

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**

**Due: July 1, 2017**

**Institution:**

**Institution UNITID:**

**Individual responsible for plan**

**Name:**

**Email address:**

**Telephone number:**

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**ACADEMIC AND FINANCIAL PLAN**

Instructions: In the column entitled "Academic and Support Service Strategies for Six-Year Period (2018-2024)," please provide titles to identify strategies (for the three biennia of this six-year period) associated with goals in the Virginia Plan. *Please use this title to identify a more detailed description of the strategy in the separate Word document (Part II - Narrative).*

Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)								
	Biennium 2018-2020 (7/1/18-6/30/20)				Narrative		Narrative		
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation				Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)	
			2018-2019		2019-2020				
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue				
1	Out in Four Program (OFF)	1, 2	Incremental:	\$806,000	\$0	\$956,000	\$0	<p><b>Out in Four Program (OFF):</b> OFF represents the catalyst for a cultural change at VSU, specifically directing student focus toward preparation for their post-baccalaureate endeavors as life-long learners entering the workforce or graduate education. The following are the main aims of OFF:</p> <p>a. Reduce the average time to degree to 4.5 years                      b. Increase retention rate to 78% (Currently 74%)                      c. Increase overall graduation rate to 47% (Currently 44%). The strategies used to support the OFF are (1) Supplemental Instruction Initiative (SI); (2) Student Success Collaborative (SSC) Campus Module; (3) Academic Center for Excellence; and (4) Agricultural Education Undergraduate 2+2 Degree Program:</p>	<p><b>Out in Four Program (OFF):</b> OFF represents the catalyst for a cultural change at VSU, specifically directing student focus toward preparation for their post-baccalaureate endeavors as life-long learners entering the workforce or graduate education. The following are the main aims of OFF:</p> <p>a. Reduce the average time to degree to 4.5 years                      b. Increase retention rate to 78% (Currently 74%)                      c. Increase overall graduation rate to 47% (Currently 44%). The strategies used to support the OFF are (1) Supplemental Instruction Initiative (SI); (2) Student Success Collaborative (SSC) Campus Module; (3) Academic Center for Excellence; and (4) Agricultural Education Undergraduate 2+2 Degree Program:</p>
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$970,000	\$0	\$750,000	\$0		
2	Strengthen Partnerships with K-12 Schools in Petersburg and Ettrick.	1, 3	Incremental:	\$66,500	\$0	\$66,850	\$0	<p><b>Strengthen Partnerships with K-12 Schools in Petersburg and Ettrick.</b> VSU is actively engaged in educational research and programming geared toward positively impacting school administrators, teachers, students and parents in its surrounding community. VSU Children's Defense Fund (CDF) Freedom Schools® is one of the initiatives geared toward this institutional priority.</p>	<p><b>Strengthen Partnerships with K-12 Schools in Petersburg and Ettrick.</b> VSU is actively engaged in educational research and programming geared toward positively impacting school administrators, teachers, students and parents in its surrounding community. VSU Children's Defense Fund (CDF) Freedom Schools® is one of the initiatives geared toward this institutional priority.</p>
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$66,500	\$0	\$66,850	\$0		
3	Provide Affordable Access for Low-Income Students	1	Incremental:	\$0	\$0	\$0	\$0	<p><b>Provide Affordable Access for Low-Income Students:</b> VSU will provide affordable access by revamping admissions and financial aid awarding processes as well as increasing financial support for low-income students. The following strategies have been identified to support this priority:</p> <p>(1) Optimize the use of existing financial aid resources for students and improve enrollment application process for new students.                      (2) Increase financial support to help close the gap for low-income students.</p>	<p><b>Provide Affordable Access for Low-Income Students:</b> VSU will provide affordable access by revamping admissions and financial aid awarding processes as well as increasing financial support for low-income students. The following strategies have been identified to support this priority:</p> <p>(1) Optimize the use of existing financial aid resources for students and improve enrollment application process for new students.                      (2) Increase financial support to help close the gap for low-income students.</p>
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$0	\$0	\$0	\$0		
			Incremental:	\$0	\$0	\$0	\$0		
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$0	\$0	\$0	\$0		
			Incremental:	\$0	\$0	\$0	\$0		
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$0	\$0	\$0	\$0		
			Incremental:	\$0	\$0	\$0	\$0		
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$0	\$0	\$0	\$0		
			Incremental:	\$0	\$0	\$0	\$0		

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**Virginia State University**

**ACADEMIC AND FINANCIAL PLAN**

Instructions: In the column entitled "Academic and Support Service Strategies for Six-Year Period (2018-2024)," please provide titles to identify strategies (for the three biennia of this six-year period) associated with goals in the Virginia Plan. *Please use this title to identify a more detailed description of the strategy in the separate Word document (Part II - Narrative).*

Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)							
	Biennium 2018-2020 (7/1/18-6/30/20)				Narrative		Narrative	
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation				Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)
			2018-2019		2019-2020			
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue			
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		Incremental:	\$0	\$0	\$0	\$0		
		Savings:	\$0	\$0	\$0	\$0		
		Reallocation:	\$0	\$0	\$0	\$0		
		<b>Total 2018-2020 Costs</b>						
		<b>Incremental (Included in Financial Plan line 61)</b>	\$872,500	\$0	\$1,022,850	\$0		
		<b>Savings</b>	\$0	\$0	\$0	\$0		
		<b>Reallocation</b>	\$1,036,500	\$0	\$816,850	\$0		

**Six-Year Financial Plan for Educational and General Programs, Incremental Operating Budget Need**  
**2018-2020 Biennium**  
 (Assuming No Additional General Fund)

Items	2018-2019		2019-2020		2016-17		2017-18	
	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Salary Increase Rate and Tuition Amount	Total Amount	Amount From Tuition Revenue	
<b>Total Incremental Cost from Academic Plan<sup>1</sup></b>	\$872,500	\$0	\$1,022,850	\$0				
Increase T&R Faculty Salaries <sup>2</sup>	\$554,042	\$254,859	\$554,042	\$254,859	\$0	\$0	\$0	
T&R Faculty Salary Increase Rate <sup>3</sup>	3.00%	3.00%	3.00%	3.00%	0.00%	0.00%	0.00%	
Increase Admin. Faculty Salaries <sup>2</sup>	\$202,724	\$93,253	\$202,724	\$93,253	\$0	\$0	\$0	
Admin. Faculty Salary Increase Rate	3.00%	3.00%	3.00%	3.00%	0.00%	0.00%	0.00%	
Increase Classified Staff Salaries <sup>2</sup>	\$294,722	\$135,572	\$294,722	\$135,572	\$0	\$0	\$0	
Classified Salary Increase Rate	3.00%	3.00%	3.00%	3.00%	0.00%	0.00%	0.00%	
Increase University Staff Salaries <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
University Staff Salary Increase Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Increase Number of Full-Time T&R Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0				
Increase Number of Full-Time T&R Faculty <sup>4</sup> (FTE)	0	0	0	0				
Increase Number of Full-Time Admin. Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0				
Increase Number of Full-Time Admin. Faculty <sup>4</sup> (FTE)	0	0	0	0				

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Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)						Narrative Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Narrative Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)
	Biennium 2018-2020 (7/1/18-6/30/20)							
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation					
			2018-2019		2019-2020			
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue			
	Increase Number of Part-Time Faculty <sup>4</sup> (\$)		\$0	\$0	\$0	\$0		
	Increase Number of Part-Time Faculty <sup>4</sup> (FTE)		0	0	0	0		
	Increase Number of Classified Staff <sup>4</sup> (\$)		\$0	\$0	\$0	\$0		
	Increase Number of Classified Staff <sup>4</sup> (FTE)		0	0	0	0		
	Increase Number of University Staff <sup>4</sup> (\$)		\$0	\$0	\$0	\$0		
	Increase Number of University Staff <sup>4</sup> (FTE)		0	0	0	0		
	Library Enhancement <sup>4</sup> (\$)		\$0	\$0	\$0	\$0		
	Library Enhancement <sup>4</sup> (FTE)		0	0	0	0		
	Technology Enhancement <sup>4</sup> (\$)		\$0	\$201,239	\$0	\$228,772		
	Technology Enhancement <sup>4</sup> (FTE)		0	0	0	0		
	O&M for New Facilities <sup>4</sup> (\$)		\$130,841	\$66,467	\$130,841	\$66,467		
	O&M for New Facilities <sup>4</sup> (FTE)		0	0	0	0		
	Utility Cost Increase		\$0	\$0	\$0	\$0		
	NGF share of state authorized salary increase/bonus		\$0	\$0	\$0	\$0		
	Fringe/health insurance benefits increase		\$570,854	\$262,593	\$570,854	\$262,593		
	VRS increase		\$0	\$0	\$0	\$0		
	Additional In-State Student Financial Aid From Tuition Revenue		\$0	\$52,075	\$0	\$55,085		
	Others (Specify, insert lines below)		\$0	\$0	\$0	\$0		
	Safety and Security Enhancement		\$0	\$0	\$0	\$0		
	<b>Total Additional Funding Need</b>		<b>\$2,625,683</b>	<b>\$1,066,058</b>	<b>\$2,776,033</b>	<b>\$1,096,601</b>		

Notes:

- (1) Please ensure that these items are not double counted if they are already included in the incremental cost of the academic plan.
- (2) If planned, enter the cost of any institution-wide increase.
- (3) Enter planned annual faculty salary increase rate. Any salary increase entered here will be counted when calculating the gap to reach the 60th percentile in the future.
- (4) Enter number of FTE change over the FY2018 level in appropriate columns.

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**Six-Year Financial Plan for Tuition and Fee Increases and Nongeneral Fund Revenue Estimates**

Items	2016-2017 (Estimated)		2017-2018 (Estimated)			2018-2019 (Planned)			2019-2020 (Planned)		
	Student Charge	Total Revenue	Student Charge	Rate Increase	Total Revenue	Student Charge	Rate Increase	Total Revenue	Student Charge	Rate Increase	Total Revenue
<b>E&amp;G Programs</b>											
Undergraduate, In-State	\$5,386	\$16,039,098	\$5,547	3.0%	\$16,625,246	\$5,713	3.0%	\$17,124,003	\$5,884	3.0%	\$17,637,723
Undergraduate, Out-of-State	\$15,916	\$16,678,741	\$16,393	3.0%	\$16,945,552	\$16,885	3.0%	\$17,453,919	\$17,392	3.0%	\$17,977,536
Graduate, In-State	\$7,804	\$2,475,226	\$8,038	3.0%	\$2,252,135	\$8,279	3.0%	\$2,319,699	\$8,527	3.0%	\$2,389,290
Graduate, Out-of-State	\$17,806	\$1,920,970	\$18,339	3.0%	\$1,448,496	\$18,889	3.0%	\$1,491,951	\$19,456	3.0%	\$1,536,709
Law, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Law, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Dentistry, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Dentistry, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
PharmD, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
PharmD, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Other NGF		\$934,403			\$1,190,000			\$1,190,000			\$1,190,000
Total E&G Revenue - Gross		\$38,048,438			\$38,461,429			\$39,579,572			\$40,731,258
Total E&G Revenue - Net of Financial Aid		\$31,757,840			\$31,925,119			\$32,991,187			\$34,087,788
E&G Revenue Used for Faculty Salary Increases		\$0			\$529,644			\$0			\$0
Average T&R Faculty Salary Increase Rate		0.00%			0.00%			0.00%			0.00%
<b>Auxiliary Program</b>											
<b>Mandatory Non-E&amp;G Fees</b>											
Undergraduate	\$3,086		\$3,179	3.0%		\$3,274	3.0%		\$3,372	3.0%	
Graduate	\$3,086		\$3,179	3.0%		\$3,274	3.0%		\$3,372	3.0%	
Law	\$0		\$0	%		\$0	%		\$0	%	
Medicine	\$0		\$0	%		\$0	%		\$0	%	
Dentistry	\$0		\$0	%		\$0	%		\$0	%	
PharmD	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine	\$0		\$0	%		\$0	%		\$0	%	
Total Auxiliary Revenue (ALL including room and board)		\$43,886,238			\$42,621,743			\$43,900,395			\$45,217,407
<b>Total Tuition and Fees</b>											
Undergraduate, In-State	\$8,472		\$8,726	3.0%		\$8,987	3.0%		\$9,256	3.0%	
Undergraduate, Out-of-State	\$19,002		\$19,572	3.0%		\$20,159	3.0%		\$20,764	3.0%	
Graduate, In-State	\$10,890		\$11,217	3.0%		\$11,553	3.0%		\$11,899	3.0%	
Graduate, Out-of-State	\$20,892		\$21,518	3.0%		\$22,163	3.0%		\$22,828	3.0%	
Law, In-State	\$0		\$0	%		\$0	%		\$0	%	
Law, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%	
Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Dentistry, In-State	\$0		\$0	%		\$0	%		\$0	%	
Dentistry, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
PharmD, In-State	\$0		\$0	%		\$0	%		\$0	%	
PharmD, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
<b>Student Financial Aid (Program 108)</b>		\$6,290,598			\$6,536,310			\$6,588,385			\$6,643,470
<b>Sponsored Programs (Program 110)</b>		\$27,778,611			\$28,447,617			\$28,447,617			\$28,447,617
<b>Unique Military Activities</b>		\$0			\$0			\$0			\$0
<b>Workforce Development</b>		\$0			\$0			\$0			\$0
<b>Other (Specify)</b>		\$0			\$0			\$0			\$0

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**FINANCIAL AID PLAN**

**Note: If you do not have actual amounts for Tuition Revenue for Financial Aid by student category, please provide an estimate. If values are not distributed for Tuition Revenue for Financial Aid, a distribution may be calculated for your institution.**

