

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

**Due: July 12, 2018**

**Institution:**

The University of Virginia's College at Wise
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**Institution UNITID:**

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**Individual responsible for plan**

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**Six-Year Plans - Part I (2018): 2018-20 through 2022-24**  
**The University of Virginia's College at Wise**

**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)										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		2018-2019 (revised)		2019-2020 (revised)					
		Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue					
R1	Enrollment Growth & Student Success	1,2,3,4	Incremental:	\$31,710	\$0	\$174,910	\$143,200	\$617,685	\$17,685	\$966,238	\$126,495	2018-2019: The incremental amount from 2018-2019 revised as compared to 2018-2019 original increased by \$585,975. This increase can be attributed to modifications within the strategy and is explained in statements to follow. As a result of new general fund dollars in the 2018-2019 budget as a result of Item 200, paragraph H, in the adopted budget from Special Session I allowing the college to move forward \$2,000,000 of new general fund dollars from FY 20 to FY 19, an additional \$318,290 will be allocated to support additional recruitment efforts. The revision also includes the costs associated with the new RN-BSN on-line program which is projected to begin in the spring of 2019. The costs associated with 2018-2019 for the new program is projected to be \$17,685 and will be supported with tuition revenue generated by the program. Additionally, \$215,000 from new general fund dollars will be utilized for new program planning. Also, new to the revision is \$35,000 to support promotion and tenure funding. The reallocation amount for 2018-2019 revised as compared to 2018-2019 original decreased by \$40,000 and is explained in the statements to follow. This net reduction can be attributed to modifications to components within the recruitment component of this strategy. The amount originally re-allocated to support the redesign & production of admission materials of \$50,000 will now be funded with new general fund dollars, resulting in a \$50,000 reduction. \$10,000 will now be re-allocated to support the costs associated with the social media platform purchase and implementation.	2019-2020: The incremental amount from 2019-2020 revised as compared to 2019-2020 original increased by \$791,328. This increase can be attributed to the addition of the travel costs, \$18,290, for the recruiters, the modifications to the masters and on-line programming resulting in an increase of \$173,038, and the addition of new program planning costs in the amount of \$600,000 associated with three additional master degree programs. Within the recruitment component of this strategy an additional \$18,290 is needed to support travel associated with the territory based recruiters. If the new general fund dollars that were moved forward into FY 19 are not carried forward into FY 20 additional GF monies will be needed to support the wages of the territory based recruiters \$31,710 and the travel costs of \$18,290. If new GF monies are not received then the costs may be supported with private funds. The new graduate education program was modified from the original submission. Also, the new RN-BSN program was not included in the original submission. New general fund dollars will be needed in the 2019-2020 budget in the amount of \$189,743 to support the new graduate program and the new RN-BSN program. \$126,495 in costs for the new programs will be supported with tuition revenue generated by the programs. In order to fully implement all components within this strategy an additional \$839,743 is needed in general fund support. These funds would support the costs of the two territory based recruiters, the Master's in Teaching program and the RN-BSN program, and the program planning costs for three additional master degree programs. If the \$839,743 in general fund support is not received then the costs for the recruiters, the new education masters program and RN-BSN online program, and the additional programming planning will have to be funded with other resources. The reallocation amount for 2019-2020 revised as compared to 2019-2020 original increased by \$10,000. This net increase can be attributed to modifications within the recruitment component of the strategy. \$10,000 will be reallocated to support the costs associated with the social media platform purchase and implementation.	
			Savings:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Reallocation:	\$135,645	\$0	\$100,645	\$0	\$95,645	\$0	\$110,645	\$0			
R2	Increase Production of STEM-H Degrees	1,2,3,4 D6, D8	Incremental:	\$134,000	\$0	\$134,000	\$0	\$0	\$0	\$0	\$0	2018-2019: The incremental amount from 2018-2019 revised as compared to 2018-2019 original decreased by \$134,000. The \$134,000 component within this strategy will be supported with private funds in 2018-2019. The reallocation amount remains unchanged.	2019-2020: The incremental amount from 2019-2020 revised as compared to 2019-2020 original decreased by \$134,000. The \$134,000 component within this strategy will be supported with private funds in 2019-2020. The reallocation amount remains unchanged.	
			Savings:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Reallocation:	\$45,274	\$0	\$45,274	\$0	\$45,274	\$0	\$45,274	\$0			
R3	Outreach & Economic Development - Innovation and Entrepreneurship Programming	3,4 D5, D8	Incremental:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	2018-2019: Funded with grant monies and with funds from the University's Strategic Investment Fund. See attached listing of all Economic Development related grants.	2019-2020: Funded with grant monies and with funds from the University's Strategic Investment Fund. See attached listing of all Economic Development related grants.	
			Savings:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Reallocation:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
A4	Address Economic & Demographic Changes	1,2,3,4 D3,D8	Incremental:	\$0	\$0	\$0	\$0	\$1,400,000	\$0	\$0	\$0	2018-2019: New general fund dollars in the amount of \$2,000,000 in FY 20 moved forward to FY 19 per Item 200, paragraph H, in the adopted budget from Special Session I. The total cost of this strategy is \$1,400,000. New general fund dollars will be used to address the financial burden the college is facing as the result of economic and demographic changes in Southwest Virginia.	2019-2020: UVA-Wise will be submitting a request that the \$2,000,000 in general fund monies that have been requested to be moved forward from 2019-2020 to 2018-2019 be continued in 2019-2020.	
			Savings:	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Reallocation:	\$0	\$0	\$0	\$0	\$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							

