653
Experience Works - Match Funding	(\$5,663)	\$1,965	\$120,595
<b>Restricted Funds at 12/31/23</b>	<b>\$3,713,540</b>	<b>\$5,762,952</b>	<b>\$4,037,373</b>

*Reconciling Items:*

Money moved after 12/31	\$188,249	\$32,834	\$90,954
Cash Receipts Received	\$0	\$0	\$0
	<b>\$3,901,789</b>	<b>\$5,795,786</b>	<b>\$4,128,327</b>

RESTRICTED IALR CASH  
FEDERAL - BALANCE

	2023 YTD	2023 2nd Quarter	2024 2nd Quarter
	\$2,271,257	\$7,017,511	\$9,481,213

*Restricted Funds:*

Account Beginning Balance	\$3,000	\$3,000	\$3,000
DOD-ATDM 1.0	\$0	\$1,101,626	\$0
DOD-ATDM 2.0	\$1,971,176	\$5,562,886	\$4,115,038
DOD-ATDM 3.0	\$276,090	\$350,000	\$1,297,241
Afghan #4	\$0	\$0	\$7,996
Afghan #5	\$0	\$0	\$51,614
BFA - Submarine	\$20,991	\$0	\$16,416
BFA - Mahmood	\$0	\$0	\$4,008
EDA - CMA Equipment	\$0	\$0	\$0
BFA - RTC Long Lead	\$0	\$0	\$2,632,686
AMPRO SOW #1	\$0	\$0	\$200,000
AMPRO SOW #2	\$0	\$0	\$141,775
AMPRO SOW #3	\$0	\$0	\$1,011,455
Bank Fee	\$0	\$0	(\$15)
	<b>\$2,271,257</b>	<b>\$7,017,511</b>	<b>\$9,481,213</b>

3) **Advanced Manufacturing Cash**

	2022 YTD	2022 2nd Quarter	2022 2nd Quarter
ADVANCED MANUFACTURING	\$899,962	\$0	\$908,752
<i>Restricted Funds:</i>			
Account Beginning Balance	\$3,000	\$0	\$3,000
ATDM 1.0	\$875,599	\$0	\$875,599
Afghan #1	\$365	\$0	\$365
Afghan #2	\$7,820	\$0	\$7,820
Afghan #3	\$13,178	\$0	\$13,178
Interest	\$0	\$0	\$8,790
	<u>\$899,962</u>	<u>\$0</u>	<u>\$908,752</u>

4) **FOUNDATION CASH**

	2023 YTD	2023 2nd Quarter	2024 2nd Quarter
FOUNDATION - CASH (Checking)	\$446,682	\$81,119	\$782,287
Foundation Restricted - Cash	\$200,571	\$202,971	\$254,571
Foundation Unrestricted - Cash	\$246,111	(\$121,852)	\$527,716
FOUNDATION INVESTMENTS	2023 YTD	2023 2nd Quarter	2024 2nd Quarter
FOUNDATION - INVESTMENTS			
Foundation CD's	\$332,748	\$331,487	\$332,748
Foundation Endowment	\$1,497,793	\$1,377,502	\$1,571,303
Foundation Investment	\$1,204,983	\$1,104,666	\$1,265,654
TOTAL FOUNDATION - INVESTMENTS	<u>\$3,035,524</u>	<u>\$2,813,655</u>	<u>\$3,169,705</u>

5) **MONEY MOVEMENT**

FOUNDATION TO IALR	October	November	December	Total for 2nd Qtr	Restricted / Unrestricted
REIMBURSEMENT FROM ALL OTHER GRANTS	\$2,360	\$4,103	\$271,088	\$277,551	UNRESTRICTED
<b>FEDERAL TO IALR</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>Total for 2nd Qtr</b>	<b>Restricted / Unrestricted</b>
REIMBURSEMENT FROM DOD-ATDM 2.0	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM DOD-ATDM 3.0	\$0	\$3,213,003	\$0	\$3,213,003	UNRESTRICTED
REIMBURSEMENT FROM EDA-CMA EQUIPMENT	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM BFA - SUBMARINE	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM BFA-RTC LONG LEAD	\$0	\$1,910,514	\$2,599,512	\$4,510,026	UNRESTRICTED
REIMBURSEMENT FROM EB2- ATDM	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM BFA - MAHMOOD	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM BFA - AFGHAN #4	\$0	\$0	\$0	\$0	UNRESTRICTED
REIMBURSEMENT FROM BFA - AFGHAN #5	\$0	\$0	\$0	\$0	UNRESTRICTED
<b>IALR TO FOUNDATION</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>Total for 2nd Qtr</b>	<b>Restricted / Unrestricted</b>
DONATION TO FOUNDATION	\$0	\$0	\$0	\$0	UNRESTRICTED
<b>Non-Federal to IALR</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>Total for 2nd Qtr</b>	<b>Restricted / Unrestricted</b>
REIMBURSE IALR FOR CHW	\$12,906	\$147,486	\$62,196	\$222,589	UNRESTRICTED
REIMBURSE IALR FOR GRANT ACTIVITY	\$0	\$115,276	\$28,758	\$144,034	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 December 31, 2023