**Allocation of Tuition Revenue Used for Student Financial Aid**

**2015-16 (Actual)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$15,512,389	\$4,335,513	27.9%	\$4,335,513
Undergraduate, Out-of-State	\$14,954,952	\$1,876,565	12.5%	\$1,876,565
Graduate, In-State	\$2,501,744	\$194,127	7.8%	\$194,127
Graduate, Out-of-State	\$1,288,518	\$64,709	5.0%	\$64,709
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$34,257,603	\$6,470,914	18.9%	\$6,470,914
In-State Sub-Total	\$18,014,133	\$4,529,640	25.1%	\$4,529,640

**\*2016-17 (Estimated) Please see footnote below**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$16,039,098	\$2,255,252	14.1%	\$2,255,252
Undergraduate, Out-of-State	\$16,678,741	\$3,786,507	22.7%	\$3,786,507
Graduate, In-State	\$2,475,226	\$151,545	6.1%	\$151,545
Graduate, Out-of-State	\$1,920,970	\$97,294	5.1%	\$97,294
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$37,114,035	\$6,290,598	16.9%	\$6,290,598
Total from Finance-T&F worksheet	\$38,048,438	\$6,290,598	16.5%	
In-State Sub-Total	\$18,514,324	\$2,406,797	13.0%	\$2,406,797

**2017-18 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$16,625,246	\$2,343,342	14.1%	\$2,343,342
Undergraduate, Out-of-State	\$16,945,552	\$3,934,409	23.2%	\$3,934,409
Graduate, In-State	\$2,252,135	\$157,465	7.0%	\$157,465
Graduate, Out-of-State	\$1,448,496	\$101,094	7.0%	\$101,094
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$37,271,429	\$6,536,310	17.5%	\$6,536,310
Total from Finance-T&F worksheet	\$38,461,429	\$6,536,310	17.0%	
In-State Sub-Total	\$18,877,381	\$2,500,807	13.2%	\$2,500,807
Additional In-State	\$363,057	\$94,010	25.9%	\$94,010

**2018-19 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$17,124,003	\$2,362,012	13.8%	\$2,362,012
Undergraduate, Out-of-State	\$17,453,919	\$3,965,755	22.7%	\$3,965,755
Graduate, In-State	\$2,319,699	\$158,719	6.8%	\$158,719
Graduate, Out-of-State	\$1,491,951	\$101,900	6.8%	\$101,900
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$38,389,572	\$6,588,386	17.2%	\$6,588,386
Total from Finance-T&F worksheet	\$39,579,572	\$6,588,385	16.6%	
In-State Sub-Total	\$19,443,702	\$2,520,731	13.0%	\$2,520,731
Additional In-State	\$566,321	\$19,924	3.5%	\$19,924
Additional In-State from Financial Plan		\$52,075	#DIV/0!	

**2019-20 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$17,637,723	\$2,381,760	13.5%	\$2,381,760
Undergraduate, Out-of-State	\$17,977,536	\$3,998,912	22.2%	\$3,998,912
Graduate, In-State	\$2,389,290	\$160,046	6.7%	\$160,046
Graduate, Out-of-State	\$1,536,709	\$102,752	6.7%	\$102,752
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$39,541,258	\$6,643,470	16.8%	\$6,643,470
Total from Finance-T&F worksheet	\$40,731,258	\$6,643,470	16.3%	
In-State Sub-Total	\$20,027,013	\$2,541,806	12.7%	\$2,541,806
Additional In-State	\$583,311	\$21,075	3.6%	\$21,075
Additional In-State from Financial Plan		\$55,085	#DIV/0!	

\* Please note that the totals reported here will be compared with those reported by the financial aid office on the institution's annual S1/S2 report. Since the six-year plan is estimated and the S1/S2 is "actual," the numbers do not have to match perfectly but these totals should reconcile to within a reasonable tolerance level. Please be sure that all institutional offices reporting tuition/fee revenue used for aid have the same understanding of what is to be reported for this category of aid.

# Six-Year Plans - Part I (2017): FY2016-2017

## Virginia State University

### INTELLECTUAL PROPERTY ASSIGNMENTS AND EXTERNALLY SPONSORED RESEARCH

#### Background

The intellectual property (IP) worksheet captures report information for the most recently ended fiscal year as required by § 23.1-102 subdivision 2 of the Code of Virginia. Assignment of IP interests to persons or nongovernmental entities and the value of externally sponsored research funds received during the year from a person or nongovernmental entity by the institution, any foundation supporting the IP research performed by the institution, or any entity affiliated with the institution are captured by the worksheet. Information is sought on research that yields IP regardless of the project's intent. Information is sought about IP transferred as a result of either basic or applied research. The worksheet is structured to capture separate aggregate data on entities that have a principal place of business in Virginia and those with a principal place of business outside of Virginia.

#### Data Collection

**Special Note:** The information requested below pertains to the institution as well as any affiliated entity.

FY 2016-2017	Principal Place of Business in VA	Principal Place of Business outside VA
Number of assignments of intellectual property interests to persons or nongovernmental entities	0	0
Value of funds from persons or nongovernmental entities to support intellectual property research	\$0	\$0
Number of patents (by type) developed in whole or part from external projects funded by persons or nongovernmental entities:		
Patent Type - Design	0	0
Patent Type - Plant	0	0
Patent Type - Utility	0	0
Total	0	0

#### Definitions

**Assignment:** A transfer of ownership of Intellectual Property from one entity to another, including exclusive and royalty bearing licenses.

**Design Patent:** A patent that may be granted to anyone who invents a new, original, and ornamental design for an article of manufacture.

**Intellectual Property:** Creations of the mind – creative works or ideas embodied in a form that can be shared or can enable others to recreate, emulate, or manufacture them.

**Nongovernmental Entities:** An entity not associated with any federal, national or local government.

**Patent:** A property right granted by the Government of the United States of America to an inventor "to exclude others from making, using, offering for sale, or selling the invention throughout the United States or importing the invention into the United States" for a limited time in exchange for public disclosure of the invention when the patent is granted.

**Plant Patent:** A patent that may be granted to anyone who invents or discovers and asexually reproduces any distinct and new variety of plant.

**Sponsored Research:** Research that is supported and compensated by a sponsoring agency.

**Utility Patent:** A patent that may be granted to anyone who invents or discovers any new, useful, and nonobvious process, machine, article of manufacture, or composition of matter, or any new and useful improvement thereof.

**Value of Funds:** Total value of all monetary and in-kind support provided by an external sponsor of Intellectual Property research.

**Six-Year Plans - Part I (2017): FY2016-2017**  
**Virginia State University**  
**ECONOMIC DEVELOPMENT: CONTRIBUTIONS (HB515)**

**Requirement:** As per § 23.1-306 (A) of the Code of Virginia each such plan and amendment to or affirmation of such plan shall include a report of the institution's active contributions to efforts to stimulate the economic development of the Commonwealth, the area in which the institution is located, and, for those institutions subject to a management agreement set forth in Article 4 (§ 23.1-1004 et seq.) of Chapter 10, the areas that lag behind the Commonwealth in terms of income, employment, and other factors.

**Special Note:** After a thorough review of existing documents and surveys, a workgroup comprised of mostly institutional members recommended that the following metrics be used to satisfy this reporting requirement. The reporting period is FY17. The metrics serve as a menu of items that institutions should respond to as applicable and available to them. Please leave fields blank, if information is unavailable.

**Section A: Provide information for research and development (R&D) expenditures by source of fund with a breakdown by Science and Engineering (S&E) specific and non-S&E.**

VA PLAN	Section A: Research and Development (R&D) Expenditures by Source of Fund			
Strategy	Source of Funds	*S&E	Non S&E	Total
Reference	Federal Government	\$5,017,000	\$187,000	\$5,204,000
4.3	State and Local Government			\$595,000
	Institution Funds			\$2,327,000
	Business			\$19,000
	Nonprofit Organizations			\$0
	All Other Sources			\$2,000
	<b>Total</b>	<b>\$5,017,000</b>	<b>\$187,000</b>	<b>\$5,204,000</b>
	* S&E - Science and Engineering			

**Section B: Provide number and dollar value of grants, contracts and sub-agreements by discipline. If your institution prefers to report by industry, please modify table accordingly.**

VA PLAN	Section B: Grants, Contracts and Sub-Agreements by Discipline						
Strategy	Discipline	Category					
Reference		Grants		Contracts		Sub-agreements	
		No.	\$ Value	No.	\$ Value	No.	\$ Value
4.3	Engineering		\$2,214,000				
	Physical Science		\$73,000				
	Environmental Science		\$97,000				
	Computer Science		\$0				
	Life Sciences		\$4,855,000				\$73,000
	Psych/Social		\$542,000				
	Other Science		\$94,000				
	Non-Science and Engineering (non-S&E)		\$199,000				
	<b>Total</b>	<b>0</b>	<b>\$8,074,000</b>	<b>0</b>	<b>\$0.00</b>	<b>0</b>	<b>\$73,000</b>

**Section C: For the following items, provide responses in appropriate fields. Insert an X for yes/no responses. Use Number/Amount field for other information. A Comments field has been provided for any special information your institution may want to provide.**

VA PLAN	Section C: General Questions	Yes	No	Number/A mount	Comments
Strategy Reference					
4.1	Does your institution offer an innovation/ entrepreneurship/career-themed student living-learning community?		X		
4.1	Does your institution offer startup incubation/accelerator programs?		X		
4.2	Does your institution offer maker-space?		X		
4.2	Does your institution have an entrepreneurship center?	X			
4.2	Does your institution have Executive(s)-in-Residence?				



4.1	Number of students paid through externally funded grants or contracts.				
4.1	Number of entrepreneurship degrees/ courses/programs (credit and noncredit) offered?				
4.1	Pertaining to question above, number of participants of these degrees/courses/programs? Include degree programs with concentrations in entrepreneurship separately as well as special trainings for students and faculty.				
4.1	Number of academic units that have courses/programs requiring a capstone project, experiential learning activities, or internships.				
4.2	Number of intellectual property licenses executed.				
4.2	Amount of licensing revenue resulting from intellectual property licenses executed.				
4.2	Number of university start-ups from faculty intellectual property.				
4.5	Number of jobs created as a result of university start-ups during the last fiscal year.				
4.5	Average wages of alumni living (in-state).				
4.4	Number of outside organizations/businesses served, for example but not limited to companies working with your career center, companies sponsoring research, etc.				
4.4	Number of units offering K-12 STEM outreach programs.				
4.4	Count or estimate of K-12 STEM outreach program participants.				
4.4	Number of units offering other outreach/extension/public service programs related to STEM-H.				
4.4	Count or estimate of other outreach/extension/public service program participants.				
4.3	Number of Small Business Innovation Research Grants (SBIR and STTR).				
4.3	Dollar value of Small Business Innovation Research Grants (SBIR and STTR).				
4.3	Number of Commonwealth Research and Commercialization Fund awards (CRCF).				
4.3	Dollar value of CRCF awards.				
4.1	Does your institution's tenure policy support commercialization? If yes, please provide brief explanation in comments section.		X		
4.2	Does your institution offer a seed fund and/or proof of concept fund? If yes, provide dollar amount available in FY17 in the number/amount field.		X		
4.1	Does your institution offer continuing education programs to industry? If yes, please provide dollar value or headcount for such programs in the number/amount field.				

**Section D: These items are VCCS specific. Please provide responses in appropriate fields. A Comments field has been provided for any special information the VCCS may want to provide.**

VA PLAN Strategy Reference	Section D: General Questions - VCCS Specific	Number	Value	Comments
4.1	Number and value of federal, state or private grant resources to support development of, or access to, training programs leading to workforce credentials, certifications and licensures.			
4.1	Number of training programs leading to workforce certifications and licensures.			
4.1	Number of students who earned industry recognized credentials stemming from training programs.			
4.1	Number of industry-recognized credentials obtained, including certifications and licenses.			

4.1	Number of Career/Technical Education certificates, diplomas and degrees awarded that meets regional workforce needs.			
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**VIRGINIA STATE UNIVERSITY**  
*Petersburg, Virginia 23836*



**PART II: 2017 SIX-YEAR PLAN NARRATIVE**

**A. Institutional Mission**

The Virginia State University Mission Statement was reviewed and revised in 2013/2014.

Virginia State University, a public, comprehensive 1890 Land Grant institution and historically black college/university, is committed to the preparation of a diverse population of men and women through the advancement of academic programs and services that integrate instruction, research, extension, and outreach. The University endeavors to meet the educational needs of students, graduating lifelong learners who are well equipped to serve their communities as informed citizens, globally competitive leaders, and highly effective, ethical professionals.

**B. Six-Year Plan Strategies**

Virginia State University demonstrates its commitment to the preparation of a diverse population of men and women through the advancement of academic programs and services that integrate instruction, research, extension and outreach. The university faculty, staff and administrators have engaged in the development of a six-year plan that includes a number of strategies and initiatives to meet the Universities four strategic priorities. The first three priorities are: **1) improve student academic and career success; 2) strengthen partnerships with K-12 schools in Petersburg and Ettrick; and 3) provide affordable access by increasing financial support and awards for all students.** The strategies presented in this six-year plan are aligned with Virginia State University's 2014-2020 Strategic Plan and embedded in the four goals associated with the Statewide Strategic Plan (SSP) for Higher Education.

