

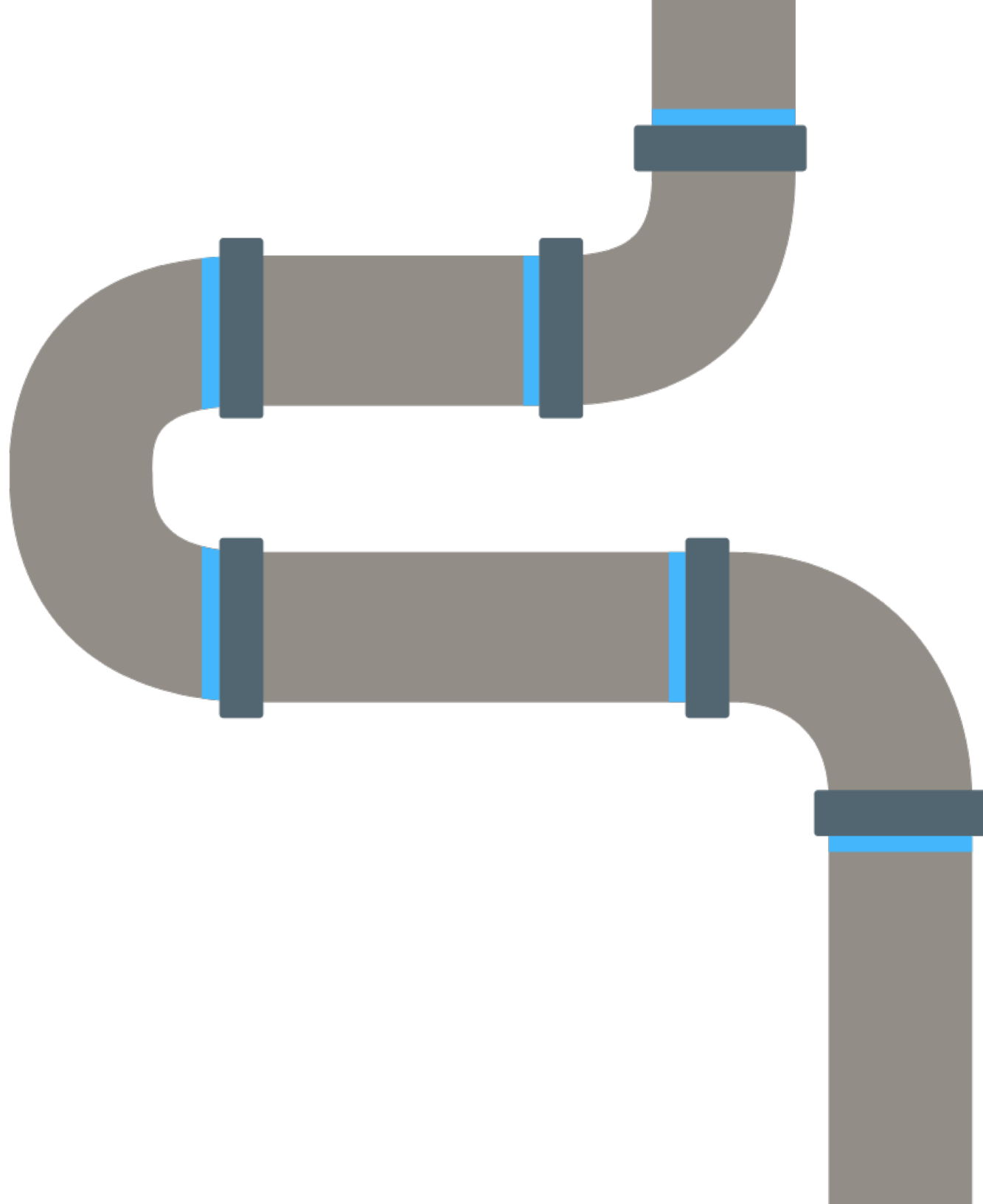


# SOUTHERN VIRGINIA HIGHER EDUCATION CENTER

ANNUAL REPORT  
2022 & 2023





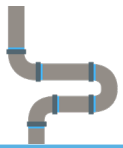


# Table of Contents

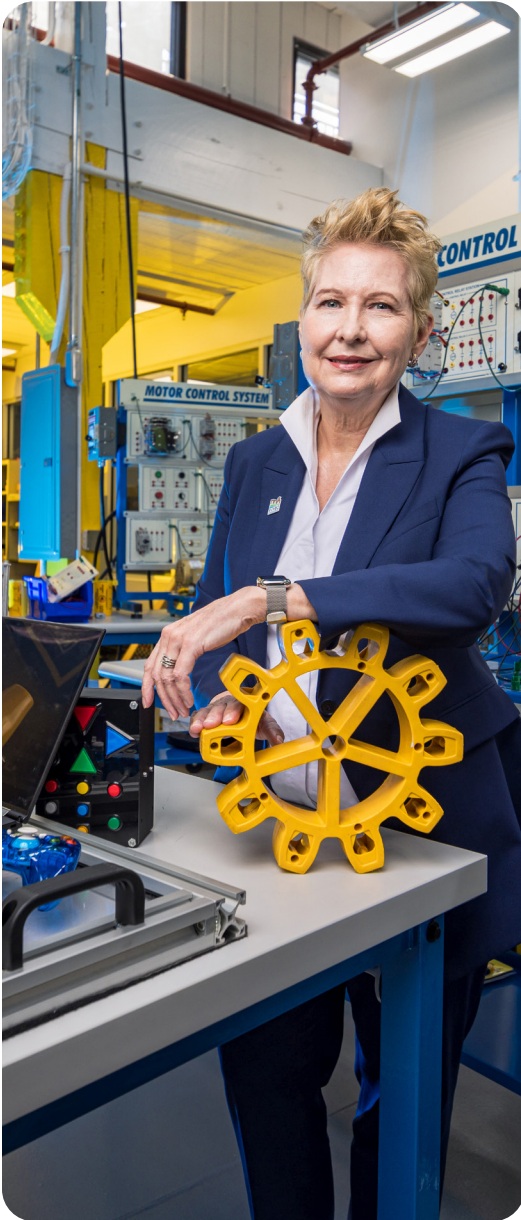
Message from our Executive Director .....	02
About the SVHEC .....	04
Governance .....	06
Our Opportunities .....	08
K-12 Programs .....	08
Degrees Programs .....	16
Technical Training Programs .....	20
ProductWorks .....	32
Impact .....	40
Partners & Affiliates .....	42