**Six-Year Plans - Part I (2018): 2018-20 through 2022-24**  
**The University of Virginia's College at Wise**

**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)					Biennium 2021-2022 (7/1/21-6/30/22)								
	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		2018-2019 (revised)		2019-2020 (revised)					
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	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							
<b>Total 2018-2020 Costs</b>														
<b>Incremental (Included in Financial Plan line 61)</b>				\$165,710	\$0	\$308,910	\$143,200	\$2,017,685	\$17,685	\$966,238	\$126,495			
<b>Savings</b>				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
<b>Reallocation</b>				\$180,919	\$0	\$145,919	\$0	\$140,919	\$0	\$155,919	\$0			
<b>Six-Year Financial Plan for Educational and General Programs, Incremental Operating Budget Need</b>														
<b>2018-2020 Biennium</b>														
<b>(Assuming No Additional General Fund)</b>														
				2018-2019		2019-2020		2018-2019 (revised)		2019-2020 (revised)				
			<b>Items</b>	<b>Total Amount</b>	<b>Amount From Tuition Revenue</b>	<b>Total Amount</b>	<b>Amount From Tuition Revenue</b>	<b>Total Amount</b>	<b>Amount From Tuition Revenue</b>	<b>Total Amount</b>	<b>Amount From Tuition Revenue</b>			
			<b>Total Incremental Cost from Academic Plan<sup>1</sup></b>	\$165,710	\$0	\$308,910	\$143,200	\$2,017,685	\$17,685	\$966,238	\$126,495			
			Increase T&R Faculty Salaries <sup>2-11</sup> (See Note Below)	\$150,000	\$150,000	\$150,000	\$150,000	\$0	\$0	\$0	\$0			
			T&R Faculty Salary Increase Rate <sup>3</sup>	1.65%	1.65%	1.62%	1.62%	0.00%	0.00%	0.00%	0.00%			
			Increase Admin. Faculty Salaries <sup>2</sup>	\$0	\$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%	0.00%			
			Increase Classified Staff Salaries <sup>2</sup>	\$0	\$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%	0.00%			
			Increase University Staff Salaries <sup>2</sup>	\$0	\$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%	0.00%			
			Increase Number of Full-Time T&R Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Increase Number of Full-Time T&R Faculty <sup>4</sup> (FTE)	0	0	0	0	0	0	1	0			
			Increase Number of Full-Time Admin. Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Increase Number of Full-Time Admin. Faculty <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			Increase Number of Part-Time Faculty <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Increase Number of Part-Time Faculty <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			Increase Number of Classified Staff <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Increase Number of Classified Staff <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			Increase Number of University Staff <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Increase Number of University Staff <sup>4</sup> (FTE)	0	0	0	0	0	0	1	0			
			Library Enhancement <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Library Enhancement <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			Technology Enhancement <sup>4</sup> (\$)	\$10,388	\$10,388	\$10,700	\$10,700	\$9,015	\$9,015	\$9,285	\$9,285			
			Technology Enhancement <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			O&M for New Facilities <sup>4</sup> (\$)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			O&M for New Facilities <sup>4</sup> (FTE)	0	0	0	0	0	0	0	0			
			Utility Cost Increase <sup>4</sup> (See Note Below)	\$31,210	\$31,210	\$32,146	\$32,146	\$29,173	\$29,173	\$30,048	\$30,048			
			NGF share of state authorized salary increase/bonus <sup>4</sup> *2019-2020 Revised -This is the NGF portion of the state authorized increases in 2019-2020.	\$202,707	\$202,707	\$202,707	\$202,707	\$0	\$0	\$173,221	\$173,221			
			Fringe/health insurance benefits increase	\$0	\$0	\$0	\$0	\$154,157	\$154,157	\$192,249	\$192,249			
			VRS increase	\$0	\$0	\$0	\$0	\$8,207	\$8,207	\$16,015	\$16,015			
			Additional In-State Student Financial Aid From Tuition Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
			Others (Specify, insert lines below)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0			

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	Strategies (Short Title)	VP Goal	Cost: Incremental, Savings, Reallocation											
			2018-2019		2019-2020		2018-2019 (revised)		2019-2020 (revised)					
Total Amount			Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue	Total Amount	Amount From Tuition Revenue					
	Safety and Security Enhancement		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0				
	<b>Total Additional Funding Need</b>		\$560,015	\$394,305	\$704,463	\$538,753	\$2,218,237	\$218,237	\$1,387,056	\$547,313				

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. **\*\* (Note-Originally, T&R faculty members were projected to receive an additional salary increase from non-general funds totaling \$150,000. The college has re-revised its plan and will no longer provide the additional salary increase that was to be supported with non-general funds in 2018-2019 or 2019-2020.)**

(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.

\*\*\*Note-The projected utility cost increase percentage for 2018-2019 and 2019-2020 is three percent. This increase is due to the rising costs of water, sewer, natural gas, electricity, and telecommunications.

