

2017 ANNUAL REPORT



Educational Victories = Economic Strength

SOUTHERN VIRGINIA HIGHER EDUCATION CENTER



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Dr. Betty H. Adams has served as the SVHEC's executive director since 2009.

MESSAGE FROM THE EXECUTIVE DIRECTOR

Without education there can be no economic advancement.

For more than 30 years this sentiment has been and continues to be the driving force behind the Southern Virginia Higher Education Center (SVHEC). Through a forward-thinking partnership model, the SVHEC leverages scarce resources to provide citizens of rural and educationally underserved Southern Virginia access to comprehensive post-secondary opportunities.

SVHEC is advancing the region's access to skilled workers by filling education gaps. SVHEC's focus is on "capacity building" - enhancing skills and building knowledge that our community members need to be fully engaged in rewarding careers. We build capacity in four ways, and we're producing significant outcomes as you'll see throughout this report:



Turnkey Operations: We Expand Educational Opportunities

We make it easy for degree-granting institutions to expand educational opportunities in Southern Virginia. We take care of operations for our partner institutions: Danville Community College, Southside Virginia Community College, Longwood University and Old Dominion University. Since we provide a turnkey solution, these schools don't need to worry about logistics and can focus on bringing high-demand certificate and degree programs like nursing, business administration, human services, criminal justice and education to Southern Virginia, in an affordable way. [pages 6-9]



Technical Training: We Build a Skilled Workforce

We've strategically developed technical training programs to match the region's employer needs. Welding@SVHEC, IT Academy, Mechatronics and Work Ready Foundations are some of the proprietary programs we've created at our industry partners' request. Industries are increasingly seeking out the SVHEC to develop credential-based and noncredit technical training. [2017 credentials produced: 110] [pages 10-14]



R&D Services: We Boost Regional Industries & Entrepreneurs

Our R&D Center for Advanced Manufacturing and Energy Efficiency (R&D CAMEE) gets things done for regional industries and entrepreneurs: Since 2010, R&D CAMEE has helped industries and entrepreneurs adopt new technologies, provided short production runs and offered proof-of-concept services. R&D CAMEE staff collaborate regularly with the Commonwealth's research universities on energy-efficient construction materials projects. [Companies served in 2017: 34] [pages 15-18]



STEM-H Outreach: We Activate the Next Generation

We introduce kids to the exciting world of STEM-H careers through engaging outreach activities. We're working to develop a healthy worker pipeline by delivering hands-on activities that introduce K-12 students to STEM-H (science, technology, engineering, math, health) careers. In addition to helping students expand their dreams, we build awareness about local jobs and training. [K-12 students reached: 6,199] [pages 19-20]

- Dr. Betty H. Adams, Executive Director, SVHEC

IMPACT

PROBLEM

Local businesses have trouble finding employees with skills that match their needs.

SOLUTION

We're creating educational partnerships, relevant training solutions and financing pathways to produce a competent, skilled and passionate workforce.

DID YOU KNOW?

We have R&D resources at our fingertips here in Southern Virginia! SVHEC can help your business make a prototype!

SVHEC's **R&D Center for Advanced Manufacturing & Energy Efficiency (CAMEE)** will program CNC machines for all but one of Steinway & Sons' piano frames!

With our partners, we've introduced **6,199 K-12** students to exciting careers in science, technology, engineering, math and health (STEM-H). This year, SVHEC's Area Health Education Center (AHEC) connected with **2,490** individuals interested in pursuing a nursing career!

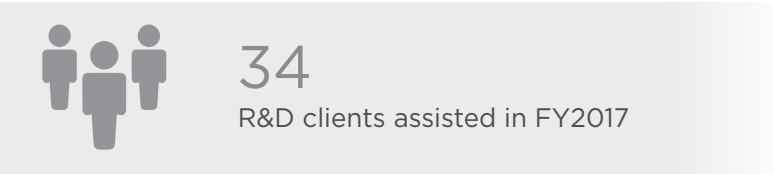
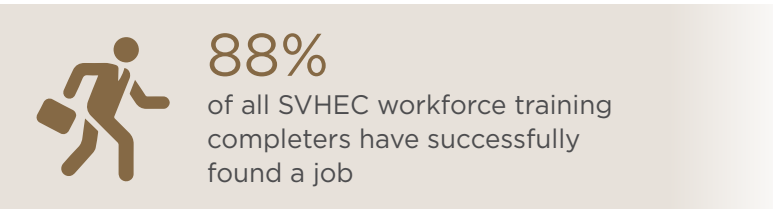
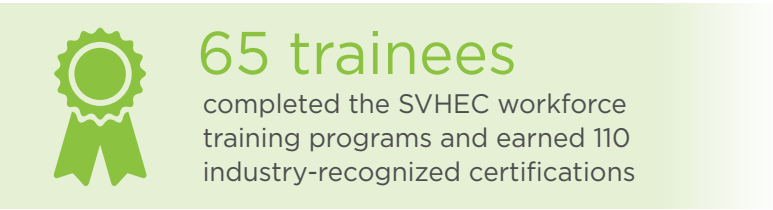
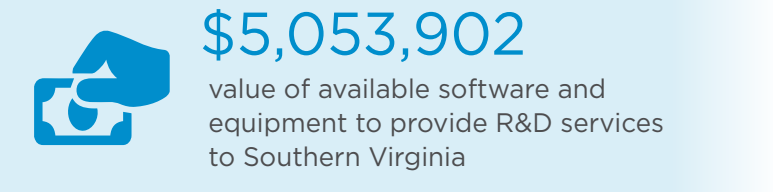
WHAT YOU'LL LEARN IN THIS REPORT