	Actual 09/30/2023	Actual 12/31/2023	Over/(Under) Budget	50% 6 Mo Target Spent
Budget FY24	QTD	QTD	06/30/2024	
<b>Revenues</b>				
Sales	\$ 709,500	\$ 202,725	\$ 316,775	\$ 519,500
Program Income	\$ 53,000	\$ 10,230	\$ 234,553	\$ 244,783
Indirect Cost Recovery	\$ 418,944	\$ 364,095	\$ 231,392	\$ 595,486
Recovered Costs	\$ 534,158	\$ 107,537	\$ 103,023	\$ 210,560
Other Revenue	\$ 91,700	\$ 42,613	\$ 21,724	\$ 64,336
Rental Revenue	\$ 456,885	\$ 122,400	\$ 121,619	\$ 244,019
Profit Margin	\$ -	\$ 121,987	\$ 117,586	\$ 239,573
<b>Total Operating Revenues:</b>	<b>\$ 2,264,187</b>	<b>\$ 971,587</b>	<b>\$ 1,146,671</b>	<b>\$ 2,118,257</b>
State Appropriation	\$ 7,323,958	\$ 1,830,989	\$ 1,830,667	\$ 3,661,657
VA College Building Author	\$ 497,106	\$ -	\$ 451,130	\$ 451,130
Interest Income	\$ -	\$ 3,194	\$ 90,494	\$ 93,688
<b>Total Non-Operating Revenue:</b>	<b>\$ 7,821,064</b>	<b>\$ 1,834,184</b>	<b>\$ 2,372,292</b>	<b>\$ 4,206,475</b>
<b>Total Revenues:</b>	<b>\$ 10,085,251</b>	<b>\$ 2,805,770</b>	<b>\$ 3,518,962</b>	<b>\$ 6,324,733</b>
				<b>63%</b>
<b>Expenses</b>				
Personnel Costs	\$ 4,747,788	\$ 1,130,855	\$ 1,040,738	\$ 2,171,593
Contractual Services and C	\$ 1,596,410	\$ 367,982	\$ 399,331	\$ 767,313
Supplies and Equipment M	\$ 112,762	\$ 29,507	\$ 28,210	\$ 57,717
Facility Expense	\$ 884,783	\$ 179,497	\$ 232,555	\$ 412,052
Telecommunication	\$ 80,918	\$ 15,694	\$ 22,932	\$ 38,626
Utilities	\$ 623,500	\$ 116,654	\$ 181,039	\$ 297,693
Repairs and Maintenance	\$ 905,877	\$ 183,850	\$ 165,187	\$ 349,037
Equipment Expense	\$ 579,372	\$ 15,600	\$ 9,090	\$ 24,689
Other Expenses	\$ 303,841	\$ 71,034	\$ 40,189	\$ 111,223
Depreciation and Amortiza	\$ 250,000	\$ 175,297	\$ 181,812	\$ 357,109
Capital Equipment & Const	\$ -	\$ 21,269	\$ 170,313	\$ 191,582
<b>Total Operating Expenses</b>	<b>\$ 10,085,251</b>	<b>\$ 2,307,238</b>	<b>\$ 2,471,397</b>	<b>\$ 4,778,634</b>
<b>Total Operating Expenses:</b>	<b>\$ 10,085,251</b>	<b>\$ 2,307,238</b>	<b>\$ 2,471,397</b>	<b>\$ 4,778,634</b>
				<b>47%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ -</b>	<b>\$ 498,533</b>	<b>\$ 1,047,566</b>	<b>\$ 1,546,098</b>
				<b>15%</b>