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

The University of Virginia's College at Wise

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

Items	Revised																	
	2016-2017 (Estimated)		2017-2018 (Estimated)			2018-2019 (Planned)			2019-2020 (Planned)			2017-18 (Est.)	2018-2019 (Estimated)			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	Total Revenue	Student Charge	Rate Increase	Total Revenue	Student Charge	Rate Increase	Total Revenue
<b>E&amp;G Programs</b>																		
Undergraduate, In-State	\$5,369	\$8,276,012	\$5,530	3.0%	\$7,259,821	\$5,696	3.0%	\$7,477,616	\$5,867	3.0%	\$7,701,944	\$ 8,040,222	\$5,694	3.0%	\$6,784,415	\$5,865	3.0%	\$6,987,947
Undergraduate, Out-of-State	\$22,079	\$707,230	\$22,741	3.0%	\$650,651	\$23,424	3.0%	\$670,171	\$24,126	3.0%	\$690,276	\$ 823,964	\$23,421	3.0%	\$815,724	\$24,124	3.0%	\$840,196
Graduate, In-State (Note-Rate per Credit Hour)	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$7,200	%	\$432,000	\$ -	\$0	%	\$0	\$243	0.0%	\$65,610
Graduate, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Law, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Law, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Dentistry, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Dentistry, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
PharmD, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
PharmD, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, In-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Veterinary Medicine, Out-of-State	\$0	\$0	\$0	%	\$0	\$0	%	\$0	\$0	%	\$0	\$ -	\$0	%	\$0	\$0	%	\$0
Other NGF		\$1,329,155			\$1,152,228			\$1,155,108			\$1,157,996	1097004		\$1,047,376			\$1,047,494	
Total E&G Revenue - Gross		\$10,312,397			\$9,062,700			\$9,302,895			\$9,982,216	\$9,961,190		\$8,647,515			\$8,941,247	
Total E&G Revenue - Net of Financial Aid		\$10,262,397			\$9,012,700			\$9,252,895			\$9,932,216	\$9,911,190		\$8,597,515			\$8,441,247	
E&G Revenue Used for Faculty Salary Increases		\$150,000			\$213,611			\$150,000			\$150,000	\$ 213,611		\$0			\$76,215	
Average T&R Faculty Salary Increase Rate		1.72%			3.58%			1.65%			1.62%	3.58%		0.00%			2.00%	
<b>Auxiliary Program</b>																		
Mandatory Non-E&G Fees																		
Undergraduate	\$4,170		\$4,296	3.0%		\$4,425	3.0%		\$4,558	3.0%			\$4,425	3.0%		\$4,558	3.0%	
Graduate (Note-Rate per Credit Hour)	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$152	0.0%	
Law	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Medicine	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Dentistry	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
PharmD	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Veterinary Medicine	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Total Auxiliary Revenue (ALL including room and board)		\$9,124,557			\$9,214,732			\$9,306,880			\$9,399,949			\$8,624,901			\$8,752,190	
<b>Total Tuition and Fees</b>																		
Undergraduate, In-State	\$9,539		\$9,826	3.0%		\$10,121	3.0%		\$10,425	3.0%			\$10,119	3.0%		\$10,423	3.0%	
Undergraduate, Out-of-State	\$26,249		\$27,037	3.0%		\$27,849	3.0%		\$28,684	3.0%			\$27,846	3.0%		\$28,682	3.0%	
Graduate, In-State	\$0		\$0	%		\$0	%		\$7,200	%			\$0	%		\$395	#DIV/0!	
Graduate, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$152	#DIV/0!	
Law, In-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Law, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Dentistry, In-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Dentistry, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
PharmD, In-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
PharmD, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Veterinary Medicine, In-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
Veterinary Medicine, Out-of-State	\$0		\$0	%		\$0	%		\$0	%			\$0	%		\$0	%	
<b>Student Financial Aid (Program 108)</b>																		
		\$50,000			\$50,000			\$50,000			\$50,000	\$ 50,000		\$50,000			\$50,000	
<b>Sponsored Programs (Program 110)</b>																		
		\$2,609,040			\$2,609,040			\$2,609,040			\$2,609,040	\$ 4,375,272		\$4,375,272			\$4,375,272	
<b>Unique Military Activities</b>																		
		\$0			\$0			\$0			\$0	\$0		\$0			\$0	
<b>Workforce Development</b>																		
		\$0			\$0			\$0			\$0	\$0		\$0			\$0	
<b>Other (Specify)</b>																		
		\$1,484,793			\$1,497,641			\$1,510,618			\$1,523,724	\$ 1,330,183		\$1,341,485			\$1,352,899	

**Six-Year Plans - Part I (2018): 2018-20 through 2022-24**  
**The University of Virginia's College at Wise**

**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**

**\*2016-17 (Actual) 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	\$8,292,979	\$50,000	0.6%	\$50,000
Undergraduate, Out-of-State	\$706,539	\$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	\$8,999,518	\$50,000	0.6%	\$50,000
Total from Finance-T&F worksheet	\$10,312,397	\$50,000	0.5%	
In-State Sub-Total	\$8,292,979	\$50,000	0.6%	\$50,000

**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	\$7,259,821	\$50,000	0.7%	\$50,000
Undergraduate, Out-of-State	\$650,651	\$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	\$7,910,472	\$50,000	0.6%	\$50,000
Total from Finance-T&F worksheet	\$9,062,700	\$50,000	0.6%	
In-State Sub-Total	\$7,259,821	\$50,000	0.7%	\$50,000
Additional In-State	-\$1,033,158	\$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	\$7,477,616	\$50,000	0.7%	\$50,000
Undergraduate, Out-of-State	\$670,171	\$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	\$8,147,787	\$50,000	0.6%	\$50,000
Total from Finance-T&F worksheet	\$9,302,895	\$50,000	0.5%	
In-State Sub-Total	\$7,477,616	\$50,000	0.7%	\$50,000
Additional In-State	\$217,795	\$0	%	\$0
Additional In-State from Financial Plan		\$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	\$7,701,944	\$50,000	0.6%	\$50,000
Undergraduate, Out-of-State	\$690,276	\$0	%	\$0
Graduate, In-State	\$432,000	\$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	\$8,824,220	\$50,000	0.6%	\$50,000
Total from Finance-T&F worksheet	\$9,982,216	\$50,000	0.5%	
In-State Sub-Total	\$8,133,944	\$50,000	0.6%	\$50,000
Additional In-State	\$656,328	\$0	%	\$0
Additional In-State from Financial Plan		\$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 (2018): FY2017-2018**  
**The University of Virginia's College at Wise**  
**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 Notes:** The reporting period is FY18. The metrics serve as a menu of items that institutions should respond to as applicable and when information is available to them. Leave fields blank, if information is unavailable. Please note the narrative question at the bottom of the page. The response should be provided in a separate WORD or PDF document, as an attachment, if the Part II (Narrative) is not being updated.

**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			
	Source of Funds	*S&E	Non S&E	Total
4.3	Federal Government	\$0	\$0	\$0
	State and Local Government	\$87,048	\$0	\$87,048
	Institution Funds	\$0	\$0	\$0
	Business	\$0	\$0	\$0
	Nonprofit Organizations	\$0	\$0	\$0
	All Other Sources	\$0	\$0	\$0
	<b>Total</b>	<b>\$87,048</b>	<b>\$0</b>	<b>\$87,048</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 contact Jean Mottley (jeanmottley@schev.edu) to assist with changes.**