- What the SVHEC does
- What hands-on programs we offer
- Why STEM-H careers are our future
- How we celebrate trainees
- How we build workforce capacity in Southern Virginia
- How we're connected to Virginia's wineries
- What "Nursing is Here!" means to us

BY THE NUMBERS

Student Enrollment Breakdown

Degrees are provided by SVHEC educational partners:
Danville Community College, Southside Virginia Community College, Old Dominion University and Longwood University



Students enrolled with SVHEC Educational Partners

| FOR CREDIT | FY2017 TOTAL | % OF TOTAL |
|--|--------------|------------|
| Total Students | 1,489 | |
| Male | 279 | 19% |
| Non-White | 301 | 20% |
| Hispanic | 518 | 1% |
| Pell Grant Recipient (community colleges only) | 518 | 39% |

| LITERACY | # MALE | # NON-WHITE | TOTAL |
|----------------|--------|-------------|-------|
| GED | 33 | 66 | 89 |
| ESL/ABE* | 24 | 52 | 67 |
| Literacy Total | 57 | 118 | 156 |
| % of Total | 37% | 76% | |

* ESL = English as a Second Language, ABE = Adult Basic Education

ABOUT US

EDUCATIONAL VICTORIES = ECONOMIC STRENGTH



The mission of the Southern Virginia Higher Education Center (SVHEC) is to advance Southern Virginia’s economic potential through education, innovation and collaboration.

Located in South Boston, more than 75 minutes from the nearest state-supported four-year institution and on the fringes of the closest community colleges, the SVHEC provides vital educational access and workforce training to an underserved rural population. By serving as an incubator, broker and developer of innovative educational and applied research pathways, the SVHEC is focused on retooling Southern Virginia’s rural workforce for jobs in the new economy.

Since 1986 the SVHEC has provided access to affordable post-secondary education by forging unique alliances with academic and industry partners. The SVHEC began operations in a 500-square-foot mobile unit on the grounds of the local high school.

Thanks to a long history of community- and partner-based support, the SVHEC has grown from serving a handful of students in its original location to serving more than 1,400 for-credit students and more than 300 workforce training participants.

Currently located in two repurposed tobacco warehouses donated and renovated with support of local benefactors, tax credits, and grants, the SVHEC now provides 100,000 square feet of technically sophisticated educational space that prepares trainees for Science, Technology, Engineering, Math, and Healthcare (STEM-H) careers including nursing, IT, and advanced manufacturing.

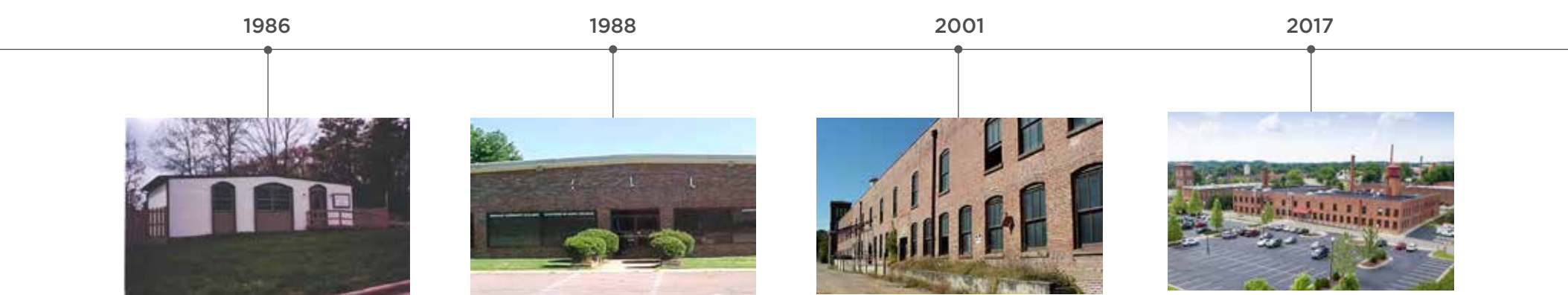
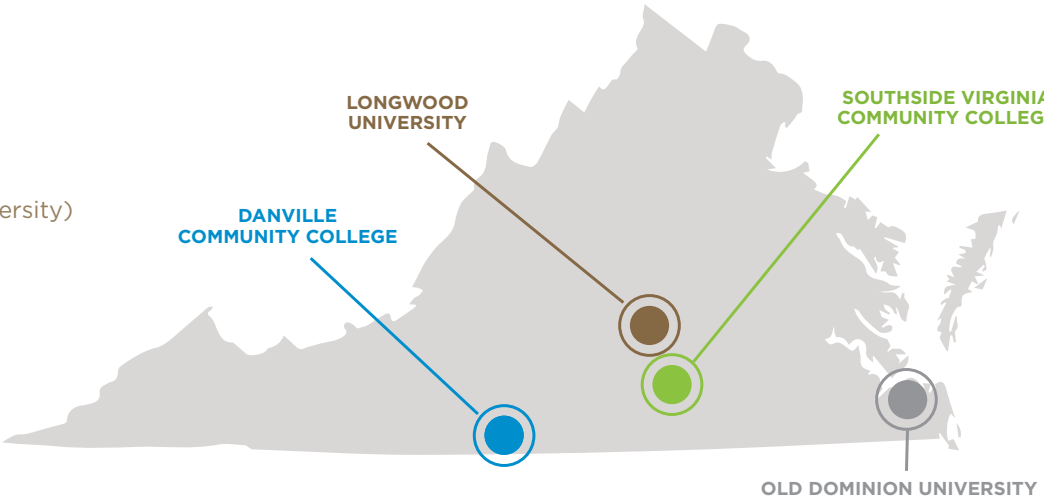
GOVERNANCE