Statewide Strategic Plan Goals:

- Goal 1: Provide Affordable Access for All
- Goal 2: Optimize Student Success for Work and Life
- Goal 3: Drive Change and Improvement through Innovation and Investment
- Goal 4: Advance the Economic and Cultural Prosperity of the Commonwealth and its regions

**Priority 1: Improve Student Academic and Career Success**

STATE GOAL: 1 Provide Affordable Access for All (1.3 and 1.4)

STATE GOAL: 2 Optimize Student Success for Work and Life (2.1., 2.2., 2.3 and 2.4)

**Out in Four Program (OFP):** The following are the main aims of OFP:

- a. Reduce the average time to degree to 4.5 years
- b. Increase retention rate to 78% (Current Rate 74%)
- c. Increase overall graduation rate to 47% (Current Rate 44%)

OFP represents the catalyst for a cultural change at VSU, specifically, directing student focus toward preparation for their post-baccalaureate endeavors as life-long learners — entering the workforce or their graduate education. VSU is committed to the academic success of our students and providing a transformative experience through rigorous academic programs. Central to the backdrop of preparation for the post-baccalaureate endeavor is that of holistic pedagogical strategies that substantively engage the student beyond the classroom through co-curricular student support service. The implementation strategies below are grounded in this concept.

- 1. Supplemental Instruction:** In the fall of 2017, VSU will implement a SI program and target high-risk STEM courses in an effort to improve academic success and increase the number of graduates in the STEM disciplines. The SI program is an academic support model that utilizes peer assisted study sessions and has proven successful in institutions of varying size, locations and organizational structure. Benefits that SI provides includes an efficient use of study time and a non-remedial image while offering academic support to all students enrolled in historically difficult subjects.

#	ITEM	2018-19	2019-20
1	Supplemental Instructor Supervisor	65,000	65,000
2	Supplemental Instructor Coordinator	45,000	40,000
3	Staff	35,000	35,000
4	Training	15,000	15,000
5	Peer Mentors (40 Math / 40 Biology)	160,000	160,000
	<b>Total</b>	<b>320,000</b>	<b>320,000</b>

**2. Student Success Collaborative (SSC) Campus Module**

Virginia State University will enter into an agreement with the Education Advisory Board’s (EAB) Student Success Collaborative (SSC) during the fall 2017 Semester. EAB’s SSC combines technology, consulting, and best practice research to help the institution make use of student data to improve retention and graduation rates. At the core of SSC is a proprietary predictive model that identifies at-risk students as well as analytics engine that isolates systemic barriers to degree completion. To complement the predictive model, SSC provides advisors and other student success specialists with powerful communication and workflow tools to transform insight to action and administrators with customized change

management guidance to support institutional transformation. With SSC, VSU can identify, reach, and monitor students at scale while accessing rich data to measure intervention effectiveness. Historical data will be leveraged to generate accurate and actionable risk assessments for each student at your institution. Predictive algorithms generate individualized recommendations that help students understand what steps are necessary to increase their likelihood of graduation.

#	ITEM	2018-19	2019-20
1	Student Success Collaborative Initiation and Implementation	220,000	150,000
	<b>Total</b>	<b>220,000</b>	<b>150,000</b>

- 3. Academic Center for Excellence:** In the fall semester of 2016, VSU established a new comprehensive academic-support entity called the Academic Center for Excellence (ACE). Conceptually, this initiative is the transformation of the Office of Student Affairs to a co-curricular hub. It is designed to fully centralize and transform academic and student support entity that fully integrates curricular, co-curricular, and extra-curricular activities to include the academic advising/counseling, tutoring, and the first-year experience, Career Planning and Placement, the Library/Information Commons, Freshman Orientation, Student Activities, and the new VSU Advance Program in a single facility under the leadership of a Vice President for Student Support and Engagement. The annual operating budget for the Center is \$1 million.
- 4. Agricultural Education Undergraduate 2+2 Degree Program:** The agricultural industry continues to be Virginia’s largest private industry, contributing \$52 billion annually to the state’s economy and employing nearly 311,000 people in the Commonwealth. When the employment and value-added impact of agriculture and forestry are considered, they make up 8.1 % of the Commonwealth’s total gross domestic product. With an industry so vitally important to the citizens of Virginia, there is a need to have a competent secondary agricultural education teaching force in place to prepare tomorrow’s agricultural leaders. Virginia currently has 300 secondary agricultural education programs, with the number of programs continuing to need licensed agricultural educators prepared to enter the field. Further, less than 2% of Virginia agricultural educators are African American and/or Hispanic, supporting the need for greater diversity amongst the pool of trained and qualified teachers.

Virginia State University has committed to re-launching its undergraduate degree program to help produce a more diverse pool of agricultural educators in VA. Currently, VSU is the only public university in Virginia that offers a B.S. Degree in Agriculture with a minor in Secondary Education. With dedicated faculty in the College of Agriculture to effectively recruit, teach and retain students, VSU is positioned to become the premier university for preparing licensed agricultural educators for the state of Virginia.

Virginia State University would like to develop a 2+2 Agricultural Education Certification. As such, VSU will request consideration from the Virginia General Assembly for 2 full time equivalents (FTE's) to hire 2 agricultural education faculty at VSU. We will also request \$236,000 to support the associated salary and benefits. The requested faculty are needed to:

1. Develop online sections of existing agricultural education licensure courses at Virginia State University to accommodate virtual agricultural education learners.
2. Create an onsite arrangement of short summer intersession courses to allow students to complete the laboratory sections of technical agriscience courses, while concurrently completing the lecture components online.
3. Develop articulation agreements with Virginia's Community Colleges, and create a seamless flow between the Associate's and Bachelor's Degree completion.
4. Recruit and retain students in the program.
5. Develop a consortium of secondary agricultural education programs that will serve as student teaching centers for virtual agricultural education teaching candidates in their respective localities.

The goal of the 2+2 Agricultural Education Certification is to offer the majority of the Agricultural Education courses online. The online component of the program will be available to students housed both on campus as traditional students, as well as those who matriculate into the program with associate's degrees from community colleges. While courses in the program will require some on-campus visits, the majority of the program, approximately 95% will be made available online. The current B.S. Degree program in Agriculture is 125 hours, with coursework requirements in professional education, agricultural education, technical agricultural science, and general education. The program will require students to complete a semester student teaching experience in a high school agricultural education program in their locality. Laboratory requirements in certain technical agriscience courses will be satisfied through an arrangement of sessions conducted during summer school, in conjunction with online lecture components.

Virginia State University feels that receiving 2 FTE's from the Virginia General Assembly will allow VSU to establish articulation agreements with Virginia Community Colleges. These agreements will allow students from six Virginia Community Colleges, most with Horticulture Programs, to transfer Associate's Degrees to Virginia State University and complete the Bachelor of Science in Agriculture; thus, allowing them to become agricultural education teachers in Virginia's public school system.

At the current faculty level, it has been very challenging to teach the agriscience courses students need to complete the degree. With dedicated faculty hired in the program, we will be able to greatly expand the program and graduate new professionals into the field. The proposed project is similar to the highly successful B.S. Degree Program in Agriculture Education at North Carolina A&T State University (NC A&T). NC A&T currently has 129

students enrolled and the demand for the program continues to increase each year. VSU feels it will have similar success, over-time, by offering the flexibility and creative approach through its online degree.

#	ITEM	2018-19	2019-20
1	Faculty Salary and benefits	236,000	236,000
	<b>Total</b>	<b>236,000</b>	<b>236,000</b>

**Priority 2: Strengthen Partnerships with K-12 Schools in Petersburg and Ettrick**

STATE GOAL: 1 Provide Affordable Access for All (1.1; 1.2; 1.3)

STATE GOAL: 3 Drive Change and Improvement through Innovation and Investment (3.2)

Virginia State University is actively engaged in educational research and programming geared toward positively impacting school administrators, teachers, students and parents in its surrounding community. VSU Children's Defense Fund (CDF) Freedom Schools® is one of the initiatives geared toward this institutional priority.

- 1. Children’s Defense Fund Freedom School:** The CDF Freedom Schools® program provides summer and after-school enrichment through a research based and multicultural curriculum that supports children and families through five essential components: high-quality literacy and character building enrichment; parent and family involvement; civic engagement and social action; intergenerational servant leadership development; and nutrition and health. In partnership with community based organizations, faith based institutions, schools, colleges and universities, juvenile detention centers, and municipalities, the CDF Freedom Schools program boosts student motivation to read, generates positive attitudes towards learning, and connects the needs of children and families to the resources in their communities.

The model incorporates the totality of CDF’s mission by fostering environments that support children and young adults to excel and believe in their ability to make a difference in themselves and in their families, schools, communities, country, and world with hope, education and action. College students and recent graduates are trained as servant leader interns to deliver the Integrated Reading Curriculum at CDF Haley Farm. Since 1995, more than 137,000 K-12 children have had the CDF Freedom Schools experience and more than 16,000 college students and young adult staff have been trained to deliver this empowering model. In summer 2015, the CDF Freedom program trained more than 2,000 participants and partners served over 12,375 children at 189 program sites in 96 cities and 29 states (including Washington, D.C.).

#	ITEM	2018-19	2019-20
1	National Program Operating Fees (51-100 Children)	42,750	42,750
2	Project Director	4,800	4,800
3	Site Coordinator	7,800	7,800

4	Leader Interns	27,000	27,000
5	Non-Personnel	51,350	53,350
	<b>Total</b>	<b>133,000</b>	<b>133,700</b>

**Priority 3: Provide affordable access by revamping admissions and financial aid awarding processes as well as increasing financial support for low-income students.**

STATE GOAL: 1 Provide Affordable Access for All (1.1; 1.2; 1.3)

The implementation strategies below are identified to support this priority.

- 1. Optimize the use of existing financial aid resources for students and improve enrollment application process for new students.** The University seeks to maximize the impact of its' financial aid dollars through the development of highly customized, transparent and adaptable financial aid analytical tools. The University plans to develop and utilize such tools to get an early read on accepted student's likelihood to yield through the University. Advanced surveying techniques will be utilized and applicants will be identified for intensive follow-up. The use of these tools will allow the University to better focus on and follow-up with undecided students and to better understand the motivations of non-yielding applicants who ended up choosing a competitor. The University also intends to analyze its enrollment process from the earliest stages of aid-policy development through to the final stages of yield management. Customized financial aid models will be generated using analytic tools to assist the University in amending its existing financial aid policies as necessary.

The University also seeks to revamp its application process for new students. The revamped process will utilize a web-based application process to ensure a frictionless experience for self-initiating applications to the University and to ensure comprehensive effortless data capture for all related interactions. Intensive digital media, email and paper campaigns will be utilized to build affinity with applicants and shepherd them successfully through the application submission process. The campaigns will invite high school seniors to apply using an application process that is enriched with the University's core brand messaging and formatted to make students' experience of applying as frictionless as possible. The campaign will include a series of "wraparound" email, paper, web-based and SMS communications that help maximize application submission.

#	ITEM	2018-19	2019-20
1	Financial Aid Optimization and Improved Application Process	235,000	305,000
	<b>Total</b>	<b>235,000</b>	<b>305,000</b>

- 2. Increase financial support to help close the gap for low-income students.** The University is seeking to increase its level of funding in the amount of \$9.2 million over a 2 year period to address the financial needs of its students. These funds will primarily be used to bridge the gap for our low-income students to help pay the cost of education and



lower loan debt. The funds will also help keep these students on track to graduate within four years. Federal programs coupled with other state and university based financial aid programs are not sufficient, thus putting affordable higher education out of reach for most of our student population.

VSU has been forced to turn away prospective and returning students because they were unable to pay the cost of tuition, fees and other related educational cost. VSU's students pay a higher cost in student debt even though their parents are amongst Virginia's least able to pay. Thirty percent (30%) of families have expected contributions of \$0-\$1,000, meaning they have no means of contributing to their children's education. Thirty percent (30%) of the students come from families with incomes below the poverty level, as determined by the Department of Health and Human Services. Ninety percent (90%) receive some type of student financial aid and 70% receive Pell Grants. The barrier to college arising from decreased family income has been exacerbated by new parent loan program credit requirements that have rendered 60% of our families ineligible for the program.

Without sufficient levels of financial aid, students will be unable to complete their education on time or will be in danger of discontinuing their studies entirely. VSU continues to seek other sources of financial support for students through gifts, endowments, etc. Marketing and fundraising campaigns are ongoing to seek funding for student assistance that allows the University to provide support to students in need.

#	ITEM	2018-19	2019-20
1	Financial Fund Gap Amount	4,600,000	4,600,000
	<b>Total</b>	<b>4,600,000</b>	<b>4,600,000</b>

- C. Financial Aid** – Financial Aid Offices, businesses and families have been similarly hit by the economic downturn of the last five years. Unfortunately, the income of many families has decreased, but, the change in average net price at public institutions has increased. Virginia State University (VSU) is losing too many lower-income college students because they do not have the funds to attend college. VSU students pay a higher cost in student debt even though their parents are among Virginia's least able to pay. Thirty percent (30%) of families have expected contributions of \$0-\$1,000, meaning they have no means of contributing to their children's education. Thirty percent (30%) of the students come from families with incomes below the poverty level as determined by the Department of Health and Human Services. Ninety percent (90%) receive some type of student financial aid and 70% receive Pell Grants. Approximately 60% of the students whose parents applied for PLUS loans did not qualify.

The barriers that low income and minority students face in financing a postsecondary education is monumental. To mitigate the impact of tuition and fee increases on our low-

income and middle-income students and their families, VSU offers the following tuition generated financial aid: University In-state Grant (based on income), STEM Scholarships, Institutional Work-study Program and the Low Income Families with Talented Students (LIFTS) Program. To qualify for the LIFTS Program, a student's family income must be below the federal poverty level and based on family size. The program is offered to our Presidential, Provost and University Scholars with a cumulative 3.00 GPA or higher. This proposed financial aid program would meet 100% of a student's demonstrated financial need with scholarship and grant assistance and limit debt to 25% of Virginia State University's in-state cost of attendance over four years.

**D. Evaluation of Previous Six-Year Plan -**

**E. Tuition Rate Increases** – proposed tuition increases are needed to fund continuation of salary, fringe and insurance increases for employees, technology enhancements, O&M for new facilities coming on-line, and additional financial aid for STEM scholars.