# Institute for Advanced Learning and Research

## Income Statement - Grant and Capital Projects QTD & YTD

Period Ending December 31, 2023

	Actual 09/30/2023 QTD	Actual 12/31/2023 QTD	Total
<b>Revenues</b>			
Federal Grants-Temporarily Restricted	\$ 56,889	\$ 444,406	\$ 501,295
Nongovernmental Grants and Contracts	\$ 386,551	\$ 1,422,051	\$ 1,808,602
Program Income	\$ 6,661,768	\$ 12,862,567	\$ 19,524,335
Other Revenue	\$ -	\$ 86	\$ 86
<b>Total Operating Revenues:</b>	<b>\$ 7,105,208</b>	<b>\$ 14,729,110</b>	<b>\$ 21,834,318</b>
<b>Total Revenues:</b>	<b>\$ 7,105,208</b>	<b>\$ 14,729,110</b>	<b>\$ 21,834,318</b>
<b>Expenses</b>			
Personnel Costs	\$ 1,396,533	\$ 1,711,334	\$ 3,107,867
Contractual Services and Consultants	\$ 1,293,813	\$ 1,097,921	\$ 2,391,734
Supplies and Equipment Maintenance	\$ 201,253	\$ 303,279	\$ 504,532
Facility Expense	\$ 91,233	\$ 103,376	\$ 194,610
Utilities	\$ 24,743	\$ 38,867	\$ 63,610
Repairs and Maintenance	\$ 20,999	\$ 47,091	\$ 68,089
Equipment Expense	\$ 166,411	\$ 678,516	\$ 844,927
Other Expenses	\$ 1,999,506	\$ 1,348,782	\$ 3,348,287
Depreciation and Amortization	\$ 804,123	\$ 859,884	\$ 1,664,007
Construction in Process & Equipment	\$ 2,172,048	\$ 4,925,379	\$ 7,097,427
<b>Total Operating Expenses</b>	<b>\$ 8,170,661</b>	<b>\$ 11,114,430</b>	<b>\$ 19,285,091</b>
<b>Total Operating Expenses:</b>	<b>\$ 8,170,661</b>	<b>\$ 11,114,430</b>	<b>\$ 19,285,091</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (1,065,453)</b>	<b>\$ 3,614,681</b>	<b>\$ 2,549,227</b>
<b>NET SURPLUS/(DEFICIT) %</b>	<b>-15%</b>	<b>25%</b>	<b>12%</b>

# Institute for Advanced Learning and Research

## IALR Statement of Net Position

12/31/2022 vs. 12/31/2023 Comparison

	12/31/22 IALR Total	12/31/23 IALR Total	Variance
<b>Assets</b>			
<b>Current Assets:</b>			
<b>Unrestricted</b>			
Cash and Cash Equivalents	\$17,243,035	\$19,688,725	\$2,445,691
Accounts Receivable, net	\$3,358,820	\$9,572,782	\$6,213,963
Prepaid Expenses	\$175,903	\$260,481	\$84,578
Advances	\$1,192	\$0	(\$1,192)
Interfund	\$192,408	\$435,757	\$243,349
<b>Total Unrestricted Current Assets:</b>	<b>\$20,971,357</b>	<b>\$29,957,745</b>	<b>\$8,986,388</b>
<b>Other Assets:</b>			
Restricted Cash and Cash Equivalents	\$183,108	\$231,052	\$47,945
<b>Total Other Assets:</b>	<b>\$183,108</b>	<b>\$231,052</b>	<b>\$47,945</b>
<b>Total Current Assets:</b>	<b>\$21,154,465</b>	<b>\$30,188,798</b>	<b>\$9,034,333</b>
<b>Noncurrent Assets:</b>			
Net Pension Asset	\$1,079,812	\$1,006,130	(\$73,682)
Fixed Assets Depreciable	\$37,543,976	\$55,453,733	\$17,909,757
<b>Total Noncurrent Assets:</b>	<b>\$38,623,788</b>	<b>\$56,459,863</b>	<b>\$17,836,075</b>
<b>Total Assets</b>	<b>\$59,778,253</b>	<b>\$86,648,661</b>	<b>\$26,870,408</b>
<b>Deferred Outflows of Resources-VRS Charges</b>	<b>\$184,700</b>	<b>\$161,802</b>	<b>(\$22,898)</b>
<b>Liabilities and Net Position</b>			
<b>Current Liabilities:</b>			
Accounts payable - Operations	\$905,233	\$1,306,217	\$400,984
Accrued Payroll and Related Employee Expenses	\$44,314	\$53,558	\$9,244
Deferred Revenue	\$6,331,483	\$10,347,204	\$4,015,721
Customer Deposits	\$39,978	\$83,054	\$43,076
<b>Total Current Liabilities:</b>	<b>\$7,321,008</b>	<b>\$11,790,033</b>	<b>\$4,469,025</b>
<b>Noncurrent Liabilities</b>			
Long Term Liabilities	\$154,149	\$194,144	\$39,996
<b>Total Noncurrent Liabilities:</b>	<b>\$154,149</b>	<b>\$194,144</b>	<b>\$39,996</b>
<b>Deferred Inflows of Resources - VRS Investment Income</b>	<b>(\$944,983)</b>	<b>(\$505,969)</b>	<b>\$439,014</b>
<b>Net Position:</b>			
Restricted	\$41,170,847	\$57,779,367	\$16,608,520
Unrestricted	\$10,349,531	\$16,540,950	\$6,191,418
<b>Total Net Position:</b>	<b>\$51,520,379</b>	<b>\$74,320,317</b>	<b>\$22,799,938</b>
<b>Total Liabilities and Net Assets</b>	<b>\$59,940,519</b>	<b>\$86,810,463</b>	<b>\$26,869,944</b>