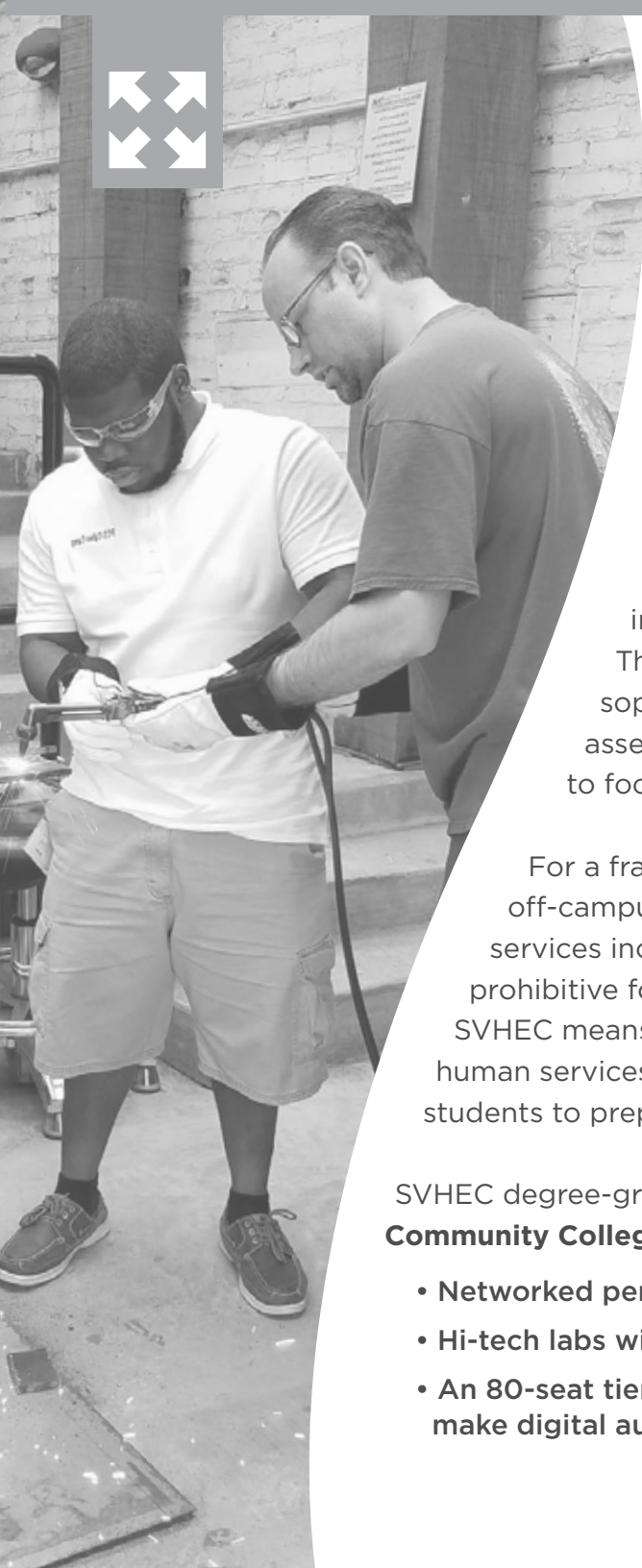
2016-2017 BOARD OF TRUSTEES

- Mr. W.W. “Ted” Bennett
- Mr. Peter Blake
- Mr. Gerald “Jay” Burnett
- Mrs. Mattie Cowan
- The Honorable James Edmunds
- Dr. Merle Herndon
- Dr. Charles Lee
- Mr. Doug Lee
- Dr. Ken Perkins (designee of President Reveley, Longwood University)
- Mr. Tom Raab (designee of Dr. Glenn DuBois, VCCS Chancellor)
- Dr. Al Roberts
- The Honorable Frank M. Ruff
- Dr. Bruce Scism
- Dr. Charlette Woolridge
- The Honorable Thomas “Tommy” Wright

EXECUTIVE LEADERSHIP

- Dr. Betty H. Adams, Executive Director
- Mrs. Patty Nelson, CPA, Chief Finance and Operations Officer
- Dr. Nettie Simon-Owens, Chief Economic Advancement Officer





TURNKEY OPERATIONS: We EXPAND Educational Opportunities

We take care of logistics which allows degree-granting institutions to focus on what they do best – educating our local workforce.

The SVHEC builds workforce capacity by making it affordable for degree-granting institutions to bring high demand degree programs to rural Southern Virginia.

The SVHEC provides and manages more than 100,000 square feet of technologically sophisticated educational space – classrooms, simulation labs, computer labs, assessment center, offices and meeting spaces – which allows educational partners to focus on students.