***“The certifications I earned from the IT Academy along with the internship were enough to get me through the door to start my IT career.”***

*— Angelica Alves, IT Academy Completer and 2023 Completion Ceremony Guest Speaker*



## Message from the Executive Director



Since its inception in 1986, the Southern Virginia Higher Education Center (SVHEC) has grown to become an essential driver of workforce development in Southern Virginia. From our humble beginnings in a 500-square-foot mobile unit on the grounds of the local high school, we have expanded into a three-building campus, showcasing 120,000+ square feet of technically sophisticated spaces.

SVHEC knows that a skilled and educated workforce is the most important factor influencing a region's economic competitiveness. The FY 2022/FY 2023 Annual Report highlights our laser focus on providing the college degrees and job training that prepare citizens for jobs that exist in the region today and those predicted for the future. By developing career pathways to in-demand jobs, we establish vital talent pipelines in key sectors such as information technology, healthcare, advanced manufacturing, technical trades, and engineering. This year, you are in for a double treat, as two action-packed years have been combined into one annual report!

First, you will learn about the importance of

early talent pool “priming” and some of our newest public school outreach initiatives. From the expansion of Career Choice East, a career expo connecting middle and high school students with regional employers and hands-on activities, to the AsPHIRE Mock Interview Day, where 10th-12th graders from Halifax, Mecklenburg and Charlotte County Public Schools brushed up on their employability skills, we have significantly invested in college and career-readiness opportunities for our region's public school students. Plus, you will hear about how the Career Tech Academy (CTA) has continued to grow pipelines from high school to in-demand technical careers.

Next you will read about the Center of Nursing Excellence (CNE), which supports a critical pipeline for regional nurses at all levels. With an increased demand for technical and customized training, we continue to strengthen the proficiency and capacity of our adult learner pipeline programs. Through collaboration with multiple stakeholders, the CNE underwent a comprehensive refresh of its simulation and skills labs.

As always, we continue to meet and exceed national and statewide standards for quality education. In March 2023, after a rigorous and comprehensive audit, the SVHEC was designated a National Center for Construction



Education and Research (NCCER) Accredited Training Sponsor (ATS).

This designation enhances our accreditation status, alleviating the need for (and expense of) having a separate ATS organization serve as our NCCER sponsor. In addition, the SVHEC was approved as a training facility by the Virginia Department of Professional and Occupational Regulation (DPOR) Board for Contractors, offering another pathway for craft professionals to pursue and achieve effective training and relevant credentials.

The SVHEC is also honored to have served industry through one-of-a-kind, customized training programs. You'll read about how Hitachi Energy tapped the SVHEC to develop a New Hires Training program and then asked us to deliver it to all new employees. We also partnered with Danville Community College to provide a cohort of Hitachi Energy employees with Industrial Maintenance Mechanic Training, a program that will be repeated in FY 2024. Finally, you'll learn how CTA and Workforce Training faculty joined forces to provide Presto Products with a customized Robotics Training program.

In FY 2022/FY 2023, SVHEC continued to focus on access to degrees that lead to regional employment.

For students interested in college degree pipelines, we worked to add new programs and support their efforts to find and apply to the

right programs. You'll read about our first College and Career Expo with Virginia Tech's College of Natural Resources and Environment (CNRE), the number-one ranked natural resources program in the United States. You'll also read about how, after managing and coordinating Cardinal Education's centralized graduate student support and enrollment services since 2021, we supported the launch of its new brand and strategic marketing campaign. Additionally, we helped this collective of six Virginia universities celebrate 40 years of offering online graduate programs in engineering and science to students across Virginia and around the world.

We are proud of the work we do at the SVHEC. Our annual report demonstrates how we advance the region's economic potential by developing vital talent pipelines to in-demand jobs, helping students find their pathways and then supporting them to completion. With many unique and innovative partnerships, we are honored to provide access to the education and training that encourages workers to stay in (and come to) Southern Virginia, a region we all love.