## **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	Adv. Manufacturin 40-55-xxxx	Capstone 40-50- xxxx	Rapid Launch 40-55- xxxx-921	Adv. Manufacturin Total Budget	CMA IALR Actual	Adv. Manufacturin Actual	Capstone Actual	Rapid Launch Actual	Total Adv. Manufa Revenue & Expens	Remaining Balance	50.00% 6 Mo Target Spent
<b>Revenues</b>													
14-55-4911	Grants-Center for Advanced Manu	\$ 500,000	\$ -	\$ -	\$ -	\$ 500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500,000	
40-50-4411	Program Income-Capstone	\$ -	\$ -	\$ 135,000	\$ -	\$ 135,000	\$ -	\$ -	\$ 24,932	\$ -	\$ 24,932	\$ 110,068	
40-50-4435	IALR Support-Capstone	\$ -	\$ -	\$ 407,592	\$ -	\$ 407,592	\$ -	\$ -	\$ 203,796	\$ -	\$ 203,796	\$ 203,796	
40-50-4891	Miscellaneous Revenue-Capstone	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 449	\$ -	\$ 449	\$ (449)	
40-55-4211	Reimbursable & Donated Revenue-Center for I	\$ -	\$ -	\$ -	\$ 52,000	\$ 52,000	\$ 10,800	\$ -	\$ -	\$ 36,741	\$ 47,541	\$ 4,459	
40-55-4411	Program Income-Center for Advanced Manu	\$ 40,000	\$ -	\$ -	\$ -	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,000	
40-55-4425	Optimization Revenue-Center for Advanced Ma	\$ 93,750	\$ -	\$ -	\$ -	\$ 93,750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 93,750	
40-55-4430	Metrology Revenue-Center for Advanced Manu	\$ 44,944	\$ -	\$ -	\$ -	\$ 44,944	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 44,944	
40-55-4511	Partner Office Rental-Center for Advanced Mar	\$ 337,242	\$ -	\$ -	\$ 80,400	\$ 417,642	\$ 125,946	\$ -	\$ -	\$ 75,863	\$ 201,809	\$ 215,834	
40-55-4711	Indirect Costs-Center for Advanced Manu	\$ -	\$ 963,213	\$ -	\$ -	\$ 963,213	\$ 78,197	\$ 572,118	\$ -	\$ -	\$ 650,315	\$ 312,898	
40-55-4712	Profits Earned-Center for Advanced Manu	\$ -	\$ 1,467,141	\$ -	\$ -	\$ 1,467,141	\$ 470,343	\$ 487,949	\$ -	\$ -	\$ 958,293	\$ 508,848	
40-55-4853	CMA Partner Program-Center for Advanced Ma	\$ 100,000	\$ 35,000	\$ -	\$ -	\$ 135,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 135,000	
<b>Total Revenues</b>		<b>\$ 1,115,936</b>	<b>\$ 2,465,354</b>	<b>\$ 542,592</b>	<b>\$ 132,400</b>	<b>\$ 4,256,282</b>	<b>\$ 685,286</b>	<b>\$ 1,060,068</b>	<b>\$ 229,177</b>	<b>\$ 112,603</b>	<b>\$ 2,087,134</b>	<b>\$ 2,169,148</b>	<b>49.04%</b>
<b>Expenses</b>													
Staffing													
<b>Total Staffing</b>		<b>\$ 883,572</b>	<b>\$ 1,107,195</b>	<b>\$ 95,413</b>	<b>\$ -</b>	<b>\$ 2,086,180</b>	<b>\$ 113,440</b>	<b>\$ 168,394</b>	<b>\$ 32,737</b>	<b>\$ -</b>	<b>\$ 314,572</b>	<b>\$ 1,771,608</b>	<b>15.08%</b>
Other Expenses													
40-50-6111	Consulting & Professional Fees-Capstone	\$ -	\$ -	\$ 337,636	\$ -	\$ 337,636	\$ -	\$ -	\$ 19,115	\$ -	\$ 19,115	\$ 318,521	
40-50-6800	HTec Consumables-Capstone	\$ -	\$ -	\$ 8,043	\$ -	\$ 8,043	\$ -	\$ -	\$ 133	\$ -	\$ 133	\$ 7,910	
40-50-6931	Electric-Capstone	\$ -	\$ -	\$ 55,000	\$ -	\$ 55,000	\$ -	\$ -	\$ 27,443	\$ -	\$ 27,443	\$ 27,557	
40-50-6932	Gas-Capstone	\$ -	\$ -	\$ 15,000	\$ -	\$ 15,000	\$ -	\$ -	\$ 2,324	\$ -	\$ 2,324	\$ 12,676	
40-50-6933	Water-Capstone	\$ -	\$ -	\$ 1,500	\$ -	\$ 1,500	\$ -	\$ -	\$ 1,661	\$ -	\$ 1,661	\$ (161)	