VA PLAN Strategy Reference	Section B: Grants, Contracts and Sub-Agreements by Discipline						
	Discipline	Grants		Contracts		Sub-agreements	
		No.	\$ Value	No.	\$ Value	No.	\$ Value
4.3	Engineering	0	\$0	0	\$0	0	\$0
	Physical Science	0	\$0	0	\$0	0	\$0
	Environmental Science	1	\$43,063	0	\$0	1	\$43,985
	Computer Science	4	\$168,261	0	\$0	0	\$0
	Life Sciences	0	\$0	0	\$0	0	\$0
	Psych/Social	0	\$0	0	\$0	0	\$0
	Other Science	0	\$0	0	\$0	0	\$0
	Non-Science and Engineering (non-S&E)	5	\$245,833	0	\$0	0	\$0
	<b>Total</b>	<b>10</b>	<b>\$457,157</b>	<b>0</b>	<b>\$0</b>	<b>1</b>	<b>\$43,985</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 Strategy Reference	Section C: General Questions	Yes	No	Number/Amount	Comments
4.1	1. Does your institution offer an innovation/ entrepreneurship/career-themed student living-learning community?		X		
4.1	2. Does your institution offer startup incubation/accelerator programs? If yes, please comment if people/companies external to the institution can access them and, if so, how.	X			At this time, entrepreneurial programming is available to UVA-Wise students only, however, more programming will be available for the community beginning in FY '19
4.2	3. Does your institution offer maker-space? If yes, please comment if people/companies external to the institution can access it and, if so, how.	X			At this time, external stakeholders may access the makerspace on campus as needed.
4.2	4. Does your institution have an entrepreneurship center? If yes, please comment if people/companies external to the institution can access it and, if so, how.	X			At this time, entrepreneurial programming is available to UVA-Wise students only, however, more programming will be available for the community beginning in FY '19
4.2	5. Does your institution have Entrepreneur Executive(s)-in-Residence?		X		
4.1	6. Number of students paid through externally funded research grants or contracts.			3/\$860	3 students for a total of \$860
4.1	7. Number of entrepreneurship degrees/ courses/programs (credit and noncredit) offered?			13	
4.1	8. Number of academic units that have courses/programs requiring a capstone project, experiential learning activities, or internships.				All degree programs require capstone courses with the exception of Political Science. Two degree programs, Education & Sport Management, require internships
4.1	9. Does your institution's tenure policy support commercialization? If yes, please provide brief explanation in comments section.		X		As an undergraduate liberal arts college we do not have any faculty commercializing research.
4.2	10. Does your institution offer a seed fund that awards money to start-ups? If yes, please comment on whether it awards funding only to university-based start-ups or to the general public as well?		X		
4.2	11. Does your institution offer translational research and/or proof of concept funding? If yes, please provide dollar amount available in FY18 in the number/amount field.		X		
4.1	12. 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.		X		

**Section D: Provide information for research and commercialization grants by type, number, and dollar value with a breakdown by college and department. If additional rows are needed, please contact Jean Mottley (jeanmottley@schev.edu) to assist with changes.**

VA PLAN Strategy Reference	Section D: Research and Commercialization Grants	No.	\$ Value	College	Department
4.3	SBIR - Small Business Innovation Research	0			
	STTR - Small Technology Transfer Research	0			
	CRCF - Commonwealth Research Commercialization Fund	0			
	*VBHRC - The Catalyst	0			
	Commonwealth Health Research Board	0			
	VRIF - Virginia Research Investment Fund	0			

\*University must pay to be a member and collaborate with at least one other member university

**Section E. The Intellectual Property (IP) section captures information on disclosure, patent, and licensing activities. It is divided into two tables. Table 1 captures information regardless of source of funds or nature of entity to whom IP is transferred. Table 2 is required by § 23.1-102 subdivision 2 of the Code of Virginia. It details 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. 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 table captures 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.**

VA PLAN Strategy Reference	Section E: Part 1 - All Patent Activity for FY 2017-18	No.
4.2	1. Number of Intellectual Property disclosures received	0
	2. Number of Provisional Patent Applications filed during the year	0
	3. Number of Patent Applications filed during the year (by type)	
	Design	0
	Plant	0
	Utility	0
	Total	0
	4. Total number of Patent Applications pending (by type)	
	Design	0
	Plant	0
	Utility	0
	Total	0
	5. Number of Patents awarded during the year (by type)	
	Design	0
Plant	0	
Utility	0	
Total	0	

VA PLAN Strategy Reference	Section E: Part 2 - Other Information	Principal Place of Business in VA	Principal Place of Business outside VA
4.2	1. Value of funds from persons or nongovernmental entities to support intellectual property research	\$0	\$0
	2. Number of patents awarded during the year (by type) developed in whole or part from external projects funded by persons or nongovernmental entities:		
	a. Design Patent	0	0
	b. Plant Patent	0	0
	c. Utility Patent	0	0
	d. Total	0	0
	3. Number of assignments of intellectual property interests to persons or nongovernmental entities	0	0
4. Total number of intellectual property licenses executed in FY 17-18	0	0	
5. Number of start-ups created through IP licensing in FY17-18	0	0	
6. Amount of licensing revenue in FY17-18 resulting from all intellectual property licenses	\$0	\$0	
7. Number of jobs created as a result of university start-ups.	0	0	

**Section F: 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 F: General Questions - VCCS Specific	Number	Value	Comments
4.1	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.			
	2. Number of training programs leading to workforce certifications and licensures.			
	3. Number of students who earned industry recognized credentials stemming from training programs.			
	4. Number of industry-recognized credentials obtained, including certifications and licenses.			
	5. Number of Career/Technical Education certificates, diplomas and degrees awarded that meets regional workforce needs.			

**NARRATIVE REQUIREMENT:**

**Contributions to Economic Development** – Describe the institution’s contributions to stimulate the economic development of the Commonwealth and/or area in which the institution is located. *If applicable*, the information should include:

- a. University-led or public-private partnerships in real estate and/or community redevelopment.
- b. State industries to which the institution’s research efforts have direct relevance.
- c. High-impact programs designed to meet the needs of local families, community partners, and businesses.
- d. Business management/consulting assistance.



## Six-Year Plan – Part II (2018)

### Overview

The University of Virginia's College at Wise has set out to achieve goals in four priority areas: 1) enrollment and student success; 2) production of STEM-H degrees; 3) outreach and economic development with special emphasis on innovation and entrepreneurship; and 4) addressing economic and demographic changes. These priorities represent a continuation of previously established focus areas as well as additional initiatives.

The Commonwealth of Virginia Budget authorized the University of Virginia's College at Wise to request \$2,000,000 of general fund appropriation from the second year of the biennium to be moved to the first year of the biennium. These funds will be used by the college to assist in addressing the economic and demographic challenges in southwest Virginia, and to initiate planning and development for programs to aid the region while assisting with growth at the College.

The below narrative reflects these updates as well as the \$2,000,000 appropriation. The college plans to submit a decision package to support funding in 2019-2020.

### Priority 1. Enrollment Growth and Student Success

**Marketing** – The College will continue to implement marketing strategies in the 2018-2019 and 2019-2020 academic years to improve its visibility and brand recognition. These marketing initiatives are currently supported with private funds.

**Recruitment** – Recruitment and enrollment growth remain a top priority for the College. Recruitment initiatives include the creation of updated admissions materials. The College plans to revamp and refresh the previous award-winning materials to appeal to future cohorts of students. The admissions materials will be funded with new general funds in 2018-2019.