**F. Contributions to Economic Development** - Virginia State University is committed to the economic development of the Petersburg-Ettrick community in particular, and the Commonwealth at large. The plans for economic development are comprised into three distinct areas, public education, community programs, and entrepreneurial opportunities.

1. K-12 and STEM education –

- Wallace foundation grant (\$2.3 million) funded by the Department of Education (DoE). This grant is utilized to train area principals and superintendents, for the effective development of educational resources within the area school systems.
- We have developed a STEM education program through, our PK12 Grant (\$3.0 million) awarded by National Science Foundation (NSF). This externally funded opportunity develops pedagogical style, and various methodologies for underserved groups.
- We have secured a \$1.5 million grant from NSF/HBCU-UP Grant to develop methodologies to research various teaching styles for underserved groups/areas.

2. Community programs that promote development in the agricultural sector -

- Urban Agriculture Certificate Program sponsored by the VSU Department of Agriculture.
- VSU's Urban Agriculture Research Center is established in the heart of the Petersburg's community. Its mission is to develop techniques for sustainable urban agriculture within the region.

3. Entrepreneurial opportunities for the faculty, staff, and community -

Each of these grants are initially funded with \$100,000 of start-up funds, and if proof-of-concept is successful, an additional \$500,000 for product development.

- VSU plans submit at least one application for a SBIR (Small Business Innovation Research) proposal sponsored by United States Department of Agriculture (USDA), in the area Urban Agriculture Research Implementation.
- VSU plans to submit at least one application for a STTR (Small Business Technology Transfer) proposal sponsored by National Aeronautics and Space Administration (NASA), in the area of manufacturing of small satellites.

**G. Capital Outlay** – There are no capital projects submitted over the Six-Year Plan period that could have a significant impact on strategies, funding or student charges.

**VIRGINIA STATE UNIVERSITY**  
*Petersburg, Virginia 23836*



**PART II: 2017 SIX-YEAR PLAN NARRATIVE**

**A. Institutional Mission**

Virginia State University and Virginia Tech, a collaborated partnership that forms Virginia Cooperative Extension, enables people to improve their lives through research and education using scientific knowledge focused on the issues and needs of the citizens of the Commonwealth. In keeping with the university's mission, the School of Agriculture's mission is to improve the educational and socio-economic well-being of students, families and communities – focusing on excellence through integrated instruction, research and extension programs.

**B. Six-Year Plan Strategies**

Virginia State University demonstrates its commitment to the preparation of a diverse population of men and women through the advancement of academic programs and services that integrate instruction, research, extension and outreach. The university faculty, staff and administrators have engaged in the development of a six-year plan that includes a number of strategies and initiatives to meet the Universities four priorities, one of which is to **enhance the Land Grant Mission of Virginia State University**. The strategies presented in this six-year plan are aligned with Virginia State University's 2014-2020 Strategic Plan and embedded in the four goals associated with the Statewide Strategic Plan (SSP) for Higher Education.

Statewide Strategic Plan Goals:

- Goal 1: Provide Affordable Access for All
- Goal 2: Optimize Student Success for Work and Life
- Goal 3: Drive Change and Improvement through Innovation and Investment
- Goal 4: Advance the Economic and Cultural Prosperity of the Commonwealth and its regions

**Enhance the Land Grant Mission of Virginia State University.**

STATE GOAL 4: Advance the Economic and Cultural Property of the Commonwealth and it Region (4.2; 4.3; 4.4; and 4.5)

- 1. Establishment of the Center for Agricultural Research, Engagement and Outreach (CAREO)** - In 2017, Virginia State University (VSU) established the Center for Agricultural Research, Engagement and Outreach (CAREO). The purpose of CAREO is to expand the impact of the 1890 Land Grant Mission of Virginia State University (VSU) through

integrated research, educational outreach and university collaboration. Through CAREO, VSU will increase university research and collaboration to support the national priorities of the United State Department of Agriculture's (USDA) National Institute of Food and Agriculture (NIFA) and priorities of the New Virginia Economy. CAREO will not take away from the current research and extension program focus of the College of Agriculture, but will enhance and develop new regional and state programs and resources in areas where the college has a history of excellence. CAREO's emphasis will be placed on expanding VSU external research funds and addressing the critical needs of underserved residents and communities within the state of Virginia. For the next two years, CAREO will focus on developing research and educational programs in the following areas:

- Food Security and Hunger/Urban Agriculture – Boost local agricultural production, improve capacity to meet the growing local food demand, and foster innovation in fighting hunger and food insecurity in underserved populations within urban communities.
- Human Health and Nutrition – help reduce health disparities and chronic diseases among underserved populations
- STEM and Entrepreneurship Education – Use agricultural based studies to increase youth interest and participation in STEM and entrepreneurship education to help develop a future workforce with in-demand skills.
- Agriculture-Based Business Development – Enhance economic development and support Virginia's economy through food, fuel and fiber-based business development.

**2. Urban Agriculture Certificate Program** - To help meet the demand for academically trained urban agriculture professionals, VSU's College of Agriculture began offering an Urban Agriculture Certificate Program in 2017. Designed for anyone charged with starting or managing an urban farm or anyone who wants to increase their marketability to do so, the course provides a curriculum rich in the science-based knowledge needed to successfully and safely grow produce in an urban environment. Courses include: plant propagation and nursery management, plant disease and pest management, sustainable soil management, greenhouse production (hydroponic and aquaponic), animal husbandry (chickens and rabbits), and more. All courses will be taught by Virginia State University (VSU) and Virginia Tech professors. Each of the 10 sessions includes classroom work, plus hands-on lab and field work at VSU's Randolph Farm. Small class sizes allow for personalized attention for each student to master the foundational principles to plan, manage and profit from an urban farm business. The course is suitable even for those who have had gardening training before, such as Master Gardeners, as it will contribute to their continuing education credits. During the first launch session in spring 2017, 24 participants earned the Urban Agriculture Certification from VSU.

- 3. Harding Street Indoor Urban Farm Research Center** - Virginia State University is working to bring fresh food to Petersburg residents through the Harding Street Community Center. The indoor, urban farm opened in summer 2015, and is currently using indoor growing techniques to provide produce and fish to city residents, who will then be given the skills to start their own gardens. Harding Street continues to undergo renovations and expansion and now offers healthy food preparation and nutrition education courses on-site. As well, outdoor gardens have provided a mechanism to produce food for community residents. The goal of the Harding Street Indoor Urban Farm Project is to move toward the establishment of an Urban Agriculture Research Center to conduct more intensive indoor food production research.
- 4. Specialty Crops Research** – The ARS Plant Science Program and the Cooperative Extension Agriculture Program are responsive to new and upcoming markets, using traditional plant breeding methods and running field trials to create or determine the most suitable cultivars for the region’s small farmers. Faculty strive to identify new uses of specialty crops, to develop ways to add value to crops and to investigate new uses for plant by-products. The ARS has well-established research programs in the following areas: vegetable soybean/edamame, sorghum, tepary bean, pigeon pea, mungbean and buckwheat. Cooperative Extension has well-established research programs in berry production, ginger, and intensive vegetable production. Both explore potential as alternative cash crops for former tobacco farmers in Virginia. Both ARS and Cooperative Extension continue to research and educate Virginia residents about new ways to produce and earn money from viable, marketable specialty crop production.
- 5. Hops Research to support Virginia Agribusiness Development** – In response to a growing craft beer industry and an increase in consumer demand for local products, ARS scientists are currently researching the growth of hops (*Humulus lupulus* L.) and other malt grains to be used in locally brewed beer. The Virginia Department of Agriculture and Consumer Services (VDACS) provided funds in 2015 and 2016 for Specialty Crops Scientists to construct a hops yard. Trials are being run to explore the nutrient needs of locally grown hops and to identify varieties that show resistance to the pests and diseases found in Virginia’s humid climate. Researchers also work with local producers to outline their needs in regards to the harvest and processing of hops on a small scale.
- 6. Industrial Hemp Research to support Virginia Agribusiness Development** - In 2015, the Commonwealth of Virginia authorized institutions of higher education to grow industrial hemp for research purposes, opening the door for the ARS to investigate the production of this versatile crop. With almost every part of the plant being usable, industrial hemp is harvested for fiber, seed, seed meal, and seed oil. VSU was one of three state universities (along with VT and James Madison University) who were approved to

conduct research trials. Virginia has joined 13 other states to establish an industrial hemp program aimed at exploring the cultivation of this plant as a source of income for farmers. On August 17, 2017, VSU will host its first Industrial Hemp Field Day. The field day will provide a forum for potential growers, researchers, marketing experts and industrial hemp product users to discuss the future of the crop in Virginia and neighboring states. Critical information will be shared on the challenges of growing industrial hemp, the available and potential markets for industrial hemp products, and crop processing feasibility to help farmers decide whether to consider growing the crop.

- 7. Small Farm Outreach to Small and Limited Resource Farmers** - The Virginia State University's Small Farm Outreach Program provides outreach, training, and technical assistance to small, limited-resource, and socially disadvantaged farmers and ranchers to improve the profitability and sustainability of farming enterprises. Farmers received information on expanding local markets, farm loans and grants, and risk management. Producers also learn about no-till production techniques and maximizing profits in minimal space. The SFOP provides training, technical assistance, and other services to more than 2,000 producers in Virginia annually. SFOP demonstration projects have helped farmers and students learn about the production of high value produce through cost-efficient and environmentally friendly techniques to maximize profits. From the first harvest this year, SFOP has donated produce worth \$721.00 to 2 feeding programs in Petersburg and Richmond.
- 8. VSU CARES Dental/Health Clinic** - According to the Virginia Dental Association Foundation and the Virginia Health Care Foundation, an estimated 3.8 million Virginians do not have dental insurance. Sixty-nine (69) localities in the Commonwealth have no dental safety net provider. Of the 66 localities that do, many of the clinics operate on a part-time basis and are overwhelmed by the number of calls for help. Without access to affordable dental care, many people -- especially those who are low-income, underinsured, disabled or seniors -- are left to suffer pain, discomfort, and embarrassment with nowhere else to turn. To address the overwhelming need for access to free oral health care, VSU will revamp and offer the VSU CARES mobile health and dental expo at Daniel Gymnasium in 2018. Our goal is to provide free dental care of 400 or more residents within the region. As part of the health expo, vendors will conduct health promotion activities that demonstrate good health practices to include food preparation and urban gardening. Screenings for high blood pressure, diabetes, cholesterol, obesity and HIV will be offered.
- 9. STEM Education through AgDiscovery Programs** - The Agricultural Research Station and Cooperative Extension host the AgDiscovery Summer Enrichment Program for the sixth year. AgDiscovery is a USDA-APHIS-funded program for teens who are interested in agriculture and related sciences, and VSU is one of seventeen universities across the U.S. to

host the AgDiscovery program. VSU's AgDiscovery program focuses on the animal, veterinary and food sciences. Each year teens, ages 14 to 17, apply for the sixteen slots in our program, all of which are full. Participants work closely with VSU faculty and staff, both on campus and at Randolph Farm, and participate in hands-on activities with our Aquaculture, Small Ruminant, and Food Science researchers. They take field trips to varied destinations such as consolidated labs, a zoo, a dairy farm, and food processing plants, all the while meeting and working with professionals from a variety of fields related to animal care, veterinary science and food science. During their time at VSU, the AgDiscovery participants experience a taste of college life by living in the dorms on campus and dining in Gateway Dining Hall.

**10. Agriculture Research Providing Experiential Learning Opportunities to Virginia State University Students** – The Agricultural Research Station (ARS) provides valuable experiential learning opportunities in food science, animal science, biotechnology, agronomy, and soil science for VSU undergraduate and graduate students. Student workers gain vital hands-on training, preparing them for graduate studies or to enter the job market. ARS faculty serve as undergraduate major advisors and as committee members for graduate student theses. Drawing from several departments on campus such as Biology, Chemistry, and the College of Engineering and Technology, the ARS employs between 25 and 40 students each year to work in laboratories or in the field. Each year the ARS hosts students working in the food science labs through the Dietetics Internship program. Students have opportunities to conduct their own research and present their results local, state and national research conferences.

**11. Farm Stars Initiative** - Extension faculty members have developed and implemented the Farm Star initiative for the 5th year in a row to provide students in the College of Agriculture with paid internship opportunities and experiential learning in the areas of production, harvesting and marketing/sale of agricultural products. Students get first-hand experiences on what it takes to be an entrepreneur by planning and running the annual farmers market at VSU's Randolph Farm. The student-run farmers market continues to generate more than \$5,000 annually in sales during the summer months.

**12. Hospitality Management Bridge Summer Program** – VSU's Hospitality Management Program, in partnership with Hyatt Hotels & Resorts, offers a customized, interactive, informative program for selected high school students nationwide who are projected to seriously pursue careers in the field of Hospitality and Tourism Management. The overall objective is to expose participants to careers and opportunities to design and implement high quality products and services for guests in the hotel, lodging and broader hospitality areas. These areas include food & beverage management, theme parks, event planning,



casinos, cruise lines and travel agencies. Participants will be exposed to the studies of marketing, accounting and finance, human resources and investment strategies through service models. Space in the summer bridge program is limited to 15 high school juniors or seniors with a 2.8 GPA or higher and evidence of community service.

**13. Small Ruminants Program Facilities** - Extension faculty conducts annual workshops and presentations which provided training for 130 sheep and goat producers in the following topic areas: Non-chemical approaches to parasite control; advanced reproductive techniques; Lambing; Sheep and Goat Nutrition and Integrated Parasite management. A website (<http://tinyurl.com/lambuary2015>) centered around lamb with the aim of raising consumer knowledge about U.S. sheep production, awareness on how to prepare tasty lamb dishes as well as where to find local sheep producers was developed. VSU provided hands-on training in conducting fecal egg counts and provided certification on use of the FAMACHA© eye scoring system to 21 sheep and goat producers and VCE agents. VSU submitted a proposal to USDA seeking \$250,000 for designing and building a mobile slaughter processing unit (MSPU) at Virginia State University (VSU) to educate and enhance profitability of Virginia's small ruminant industry.