Dr. Betty H. Adams  
SVHEC Executive Director



## About the SVHEC



For almost 40 years, the SVHEC has helped people in Southern Virginia transform their lives by harnessing the power of education on their own terms. We began operations in 1986 out of a modest 500-square-foot mobile unit on the grounds of the local high school. Since that time, we've become a state agency and now operate out of two repurposed tobacco warehouses donated by local benefactors and renovated with community bonds, private donations, historic tax credits, and various state and federal grants. In 2019, to accommodate the growth of our job training programs, we expanded into the nearby commercial space of a renovated textile factory.

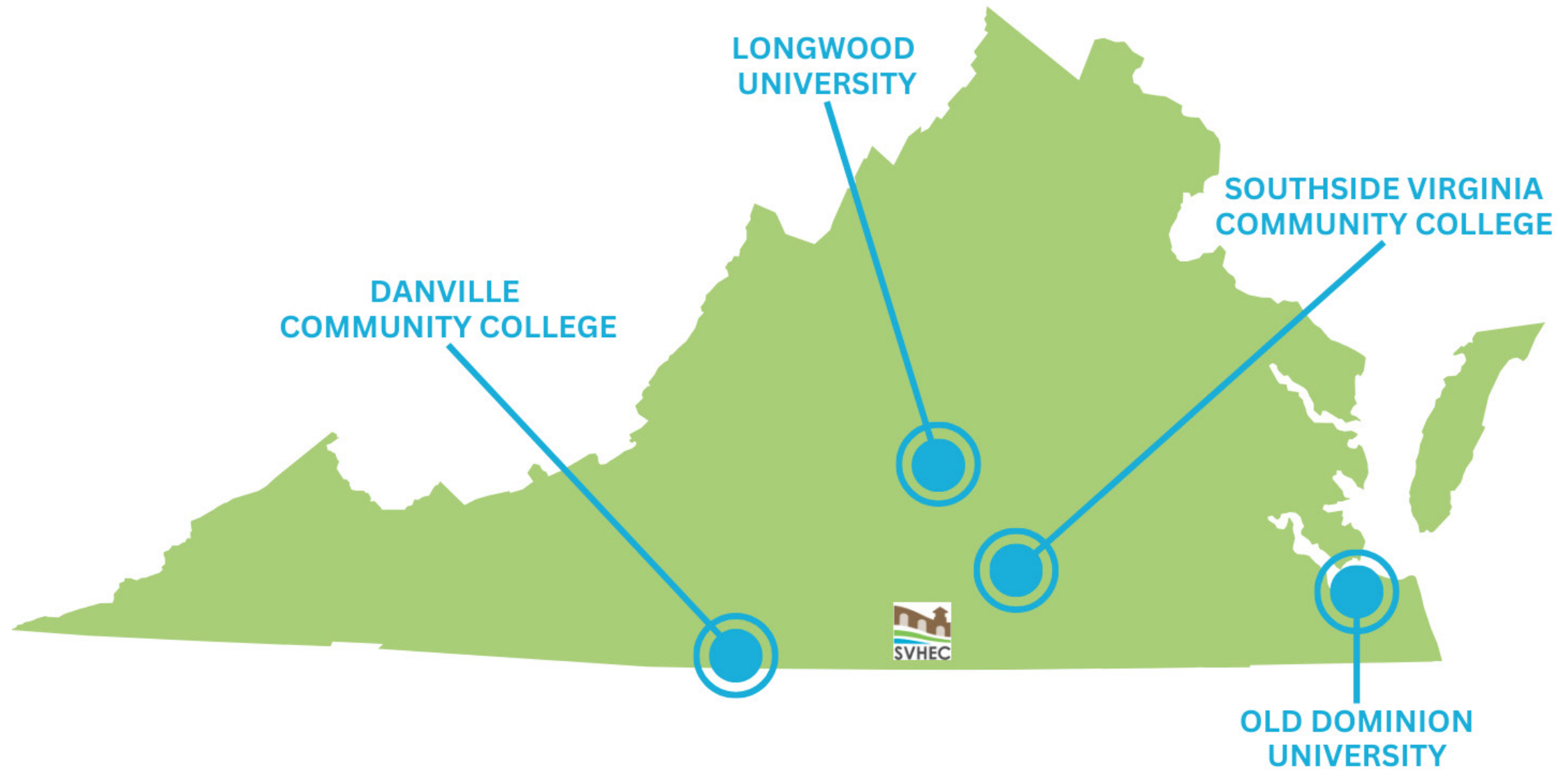
Today, the SVHEC is an epicenter of education and job training in Southern Virginia. Our campus features 120,000 square feet of technically sophisticated space, including high-tech classrooms and labs featuring simulation technology focused on Science, Technology,

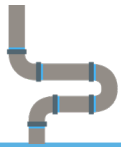
Engineering, Math, and Healthcare (STEM-H). Through a unique partnership with community colleges and state universities, we are able to offer convenient, affordable access to college degree programs, and job training opportunities right here in South Boston. We also provide short-term, hands-on, credential-based training in automation and industrial maintenance, information technology, welding, and HVAC to help students go from “zero to career” in less than a year. We are home to the Commonwealth’s only single-source location for product design and development services.

The SVHEC also seeks to help new and existing businesses and industries remain productive and profitable. Therefore, we offer employers the opportunity to partner on customized, innovative training solutions that support their evolving workforce needs. To make these opportunities as accessible as possible, financial aid and financial assistance for programs and training opportunities are available. We also offer day and evening classes for scheduling flexibility.