A critical element to the recruitment strategy includes the addition of two territory-based admissions counselors for the Northern Virginia and Tidewater areas to expand brand awareness by being in schools, meeting with counselors and career center professionals, conducting area based receptions, and attending programs and fairs. The wages for the territory-based recruiters in the amount for \$31,710 and \$18,290 for travel will be supported with new general fund dollars in 2018-2019. If the additional general fund support is not carried forward into 2019-2020, other resources may be utilized to fund the wages and travel for the recruiters.

Enhancements to the uvawise.edu website are also planned. The College will also continue to purchase the names of qualified junior and senior high school students from select standardized test companies. These items have been funded with private monies, re-allocation of tuition dollars, and new general funds awarded in the 2018-2019 year.

**Experiential Learning** – Institutional investments and support for experiential learning have resulted in comparatively higher rates of participation in undergraduate research, international study, internships and other forms of experiential learning at UVA-Wise. Ongoing programs include: the Fellowship in the Natural Sciences (FINS); the Summer Scholars program, which supports student research and creative projects in non-science disciplines; Global Health Fellowship; international study; and Wise Works, an internship program.

Funding to support undergraduate research initiatives, internships, and international study is provided via private monies, re-allocation of tuition dollars, and the University of Virginia's Strategic Investment Fund. Additional private funds of \$35,000 have been secured in 2018-2019 to support undergraduate research and an additional \$25,000 have been secured to support international study.

**Graduate Programs** – UVA-Wise is in the planning stages of initiating its first graduate degree program, a Master of Arts in Teaching (MAT). Graduate prepared teachers earn more, have greater potential for career advancement, produce better-educated students, and through their presence, help advance the wellbeing of the region. A UVA-Wise master's program in teaching will promote these benefits while providing teachers with an affordable graduate school option. This initiative represents a substantive change, and will require approval from: the State Council for Higher Education for Virginia (SCHEV); Southern Association of Colleges and Schools Commission on Colleges (SACSCOC); and the Virginia Department of Education. The College has received approval from its local advisory board as well as the University of Virginia Board of Visitors to proceed. Program launch is expected in 2019-2020.

The College also proposes to introduce an online RN to BSN program. The RN to BSN program will admit students who are licensed registered nurses and have an Associate's degree or diploma in nursing. The College has awarded the RN to BSN degree in a traditional format since 1993. This new, additional format will be the College's first online program. The curriculum will be delivered entirely online with a clinical component that can be completed at the student's place of employment. The College has received approval from its local advisory board as well as the University of Virginia Board of Visitors to proceed. Additional approvals will be required by SCHEV and SACSCOC. The first cohort is anticipated as early as Spring 2019 assuming approvals by coordinating and accrediting bodies.

New general funds are needed in 2019-2020 to support the new graduate and online programs. Tuition revenue generated by the new programs will also be utilized for their support. The College is also requesting \$600,000 additional general fund support to allocate in Fiscal Year 2020 for the planning of additional degree programs. These programs will have economic and growth implications for the region and will fulfill demand for highly requested degree programs. The funds will assist the college in planning and implementing these programs.

**Teaching and Research Faculty Promotions and Tenure Funding** – New general funds are also expected to be allocated to anticipated faculty promotions and tenure.

## **Priority 2: Increase Production of STEM-H Degrees**

**STEM Turbo Classes for Student Success** – With support from the University of Virginia's Strategic Investment Fund, the College will expand its comprehensive retention program targeting first-time freshmen and transfer students in software engineering, computer science, management information systems (MIS), mathematics, and science. The goals of the program are to: (1) create an environment emphasizing student success through the mastery of life-long learning habits; (2) significantly increase the retention rate of STEM students; and (3) develop an integrated approach to retention. The program will emphasize courses that have been difficult for students including Calculus 1, Calculus 2, and Data-Structures.

### **Cybersecurity**

The University of Virginia's Strategic Investment Fund will support numerous initiatives under the "Wise Innovation Ecosystem" banner that promotes cybersecurity curricula and economic development through entrepreneurship. The components of this program include a cybersecurity boot camp and a cybersecurity symposium.

UVa-Wise has received funding (three years of salary and fringe) from the Appalachian Regional Commission for one faculty cybersecurity position. A second cybersecurity faculty member will be funded by the University of Virginia strategic investment funds and will focus on information security and data analytics. UVA Strategic Investment funds to support cyber programming and the Wise innovation ecosystem were previously awarded over a three-year period. This funding term has been revised to a five-year period.

### **Community College Partnerships**

This effort seeks to meet Commonwealth degree production goals. This program seeks to promote accessibility and ease of transfer from a two-year to a four-year institution. Greater partnership and collaboration between the schools is financially rewarding and beneficial for the students.

### **Continue to invest in efforts to recruit and retain students in STEM-H Degree Programs**

Since 2014, the College has offered the STEM Early College Academy program. This program seeks to smooth the transition from high school into challenging STEM majors. The Academy provides college classes on the UVa-Wise campus to high-performing high school seniors. This program will continue to be implemented with private funds.

Numerous other enrichment programs are designed to engage the local community as well as prospective students. For example, since 2016, the College has hosted the Girls' Day in STEM-H, an interactive day offering sixth grade girls perspectives on STEM-H careers. This program is supported with private funds.

**Priority 3. Outreach and Economic Development - Innovation and Entrepreneurship Programming**

UVa-Wise remains committed to its role as an engine for growth and development in Southwest Virginia. The College is the recipient of numerous grants to support economic development and growth in the region. The list of economic development grants and a comprehensive narrative are provided in the packet of materials.

**Priority 4. Address Economic and Demographic Changes**

UVa-Wise will utilize funds brought forward into 2018-2019 to allow the college to address issues being faced due to significant demographic and economic decline in the region. As a result of new general fund dollars in the 2018-2019 budget per Item 200, paragraph H, in the adopted budget from Special Session I, the College will be able to reposition itself and retain academic and financial competitiveness.