**C. Financial Aid: NOT APPLICABLE TO AGENCY 234**

**D. Evaluation of Previous Six-Year Plan (FY 2015)**

**Expanded Narrative and Progress Report**

1. Provide meaningful experiential learning opportunities for students in the College of Agriculture through paid internships and assistantships that improve practical learning experiences related to their fields of study, thereby improving academic competencies, retention/graduation rates and providing meaningful support of Extension and Research in the School of Agriculture. Utilize Agricultural Research Station and Virginia Cooperative Extension research and outreach education opportunities by engaging a minimum of 30% of students in research projects and educational outreach activities in the College of Agriculture. Continue partnership efforts with state agencies and private companies to increase the number of paid internship opportunities for students. Utilize USDA Agricultural Liaison to increase scholarship and internship opportunities with USDA Agencies. Obtain a minimum of \$25,000 to support micro-enterprise development opportunities for students within the College of Agriculture.
- \$145,500K raised in 2014/15 to support student learning – These funds will be used to support student scholarships, student professional development and micro-enterprise development opportunities. Major donors include: TowneBank, the Virginia Farm Bureau

(and local farm Bureaus), VSU Agriculture Alumni, and private donations that total \$23,000.

**Progress:**

- **Two TowneBank Scholarships have been provided to students in need. One student majoring in Family and Consumer Sciences was able to remain at VSU and complete her degree as a result of receiving scholarship funds. Twelve students majoring in Animal Science were provided professional development opportunities to attend the National Pre-Vet Conference at Tuskegee University. Going forward, Department Chairs will be provided \$3000 per year to use scholarships to recruit highly successful high-school students, support students who are academically successful and to provide financial assistance to students in need.**
- Farm Stars Initiative - Extension faculty members have developed and implemented the Farm Star initiative for the 3<sup>rd</sup> year in a row to provide students in the College of Agriculture with paid internship opportunities and experiential learning in the areas of production, harvesting and marketing/sale of agricultural products. Students are getting first-hand experiences on what it takes to be an entrepreneur. The student-run farmers market continues to generate more than \$5,000 annually in sales during the summer months.

**Progress:**

- **The Farm Stars Initiative has continued to provide students with experiential learning opportunities. The student-run farmers market is successful for the 5<sup>th</sup> consecutive year, generating more than \$5,000 annually.**
- Agriculture Research Providing Experiential Learning Opportunities to Virginia State University Students - As in previous years, Agricultural Research continued a strong program of employing student workers in 2015. They work in laboratories and at Randolph Farm in the field. They take care of crops and livestock, they collect and test samples, and they enter and analyze data. Student workers get valuable training that prepares them for the job market or further education after they graduate. Since January 1, 2015, twenty undergraduates and four graduate students have worked at Agricultural Research Station. These students come primarily from the Department of Agriculture, but there are also student workers from other departments such as biology and chemistry.

**Progress:**

- **As a result of College of Agriculture students participating in the agricultural research, in 2017 32 students participated in the Annual 1890 Research Symposium in Atlanta, GA. Four VSU students received awards on research projects presented at the annual conference.**
- Small Farm Outreach Extension Program (SFOP) and student learning - In an effort to provide Agriculture students with experiential learning, SFOP employed nine (9) students in 2014/15 through grant funds to work with the program. These students accompany SFOP agents to farm sites to learn the practicality of production, value addition and marketing.

**Progress:**

- **The Small Farm Outreach Program continues to employ students, currently employing up to 8 VSU students. Those students engage in small farm research, data collection, plant production, marketing and financial management training.**
- Summer Youth Programs - The Agricultural Research Station is hosting the AgDiscovery Summer Enrichment Program for the fourth year. AgDiscovery is a USDA-APHIS-funded program for teens who are interested in agriculture and related sciences, and VSU is one of seventeen universities across the U.S. to host an AgDiscovery program. VSU's AgDiscovery program focuses on the animal, veterinary and food sciences. Forty teens, ages 14 to 17, applied for the sixteen slots in our program and sixteen were selected for the program. The 2015 participants come from Virginia (7), from North Carolina (4), 2 come from Florida, 2 from Maryland and one from Arizona. The group works closely with VSU faculty and staff both on campus and at Randolph Farm, participating in hands-on activities with our Aquaculture, Small Ruminant, and Food Science researchers. They take field trips to such varied destinations as consolidated labs, a zoo, a dairy farm, and food processing plants, all the while meeting and working with professionals from a variety of fields related to animal care, veterinary science and food science. During their time at VSU, the AgDiscovery participants experience a taste of college life through living in the dorms on campus and dining in Gateway Dining Hall.

**Progress:**

- **In 2016 and 2017, VSU hosted the USDA-APHIS AgDiscovery Programs. During each year, the programs have been filled to capacity with students from across the nation attending.**

- Marketing and Communications Department Focus on Student Recruitment -Our newly formed Marketing and Communications Department has increased the reach of the College of Agriculture. Our social media followers have doubled and activities have increased dramatically. This has led to an increase in the number of participants for our extension programs. Our communications and marketing director has taken a proactive position and has expanded contacts with media outlets.

To aid in our student recruitment efforts, we created a 14-page Agriculture Department eViewbook and branded printed flyers for the academic departments of agriculture and hospitality management.

In January 2015, we officially launched our Extension Connection newsletter magazine. The magazine has been distributed to approximately 8000 Virginians. The publication provides useful information that keeps Virginians up to speed on new innovations, learning opportunities and success stories at the College of Agriculture, as well as information on upcoming workshops and activities for cooperative extension.

**Progress:**

- **The Communications and Marketing Division of the College of Agriculture continues to thrive. Since the formation of the department, the College of Agriculture developed “Ag Connections” a quarterly public news magazine that is distributed to external clients throughout the state. In addition, the college established weekly internal and external newsletters and has highly engaged clientele in social media outlets and provided information and resources on extension, research and student activities and successes.**
2. Develop research programs in food, nutrition, nanoscience and human health to reduce obesity and chronic diseases. Develop alternative agriculture enterprises in berry production and marketing to meet the health conscious needs of the public and increase the number of limited resource farmers in profitable berry production. Continue the development of partnerships between VSU Food Science Division and Virginia agricultural and food-based industries to develop safe packaging and safe food handling practices utilizing nanotechnology and food safety research. Utilize Virginia Cooperative Extension to prepare students majoring in Agriculture, Hospitality Management, Family and Consumer Science Extension and Dietetics and Nutrition programs to conduct educational outreach and technical assistance to address issues food safety, obesity and nutrition issues in low-income rural and urban communities. Partner with Virginia Tech to develop a plan to address the issue of “Food Deserts” in Virginia. Continue to serve as the link that supports the growth of the Virginia Berry Grower’s Association to foster the development of a viable berry industry in the state of Virginia.

Increase research to improve the profitability of small-scale food processors and goat producers to enhance economic development in Southside Virginia. Increase research in the areas of small ruminant production, processing and marketing as an alternative agricultural enterprise for limited resource farmers and farm families in Virginia. Focus research to address limited research-based information on appropriate management practices applicable to the environmental conditions of the mid-Atlantic region. Focus efforts to address issues related to gastrointestinal parasites and anthelmintic resistance on sheep and goat farms in Virginia and Southeastern United States, year round-grazing and forage opportunities and the identification and development of infrastructure to assist farmers with processing and transporting goats to regional processing facilities.

- Food Desert Task Force - In 2012, Delegate Delores McQuinn introduced House Joint Resolution 88 and then in 2013 reintroduced House Joint Resolution 646 to request that the Virginia General Assembly review the issue of food deserts in Virginia. At the direction and request of The Honorable William Howell, Speaker of the House of Delegates of the Virginia General Assembly, the College of Agriculture partnered with Virginia Tech and industry and community leaders across the Commonwealth to address concerns related to healthy families in Virginia. In response to Speaker Howell's direction, a committee charged with researching and addressing the issue of food deserts (areas or pockets in Virginia where it is often difficult to access fresh, healthy and affordable foods). During January 2014, our report was presented to members of the General Assembly where our findings and recommendations were embraced. Our findings were also shared with the Commonwealth's First Lady who shares our concerns and our passion for addressing this important issue.

The College of Agriculture worked closely with Jesse Vaughan to develop a documentary to bring light to the issue of food deserts in Virginia. This documentary debuted during the Richmond International Film Festival in March 2015 to wide enthusiasm. The documentary screening attendees included the Governor, the First Lady and their family as well as a number of legislators, government officials, partnering organizations and the general public. To date, the documentary has been viewed by over 8,000 on YouTube. As a result of the documentary, VSU received positive news coverage in most central Virginia print and TV media outlets and we were able to increase the awareness of the food desert problem and VSU's role in helping to find a solution.

Also in March 2015, the Virginia Food Systems Council was deemed the lead agency responsible for coordinating future efforts and to move the implementation of recommendations from the Food Desert Study Report forward. VSU's College of Agriculture will continue to play an important role in supporting this effort.

**Progress:**

- **The Food Desert Taskforce culminated in 2013; however, a documentary highlighting the efforts of the taskforce was developed and featured in 2015. The documentary has received more than 75,000 views. Some of the efforts of the taskforce were taken on by various agencies, including the First Lady's Commonwealth on Bridging the Nutritional Divide taskforce. VSU continues to focus research and extension efforts in the area of urban agriculture and food security, including the development of a new Urban Agriculture Certification Program.**
- Harding Street Indoor Urban Farm Project - Virginia State University is working to bring fresh food to Petersburg residents through a rehabilitation of the Harding Street Community Center into an urban farm. The farm is expected to open summer 2015, and will use indoor growing techniques to provide produce and fish to city residents, who will then be given the skills to start their own gardens. The former gymnasium now houses hydroponics and other advanced equipment to help address the food deserts, or area of low access to fresh produce and groceries, in the city.

**Progress:**

- **Harding Street continues to function as an indoor urban agriculture research center. Outside of the building, raised beds were installed to support a community gardening effort. Money was received from the Cameron Foundation to renovate the kitchen to provide nutrition education and food preparation training sessions. Community sessions and trainings are held in the Harding Street location. New indoor plant research continues.**
- Urban and Sustainable Agriculture - One Extension faculty in the area of Urban and Sustainable Agriculture published three Extension papers on raised-bed gardens to assist in making information available to Extension agents and producers. This program assisted in developing/enhancing two urban agriculture projects in Richmond, Virginia where 60 individuals will be trained in urban and sustainable agriculture and conducted two workshops on community and urban gardening. The faculty has submitted a \$350,000 proposal to NIFA-USDA for capacity building grants program funding.

**Progress:**

- **To help meet the demand for academically trained urban agriculture professionals, VSU's College of Agriculture began offering an Urban**

**Agriculture Certificate Program in 2017. Designed for anyone charged with starting or managing an urban farm or anyone who wants to increase their marketability to do so, the course provides a curriculum rich in the science-based knowledge needed to successfully and safely grow produce in an urban environment. During the first launch session in spring 2017, 24 participants earned the Urban Agriculture Certification from VSU. The enrollment for Fall 2017 is currently to capacity.**

- **Marketing and Agribusiness** - The Extension Faculty has trained and mentored five Virginia Cooperative Extension agents who have trained 423 of their clientele in developing farmer's market display, websites, marketing plans, and value-added product marketing. We assisted the City of Suffolk to procure \$25,000 to address food desert issues in that city through relevant and practical education. About 150 individuals benefited from the education provided. We also assisted members of three organizations in developing proposal writing skills which resulted in them submitting three proposals totaling over \$250,000 to establish farmer's markets.
- **Specialty Crops** - Extension faculty in the Greenhouse and Specialty Crops planned and hosted gardening segment on Farm Bureau produced TV show "Real Virginia". In the first two quarters of 2015, the segment reached 100,000+ gardeners on broadcast and social media. Topic areas included production of onions, strawberries, greenhouses, compost, soil testing and making salsa. The faculty visits and consults with both farmers and urban growers in the areas of aquaponics, hydroponics, vegetable production, greenhouse construction/management and berry production. Approximately 100 persons/farms were given information and assistance. The program has made presentations to various audiences at conferences and workshops that were national, state and regional. Ten presentations were made to approximately 500 persons on aquaponics, hydroponics, high tunnels and greenhouse management.

**Progress:**

- **Since 2015, specialty crops research at VSU expanded into new crops of interest, including hops and industrial hemp. VSU installed research plots at Randolph Farm for both crops. In 2015, the first hops field day was hosted. It continues to be a crop of interest to producers and owners of Virginia micro-breweries. In August 2017, the first Industrial Hemp Field day will be hosted by VSU and will include VT and James Madison University. The focus of the field day will be to discuss research and market potential for industrial hemp in Virginia.**

- Virginia Berry Growers Association - Extension Specialists have assisted more than 50 farmers in the commercial production of berries. The specialists have received USDA grant funding which has been used to assist berry producers in establishing the Virginia Berry Growers Association and the Virginia Farmers Market Managers Association. Both associations are helping farmers in organizing themselves for the production and marketing of berries. The College of Agriculture held a Commercial Vegetables and Berry Field Day at the University during summer 2014 and 2015; a total of approximately 750 small farmers and berry producers, and potential producers, many of whom are interested in niche markets participated during the annual conferences.

Extension faculty continued to work with producers to increase their knowledge of best management practices in Berry production. The faculty continues to work closely with 50 small farmers who are growing berry as a result of the assistance; they received a grant that was awarded to the faculty. A total of 120 grant proposals were submitted for funding and 25 grant proposal were selected for funding.