For a fraction of what it would cost for a college or university to build and operate an off-campus site, the SVHEC offers access to a two-building campus and operational support services including communications, security, housekeeping and technology. It would be cost-prohibitive for educational partners to secure and operate their own buildings; having access to the SVHEC means partners with degree programs like nursing, education, business administration, human services and criminal justice can serve Southern Virginia, allowing the next generation of students to prepare for in-demand jobs in their communities.

SVHEC degree-granting partner institutions: **Danville Community College, Southside Virginia Community College, Longwood University** and **Old Dominion University**:

- Networked personal computers and digital audio-visual projection systems
- Hi-tech labs with advanced machining and simulation technology
- An 80-seat tiered conference center with dual high definition (HD) projection systems that make digital audio-visual presentations come to life



State-of-the-Art Facilities

The SVHEC staff works with partners to ensure facilities are continually upgraded to meet the needs of degree-granting partners and their students.

“ Being at the SVHEC has been great for the Longwood Small Business Development Center. The facility and staff are first class, which makes assisting my clients much easier. ”

—Lin Hite, Regional Director, Longwood Small Business Development Center located in the SVHEC Innovation Center

Turnkey Services Provided

- Assessment & Testing
- Facilities Maintenance
- IT Support and Operations
- Literacy Services
- Marketing & Outreach

EDUCATIONAL PARTNERS:





LEARNING SPACES



FY2017 UPGRADES:

- Two video conference web classrooms compatible with next generation VCCS institutions
- Campus wireless system to support the latest mobile devices
- Five wide-format high definition projectors
- One large-format touch-enabled computer classroom
- 12 laptops for the student “day-loaner” checkout program in each building



“Without the Higher Education Center, there is no way possible that I would be where I am today. I obtained two Associate Degrees (General Studies and Administrative Support Technology) through the community colleges and am now taking classes with ODU Online towards my Bachelor’s in Leadership with a minor in Human Services. I am a working mother of three, and the Center has made it convenient for me to further my education by housing different educational institutions all in one location.”

—Sherrita Clark, Old Dominion University Site representative and ODU Online student



HIGHLIGHT: Steps of Faith

After being homeschooled and earning a GED, Faith O’Neil thought she was through with school. “I decided I was free, and I didn’t need to do school anymore. I definitely wasn’t ever going back,” she says.

But life had other plans. She found a job, began working, had a child and realized she wasn’t satisfied in her career, working at a hotel front desk. A Southside Virginia Community College (SVCC) flyer triggered Faith to take the first step in changing her life.

“I called just to see what they could tell me or if there were any resources available,” says Faith. “I thought I’m probably not going to be any good at this, and I know I don’t have the money to do this.” The warm response by the Community Colleges staff at the Southern Virginia Higher Education Center gave her the confidence to take another step. “They were so helpful,” says Faith. “They told me not to worry about the financial part right now, just come in and they’d give me a placement test.”

Faith was soon enrolled in SVCC’s general studies associate degree program. She received her degree two years later and began working as a freelance writer. When she decided to pursue a bachelor’s degree, Faith again found the assistance and resources she needed through the SVHEC.

“I went back to the higher ed center and said I really want to get my bachelor’s degree, but I have children — I can’t just pack up and go do it,” says Faith. “Also, finances were a concern for me at that time.”

She enrolled in the Professional Communications bachelor’s degree program offered by Old Dominion University at the SVHEC. While completing her bachelor degree studies, Faith worked in an entry-level marketing position with Sentara Halifax Regional Hospital (SHRH). Within days of graduating, the SHRH marketing manager’s position became available. With her experience and bachelor’s degree in hand, Faith applied and was hired.

“Everyone should know that the SVHEC is an excellent community resource,” says Faith. “There are people there who care about you — and your future — and are willing to do what they can to help you excel and succeed in your educational and career endeavors.”

“The SVHEC is an excellent community resource. There are people who care about you, and your future, and are willing to do what they can to help you excel and succeed in your educational and career endeavors.”

—Faith O’Neil, ODU Professional Communications bachelor’s degree graduate, MBA candidate and Marketing Manager at Sentara Halifax Regional Hospital



TECHNICAL TRAINING:

We BUILD a Skilled Workforce

As the economy improves and workforce training needs expand, employers increasingly seek out SVHEC to develop and deliver noncredit and credential-based technical training. SVHEC has responded by developing a slate of third-party, industry-approved, credential-based programs in high-demand careers including welding, mechatronics, information technology and work ready foundations. Compressed schedules allow employers to rapidly fill new jobs or upgrade existing ones, and they allow program participants to get back into the workforce quickly. Also, training can be customized to meet specific employer needs.

In addition, training is developed around real-world, practice-based exercises, and program completers are immediately ready to jump into their new positions. Because credentials are stackable and can be built up over time, they also create sequenced career paths.

“The SVHEC’s partnership with Siemens represents the pinnacle of what we hope to achieve in workforce certification training across the state. I am especially proud that one of only four such training programs in the world will be based in rural Virginia.”

—Todd Haymore, Commonwealth of Virginia Secretary of Commerce and Trade

SIEMENS

The SVHEC is the first global provider of noncredit Siemens credential

One of the agency’s most important initiatives involves credential-based training to support Southern Virginia’s third largest employment sector – manufacturing. The agency is focused on “mechatronics” training, an approach that prepares for a world of automation and robotics-based production and distribution by combining mechanical, electrical, computer, and software & control engineering to design and manufacture products.