40-50-8510	Equip-Less than Capitalization-Capstone	\$ -	\$ -	\$ 30,000	\$ -	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000	
40-55-6111	Consulting & Professional Fees-Center for Adv	\$ -	\$ 205,000	\$ -	\$ -	\$ 205,000	\$ 1,281	\$ 95,832	\$ -	\$ -	\$ 97,113	\$ 107,887	
40-55-6121	Legal Fees-Center for Advanced Manu	\$ -	\$ 50,000	\$ -	\$ -	\$ 50,000	\$ -	\$ 6,648	\$ -	\$ -	\$ 6,648	\$ 43,352	
40-55-6711	Office Supplies-Center for Advanced Manu	\$ 12,500	\$ -	\$ -	\$ -	\$ 12,500	\$ 7,181	\$ 225	\$ -	\$ -	\$ 7,407	\$ 5,093	
40-55-6715	Supplies/Other Operating-Center for Advanced	\$ 39,436	\$ 8,240	\$ -	\$ -	\$ 47,676	\$ 22,922	\$ 3,170	\$ -	\$ -	\$ 26,092	\$ 21,584	
40-55-6721	Postage-Center for Advanced Manu	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 271	\$ -	\$ -	\$ -	\$ 271	\$ (271)	
40-55-6731	Copier Lease-Center for Advanced Manu	\$ 3,500	\$ 1,750	\$ -	\$ -	\$ 5,250	\$ 2,973	\$ 245	\$ -	\$ -	\$ 3,218	\$ 2,032	
40-55-6922	Janitorial-Center for Advanced Manu	\$ 45,000	\$ -	\$ -	\$ 8,400	\$ 53,400	\$ 15,021	\$ -	\$ -	\$ 3,500	\$ 18,521	\$ 34,879	
40-55-6923	Waste Disposal-Center for Advanced Manu	\$ 2,966	\$ -	\$ -	\$ -	\$ 2,966	\$ 3,738	\$ -	\$ -	\$ 761	\$ 4,499	\$ (1,533)	
40-55-6924	Landscaping-Center for Advanced Manu	\$ 50,000	\$ -	\$ -	\$ 15,600	\$ 65,600	\$ 7,250	\$ -	\$ -	\$ 7,800	\$ 15,050	\$ 50,550	
40-55-6931	Electric-Center for Advanced Manu	\$ 202,950	\$ -	\$ -	\$ 60,000	\$ 262,950	\$ 73,481	\$ (4,547)	\$ -	\$ 45,983	\$ 114,917	\$ 148,033	
40-55-6932	Gas-Center for Advanced Manu	\$ 69,495	\$ -	\$ -	\$ 6,000	\$ 75,495	\$ 1,724	\$ (1,782)	\$ -	\$ 1,729	\$ 1,671	\$ 73,824	
40-55-6933	Water-Center for Advanced Manu	\$ 9,225	\$ -	\$ -	\$ 2,500	\$ 11,725	\$ 2,339	\$ (102)	\$ -	\$ 1,403	\$ 3,641	\$ 8,084	
40-55-6941	HVAC Service Agreement-Center for Advanced	\$ 75,000	\$ -	\$ -	\$ 22,644	\$ 97,644	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 97,644	
40-55-6942	Elevator Service Agreement-Center for Advance	\$ 2,906	\$ -	\$ -	\$ -	\$ 2,906	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,906	
40-55-6945	Fire Pump and Sprinkler System-Center for Adv	\$ 2,900	\$ -	\$ -	\$ 375	\$ 3,275	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,275	
40-55-6948	Fire & Sec System Monitoring-Center for Adv	\$ -	\$ -	\$ -	\$ 865	\$ 865	\$ -	\$ 165	\$ -	\$ -	\$ 165	\$ 700	
40-55-6949	Air Compressor Serv Contract-Center for Adv	\$ -	\$ -	\$ -	\$ 4,140	\$ 4,140	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,140	
40-55-6960	Repairs & Maintenance-Center for Advanced M	\$ 40,749	\$ -	\$ -	\$ 20,000	\$ 60,749	\$ 8,996	\$ -	\$ -	\$ 206	\$ 9,202	\$ 51,547	
40-55-6965	Maintenance Agreements & Licenses-Center fo	\$ 286,124	\$ -	\$ -	\$ 26,864	\$ 312,988	\$ 39,889	\$ -	\$ -	\$ 13,495	\$ 53,385	\$ 259,603	
40-55-6980	Insurance-Center for Advanced Manu	\$ 15,000	\$ -	\$ -	\$ -	\$ 15,000	\$ 10,551	\$ -	\$ -	\$ -	\$ 10,551	\$ 4,449	
40-55-7551	Travel-Center for Advanced Manu	\$ -	\$ 15,450	\$ -	\$ -	\$ 15,450	\$ 1,348	\$ 2,189	\$ -	\$ -	\$ 3,537	\$ 11,913	
40-55-7571	Business Meals-Center for Advanced Manu	\$ -	\$ 10,150	\$ -	\$ -	\$ 10,150	\$ -	\$ 659	\$ -	\$ -	\$ 659	\$ 9,491	