Your opportunity lives here — today and in the future. Through the SVHEC, you can advance your career and education, regardless of your age or stage of life.







### **FY 2022 Board of Trustees**

(July 1, 2022 - June 30, 2023)

Mr. Peter Blake

Ms. Mattie Cowan

The Honorable Nancy Guy

Dr. Quentin Johnson

Mr. Doug Lee

Mr. John Lee

The Honorable Louise Lucas

Dr. Muriel Mickles

Mr. Paul Nichols

The Honorable Hubert Pannell

Dr. Ken Perkins

*Designee of Longwood University*

Mr. Tom Raab

*Designee of the Virginia Community College System*

The Honorable Schuyler VanValkenburg

Mr. Dennis Witt

Dr. Charlette Woolridge

### **Executive Leadership**

Dr. Betty H. Adams, Executive Director

Dr. Nettie Simon-Owens, Chief Strategy Officer

Mrs. Brenda Terry, Chief Finance and Operations Officer

Mr. David Kenealy, Interim Chief Workforce Training Officer



## FY 2023 Board of Trustees

(July 1, 2023 – June 30, 2024)

Mr. Peter Blake

Ms. Mattie Cowan

Mr. Jeffrey Davis

Mr. Stanley Jeffress, Jr.

Dr. Quentin Johnson

The Honorable Louise Lucas

The Honorable Danny Marshall

Ms. Sheri McGuire

*Designee of Longwood University President*

Mr. Paul Nichols

The Honorable Hubert Pannell

Mr. Tom Raab

*Designee of the Virginia Community College System Chancellor*

Dr. Jerry Wallace

Ms. Grey Watson

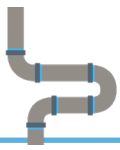
Mr. Dennis Witt

The Honorable Thomas Wright

The Honorable Schuyler VanValkenburg

*Served on the board full-time September 2, 2020-February 14, 2023, and is now an alternate*





## Our Opportunities: K-12 Programs

### **Completion Ceremony & Signing Day**

As the school year comes to a close, the Career Tech Academy (CTA) pauses to hold a completion ceremony. This celebratory event recognizes the growth and accomplishments of the high school juniors and seniors who have successfully completed hands-on training in automation and robotics, energy systems technology, information technology, welding, and work-based learning. During their CTA training, these 11th and 12th grade students from Charlotte, Halifax, and Mecklenburg counties earn high school and college credits, in-demand technical skills, and industry-recognized certifications.

In 2022 the CTA Completion Ceremony added an employer signing day to celebrate students receiving full-time job offers and going directly into the workforce. In the first year, 15 students signed job offers from Hitachi Energy, Comfort Systems USA, AJ Transport, Rogers Heating & Cooling, and A&T Customs, with an average starting salary of \$20 per hour.

Work-based learning students collectively worked over 2,500 hours during the academic year. In addition, in FY 2023, three students signed job offers with Comfort Systems, Hitachi Energy, and the Global Center for Automotive Performance Simulation (GCAPS).



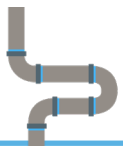
2022



2023







## Our Opportunities: K-12 Programs

### CTA Helps Fill the Tech Talent Pipeline

In 2019 the Commonwealth of Virginia announced the Tech Talent Program (TTP), an investment of nearly \$1 billion to increase the number of college graduates in computer science, computer engineering and related fields. SVHEC partner, Old Dominion University (ODU), was selected to participate in TTP and has a team working closely with us to increase awareness of bachelor degree opportunities in computer science, computer engineering and cybersecurity.