During the past three years, berry producers have generated approximately \$100,000 from the sale of berries. The College of Agriculture continues to pursue the objective.

- Small Farm Outreach Program - The Virginia State University's Small Farm Outreach Program provides outreach, training, and technical assistance to small, limited-resource, and socially disadvantaged farmers and ranchers to improve the profitability and sustainability of the farming enterprises. The program staff provided leadership for a Small Farm Field Day (June 16, 2015) that highlighted several of our activities for the year so far. More than 400 producers participated in the field day. The farmers received information on expanding local markets, farm loans and grants, and risk management. Producers also learned about no-till production techniques, maximizing profits in minimal space. Since January 2015, SFOP has provided training, technical assistance, and other services to 1,883 producers in Virginia. In addition to state funding for the SFOP, staff brought in \$1,123,430 in grants and cooperative agreement funds to support the projects. SFOP has just submitted a proposal in the amount of \$400,000 to USDA and currently working on two other grants concurrently for a total amount of \$305,000.

The SFOP Demonstration Project has helped several farmers and students learn about the production of high value produce through cost-efficient and environmentally friendly techniques in order to maximize profits. From the first harvest this year, SFOP has donated produce worth \$721.00 to 2 feeding programs in Petersburg and Richmond.

#### **Progress:**

- **The Small Farm Outreach Program continues to expand. Currently, the program provides educational programming in approximately 53 Virginia**



**counties. Selected counties have the highest concentrations of limited-resource veterans, and socially-disadvantaged farmers in the state. It hosts the largest field days at Virginia State University and received over \$400,000 in external funding in 2016 -2017.**

- Small Ruminants Program - Extension faculty conducted six workshops and presentations which provided training for 130 sheep and goat producers in the following topic areas: Non-chemical approaches to parasite control; Advanced reproductive techniques; Lambing; Sheep and Goat Nutrition and Integrated Parasite management. A website (<http://tinyurl.com/lambuary2015>) centered around lamb with the aim of raising consumer knowledge about U.S. sheep production, awareness on how to prepare tasty lamb dishes as well as where to find local sheep producers was developed. We provided hands-on training in conducting fecal egg counts and provided certification on use of the FAMACHA© eye scoring system to 21 sheep and goat producers and VCE agents. Submitted a proposal to USDA seeking \$250,000 for designing and building a mobile slaughter processing unit (MSPU) at Virginia State University (VSU) to educate and enhance profitability of Virginia's small ruminant industry.

Enhance research to assist small producers to increase market share through value-added practices, bioprocessing, crop diversification, development of new crop varieties and biofuel production. Utilize USDA (NIFA), Virginia Tobacco Commission, and private grant funding opportunities to identify and research new, alternative, drought resistant and bioenergy crops in Virginia that are in high demand both regionally, nationally and internationally. Utilize Virginia Cooperative Extension to conduct education programs and provide technical assistance to small farmers to assist them with niche crop development, agricultural diversification opportunities and bioenergy crop processing opportunities.

**Progress:**

- **The Small Ruminants Program at VSU continues research and extension work in approaches to parasite control; advanced reproductive techniques; sheep and goat nutrition and integrated parasite management. In 2016 and 2017, the program focused heavily on meat goat nutrition to develop more economical and safe procedures for meeting forage demands for small ruminant production and to identify alternative feed sources that will benefit producers.**
- Chickpea research - Chickpea is a food legume and is a major ingredient in hummus, a Middle Eastern and Arabic food dip or spread. SABRA Dipping Company, which manufactures and distributes hummus worldwide, opened a new facility in Chesterfield to solicit the aid of farmers to grow chickpeas to meet production demands. This has created

a potentially-profitable, sustainable opportunity for Virginia farmers. Research and field trials have been conducted at Virginia State University to determine the optimal processing method for hummus preparation. The effect of using modified atmosphere packaging (insertion of a modified gas into a package's headspace) is being investigated for extending product shelf life. Preliminary research indicates that modified atmosphere packaging can extend shelf life and improves quality (color and texture). During summer 2014, Virginia farmers produced the first successful stand of chickpeas in the tobacco growing regions of Virginia. VSU continues its third year of field trials with Virginia growers

**Progress:**

- **VSU officially ended its chickpea research partnership with Sabra Dipping Company in 2014. VSU presented the results of the chickpea demonstration research on 4 locations in Eastern Virginia; however, VSU continued to partner with Sabra to conduct food safety research. In 2017, Sabra Dipping Company connected with VSU to discuss the possibility of partnering on several urban agriculture and food security efforts.**
3. Strengthen and expand the use of information technology to make Extension and Agricultural Research more accessible to Virginia's residents and expand the use of technology in delivering programs and services to the Extension and Agricultural research stakeholders. Launch two online programs in Agribusiness and Economics and Hospitality Management. Utilize VSU Mobile Technology Lab to offer financial management and business practices for small and limited-resource farmers and families throughout rural areas in the state of Virginia.
- The College of Agriculture improved the information technology infrastructure of the Mobile Computer Laboratory. The technology upgrade included 12 new computers and a new satellite system. The new upgraded satellite system enabled the Mobile Computer Laboratory to have access to the internet in rural areas of Virginia where the old system had poor or no internet connection. The lab provides computer services to stakeholders as well as provides training in the use of computers and various applications. It is regularly used by Cooperative Extension and the Small Farm Outreach Program to provide small business development training, financial management training and to certify farmers market managers to receive SNAP benefits. Additionally, it is used throughout the state of Virginia to recruit students to VSU and the College of Agriculture.

**Progress:**

- **Since the improvement of the technology infrastructure of the Mobile Computer Lab, VSU purchased a mobile kitchen. The mobile kitchen has been used to teach food preparation and provide nutrition demonstrations for Cooperative Extension Programs. It has also been used to promote the College of Agriculture at the State Fair of Virginia and at various regional and state conferences and events. This has allowed the College to expand educational efforts across the state with increased flexibility.**
4. Expand international research and educational activities to further contribute to the globalization of the School of Agriculture/University and enhance the prestige of the United States in the global world. Develop global partnerships to benefit Virginia's agriculture and improve food security. Seek external funding through USDA/NIFA federal grant opportunities to continue assistance to countries in Africa, China and Haiti to research and produce drought and pest resistance crops, to safely handle plant, animal and aquatic products, assist universities in other countries to develop and utilize the "land-grant" model and obtain infrastructure to assist challenged international communities with food storage and safe food processing and handling. Include opportunities for students to engage in international research in grant proposals.
- Extension faculty and staff are conducting applied research on a variety of non-traditional crops including ginger, long beans, and turmeric that may have a potential as alternative commercial crops in Virginia. The College of Agriculture will continue to pursue this objective.
  - The College of Agriculture has continued to establish global partnerships that will eventually benefit Virginia and help in the University's commitment to globalization and to help in making the world better. During 2014-2015, partnerships have been initiated between The College of Agriculture and the Department of Rural Development and Agrarian Reform in the Province of the Eastern Cape, South Africa, and OSUN State Polytechnic in Nigeria. Formal partnerships were established to focus on faculty and student exchanges, mutual research opportunities and joint Extension activities.

**Progress:**

- **Agricultural Research in the College of Agriculture continues to conduct partnerships globally. Formal partnerships through USAID continue to link us to important invasive plant research in Ethiopia. That project continues its 5<sup>th</sup> year.**

5. Expand the Family Financial Management Program to train individuals and families facing challenging economic situations. Strengthen and expand the Family Financial Management program to include small business development for rural communities and youth. Re-launch and provide personnel for the rural development program to assist rural residents, co-ops and youth to launch and sustain agriculture-based businesses. Work with Small Farm Outreach program to include financial and business management and farm transition training to rural communities. Expand the Child and Human Development Programming by providing training to individuals who deliver care to low income families, children and the elderly. Assist childcare providers in adhering to changing federal and state child care and safety requirements. Assist individuals who deliver care in low income families to provide safe and nutritious foods.
- Family and Consumer Sciences - Extension Faculty in child and Human Development introduced Early Childhood Educators, Family Home and Center Child Care Providers, Center Directors, and others were introduced to initiatives that connect very young children with local food and farms, provide fresh healthy food and child care meals, and teach young children about the farmers who grow foods.

The Extension faculty provided over 100 consultations and contacts regarding child and youth development, child and youth services, and family functioning and family dynamics with parents, school officials, social services, health, faith-based and nonprofit child serving agencies.

The Grandparents Raising Grandchildren Support Group Program led by Extension faculty resulted in improvements in several family stability, adolescent behavior, and child protection and child services situations. Consultations and meetings with health and social services departments resulted in appropriate school placements, foster care placement, medical services, education programs etc. for children and youth. 26 contacts were made with 6 grandparents regarding securing child and youth services.

The Extension faculty is involved in a partnership effort with Virginia Commonwealth University Behavioral Health to develop and implement a five year grant to study the obesity issue in Petersburg, the locality with the highest obesity and chronic disease rates.

**Progress:**

- **The Family and Consumer Sciences program continues to focus on child development programs across the state of Virginia. Recently, there has been a focus on family financial management, with an emphasis on keeping our nation's veterans economically stable. In addition, programmatic emphasis has been on placed on nutrition education and obesity prevention.**

**E. Tuition Rate Increases: NOT APPLICABLE TO AGENCY 234**

**F. Contributions to Economic Development:**

Specialty Crops Research has contributed to small farmers producing viable alternatives to tobacco crops in Virginia. As a result of VSU Agricultural Research and Extension activities the following impacts have contributed to economic development in Virginia.

- Edamame has been recognized as a value-added specialty crop and a potentially profitable option for small farmers in Virginia.
- Edamame has been successfully grown on small farms in Virginia.
- Research has been enhanced to include other food-grade types of specialty soybeans.
- The research and demonstration hop yard has been completed, providing a site to conduct research projects and demonstrations that will assist hops producers.
- Researchers have planted 35 hops varieties for a series of field trials.
- VSU has established links with other research and extension programs in the region, thus creating a network for sharing and disseminating information and for leveraging resources in support of the hops industry.
- Utilization of grape pomace provides benefits to the wine industry and to local grape producers by adding value to the by-products and by reducing disposal costs and the volume of the waste stream, both of which may lead to increased profits for grape and wine producers.
- Grape pomace shows promise as a natural compound to be used in a variety of products, which may appeal to consumers concerned about the risks associated with synthetic compounds.
- VSU's Family Nutrition Program, part of the Family and Consumer Sciences Extension program, has been connecting with community resources in the City of Petersburg and surrounding areas to improve residents' quality of life through nutrition.
- Professors and dietetics students partnered with the Southside Health Education Foundation to provide 28 middle and high school students and their parents with a Career Exploratory Development Program Night. The program provided information and discussion on future educational and career opportunities in health and nutrition. Meanwhile, Extension Specialists have been facilitating programs to address Type 2 diabetes to provide Master Gardener and nutrition programs with HealthSouth Rehabilitation Hospital of Petersburg.

The college of Agriculture involved in numerous community/public service, and outreach activities as well as in a reasonable amount of service learning. The Cooperative Extension Department is the primary unit through which community-public service and outreach activities are delivered and

coordinated. This unit also partners with the Agricultural Research Station and the Academic Departments within the College in providing service learning and experiential learning opportunities for students. Following is a partial listing of community services that are provided by the College of Agriculture. Examples of evidence of the number of hours devoted to community service are also provided

### **Extension Events (January 2016 – May 2017)**

- USDA-RD Workshops 2016 (several dates)
- Marketing Workshops 2016 (several dates)
- Virginia Farm Bureau Conference 2016
- Cooking Class with Wanda Johnson (Lambuary) - Jan 2016
- Agribusiness / Financial Mgmt Jan 7-8 2016
- Beginning Farmer Workshop - Jan 26 2016
- Tax Planning Workshop - Feb 10 2016
- Beginning Farmer Workshop - Feb 17 2016
- Tax Planning Workshop - Feb 17 2016
- Blackberry Pruning and Trellises Field Day - Feb 19 2016
- Tax Planning Workshop - Feb 24 2016
- Beginning Farmer Workshop - Feb 9 2016
- Beginning Farmer Workshop - March 1 2016
- Soils Workshop - Mar 8,9 2016
- Tax Planning Workshop - Mar 9 2016
- Beginning Farmer Workshop - March 15 2016
- Agribusiness / Financial Mgmt Mar 16-17 2016
- Crop Planning/Farm Budgeting Workshop - Mar 17 2016
- Farm Transition/Planning Workshop - March 22 2016
- Cut Flower Workshop - March 29 2016
- Farm Transition-Planning Workshop - March 8 2016
- Fish Cage Building - Apr 28 2016
- Blueberry Field Walk - Apr 29 2016
- Shad Planking Festival - Apr 2016
- Virginia Agritourism Conference - Apr 2016
- Urban Ag Seminar - May 2 2016
- Nutrient Management - May 28 2016
- Strawberry Field Tour 2016 - May 12 2016
- Drip Irrigation - June 1 2016
- QuickBooks - June 16 2016
- Mind, Body, Spirit Gardening Workshops - June 2016
- Agribusiness / Financial Mgmt - June 2-3 2016
- Pastured Poultry - June 23 2016