Since 2015, the agency has partnered with Siemens AG to offer the Siemens Mechatronics System Certification Program (SMSCP) in South Boston. The central theme of SMSCP is its “System Approach,” a set of teaching and learning methods Siemens developed over 25 years in Germany.

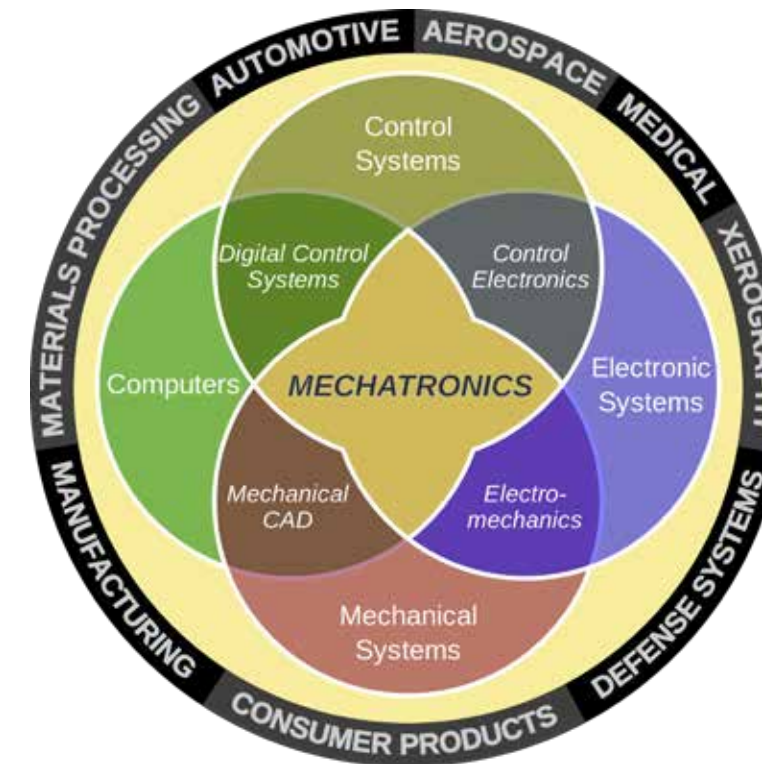
In October of 2016, the SVHEC was selected by Siemens to become the only location in the world where non-degree Level 3 Mechatronics training is offered. Currently, the Level 3 certification is available only through three university-level engineering programs: two in the United States and one in South Korea.

The new SVHEC-Siemens partnership makes the Siemens Mechatronic Systems Certification training and certification available as a noncredit, compressed-timeframe option. Best of all, training and certification are “equipment and vendor neutral” meaning that technicians working in any industry with any equipment, can reap the benefits.

Siemens Mechatronics Systems Certification Program Levels 1, 2 & 3 are all available at the SVHEC.

“Noncredit workforce credentials are an essential part of building the new Virginia economy and preparing our trainees to be competitive members of the 21st century workforce.”

—Terry McAuliffe, 72nd governor of the Commonwealth of Virginia





We Celebrate Trainees' Success

Individuals who successfully complete SVHEC workforce training programs are presented with a certificate of completion and the credentials they've earned at a completion ceremony attended by family, friends, trainers, employers and stakeholders invested in a strong workforce for Southern Virginia. Completion ceremonies are held in the summer, with an additional ceremony in the winter, as needed.



65 trainees

completed the SVHEC workforce training programs and earned 110 industry-recognized certifications



88%

of all SVHEC workforce training completers have successfully found a job



“ This is the best hands-on training program and instructors in the region. ”

—Welding@SVHEC completer Dustin Coles

Partnerships Expand IT Career Pathways

An expanded partnership between SVHEC and community college partners Danville Community College (DCC) and Southside Virginia Community College (SVCC) provides increased access to DCC and SVCC information technology (IT) degree programs. With newly formalized Memoranda of Understanding, signed on June 7, DCC and SVCC will award college credit to individuals who earn industry-recognized credentials through the SVHEC IT Academy.

SVHEC IT Academy trainees who successfully earn CompTIA A+, Server+, Network+ and Security+ certifications will receive college credits that apply directly to three DCC IT programs and four SVCC IT programs. Aligning the SVHEC noncredit credential programs with degree programs at partner community colleges streamlines career pathways to Southern Virginia's high-demand technical jobs.



“ Partnerships such as this one are key to the success of our college and the success of the students in Southside Virginia in preparing for today's high-paying, in-demand information technology careers. This agreement highlights the value of cooperation and collaboration that makes the best use of our resources to serve the educational and workforce training needs of the region. ”

— Dr. Al Roberts, President, Southside Virginia Community College





Instructor Excellence

Highly qualified individuals with years of industry experience are the key to building workforce capacity and the programmatic successes of SVHEC workforce training programs. In FY 2017, SVHEC trainers earned advanced, industry-recognized credentials ensuring workforce trainees receive applied, relevant instruction for Virginia's high-demand technical jobs.