### Economic Development Grants

Grant Name	Amount	Start Date	End Date	Status	Sponsor	Purpose
Building Entrepreneurial Economies Grant -Implementation	\$ 40,000	7/1/2017	10/31/2018	Awarded	Virginia Department of Housing & Community Development	Operating funds for The Nest, an student entrepreneurship space.
Southwest Regional Cybersecurity Initiative Workforce	\$ 552,821	10/1/2016	9/30/2019	Awarded	Appalachian Regional Commission	Sub agreement with Southwest Virginia Community College to provide additional faculty, professional development supplies, and travel for cybersecurity programs.
Southwest Regional Cybersecurity Initiative	\$ 80,238	10/1/2016	9/30/2019	Awarded	Virginia Tobacco Commission	Sub agreement with Southwest Virginia Community College to provide funding for equipping a cybersecurity lab on UVa-Wise campus.
Strategic Investment Fund	\$3,500,000	7/1/2017	6/30/2022	Awarded	The University of Virginia	To increase enrollment in technical programs such as software engineering, computer science, and management of information systems (MIS). Additionally, to create a center for innovation for students to collaborate and develop entrepreneurial skills through real world, hands-on learning experiences.
Friends of SWVA	\$ 82,050	10/1/2017	3/31/2019	Awarded	Virginia Department of Housing & Community Development/Friends of Southwest Virginia	To build the capacity of rural communities in effectively undertaking community development projects that support new and emerging businesses. The community builder program will add a direct service component for graduate Rally communities where there is existing capacity.
UVa-Wise Oxbow Center for Technology & Innovation	\$ 335,422	10/1/2017	9/30/2020	Awarded	Tobacco Region Revitalization Commission	A new HVAC system to replace the existing heating and air unit that is antiquated and nonfunctioning in the Oxbow Center. The center is an existing asset strategically located in the town of St. Paul adjacent to the Clinch River which will be utilized for environmental education and co-working / accelerator space for technology companies.
Friends of SWVA Rally Fall 2017-Thompson	\$ 26,364	12/1/2017	3/23/2019	Awarded	The Thompson Charitable Foundation/Friends of Southwest Virginia	The <b>Thompson Charitable Foundation</b> has invested for a third Community Builder position that will support adventure and nature tourism strategies and projects in Buchanan and Tazewell counties. The position will work directly with a community working group and will focus specifically on project ideas that result from the SWVA Economic Forum.
SWVA Regional Emerging Leaders Program	\$ 140,000	10/1/2018	9/30/2019	Pending	Appalachian Regional Commission	To build upon community development programs such as Rally 1 and 2 and design an emerging leaders program for the region.
Go VA Building Capacity Year 1718	\$ 650,000	3/14/2017	6/30/2018	Awarded	Virginia Department of Housing & Community Development	Provide funding for the GO Virginia support organization. The support organization must be able to assist the Regional Council with the deep thinking required to address the economic challenges facing each Region. The support organization will be working across the region to recommend feasible strategies that have been vetted, are supported by data, and will benefit rural and urban areas of the Region. The support organization will support collaborative planning, economic and workforce development activities, conduct economic impact analysis, review best practices and recommend projects to the Regional Council.
Go VA Per Capita Year 1718	\$ 503,000	1/1/2018	6/30/2019	Awarded	Virginia Department of Housing & Community Development	Provide funding for GO Virginia Per Capital Grant solicitations that will be issued by UVa-Wise at the direction of the Region One Council. A proposal review process has been established by the council and grants will be recommended by the Council for state GO Virginia board's approval.
Go VA Building Capacity Year 1819	\$ 361,111	7/1/2018	6/30/2020	Awarded	Virginia Department of Housing & Community Development	Provide funding for the GO Virginia support organization.
Go VA Per Capita Year 1819	\$1,000,000	7/1/2018	6/30/2020	Pending	Virginia Department of Housing & Community Development	Provide funding for GO Virginia Per Capital Grant solicitations that will be issued by UVa-Wise at the direction of the Region One Council.

Office of Economic Development & Engagement  
The University of Virginia's College at Wise  
Six-Year Plan Narrative – July 2018

## Overview

The University of Virginia's College at Wise has a transformational impact on its students, and a 2016 economic impact study completed by Tripp Umbach, a nationally recognized consulting firm, quantified the overall economic impact of UVA-Wise on the Commonwealth to be \$84 million and \$64.5 million impact on the coalfield counties located in far southwest Virginia.

The College at Wise continues to provide high-impact programs and initiatives specifically designed to meet the needs of the region in which it operates. Through providing leadership in helping to establish regional economic development and public health strategies or providing opportunities for faculty and students to connect with regional stakeholders, UVA-Wise plays a significant role in education, health and economic development within Southwest Virginia. The paragraphs below outline the community, public health, and economic development efforts, which positively affect the families, community stakeholders and businesses in Southwest Virginia.

## Opportunity SWVA

In 2012, UVA-Wise led the development of *the Blueprint for Entrepreneurial Growth and Economic Prosperity* and provides leadership and staff support to Opportunity SWVA, the entity formed to implement the roadmap for promoting entrepreneurial activity. Through collaborative partnerships, the initiative is working to rally existing and emerging economic and community development efforts to create thriving entrepreneurial communities that will accelerate progress for both new and established ventures. The Opportunity SWVA's steering committee now consists of 36 members representing 26 organizations, across 19 counties and four planning districts. Steering committee members include representatives from regional university and college systems, workforce development boards, the private sector as well as the small business development centers, economic development authorities, planning districts and community action organizations.

Although Opportunity SWVA and UVA-Wise cannot take direct credit for the creation of new businesses and jobs in the region, the initiative, through the implementation of various programs and work of resource partners, has definitely affected the entrepreneurial ecosystem in Southwest Virginia, spurring more entrepreneurial opportunities. Within the past three years, over 100 new businesses formed and created over 300 new jobs in the region. Opportunity SWVA and its partners have worked collaboratively to host opportunity and community coaching summits, as well as entrepreneurial competitions leading to the creation of tool kits for communities to use for hosting their own business concept competitions.