- Elda Gardens Field Day - June 30 2016
- IPM Small Ruminant - June 30 2016
- VSU/USDA Field Day - June 9 2016
- Friendship Memorial Baptist Church Community Garden - July 14 2016
- Teff Planting Demo - July 14 2016
- Halifax Co Garden Workshops - July 2016
- QuickBooks - July 21 2016
- Abbott Farm Community Garden - July 23 2016
- Pasture Lambing - July 28 2016
- Fish School - July 6-8 2016
- Hops in Virginia - Aug 10 2016
- Small Engine Workshop - Aug 13 2016
- Bayview Community Greenhouse - Aug 15-16 2016
- Fauquier Watermelon - Aug 25 2016
- Salvation Army Community Garden - Aug 25 2016
- Small Engine Workshop - Aug 27 2016
- Organic Certification - Aug 30 2016
- Small Engine Workshop - Aug 6 2016
- National Small Farm Conference - Sept 20-22, 2016
- Dinwiddie County Fair - Sept 2016
- Goat Production Using No-till Pastures Workshop - Oct 4, 2016
- Cut Flowers Workshop - Oct 12, 2016
- Sweet Potato Demonstration - Oct 11, 2016
- Small Farm Symposium - Nov 16, 2016
- Agribusiness / Financial Mgmt - Nov 17-18 2016
- Hudson Heritage Farm Tour - Nov 17 2016
- Elizabeth Scott Elementary Career Day - 2017
- NRCS Workshops, Mecklenburg - Jan 18 2017
- VABF Conference - Jan 2016
- VABF Conference - Jan 2017
- Cut -Flower Farming - Jan 25 2017
- Beginning Farmer - Jan 31 2017
- Agribusiness / Financial Mgmt - Jan 5-6 2017
- Small Ruminant Management - Feb 14 2017
- NRCS Workshops, Brunswick - Feb 15 2017
- Agribusiness / Financial Mgmt - Feb 16-17 2017
- Tax Planning Workshop - Feb 16 2017
- Beginning Farmer - Feb 21 2017
- USDA Informational Session - Feb 22 2017
- Tax Planning Workshop - Feb 23 2017
- Beginning Farmer - Feb 7 2017

- Tax Planning Workshop - Feb 7 2017
- Marketing Value-Added Products - Mar 17 2017
- Farm to Market at Hill Farm - Mar 2 2017
- Marketing Your Produce - Mar 2 2017
- Tax Planning Workshop - Mar 2 2017
- NRCS Workshops, Surry - Mar 20 2017
- Beginning Farmer - Mar 21 2017
- USDA Informational Session - Mar 21 2017
- Estate Planning, Orange Co - Mar 22 2017
- Forestry Workshop - Mar 29 2017
- Forestry Workshop - Mar 30 2017
- Forestry Workshop - Mar 31 2017
- Grant Writing - Mar 7 2017
- Small Engine Workshop - Mar 7 2017
- Beginning Farmer - Mar 8 2017
- ANR Berry Conference - Mar 9 2017
- SFOP Bus Tour - March 13 2017
- Agribusiness / Financial Mgmt - March 23-24 2017
- Cover Crop Demonstration - March 23 2017
- Cover Crop Demonstration - March 28 2017
- Cover Crop Demonstration - March 31 2017
- Agribusiness / Financial Mgmt - March 9-10 2017
- Urban Ag Certification Course at VSU - Apr-May 2017
- NRCS Workshops, Halifax - April 4 2017
- USDA Informational Session - April 4 2017
- Dinwiddie Teen Expo - Apr 18, 2016
- Mattawoman Farm Tour - Apr 19 2017
- Dinwiddie Teen Expo - Apr 2017
- Shad Planking Festival - Apr 2017
- Virginia Agritourism Conference - Apr 2017
- Organic Farming - Apr 26 2017
- Fish Cage Buidling - Apr 27 2017
- Grant Writing - April 11 2017
- Cut Flowers 2017 - April 12 2017
- Agribusiness / Financial Mgmt - April 20-21 2017
- Blueberry Walk - April 20 2017

The College of Agriculture understands the importance of service learning and experiential learning for students and encourages and fosters such. The Academic, Extension and Research Programs are



involved in service learning and experiential learning. For 2016-2017, 640 Community Service Hours were conducted by students and staff in the College of Agriculture.

**G. Capital Outlay: NOT APPLICABLE TO AGENCY 234**

**H. Restructuring: NOT APPLICABLE TO AGENCY 234**

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**

**Due: July 1, 2017**

**Institution:**

**Institution UNITID:**

**Individual responsible for plan**

**Name:**

**Email address:**

**Telephone number:**

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**ACADEMIC AND FINANCIAL PLAN**

Instructions: In the column entitled "Academic and Support Service Strategies for Six-Year Period (2018-2024)," please provide titles to identify strategies (for the three biennia of this six-year period) associated with goals in the Virginia Plan. *Please use this title to identify a more detailed description of the strategy in the separate Word document (Part II - Narrative).*

Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)							
	Biennium 2018-2020 (7/1/18-6/30/20)				Narrative		Narrative	
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation				Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)
			2018-2019		2019-2020			
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue			
1	Establishment of the Center for Agricultural Research, Engagement and Outreach (CAREO)	4.2; 4.3; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$156,000	\$0 \$0 \$0	\$0 \$0 \$156,000	\$0 \$0 \$0	In 2017, Virginia State University (VSU) established the Center for Agricultural Research, Engagement and Outreach (CAREO).	
2	Urban Agriculture Certificate Program	4.2; 4.3; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$10,000	\$0 \$0 \$0	\$0 \$0 \$10,000	\$0 \$0 \$0	To help meet the demand for academically trained urban agriculture professionals, VSU's College of Agriculture began offering an Urban Agriculture Certificate Program in 2017.	
3	Harding Street Indoor Urban Farm Research Center	4.2; 4.3; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$180,000	\$0 \$0 \$0	\$0 \$0 \$180,000	\$0 \$0 \$0	Virginia State University is working to bring fresh food to Petersburg residents through the Harding Street Community Center.	
4	Specialty Crops Research	4.2; 4.3; 4.4; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$30,000	\$0 \$0 \$0	\$0 \$0 \$30,000	\$0 \$0 \$0	The ARS Plant Science Program and the Cooperative Extension Agriculture Program are responsive to new and upcoming markets, using traditional plant breeding methods and running field trials to create or determine the most suitable cultivars for the region's small farmers.	
5	Hops Research to support Virginia Agribusiness Development	4.2; 4.3; 4.4; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$15,000	\$0 \$0 \$0	\$0 \$0 \$15,000	\$0 \$0 \$0	In response to a growing craft beer industry and an increase in consumer demand for local products, ARS scientists are currently researching the growth of hops ( <i>Humulus lupulus</i> L.) and other malt grains to be used in locally brewed beer.	
6	Industrial Hemp Research to support Virginia Agribusiness Development	4.2; 4.3; 4.4; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$20,000	\$0 \$0 \$0	\$0 \$0 \$20,000	\$0 \$0 \$0	In 2015, the Commonwealth of Virginia authorized institutions of higher education to grow industrial hemp for research purposes.	
7	Small Farm Outreach to Small and Limited-Resource Farmers	4.2; 4.3; 4.4; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$90,000	\$0 \$0 \$0	\$0 \$0 \$90,000	\$0 \$0 \$0	The Virginia State University's Small Farm Outreach Program provides outreach, training, and technical assistance to small, limited-resource, and socially disadvantaged farmers and ranchers to improve the profitability and sustainability of farming enterprises.	
8	VSU CARES Dental/Health Clinic	4.2; 4.3; 4.4; 4.5	Incremental: \$0 Savings: \$0 Reallocation: \$18,000	\$0 \$0 \$0	\$0 \$0 \$18,000	\$0 \$0 \$0	According to the Virginia Dental Association Foundation and the Virginia Health Care Foundation, an estimated 3.8 million Virginians do not have dental insurance.	
9	STEM Education through AgDiscovery Program	4.2	Incremental: \$0 Savings: \$0 Reallocation: \$50,000	\$0 \$0 \$0	\$0 \$0 \$50,000	\$0 \$0 \$0	The Agricultural Research Station and Cooperative Extension host the AgDiscovery Summer Enrichment Program for the sixth year. AgDiscovery is a USDA-APHIS-funded program for teens who are interested in agriculture and related sciences.	
10	Agriculture Research Providing Experiential Learning Opportunities to Virginia State University Students	4.2	Incremental: \$0 Savings: \$0 Reallocation: \$75,000	\$0 \$0 \$0	\$0 \$0 \$75,000	\$0 \$0 \$0	The Agricultural Research Station (ARS) provides valuable experiential learning opportunities in food science, animal science, biotechnology, agronomy, and soil science for VSU undergraduate and graduate students.	
11	Farm Stars Initiative	4.2	Incremental: \$0 Savings: \$0	\$0 \$0	\$0 \$0	\$0 \$0	Extension faculty members have developed and implemented the Farm Star initiative for the 5th year in a row to provide students in the College of Agriculture with	

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**ACADEMIC AND FINANCIAL PLAN**

Instructions: In the column entitled "Academic and Support Service Strategies for Six-Year Period (2018-2024)," please provide titles to identify strategies (for the three biennia of this six-year period) associated with goals in the Virginia Plan. *Please use this title to identify a more detailed description of the strategy in the separate Word document (Part II - Narrative).*

Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)								
	Biennium 2018-2020 (7/1/18-6/30/20)				Narrative		Narrative		
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation				Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)	
			2018-2019		2019-2020				
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue				
			Reallocation:	\$40,000	\$0	\$40,000	\$0	paid internship opportunities and experiential learning in the areas of production, harvesting and marketing/sale of agricultural products.	
12	Hospitality Summer Bridge Program	4.2	Incremental:	\$0	\$0	\$0	\$0	VSU's Hospitality Management Program, in partnership with Hyatt Hotels & Resorts, offers a customized, interactive, informative program for selected high school students nationwide who are projected to seriously pursue careers in the field of Hospitality and Tourism Management.	
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$20,000	\$0	\$20,000	\$0		
13	Small Ruminants Program Facilities	4.2; 4.3; 4.4; 4.5	Incremental:	\$0	\$0	\$0	\$0	VSU conducted a report in 2016 to assess the current condition of the existing structures used by the Small Ruminant Program, which includes hair sheep and meat goats and determine the feasibility of developing/reconstructing new goat facilities. VSU would like to establish a new 2000 SF Goat facility and replace the existing mechanical and minor structural items in the current facility.	
			Savings:	\$0	\$0	\$0	\$0		
			Reallocation:	\$567,603	\$0	\$567,603	\$0		
<b>Total 2018-2020 Costs</b>									
<b>Incremental (Included in Financial Plan line 61)</b>				\$0	\$0	\$0	\$0		
<b>Savings</b>				\$0	\$0	\$0	\$0		
<b>Reallocation</b>				\$1,271,603	\$0	\$1,271,603	\$0		

**Six-Year Financial Plan for Educational and General Programs, Incremental Operating Budget Need**  
**2018-2020 Biennium**  
 (Assuming No Additional General Fund)

Items	2018-2019		2019-2020		2016-17	2017-18	
	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Salary Increase Rate and Tuition Amount	Total Amount	Amount From Tuition Revenue
<b>Total Incremental Cost from Academic Plan<sup>1</sup></b>	\$0	\$0	\$0	\$0			
Increase T&R Faculty Salaries <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0
T&R Faculty Salary Increase Rate <sup>3</sup>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Increase Admin. Faculty Salaries <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Admin. Faculty Salary Increase Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Increase Classified Staff Salaries <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Classified Salary Increase Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Increase University Staff Salaries <sup>2</sup>	\$0	\$0	\$0	\$0	\$0	\$0	\$0
University Staff Salary Increase Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Increase Number of Full-Time T&R Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0			
Increase Number of Full-Time T&R Faculty <sup>4</sup> (FTE)	0	0	0	0			
Increase Number of Full-Time Admin. Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0			
Increase Number of Full-Time Admin. Faculty <sup>4</sup> (FTE)	0	0	0	0			
Increase Number of Part-Time Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0			
Increase Number of Part-Time Faculty <sup>4</sup> (FTE)	0	0	0	0			
Increase Number of Classified Staff <sup>4</sup> (\$)	\$0	\$0	\$0	\$0			
Increase Number of Classified Staff <sup>4</sup> (FTE)	0	0	0	0			
Increase Number of University Staff <sup>4</sup> (\$)	\$0	\$0	\$0	\$0			

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**ACADEMIC AND FINANCIAL PLAN**

Instructions: In the column entitled "Academic and Support Service Strategies for Six-Year Period (2018-2024)," please provide titles to identify strategies (for the three biennia of this six-year period) associated with goals in the Virginia Plan. *Please use this title to identify a more detailed description of the strategy in the separate Word document (Part II - Narrative).*

Priority Ranking	ACADEMIC AND SUPPORT SERVICE STRATEGIES FOR SIX-YEAR PERIOD (2018-2024)						Narrative	Narrative		
	Biennium 2018-2020 (7/1/18-6/30/20)				Narrative				Information for 2018-19 and/or for Biennium 2020-2022 (7/1/20-6/30/22)	Information for 2019-20 and/or for Biennium 2022-2024 (7/1/22-6/30/24)
	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation							
			2018-2019		2019-2020					
		Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue					
	Increase Number of University Staff <sup>4</sup> (FTE)	0	0	0	0					
	Library Enhancement <sup>4</sup> (\$)	\$0	\$0	\$0	\$0					
	Library Enhancement <sup>4</sup> (FTE)	0	0	0	0					
	Technology Enhancement <sup>4</sup> (\$)	\$0	\$0	\$0	\$0					
	Technology Enhancement <sup>4</sup> (FTE)	0	0	0	0					
	O&M for New Facilities <sup>4</sup> (\$)	\$0	\$0	\$0	\$0					
	O&M for New Facilities <sup>4</sup> (FTE)	0	0	0	0					
	Utility Cost Increase	\$0	\$0	\$0	\$0					
	NGF share of state authorized salary increase/bonus	\$0	\$0	\$0	\$0					
	Fringe/health insurance benefits increase	\$0	\$0	\$0	\$0					
	VRS increase	\$0	\$0	\$0	\$0					
	Additional In-State Student Financial Aid From Tuition Revenue	\$0	\$0	\$0	\$0					
	Others (Specify, insert lines below)	\$0	\$0	\$0	\$0					
	Safety and Security Enhancement	\$0	\$0	\$0	\$0					
	<b>Total Additional Funding Need</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>					

Notes:

- (1) Please ensure that these items are not double counted if they are already included in the incremental cost of the academic plan.
- (2) If planned, enter the cost of any institution-wide increase.
- (3) Enter planned annual faculty salary increase rate. Any salary increase entered here will be counted when calculating the gap to reach the 60th percentile in the future.
- (4) Enter number of FTE change over the FY2018 level in appropriate columns.