Front Row:
Aaron Chandler: CompTIA Security +, Kelly Shotwell: CompTIA Network+

Back Row:
Will Soyars: Siemens Level 2 & 3 Mechatronics Certification, Ricky Gordon: Siemens Level 2 & 3 Mechatronics Certification, Troy Comer: AWS Certified Welding Educator & Inspector

Not pictured:
Jerry Elliott: AWS Associate Welding Inspector



“ I chose the IT Academy to open doors and jump-start a new career. I now have a new set of tools to work with. ”

— IT Academy completer Matthew Rulli



R&D SERVICES:

We BOOST Regional Industries & Entrepreneurs

Did you know that Southern Virginia has high-tech R&D equipment and know-how at its fingertips?

INVESTMENT IN R&D:
Software: \$2,964,748
Equipment: \$2,089,154

The SVHEC's Research & Development Center for Advanced Manufacturing & Energy Efficiency (R&D CAMEE) provides affordable, business-boosting research and development services to help regional industry and entrepreneurs succeed. R&D CAMEE staff advise clients in technology adoption, provide short production runs and offer proof-of-concept services. The R&D Center also collaborates regularly with the Commonwealth's research universities on a variety of energy efficient construction materials projects.

By offering one of the region's only working prototype labs, R&D CAMEE provides the technology, expertise and skills entrepreneurs and regional industries need to advance their ideas and bring their concepts to market. Southern Virginia is home to some of the most creative minds in the Commonwealth. When inspiration strikes, these entrepreneurs can turn to R&D CAMEE staff and transform their ideas from concept to commercialization.

R&D CAMEE staff work with clients to create virtual mock-ups and digital prototypes, using computer aided design (CAD). After virtually testing, evaluating and refining these interactive CAD models, the team produces realistically scaled models. Our staff leverage decades of industry experience, technical knowledge and a combination of sophisticated hardware and software assets including integrated CAD/CAM (Computer Aided Machining) to create processes, parts and finished goods.

“ It's fun to work with such great designers and figure out how to turn concepts into reality in a way that can be produced in a profitable way. This is truly an “art-to-part” process. ”

—Jay Rubino, Vice-President of Product and Process Development, HBF Furniture.



R&D Case Study #1

Custom Parts for A Virginia-Based Multinational Manufacturer

Newport News-based Keller America is a wholly-owned subsidiary of Keller AG Druckmesstechnik, Europe's leading manufacturer of isolated pressure transducers and transmitters. Taking advantage of R&D CAMEE's network and associated contractual opportunities, staff successfully bid to produce more than 1,000 custom parts for Keller America's auxiliary transducer. This project, requiring a rigorous quality assurance process with tight specification tolerances, demonstrated R&D CAMEE's advanced capabilities in CAD/CAM to meet the required specifications and to design, engineer and build custom fixtures essential to the production process.

The creation of a solid fixture model using Siemens NX CAD/CAM software demonstrates an advanced skill set not often found within educational settings and thus illustrates the talent SVHEC has been able to attract and grow within the organization. Just as R&D CAMEE used its talent and technology to complete the custom production run for Keller America, these resources are readily available to industries and entrepreneurs in Southern Virginia and can be leveraged to provide regional industries and entrepreneurs with the advantage they need to succeed in the global marketplace.