40-55-8320	Marketing-Center for Advanced Manu	\$	15,000	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	15,000					
40-55-8410	Miscellaneous Expenditures-Center for Advanc	\$	-	\$	-	\$	-	\$	-	\$	30,054	\$	-	\$	-	\$	-	\$	30,054	(30,054)				
40-55-8490	Operating Contingency-Center for Advanced M	\$	-	\$	327,194	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	327,194				
40-55-8510	Equip-Less than Capitalization-Center for Advai	\$	50,000	\$	15,000	\$	-	\$	-	\$	65,000	\$	7,204	\$	27	\$	-	\$	-	7,231	57,769			
40-55-8954	Furniture-Center for Advanced Manu	\$	-	\$	-	\$	-	\$	-	\$	-	\$	5,186	\$	-	\$	-	\$	-	5,186	(5,186)			
<b>Total</b>		\$	<b>922,751</b>	\$	<b>632,784</b>	\$	<b>447,179</b>	\$	<b>167,388</b>	\$	<b>2,170,102</b>	\$	<b>211,357</b>	\$	<b>132,783</b>	\$	<b>50,677</b>	\$	<b>74,878</b>	\$	<b>469,694</b>	\$	<b>1,700,408</b>	<b>21.64%</b>
<b>Total Expenses</b>		\$	<b>1,806,323</b>	\$	<b>1,739,979</b>	\$	<b>542,592</b>	\$	<b>167,388</b>	\$	<b>4,256,282</b>	\$	<b>324,797</b>	\$	<b>301,177</b>	\$	<b>83,414</b>	\$	<b>74,878</b>	\$	<b>784,265</b>	\$	<b>3,472,017</b>	<b>18.43%</b>
<b>NET SURPLUS/(DEFICIT)</b>		\$	<b>(690,387)</b>	\$	<b>725,375</b>	\$	<b>-</b>	\$	<b>(34,988)</b>	\$	<b>-</b>	\$	<b>360,489</b>	\$	<b>758,891</b>	\$	<b>145,763</b>	\$	<b>37,725</b>	\$	<b>1,302,868</b>	\$	<b>(1,302,868)</b>	<b>30.61%</b>