During Opportunity SWVA's initial years, the initiative emphasized a single point of contact to help direct entrepreneurs to the appropriate resource and to keep track of their progress. Over the last two years, the initiative still provides that same service, but is placing more focus on assisting localities with becoming entrepreneurial communities that provide welcoming and consistent support to entrepreneurs. Through Rally SWVA (**Real Action Learning Laboratories**), an entrepreneurial communities and capacity-building program, 17 communities have successfully complete a Rally 1 program. Led by UVA-Wise and funded by state and federal partners, Rally SWVA is designed to recruit

Office of Economic Development & Engagement  
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new leaders, build leadership capacity through skill development and provide opportunities to practice those skills on a meaningful and visible community initiative. The Rally SWVA process provides positive coaching, leadership development activities, and facilitated discussions that emphasize goal setting based on a shared vision, consensus building, outcome measurement, moving from talk to action, and other skills the communities identify as priorities. With the use of the \$3,000 mini-grant, community leaders build a sense of team as they work together to accomplish meaningful community projects that strengthen their project management skills to tackle larger projects. Projects were funded through the Building Collaborative Communities (BCC) grant, Appalachian Regional Commission (ARC) grant, and a Virginia Tourism Corporation (VTC) investment. In addition, many of the participating communities are able to secure matching project funds. Each community has focused on tangible, momentum-building investments to strengthen community engagement and foster a spirit of progress.

As an expansion strategy of Rally SWVA, Opportunity SWVA has developed a Community Builder fellowship to provide communities with additional energy and talent to accomplish their goals. Directly tied to the outdoor recreation strategies of Appalachian Spring and POWER investments, Virginia Department of Housing and Community Development and VTC have provided funding for implementation of a strategy to place economic opportunity catalysts in local Southwest Virginia communities. In the fall of 2017, UVA-Wise hired four part-time, yearlong Community Builder positions assigned to Dungannon, Haysi, Norton, and St. Paul, as well as Buchanan and Tazewell Counties to add a direct service component in assisting them with building their entrepreneurial ecosystems and working on existing and potential projects, called Rally SWVA 2. UVA-Wise provides management support and oversight for all of the Rally initiatives.

### **SWVA Economic Forum**

UVA-Wise Office of Economic Development leads a regional planning team of nearly forty individuals to coordinate the SWVA Economic Forum. Since its inception in 2016, the Forum has attracted over 350 participants annually. The Forum brings together representatives from government, industry, education and civic organizations that are working on economic development initiatives in the region to find ways to move Southwest Virginia forward. Each year, participants learn of ongoing initiatives and have opportunities to provide input and generate new ideas. UVA-Wise provides opportunities to connect across regions and initiatives. For example, at the 2018 Forum, Opportunity SWVA launched a new micro-funding program with five businesses. The goals were to use the Kiva loan community-backed loan tool ([www.Kiva.org](http://www.Kiva.org)) to provide a supplementary capital source for SWVA entrepreneurs while providing a community support mechanism fostering entrepreneurial communities. The Kiva strategy generated \$23,000 in new capital for three businesses with a total of 400 loans.

An annual SWVA Economic Forum will continue to be held on the campus of UVA-Wise for as long as the region feels the event is meaningful and impactful.

### **Wise Innovation Ecosystem (Wise IE)**

In the summer of 2017, UVA's Board of Visitors approved a \$3.5M, five-year Strategic Investment Fund (SIF) grant for the UVA-Wise Innovation Ecosystem, also known as Wise IE. To create a culture of innovation that materially enhances the UVA-Wise student experience and the Southwest region of Virginia, the College at Wise is leveraging funds from SIF with existing resources in a strategic and

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intentional way. The goal is to support organic economic growth, enhance student experiences through engagement, and develop the talent needed to expand creative ventures across the broader region. Currently, UVA-Wise offers the only four-year, ABET accredited Software Engineering degree in the Commonwealth of Virginia. Additionally, prior to the SIF award, UVA-Wise offered entrepreneurship courses, a student entrepreneurship organization (Innovators INC.), business concept competitions, and a small “maker space” with 3D printers and a laser cutter.

The primary focus of the SIF funded Wise IE effort is to expand on these assets and:

1. increase enrollment in technical programs such as software engineering, computer science and management of information systems (MIS);
2. create a center for innovation for students to collaborate and develop entrepreneurial skills through real world, hands-on learning experiences.

In order to accomplish these objectives, the College at Wise is leveraging funds from the Virginia Tobacco Commission, the Virginia Department of Housing and Community Development's Building Entrepreneurial Economies grant and private donors to do the following:

1. Increase Enrollment and Enhanced Experience in Technical Programs

The software engineering, computer science and MIS programs at UVA-Wise provide exceptional opportunities for students to gain employable skills, which address the skills gap in the information technology industry. Additional marketing resources were needed to increase the awareness of the programs throughout the state and nation. Furthermore, opportunities exist for the College at Wise to increase retention of STEM students and enhance the student experience through summer bridge programs, turbo classes in mathematics, data-structures and programming as well as enhancing an early prevention program to identify at-risk students and offer a more high-touch approach to enabling them to succeed. New initiatives such as summer programs in cybersecurity and entrepreneurship as well as coordinating and hosting a cybersecurity symposium for the region are part of this initiative. Additional staffing, including a cybersecurity faculty member, as well as instructors in math and technology are supported by SIF funds.

2. Establish a cross-disciplinary Center for Innovation

The Center for Innovation will serve as a resource to all academic disciplines across the UVA-Wise campus, coordinating interdisciplinary teams engaged with businesses throughout the region, providing educational programming and support for student business ventures, coordinating business competitions, and other activities. The creation of an interdisciplinary center will link the existing entrepreneurial assets and activities on Wise campus and provide a foundation that crosses traditional academic lines that will drive creative approaches to problem solving. To accomplish this, UVA-Wise will host an entrepreneurship boot camp with international components this summer (2018) and provide both virtual and physical spaces for student collaboration housing critical components for entrepreneurial ecosystem. Additionally, an entrepreneurial certificate program will provide students with an extra educational opportunity beyond the four-year degree to commercialize their business idea and have increased opportunities for paid internships through the Wise Works internship program.

Additional components of the Wise IE initiative are outlined below.



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**The Nest:**

In November 2016, UVa-Wise was awarded a \$15,000 Building Entrepreneurial Economic (BEE) Planning Grant from DHCD for The Nest concept. The Nest, “where ideas are hatched”, is an idea proposed by the Innovators INC entrepreneurship club to develop a collaborative space off-campus for pre-incubation of business ideas. The space will be open to community members and students. Located in the Town of Wise, the space will provide aspiring entrepreneurs access to resources that are critical to launching their businesses. The planning grant helped UVa-Wise to assess the need for an entrepreneurial space in the community, identify potential locations, evaluate similar models, and develop an operations plan for the facility. The college recently accepted a generous donation of a house within the Town of Wise that will become the future home of The Nest. UVa-Wise was pleased to learn that the College was recently awarded a \$40,000 BEE Implementation grant to support opening The Nest to a fully functional facility in 2018.