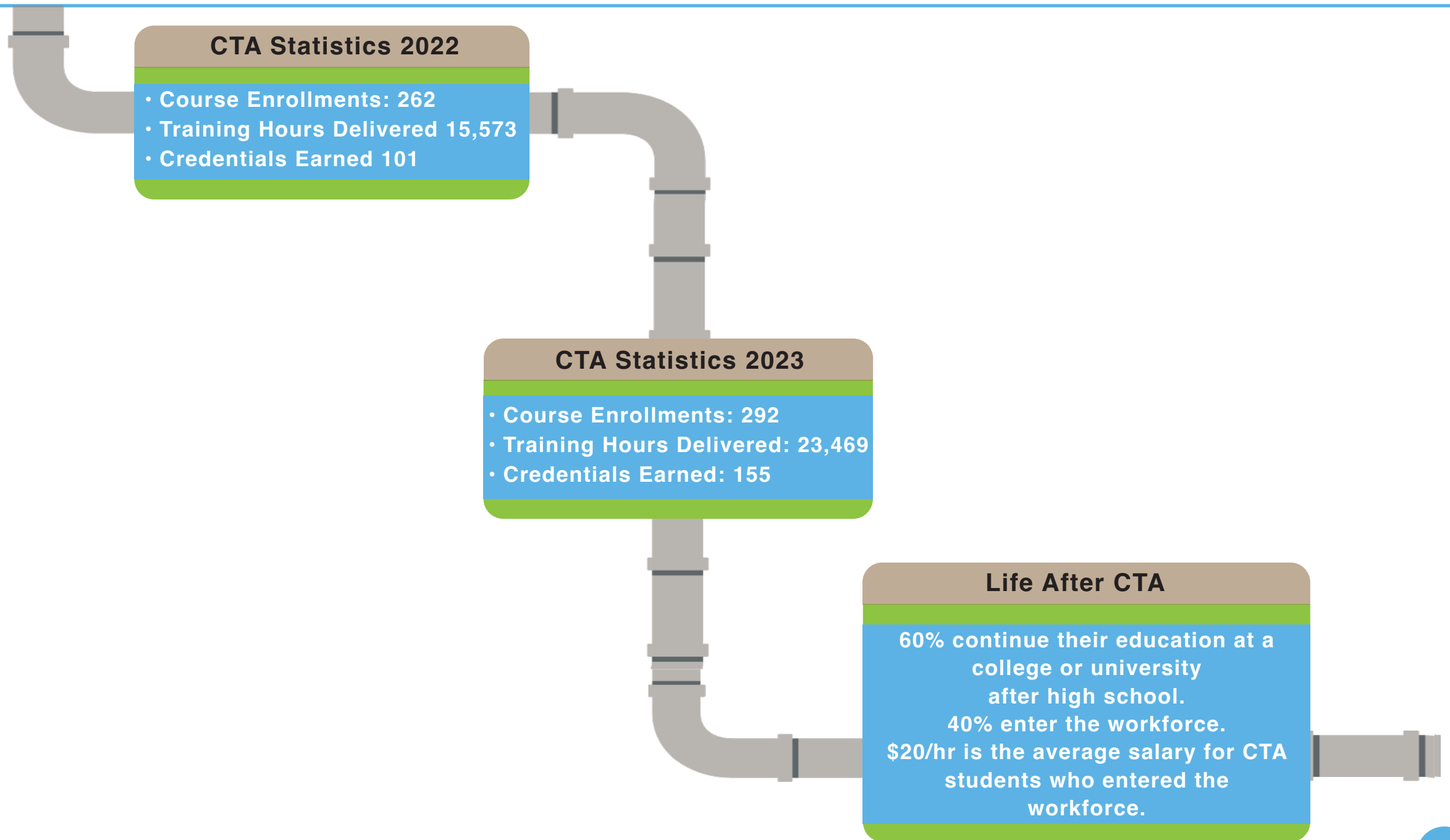
In 2022, Career Tech Academy (CTA) Information Technology students Kenneth Fears, Grace Wright and Sebastien Stovall were the first students from SVHEC to enroll in ODU as Tech Talent students. Kenneth and Grace are pursuing computer engineering while Sebastien is enrolled in the cybersecurity program. The students credited the CTA with playing a key role in their growth and preparing them to take this next step.

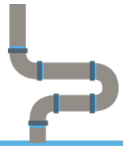
*“I really recommend this class to anyone in high school who doesn’t know what they want to do. It really gives you a sense of community because you’re surrounded by people who have the same goals as you.”*

— Grace Wright









## Our Opportunities: K-12 Programs



Aiden Coleman



Kate Bishop



Alexander Shaw



## Expanded Career Pathways with Youth Apprenticeship Program

Apprenticeships and related work-based learning experiences provide students with invaluable opportunities and job skills. As youth apprentices, high school seniors enrolled in the Career Tech Academy (CTA) Work-Based Learning course are matched with regional employers who provide them with an opportunity to apply the knowledge and skills gained during their junior year (Level 1) hands-on training program.

Since launching Work-Based Learning in 2020, CTA has placed students with a variety of regional employers representing a host of industry sectors from government and technology to energy and advanced manufacturing. While students are drawn to work-based learning for various reasons, they all agree that the experience is life-changing.

Aiden Coleman, who completed an IT internship at Mecklenburg Electric Cooperative said, “My goal for interning was to find a better direction of where to go later in my career. Being an intern has seriously improved my knowledge about the IT industry. I would say an internship is one of the single best ways to gain experience and knowledge in your field of choice, and it really helps prepare you for a real life job.”

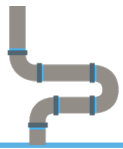
Halifax County student Kate Bishop completed an internship at SVHEC’s product design and development unit, ProductWorks. While working as a mechanical engineering intern, Kate was able to apply the knowledge she gained in CTA’s Level 1 Automation & Robotics program and continue to foster her love for computer-aided design (CAD).

“I wanted to challenge myself as well as learn as much as I can about the different opportunities in the engineering field,” Kate said. “My favorite thing about being an apprentice here is that the opportunities are endless, and every day I get to learn something new and hands-on.”

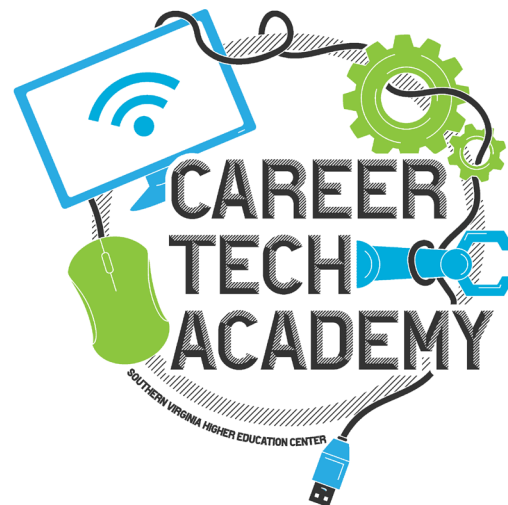
As a Mecklenburg County High School student, Alexander Shaw completed a Level 1 Welding training program through Southside Virginia Community College. With this training, he was able to enroll in CTA’s Level 2 Work-Based Learning course, and he was placed as a welding youth apprentice with Hitachi Energy.