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**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 12/31/23 **\$ 899,961**  
Interest **\$ 8,789**  
**\$ 908,750**

**Active Grants:**

DMCSP			
	Budget	Actual	Remaining Balance
Revenue	\$ 4,089,843	\$ 1,956,091	\$ 2,133,752
Expenses	\$ 4,089,843	\$ 2,177,565	\$ 1,912,278
Surplus/ (Deficit)	\$ -	\$ (221,474)	\$ 221,474
% Spend	53%		

EDA			
	Budget	Actual	Remaining Balance
Revenue	\$ 2,546,760	\$ 1,977,257	\$ 569,503
Expenses	\$ 2,546,760	\$ 2,384,184	\$ 162,576
Surplus/ (Deficit)	\$ -	\$ (406,927)	\$ 406,927
% Spend	94%		

**Active Contracts:**

ATDM 2.0			
	Budget	Actual	Remaining Balance
Revenue	\$ 18,094,566	\$ 18,094,566	\$ -
Expenses	\$ 18,094,566	\$ 13,988,916	\$ 4,105,650
Surplus/ (Deficit)	\$ -	\$ 4,105,650	\$ (4,105,650)
% Spend	77%		

ATDM 3.0			
	Budget	Actual	Remaining Balance
Revenue	\$ 21,241,922	\$ 8,567,981	\$ 12,673,941
Expenses	\$ 21,241,922	\$ 9,400,479	\$ 11,841,443
Surplus/ (Deficit)	\$ -	\$ (832,498)	\$ 832,498
% Spend	44%		

Afghan Ally #4			
	Budget	Actual	Remaining Balance
Revenue	\$ 36,872	\$ 36,872	\$ -
Expenses	\$ 36,872	\$ 28,876	\$ 7,996
Surplus/ (Deficit)	\$ -	\$ 7,996	\$ (7,996)
% Spend	79%		

Afghan Ally #5			
	Budget	Actual	Remaining Balance
Revenue	\$ 94,127	\$ 94,127	\$ -
Expenses	\$ 94,127	\$ 50,287	\$ 43,840
Surplus/ (Deficit)	\$ -	\$ 43,840	\$ (43,840)
% Spend	53%		

Austal - AMPRO SOW #1			
	Budget	Actual	Remaining Balance
Revenue	\$ 199,407	\$ 200,000	\$ (593)
Expenses	\$ 199,407	\$ 173,959	\$ 25,448
Surplus/ (Deficit)	\$ -	\$ 26,041	\$ (26,041)
% Spend	87%		

Austal - AMPRO SOW #2			
	Budget	Actual	Remaining Balance
Revenue	\$ 141,775	\$ 141,775	\$ -
Expenses	\$ 141,775	\$ 83,330	\$ 58,445
Surplus/ (Deficit)	\$ -	\$ 58,445	\$ (58,445)
% Spend	59%		

BFA - Submarine Transportation			
	Budget	Actual	Remaining Balance
Revenue	\$ 81,858	\$ 81,858	\$ -
Expenses	\$ 81,858	\$ 65,592	\$ 16,266
Surplus/ (Deficit)	\$ -	\$ 16,266	\$ (16,266)
% Spend	80%		
May need to request additional funding to support the moving and			

BFA - RTC Long Lead			
	Budget	Actual	Remaining Balance
Revenue	\$ 19,215,000	\$ 15,597,773	\$ 3,617,227
Expenses	\$ 19,215,000	\$ 10,274,645	\$ 8,940,355
Surplus/ (Deficit)	\$ -	\$ 5,323,128	\$ (5,323,128)
% Spend	53%		

ATDM EB2 - Accenture & Personnel			
	Budget	Actual	Remaining Balance
Revenue	\$ 400,000	\$ 361,254	\$ 38,746
Expenses	\$ 400,000	\$ 391,374	\$ 8,626
Surplus/ (Deficit)	\$ -	\$ (30,120)	\$ 30,120
% Spend	98%		