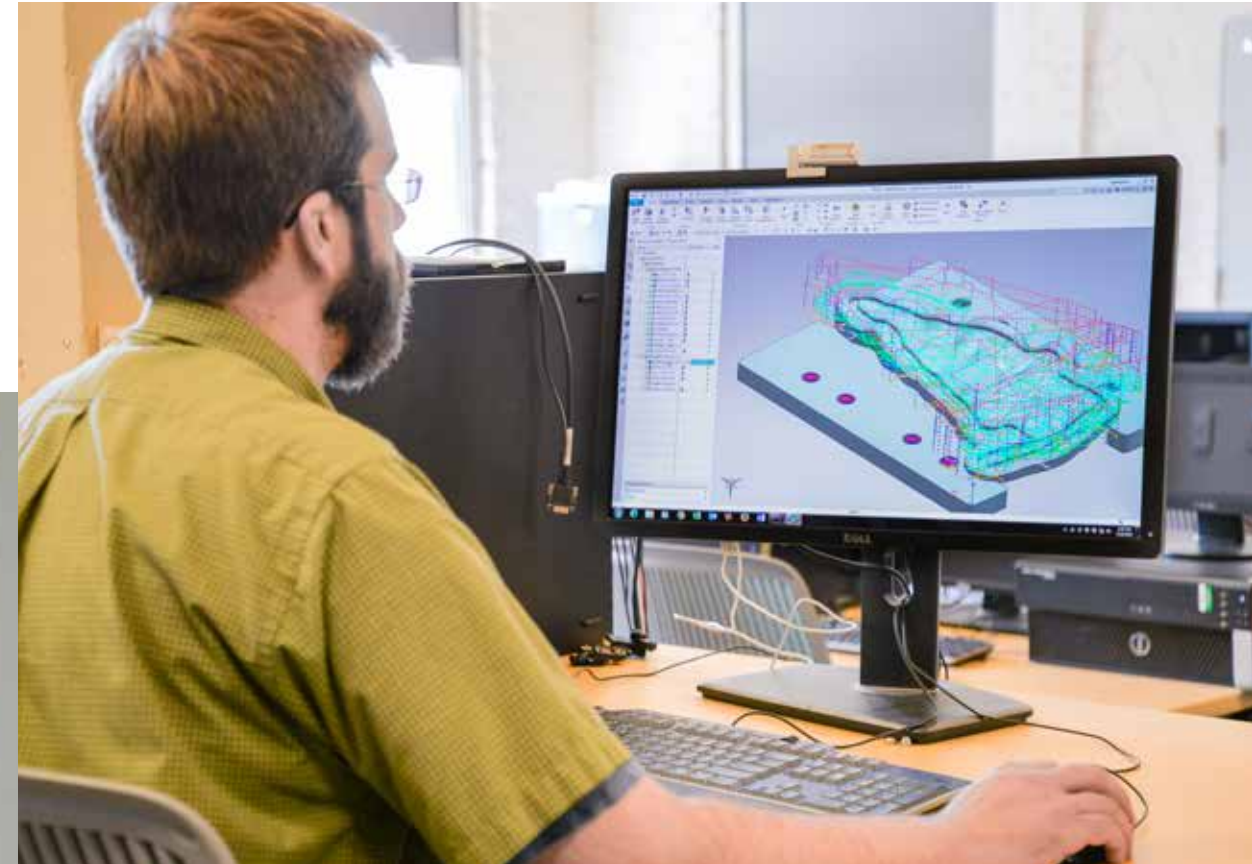
R&D Case Study #2

Programming for World-Renowned Piano Craftsman Steinway & Sons

R&D CAMEE will program Steinway and Sons' CNC machines to manufacture metal frames for some of their pianos!

World-renowned piano craftsman Steinway & Sons engaged R&D CAMEE for CAD/CAM programming work, with confidence that R&D CAMEE could meet Steinway's high quality standards. Because of R&D CAMEE's superior reputation and abilities with CAM and Computer Numerical Controlled (CNC) routers, manufacturer CR Onsrud referred Steinway & Sons to R&D CAMEE.

Leveraging its advanced abilities in CAM, and specifically in Siemens NX integrated design engineering, and manufacturing software, R&D CAMEE will program Steinway & Sons' new CNC routers to complete the post-foundry process machining on six of its grand piano frames and all of its upright frames. Additionally, R&D staff will serve as a resource when future additions and enhancements to the routers are needed. R&D CAMEE is incredibly proud to be part of Steinway's legacy, and to have its work impact generations to come.





R&D Case Study #3

Revolutionizing How Wine Barrels are Made and Reused

In FY 2016, R&D CAMEE was tasked with bringing a reusable/recyclable wooden barrel to commercialization for use in aging wine and other spirits. Successful completion of this project has potential to:

- Provide a cost-effective and useful barrel option for wineries and other spirits producers
- Open a new market for a currently undervalued wood species
- Reduce the current pressure on white oak timber stocks in the US, which are not adequate to meet current and project demands

Through a USDA Forest Service Wood Innovations grant, R&D CAMEE and private firm DB Global prototyped a wood barrel with design, material and engineering features that are advantageous in terms of cost, ease of use and reuse, longevity and environmental impact. One of the primary goals was to create a manufacturing design that would bring separate manufacturing components together to automate production. They accomplished this goal of automating production of the long pieces of wood that form the sides of the barrel (called staves).

In FY2017 R&D CAMEE achieved a major milestone with the delivery of 15 specialized automated manufacturing cell (SAMC)-produced barrels for field testing with enterprises that include wineries, breweries, and distilleries. These barrels have been strategically placed in locations throughout the Commonwealth including Southern, Central and Northern Virginia. Each field test location will provide critical feedback within two primary categories: 1. Overall use, handling and storage functionality of the barrel; 2. How the innovative barrel compares to the traditional barrel in regards to final maturation profile (i.e. taste, color, body, aroma, etc.) of the beverage product.

Preliminary feedback has been positive, and R&D CAMEE will apply this invaluable information towards continued product development.



STEM-H OUTREACH: We ACTIVATE the Next Generation

Developing a healthy worker pipeline in science, technology, engineering, math and health (STEM-H) careers is vital to building workforce capacity in Southern Virginia. The SVHEC recognizes this work begins early – in public school. Therefore, we invest significant resources to prime the worker pipeline by delivering hands-on experiences that introduce K-12 students to STEM-H careers and build awareness about available jobs and training in Southern Virginia.

Outreach in Action: “Experience SVHEC”

In FY 2017, the SVHEC launched “Experience SVHEC” to increase awareness about the SVHEC, its hands-on workforce training programs, and the value of STEM-H careers. During onsite tours, students visit the SVHEC training labs, learn about STEM-H careers available in Southern Virginia, and participate in STEM-H career-related demonstrations.

During one of these demonstrations, 5th graders saw and touched pig lungs, experiencing STEM-H related activities firsthand. One student from Chase City Elementary School called the experience “cool!” and expressed joy in the opportunity to “*learn new things.*”

“ Exposing students to the programs
and opportunities provided at the SVHEC
is vital to the future of our students. ”

—Linda C. Owen, Principal, Sydnor Jennings Elementary School



PROBLEM

There's an increasing shortage of nurses in regional healthcare facilities

Thanks to a \$125,000 grant from the Virginia Tobacco Region Revitalization Commission, SVHEC staff are collaborating with healthcare and educational partners to develop a regional marketing campaign to recruit students into nursing education programs at Danville Community College (DCC) and Southside Virginia Community College (SVCC).

Out of this effort, the “Nursing is Here” campaign was born.