“The best opportunity you will have is doing an apprenticeship,” Alexander said. “It gives you real-world experience, you get to do hands-on most of the time, and if you have a job that you’re looking for you’ll already be ready for it and have experience.”





# Our Opportunities: K-12 Programs



## CTA Defines Message and Look with Rebranding Effort

The Career Tech Academy (CTA) has experienced continued growth and achievement since launching in the fall of 2018. In FY 2022, we paused to reflect on this growth and take a strategic look at our messaging and branding. Working with Farmville, Virginia-based marketing firm Letterpress Communications, CTA stakeholders reviewed CTA's strengths and challenges, value proposition, and outcomes. We honed in on our "Why," asking "Why do we offer this programming?" and "Why should students come?" The result was a strategic marketing and branding guide that succinctly answers those questions and streamlines CTA's messaging.

### Other key deliverables included:

- New tagline: Explore Opportunities. Empower Your Future.
- Road map graphically representing the many career on-ramps and options for students.
- Updated marketing materials, including county-specific flyers with QR codes.

2022



## SVHEC Helps Students “AspHIRE” to Life After High School

In the spring of 2022, SVHEC began hosting the annual AspHIRE: Mock Interview Day in partnership with the Institute for Advanced Learning & Research in Danville and the New College Institute in Martinsville. Each year, high school juniors and seniors from Charlotte, Halifax and Mecklenburg counties are invited to attend.



During the event, students hone their interviewing skills by participating in mock interviews with local employers and community leaders, and they build their work-readiness skills by attending a series of short workshops on topics including HR and benefits, communication and LinkedIn.

At lunch students and interviewers sit together for a plated meal and enjoy a networking opportunity. The meal also provides students with an opportunity to apply their business etiquette skills.

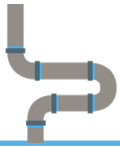


*“As teachers we tell them these things in the classroom, but until they actually have a chance to experience it, it doesn’t totally make sense. This event allows them to have the classroom meet the real world.”*

— Rhonda Benn, Randolph-Henry High CTE Instructor

2023





## Our Opportunities: K-12 Programs

### SVHEC Expands Participation in Career ChoICE

Each year, SVHEC sponsors and participates in the SoVA Career ChoICE Expo. The expo provides thousands of middle and high school students in Southern Virginia with an opportunity to connect with regional employers and explore career opportunities. After going virtual in 2020 and 2021, the in-person event resumed in 2022 and, for the first time, expanded to the east with a second expo held in Prince Edward County.

Career ChoICE-East was held on September 21 and 22 at Hampden-Sydney College, providing students from the eastern part of GO Virginia Region 3 with an opportunity to attend this impressive event.

The following week on September 28 and 29, Career ChoICE-West returned to the Olde Dominion Agricultural Complex in Chatham, Va.

- **1,600+** middle and high school students attended Career ChoICE-East
- **3,400+** middle and high school students attended Career ChoICE-West

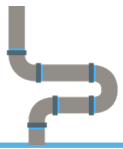
*“There are lots of students who want to stay in this region and they need to know what jobs they can get right here in Southern Virginia. Employers in all of our industry sectors are represented at the Career Choice events and talk to students about their careers.”*

*— Amy Cole, SVHEC Director of Student Services & Partner Relations*









## Our Opportunities: Degree Programs



### SVCC PN Program Returns with New Skills Lab

In the fall of 2022, the Southside Virginia Community College (SVCC) Practical Nursing (PN) program returned to SVHEC, providing students with more access to rewarding careers in nursing.

To accommodate additional users of the Center of Nursing Excellence (CNE), SVHEC renovated classroom space in the 820 Bruce Street building. The updated space houses a five-bed skills lab for basic and intermediate skills training with an adjoining classroom. When more advanced skills training is needed, students access the CNE's "refreshed" simulation lab, featuring eight new manikins simulating patients along the lifespan from pediatric to geriatric.

*"We are very excited to have the SVCC Practical Nursing program return. The staff in the Center of Nursing Excellence are looking forward to working with the staff and students to provide healthcare simulations and other imperative training for these healthcare students to help foster the quality care they will provide for their patients."*

*— Kimberly Throckmorton, CNE Manager*



*“Twenty-eight days into his tenure at DCC, Dr. Wallace was here at the SVHEC hearing our story and learning about us. He has taken every phone call and answered every email; he has been accessible and open to our requests for more DCC offerings here, and we are so appreciative of that.”*

*— Dr. Betty Adams, SVHEC Executive Director*

## SVHEC & Danville Community College Strengthen Ties

As one of SVHEC’s founding partners, Danville Community College (DCC) enjoys a long and fruitful relationship with SVHEC. So when DCC ushered in its seventh president, Dr. Jerry Wallace, SVHEC wanted to make sure he was welcomed with open arms.

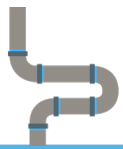
In fall of 2022, SVHEC hosted a reception for Dr. Wallace. The room was electric as students, staff and partners gathered to meet Dr. Wallace and give him a warm Halifax County hello.