BFA - Mahmood Funding			
	Budget	Actual	Remaining Balance
Revenue	\$ 30,635	\$ 30,635	\$ -
Expenses	\$ 30,635	\$ 26,628	\$ 4,006
Surplus/ (Deficit)	\$ -	\$ 4,006	\$ (4,006)
% Spend	87%		

DOD - RTC Funding			
	Budget	Actual	Remaining Balance
Revenue	\$ 37,758,000	\$ 56,973	\$ 37,701,027
Expenses	\$ 37,758,000	\$ 56,973	\$ 37,701,027
Surplus/ (Deficit)	\$ -	\$ -	\$ -
% Spend	0%		
Construction bid came in significantly over budget for phase 1. Discussions are being had on how to proceed.			

Afghan Ally #6			
	Budget	Actual	Remaining Balance
Revenue	\$ 34,799	\$ -	\$ 34,799
Expenses	\$ 34,799	\$ 25,786	\$ 9,014
Surplus/ (Deficit)	\$ -	\$ (25,786)	\$ 25,786
% Spend	74%		

Austal - AMPRO SOW #3			
	Budget	Actual	Remaining Balance
Revenue	\$ 1,726,336	\$ 1,011,455	\$ 714,881
Expenses	\$ 1,726,336	\$ 986,373	\$ 739,963
Surplus/ (Deficit)	\$ -	\$ 25,082	\$ (25,082)
% Spend	57%		

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



## IALR Foundation

1. Statement of Net Position
2. Restricted Funds Report

# Institute for Advanced Learning and Research

## IALR Foundation Statement of Net Position

12/31/2022 vs 12/31/2023 Comparison

	12/31/22 IALRF Total	12/31/23 IALRF Total	Variance
<b>Assets</b>			
<b>Current Assets:</b>			
<b>Unrestricted</b>			
Cash and Cash Equivalents	\$81,119	\$782,287	\$701,168
Accounts Receivable, net	\$203,793	(\$4,051)	(\$207,843)
Interfund	(\$192,408)	(\$435,757)	(\$243,349)
<b>Total Unrestricted Current Assets:</b>	<b>\$92,504</b>	<b>\$342,479</b>	<b>\$249,975</b>
<b>Total Current Assets:</b>	<b>\$92,504</b>	<b>\$342,479</b>	<b>\$249,975</b>
<b>Noncurrent Assets:</b>			
Certificate of Deposits	\$331,487	\$332,748	\$1,261
Investments	\$2,482,168	\$2,836,956	\$354,788
Fixed Assets Depreciable	\$4,997,519	\$4,956,426	(\$41,093)
<b>Total Noncurrent Assets:</b>	<b>\$7,811,174</b>	<b>\$8,126,130</b>	<b>\$314,956</b>
<b>Total Assets</b>	<b>\$7,903,678</b>	<b>\$8,468,610</b>	<b>\$564,932</b>
<b>Liabilities and Net Position</b>			
<b>Current Liabilities:</b>			
Accounts payable - Operations	\$875	\$0	(\$875)
<b>Total Current Liabilities:</b>	<b>\$875</b>	<b>\$0</b>	<b>(\$875)</b>
<b>Net Position:</b>			
Restricted	\$1,580,473	\$1,825,874	\$245,400
Unrestricted	\$6,322,329	\$6,642,736	\$320,407
<b>Total Net Position:</b>	<b>\$7,902,803</b>	<b>\$8,468,610</b>	<b>\$565,807</b>
<b>Total Liabilities and Net Assets</b>	<b>\$7,903,678</b>	<b>\$8,468,610</b>	<b>\$564,932</b>

## Restricted Cash Foundation

<b>Advanced Learning</b>		
Mid - Atlantic Broadband Communitites	\$	2,391
<b>Capstone</b>		
Gene Haas Foundation	\$	117,934
MFG Host Funding	\$	17,500
AutoDesk	\$	25,000
SME Education Foundtion	\$	5,000
BWX Technologies	\$	4,000
Misc Program Donations	\$	300
<b>IALR Internal Restriction</b>		
Internally Restricted Funds	\$	82,446
Restricted for Grants, Scholarships & Internal	\$	254,571
Restricted for HAAS Endowment	\$	1,571,303
<b>Total Restricted</b>	<b>\$</b>	<b>1,825,874</b>
<b>Total Unrestricted Cash</b>	<b>\$</b>	<b>527,716</b>