The “Nursing is Here” theme highlights the reality that nursing education and high-wage nursing jobs are available right here, right now in Southern Virginia. The campaign seeks to increase nursing education applications and enrollments and to increase the number of nursing program completions by 25% in the academic year 2018-2019.

The campaign highlights diverse DCC and SVCC nursing students and graduates who now work in Southern Virginia. The familiar faces, in easily recognizable healthcare settings, reinforce the campaign’s “Nursing is Here” theme and imply that a nursing career is attainable. The full campaign will launch in Fall 2017 with a custom website landing page, print and website collateral, and a robust social media presence.

SOLUTION

Partner with healthcare employers to highlight the high-paying nursing careers that are available locally, right now



“We’re working hand-in-hand with our educational partners and regional healthcare providers to increase student enrollment numbers in the exceptional community college and university programs offered across the region.”

—Dr. Betty Adams, Executive Director, Southern Virginia Higher Education Center



This year, we connected with **2,490 individuals** interested in pursuing a nursing career!

HEALTHCARE PARTNERS:

- Sentara Halifax Regional Hospital (Halifax County)
- SOVAH Health-Danville (City of Danville)
- VCU-Community Memorial Hospital (Town of South Hill)
- Southside Regional Medical Center (City of Emporia)

EDUCATIONAL PARTNERS:



PARTNERS AND AFFILIATES

| | |
|--|--|
| A&E Race Cars | M.C. Dean, Inc. |
| ABB Group, South Boston | Mecklenburg County Public Schools |
| American Buildings Company | Microsoft Corporation |
| American Society of Furniture Designers | Mid-Atlantic Broadband Communities Corporation |
| Aquatic, South Boston | New College Institute |
| Atos | Old Dominion University |
| Atwork Personnel Services | Olive Hill Welding & Fabrication, Inc. |
| Beetoobi IT Solutions | Oval Engineering |
| BHI Energy | Piedmont Community College |
| BHK of America | Piedmont Maintenance & Services |
| C.R. Onsrud, Inc. | Piedmont Precision Machining |
| Center for Innovative Technology | Presto Products Company, South Boston |
| Charlotte County Public Schools | Sentara Halifax Regional Hospital |
| Comfort Systems USA | Siemens |
| Commonwealth Center for Advanced Manufacturing | Siemens Mechatronic Systems Certification Program (Technik Akademie Berlin) |
| Commonwealth Graduate Engineering Program | South Central Workforce Development Board |
| County of Halifax | Southern Virginia Higher Education Foundation |
| CSRA, Inc. | Southside Outreach Group |
| Danville Community College | Southside Virginia Community College |
| Danville-Pittsylvania Chamber of Commerce | Southwest Virginia Advanced Manufacturing Center of Excellence |
| DB Global, LLC | Spatial Integrated Systems |
| Debbie's Staffing Services, Inc. | Steinway & Sons |
| Department of Aging & Rehabilitative Services | Stuart Topp |
| Dollar General Distribution Center | Sunshine Mills, Inc. |
| Dominion Clover Power Station | Team Nurse |
| Dominion Metallurgical, Inc. | TEKsystems |
| DXC Technology | The Chastain Home for Gentlewomen |
| Epps Collision and Superior Signs, LLC | The Prizery |
| Faneuil, Inc. | TMI Autotech, Inc. |
| Ferguson Machining | Tobacco Region Revitalization Commission |
| GCB Staffing, Inc. | Town of Halifax |
| Halifax County Chamber of Commerce | Town of South Boston |
| Halifax County Industrial Development Authority | Tuck Farms |
| Halifax County Public Schools | United States Forest Service (an agency of the U.S. Department of Agriculture) |
| Haymes Brothers, Inc. | Virginia Advanced Study Strategies, Inc. |
| Huber Engineered Woods, LLC | Virginia Health Workforce Development Authority |
| Institute for Advanced Learning & Research | Virginia Department of Rail and Public Transportation |
| Keller America, Inc. | Virginia International Raceway |
| Kinex Telecom, Inc. | Virginia Manufacturers Association |
| Longwood Small Business Development Center | Virginia Space Grant Consortium |
| Longwood University | Virginia Tech |
| Longwood University's Institute for Teaching Through Technology & Innovative Practices | Virginia Technical Institute/NCCER |
| | West Piedmont Workforce Investment Board |

REVENUE & EXPENDITURES

- STATE: 56%
- GRANTS: 19%
- SVHEC GENERATED: 12%
- PARTNER FEES: 6%
- SVHEF DONATIONS: 4%
- LOCALITIES: 2%
- OTHER DONATIONS: 1%

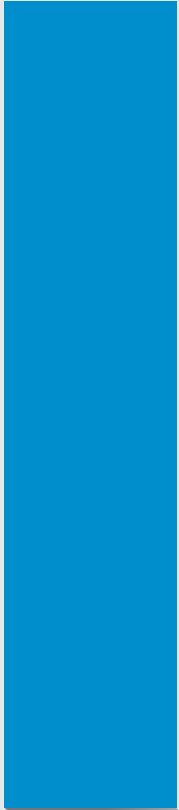


- PERSONNEL: 64%
- LEASE, UTILITIES, TELECOMMUNICATIONS: 18%
- EQUIPMENT: 8%
- OTHER: 7%
- REPAIR, MAINTENANCE, GROUNDS: 4%



Total Agency Expenditures
VS.
State Funding

\$4.84M



\$3.01M

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