During his remarks, Dr. Wallace shared his commitment to the relationship with SVHEC and promised to be a collaborative partner. He has lived out that promise as an engaged board member and supportive leader. DCC’s EMT program at SVHEC is one of the most popular short-term training courses, and, starting in the fall of 2023, DCC will bring new program offerings in phlebotomy and medication aide.

In spring of 2023, Dr. Wallace and his entire leadership team traveled to SVHEC to meet with executive leadership, tour SVHEC facilities, and discuss future opportunities.

The ties that bind these old friends have never been stronger.





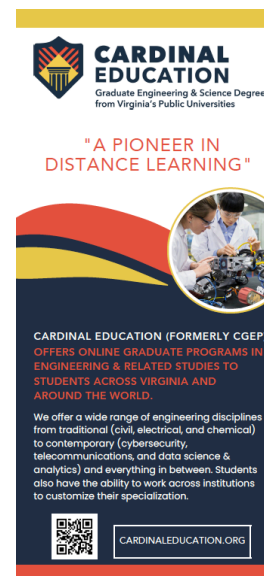
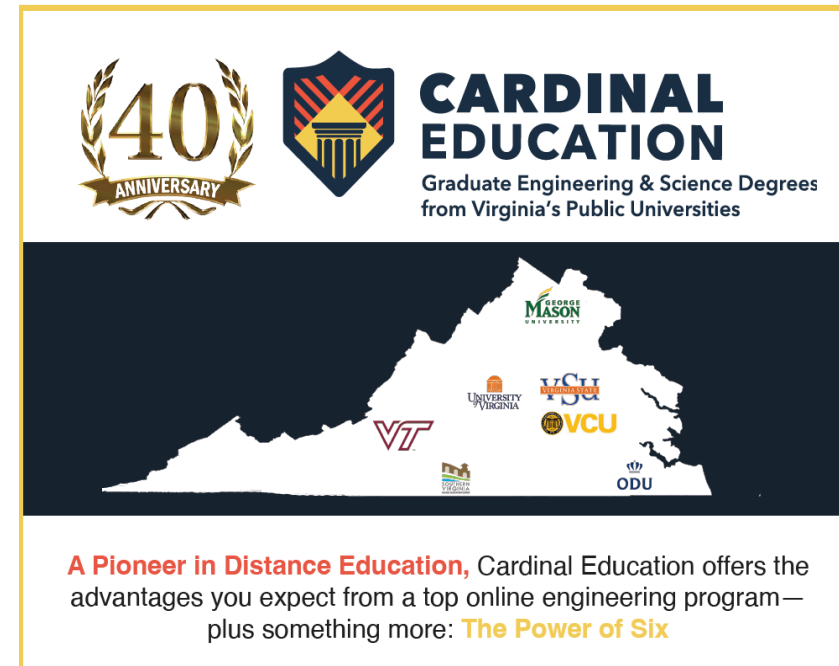
# Our Opportunities: Degree Programs

## SVHEC Supports Launch of Rebranded Cardinal Education

Cardinal Education (formerly known as the Commonwealth Graduate Engineering Program) is a partnership of six Virginia public universities offering online graduate programs in engineering and related studies to students across Virginia and around the world. It is the Commonwealth's oldest educational collaborative and — with 40 years of experience — is a proven leader in providing high-quality distance education.

In 2021, this venerable organization selected SVHEC to manage and coordinate its centralized student support, marketing and enrollment services. SVHEC staff now serve a critical role in Cardinal Education's strategic planning, coordinating statewide meetings and conferences and supporting ongoing marketing efforts.

SVHEC staff played a significant role in helping the engineering collaborative launch its new name and brand, which included a custom website, e-newsletter and marketing collateral. When Cardinal Education celebrated its 40th anniversary in 2023, SVHEC developed an anniversary booklet celebrating four decades of history, accomplishments and milestones.



## SVHEC Partners with VT College of Natural Resources and Environment to Host College and Career Expo

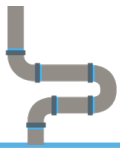
On December 6, 2022, SVHEC and the Virginia Tech College of Natural Resources and Environment (CNRE) partnered to host the first College and Career Expo event in South Boston.

The Virginia Tech CNRE offers degrees in forestry, fish and wildlife conservation, sustainable biomaterials, packaging, meteorology, water, geography, and more. It is the number one ranked natural resources program in the United States.

Throughout the day, high school and community college students engaged with CNRE college recruiters and representatives from the natural resources industry to learn about careers in the industry and educational pathways to those careers. Regional employers and representatives from agencies, including the Virginia Forestry Association, Virginia Department of Forestry, and Virginia Cooperative Extension, shared information on the variety of careers available within the vast field of natural resources.







## Our Opportunities: Technical Training Programs

### Workforce Training Program Hosts Completion Ceremony

One of SVHEC's proudest and most anticipated traditions is the annual Workforce Training Completion Ceremony. At the end of a busy training cycle, we take a moment to celebrate the amazing individuals who have completed a hands-on training program in HVAC, information technology, welding or employer-sponsored customized training. These individuals have balanced work, childcare, and family obligations to spend several evenings a week in SVHEC training labs learning a new skill set. During the ceremony, we applaud these students and recognize them for their perseverance and success.

In 2022 we returned to an in-person ceremony for the first time since 2019 and recognized 90 individuals. In 2023 we recognized 140 program completers who earned a combined 155 credentials.