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**Six-Year Financial Plan for Tuition and Fee Increases and Nongeneral Fund Revenue Estimates**

Items	2016-2017 (Estimated)		2017-2018 (Estimated)			2018-2019 (Planned)			2019-2020 (Planned)		
	Student Charge	Total Revenue	Student Charge	Rate Increase	Total Revenue	Student Charge	Rate Increase	Total Revenue	Student Charge	Rate Increase	Total Revenue
<b>E&amp;G Programs</b>											
Undergraduate, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Law, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Law, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Dentistry, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Dentistry, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
PharmD, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
PharmD, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0
Other NGF		\$0			\$0			\$0			\$0
Total E&G Revenue - Gross		\$0			\$0			\$0			\$0
Total E&G Revenue - Net of Financial Aid		\$0			\$0			\$0			\$0
E&G Revenue Used for Faculty Salary Increases		\$0			\$0			\$0			\$0
Average T&R Faculty Salary Increase Rate		0.00%			0.00%			0.00%			0.00%
<b>Auxiliary Program</b>											
<b>Mandatory Non-E&amp;G Fees</b>											
Undergraduate	\$0		\$0	%		\$0	%		\$0	%	
Graduate	\$0		\$0	%		\$0	%		\$0	%	
Law	\$0		\$0	%		\$0	%		\$0	%	
Medicine	\$0		\$0	%		\$0	%		\$0	%	
Dentistry	\$0		\$0	%		\$0	%		\$0	%	
PharmD	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine	\$0		\$0	%		\$0	%		\$0	%	
Total Auxiliary Revenue (ALL including room and board)		\$0			\$0			\$0			\$0
<b>Total Tuition and Fees</b>											
Undergraduate, In-State	\$0		\$0	%		\$0	%		\$0	%	
Undergraduate, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Graduate, In-State	\$0		\$0	%		\$0	%		\$0	%	
Graduate, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Law, In-State	\$0		\$0	%		\$0	%		\$0	%	
Law, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%	
Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Dentistry, In-State	\$0		\$0	%		\$0	%		\$0	%	
Dentistry, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
PharmD, In-State	\$0		\$0	%		\$0	%		\$0	%	
PharmD, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%	
Veterinary Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%	
<b>Student Financial Aid (Program 108)</b>		\$0			\$0			\$0			\$0
<b>Sponsored Programs (Program 110)</b>		\$0			\$0			\$0			\$0
<b>Unique Military Activities</b>		\$0			\$0			\$0			\$0
<b>Workforce Development</b>		\$0			\$0			\$0			\$0
<b>Other (Specify)</b>		\$0			\$0			\$0			\$0

**Six-Year Plans - Part I (2017): 2018-20 through 2022-24**  
**Virginia State University**

**FINANCIAL AID PLAN**

**Note: If you do not have actual amounts for Tuition Revenue for Financial Aid by student category, please provide an estimate. If values are not distributed for Tuition Revenue for Financial Aid, a distribution may be calculated for your institution.**

**Allocation of Tuition Revenue Used for Student Financial Aid**

**2015-16 (Actual)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	%	\$0
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$0	\$0	%	\$0
In-State Sub-Total	\$0	\$0	%	\$0

**\*2016-17 (Estimated) Please see footnote below**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	%	\$0
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$0	\$0	%	\$0
Total from Finance-T&F worksheet	\$0	\$0	%	\$0
In-State Sub-Total	\$0	\$0	%	\$0

**2017-18 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	%	\$0
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$0	\$0	%	\$0
Total from Finance-T&F worksheet	\$0	\$0	%	\$0
In-State Sub-Total	\$0	\$0	%	\$0
Additional In-State	\$0	\$0	%	\$0

**2018-19 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	%	\$0
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$0	\$0	%	\$0
Total from Finance-T&F worksheet	\$0	\$0	%	\$0
In-State Sub-Total	\$0	\$0	%	\$0
Additional In-State	\$0	\$0	%	\$0
Additional In-State from Financial Plan	\$0	\$0	%	\$0

**2019-20 (Planned)**

T&F Used for Financial Aid	Gross Tuition Revenue	Tuition Revenue for Financial Aid (Program 108)	% Revenue for Financial Aid	Distribution of Financial Aid
Undergraduate, In-State	\$0	\$0	%	\$0
Undergraduate, Out-of-State	\$0	\$0	%	\$0
Graduate, In-State	\$0	\$0	%	\$0
Graduate, Out-of-State	\$0	\$0	%	\$0
First Professional, In-State	\$0	\$0	%	\$0
First Professional, Out-of-State	\$0	\$0	%	\$0
Total	\$0	\$0	%	\$0
Total from Finance-T&F worksheet	\$0	\$0	%	\$0
In-State Sub-Total	\$0	\$0	%	\$0
Additional In-State	\$0	\$0	%	\$0
Additional In-State from Financial Plan	\$0	\$0	%	\$0

*\* Please note that the totals reported here will be compared with those reported by the financial aid office on the institution's annual S1/S2 report. Since the six-year plan is estimated and the S1/S2 is "actual," the numbers do not have to match perfectly but these totals should reconcile to within a reasonable tolerance level. Please be sure that all institutional offices reporting tuition/fee revenue used for aid have the same understanding of what is to be reported for this category of aid.*

# Six-Year Plans - Part I (2017): FY2016-2017

## Virginia State University

### INTELLECTUAL PROPERTY ASSIGNMENTS AND EXTERNALLY SPONSORED RESEARCH

#### Background

The intellectual property (IP) worksheet captures report information for the most recently ended fiscal year as required by § 23.1-102 subdivision 2 of the Code of Virginia. Assignment of IP interests to persons or nongovernmental entities and the value of externally sponsored research funds received during the year from a person or nongovernmental entity by the institution, any foundation supporting the IP research performed by the institution, or any entity affiliated with the institution are captured by the worksheet. Information is sought on research that yields IP regardless of the project's intent. Information is sought about IP transferred as a result of either basic or applied research. The worksheet is structured to capture separate aggregate data on entities that have a principal place of business in Virginia and those with a principal place of business outside of Virginia.

#### Data Collection

**Special Note:** The information requested below pertains to the institution as well as any affiliated entity.

FY 2016-2017	Principal Place of Business in VA	Principal Place of Business outside VA
Number of assignments of intellectual property interests to persons or nongovernmental entities	0	0
Value of funds from persons or nongovernmental entities to support intellectual property research	\$0	\$0
Number of patents (by type) developed in whole or part from external projects funded by persons or nongovernmental entities:		
Patent Type - Design	0	0
Patent Type - Plant	0	0
Patent Type - Utility	0	0
Total	0	0

#### Definitions

**Assignment:** A transfer of ownership of Intellectual Property from one entity to another, including exclusive and royalty bearing licenses.

**Design Patent:** A patent that may be granted to anyone who invents a new, original, and ornamental design for an article of manufacture.

**Intellectual Property:** Creations of the mind – creative works or ideas embodied in a form that can be shared or can enable others to recreate, emulate, or manufacture them.

**Nongovernmental Entities:** An entity not associated with any federal, national or local government.

**Patent:** A property right granted by the Government of the United States of America to an inventor "to exclude others from making, using, offering for sale, or selling the invention throughout the United States or importing the invention into the United States" for a limited time in exchange for public disclosure of the invention when the patent is granted.

**Plant Patent:** A patent that may be granted to anyone who invents or discovers and asexually reproduces any distinct and new variety of plant.

**Sponsored Research:** Research that is supported and compensated by a sponsoring agency.

**Utility Patent:** A patent that may be granted to anyone who invents or discovers any new, useful, and nonobvious process, machine, article of manufacture, or composition of matter, or any new and useful improvement thereof.

**Value of Funds:** Total value of all monetary and in-kind support provided by an external sponsor of Intellectual Property research.



**Six-Year Plans - Part I (2017): FY2016-2017**  
**Virginia State University**  
**ECONOMIC DEVELOPMENT: CONTRIBUTIONS (HB515)**

**Requirement:** As per § 23.1-306 (A) of the Code of Virginia each such plan and amendment to or affirmation of such plan shall include a report of the institution's active contributions to efforts to stimulate the economic development of the Commonwealth, the area in which the institution is located, and, for those institutions subject to a management agreement set forth in Article 4 (§ 23.1-1004 et seq.) of Chapter 10, the areas that lag behind the Commonwealth in terms of income, employment, and other factors.

**Special Note:** After a thorough review of existing documents and surveys, a workgroup comprised of mostly institutional members recommended that the following metrics be used to satisfy this reporting requirement. The reporting period is FY17. The metrics serve as a menu of items that institutions should respond to as applicable and available to them. Please leave fields blank, if information is unavailable.

**Section A: Provide information for research and development (R&D) expenditures by source of fund with a breakdown by Science and Engineering (S&E) specific and non-S&E.**

VA PLAN Strategy Reference	Section A: Research and Development (R&D) Expenditures by Source of Fund			
4.3	Source of Funds	*S&E	Non S&E	Total
	Federal Government			\$0.00
	State and Local Government			\$0.00
	Institution Funds			\$0.00
	Business			\$0.00
	Nonprofit Organizations			\$0.00
	All Other Sources			\$0.00
	<b>Total</b>	\$0.00	\$0.00	\$0.00
	* S&E - Science and Engineering			

**Section B: Provide number and dollar value of grants, contracts and sub-agreements by discipline. If your institution prefers to report by industry, please modify table accordingly.**

VA PLAN Strategy Reference	Section B: Grants, Contracts and Sub-Agreements by Discipline						
4.3	Discipline	Category					
		Grants		Contracts		Sub-agreements	
		No.	\$ Value	No.	\$ Value	No.	\$ Value
	Engineering						
	Physical Science						
	Environmental Science						
	Computer Science						
	Life Sciences						
	Psych/Social						
	Other Science						
	Non-Science and Engineering (non-S&E)						
	<b>Total</b>	0	\$0.00	0	\$0.00	0	\$0.00

**Section C: For the following items, provide responses in appropriate fields. Insert an X for yes/no responses. Use Number/Amount field for other information. A Comments field has been provided for any special information your institution may want to provide.**

VA PLAN Strategy Reference	Section C: General Questions	Yes	No	Number/Amount	Comments
4.1	Does your institution offer an innovation/ entrepreneurship/career-themed student living-learning community?				
4.1	Does your institution offer startup incubation/accelerator programs?				
4.2	Does your institution offer maker-space?				

4.2	Does your institution have an entrepreneurship center?				
4.2	Does your institution have Executive(s)-in-Residence?				
4.1	Number of students paid through externally funded grants or contracts.				
4.1	Number of entrepreneurship degrees/ courses/programs (credit and noncredit) offered?	X		1	Urban Ag. Certificate Program
4.1	Pertaining to question above, number of participants of these degrees/courses/programs? Include degree programs with concentrations in entrepreneurship separately as well as special trainings for students and faculty.		X		
4.1	Number of academic units that have courses/programs requiring a capstone project, experiential learning activities, or internships.				
4.2	Number of intellectual property licenses executed.				
4.2	Amount of licensing revenue resulting from intellectual property licenses executed.				
4.2	Number of university start-ups from faculty intellectual property.				
4.5	Number of jobs created as a result of university start-ups during the last fiscal year.				
4.5	Average wages of alumni living (in-state).				
4.4	Number of outside organizations/businesses served, for example but not limited to companies working with your career center, companies sponsoring research, etc.				
4.4	Number of units offering K-12 STEM outreach programs.	X		1	Cooperative Extension 4_H
4.4	Count or estimate of K-12 STEM outreach program participants.	X		350	
4.4	Number of units offering other outreach/extension/public service programs related to STEM-H.	X		1	Cooperative Extension 4-H
4.4	Count or estimate of other outreach/extension/public service program participants.	X		50,000	
4.3	Number of Small Business Innovation Research Grants (SBIR and STTR).				
4.3	Dollar value of Small Business Innovation Research Grants (SBIR and STTR).				
4.3	Number of Commonwealth Research and Commercialization Fund awards (CRCF).				
4.3	Dollar value of CRCF awards.				
4.1	Does your institution's tenure policy support commercialization? If yes, please provide brief explanation in comments section.				
4.2	Does your institution offer a seed fund and/or proof of concept fund? If yes, provide dollar amount available in FY17 in the number/amount field.	X		\$500K	Seed Grants for Faculty
4.1	Does your institution offer continuing education programs to industry? If yes, please provide dollar value or headcount for such programs in the number/amount field.				

**Section D: These items are VCCS specific. Please provide responses in appropriate fields. A Comments field has been provided for any special information the VCCS may want to provide.**

VA PLAN Strategy Reference	Section D: General Questions - VCCS Specific	Number	Value	Comments
4.1	Number and value of federal, state or private grant resources to support development of, or access to, training programs leading to workforce credentials, certifications and licensures.			

4.1	Number of training programs leading to workforce certifications and licensures.			
4.1	Number of students who earned industry recognized credentials stemming from training programs.			
4.1	Number of industry-recognized credentials obtained, including certifications and licenses.	1		Urban Agriculture Certification Program
4.1	Number of Career/Technical Education certificates, diplomas and degrees awarded that meets regional workforce needs.			