The SIF grant includes funding to support an entrepreneurship boot camp and activities at The Nest. With these funds, the College will hire an Innovation Center Director, a faculty member that will also teach entrepreneurial classes, which is vital to building entrepreneurship capacity at UVa-Wise. An Innovation Manager and Innovation Coordinator were hired in early 2018 to support The Nest and entrepreneurial programs at the College and in the region.

The Nest will provide resources, guidance, programs, and workshops to help turn your ideas into a reality and assist and educate aspiring entrepreneurs in the region. Business concepts, nonprofit ideas, and community-centered projects are all welcome. At The Nest, the mission is to grow and develop community in the Town of Wise and create more local businesses and projects. An 1100 square foot house in downtown Wise.

Program design and development has begun, and an operations plan for the space is currently being developed. The Nest’s team has been working with the entrepreneurship club Innovators INC as well as various UVa-Wise students to create awareness of the project on campus and identify potential students who would like to work out of the space. Tours and presentations of The Nest have been given to entrepreneurship and marketing classes at UVa-Wise, as well as the Student Government Association. These efforts are continuously expanding in anticipation for the launch of the facility in the fall. Additionally, key personnel has been hired to complete the UVa-Wise Innovation Ecosystem team. These include the Entrepreneurship Professor/Director, Innovation Center Manager and Program Coordinator.

**The Oxbow Center:**

To attract companies with virtual work opportunities as well as start-up companies to the region, UVa – Wise is establishing a co-working/accelerator space (The Oxbow Center) for emerging technologies where companies may co-locate their research and development activities in our facilities to work closely with our faculty and students. By sharing resources the companies gain expertise from our faculty and access to future employees from the UVa - Wise student body. The College benefits by working closely with emerging companies on real-world technological projects, by placing its students in viable businesses, and by expanding the economic base of the region.

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The Oxbow Center, which is owned by the UVa-Wise Foundation, is visible from Highway 58, the primary thoroughfare through the heart of Southwest Virginia. It is located in the town of St. Paul, which has been recognized by the Virginia Municipal League as a top achiever for towns with population under 5,000. With a multi-prong strategy to be ecologically responsible in economic development, promote nature-based tourism and business development and most recently to serve as an educational ecological epicenter of SWVA, St. Paul is creating the eco-system to support operations such as the Oxbow Center. Due to the buildings previous uses, it has access to redundant power grids and broadband. The facility will open in summer 2018.

With a physical space specifically designed for technology companies and the workforce and support services encompassing the region, the Oxbow Center will serve as a tremendous catalyst for garnering attention from early-stage and companies doing work virtually. Clustering activities and like-minded, technology focused companies into one center will foster synergy and collaboration between the member companies.

### **GO Virginia – UVa-Wise as Support Organization**

The Virginia Initiative for Growth and Opportunity (GO Virginia) is a bipartisan, business-led economic development initiative that is changing the way Virginia's diverse regions collaborate on economic and workforce development activities. The objective of the GO Virginia initiative is to promote the creation of high wage careers, private sector job growth, and diversification across the Commonwealth through incentivized collaboration between business, education, and government. The Virginia Growth and Opportunity Fund (VGOF) provides grant funding for regional projects that align with the GO Virginia mission, as well as each region's industry targets and strategies.

The state is divided into nine regions that are each focused on tailoring solutions to their unique economic situations with the ultimate goal of creating higher-paying jobs in a sustainable environment, improving the economic situation and outlook for all Virginians. Region One includes the counties of Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington Wise, and Wythe; and the cities of Bristol, Galax and Norton. The Region One Council is a 22 member board that is private industry led and has representation from education, workforce, local government, and economic development.

The University of Virginia's College at Wise Office of Economic Development and Engagement serves as the support organization for the Region One Council. Operating with the advice and consent of the regional council, this role includes providing fiduciary oversight and administrative services for the activities funded by GO Virginia in Region One. Specifically, UVa-Wise provides grant administration, project management, project recommendations, and collaborative planning. In addition to overseeing the administrative and financial aspects of the regional council, UVa-Wise is leading efforts to encourage regional collaboration and develop regional projects that will grow the economy in Southwest Virginia. UVa-Wise led the development of the Economic Growth and Diversification Plan for Region One, which was released in September 2017. The Plan provided a new, resilient path to economic renewal throughout Southwest Virginia and identified targeted industries and implementation strategies that could signal high-wage job growth in the region. UVa-Wise is also leading work groups throughout the region that are focused on developing projects specific to the industry targets: Advanced Manufacturing, Agriculture and Food and Beverage Manufacturing, and Information and Emerging Technologies.

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Since the first solicitations of proposals in December 2017, UVA-Wise has worked with seven applicants to develop and refine their GO Virginia proposals. Due to the grant requirements, several project proposals were not sent forward and are continuing to improve their proposals to meet the criteria. Two implementation projects have been recommended by the Region One Council to the GO Virginia State Board for approval. One project was approved in April 2018, while one project was asked to re-apply once further locality partnerships are met. The Region One Council also recommended a planning project for approval to the Virginia Department of Housing and Community Development in June, which is awaiting approval at this time.

**Healthy Appalachia Institute**

The Healthy Appalachia Institute (HAI) at The University of Virginia's College at Wise (UVA-Wise) is committed to building a culture of health in Southwest Virginia through sustainable, innovative, collaborative and community-based approaches. In collaboration strong community partners, HAI is focused on building capacity and leadership at the regional, county, local levels, and at UVA-Wise, across broad sectors to address public health challenges that impact communities in Southwest Virginia. HAI is addressing critical public health issues through the facilitation of large scale events, including the Synthetic Narcotic and Opioid Abuse Prevention Summit in November 2017 with 360 participants and the May 2018 regional forum, Black Lung Disease in Appalachia: The Emerging PMF Epidemic, with 140 participants; supporting local health coalition development; addressing disparities in oral health outcomes with the LENOWISCO Oral Health Partnership; engaging undergraduate students at The University of Virginia's College at Wise in public health education, research and practice with the Healthy Appalachia Institute Research Fellowship, Practice Fellowship, Global Health Scholars Program and the newly created Minor in Public Health; and through strong and long standing partnerships with the Karen S. Rheuban Center for Telehealth, UVA Cancer Center, UVA School of Nursing, and UVA Center for Global Health.