*"The welding program here is really special. It's a great opportunity for young people — or people of any age — looking for a career change. You can come to our program with little to no knowledge at the beginning and then come out of the curriculum prepared and ready to take a job in the trade. Going through the welding program is one of the best choices I've made."*

*— Welding completer  
Charles Barksdale, 2022*

*Charles is now one of our Welding @ SVHEC instructors*

*"It hasn't always been easy; you've made some sacrifices. Many of you worked while you were going to school and had family responsibilities. But you pushed on through, and tonight is the night we celebrate that."*

*— Dr. Betty Adams,  
SVHEC Executive Director*

*"You don't have to have an Ivy League university degree or a four-year degree from anywhere to raise a family, earn a good living, live a comfortable life or have career opportunities come your way. You simply have to show up at work every day, whatever that work is, and be part of the solution, not part of the problem. It's that simple."*

*— Joey Chandler, Regional Factory  
Manager for Hitachi Energy;  
Workforce Training Completion  
Ceremony Keynote Speaker, 2022*

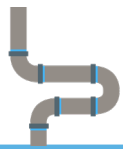
2022



2023







## Our Opportunities: Technical Training Programs



### Full-Circle Moment: SVHEC Earns NCCER Accreditation

The SVHEC first entered the short-term, credential-based training arena in 2014 when local employers approached us with an urgent need for welders. The collaboration that followed established the very successful Welding@SVHEC program and launched what would become the Workforce Training Division. The IT Academy, Industrial Maintenance/Automated Technology Systems and HVAC programs soon followed.

Employers associated with the Welding@SVHEC program requested the use of training and credentials certified by the National Center for Construction Education and Research.

NCCER is the nation's leading provider of construction education for career and technical education and industry programs. Their curriculum has been tested and approved by industry, and an NCCER credential represents a “seal of approval” recognized across the construction trades.

Implementing NCCER training required securing an accredited program sponsor. For many years, Virginia Technical Institute (VTI) in Altavista served in this capacity. With the growth and success of SVHEC's workforce training, the time was right for the agency to pursue accreditation as an NCCER Accredited Training Sponsor. This designation provides SVHEC with more autonomy and flexibility in providing future workforce training programs.

Under the direction of Chief Strategy Officer Dr. Nettie Simon-Owens, SVHEC established an NCCER accreditation workgroup that labored diligently for over a year in pursuit of this goal. The lengthy process included staff training and development, standardizing procedures, completing a lengthy application and passing a program audit. After completing an intensive five-hour virtual audit, the SVHEC's NCCER workgroup received official notice on April 12, 2023, that the agency had earned accreditation.

“The auditor was enthusiastic in noting multiple SVHEC procedures that she described as ‘best practices.’ This is truly a full-circle moment!” said SVHEC Executive Director Dr. Betty Adams.



## SVHEC's Training "Workhorse" Gets a Refreshed Look

The Oxford dictionary defines a workhorse as "a person or machine that dependably performs hard work over a long period of time." We couldn't think of a more perfect description for the Center of Nursing Excellence's simulation lab, which annually serves nearly 200 students and healthcare professionals and is used to provide more than 7,000 hours of training.



After a year of planning and securing funding, SVHEC unveiled an updated and "refreshed" Center of Nursing Excellence (CNE) on July 27, 2022. With a half-million dollar budget provided by generous donations and grant funds, SVHEC purchased eight new manikins, updated the audio/visual equipment used for healthcare education and hands-on training, and rolled on a fresh coat of paint. The difference has made an immediate and meaningful impact on student experiences.



*"For 14 years the CNE has established itself as an educational workhorse and powerhouse. It survived the Great Recession and the pandemic without missing a beat, yet we had no major upgrades since it was first launched in 2008. But now, thanks to a very generous group of donors, we have been able to give our workhorse a makeover, and for that we are very grateful."*

— Dr. Betty Adams, SVHEC Executive Director

## About the CNE Refresh

- **Project budget:** \$500,000
- **Key funders:** Sentara Healthcare, the Tobacco Region Revitalization Commission, the Southern Virginia Higher Education Foundation, Microsoft Corporation, and the Chastain Home for Gentlewomen.
- Eight new manikins with enhanced realism in age and racial diversity.
- Replaced server-based A/V equipment with a new Laerdal cloud-based system that provides greater recording and playback capabilities.
- CNE opened in 2008 and provides more than 7,000 hours of training to almost 200 individuals annually.

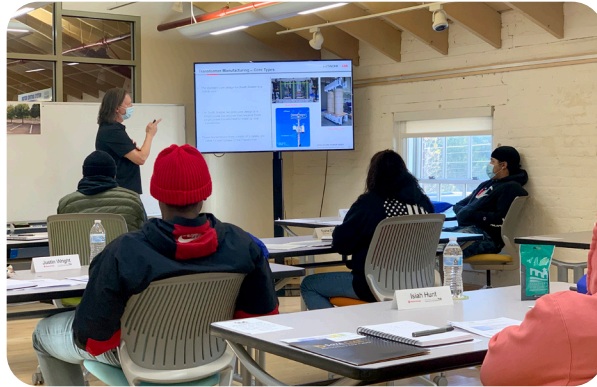
*"We're thrilled that we could be a part of this. It's a magnificent facility and resource, and we're happy to partner."*

— Brian Zwoyer,  
Sentara Halifax Regional Hospital President



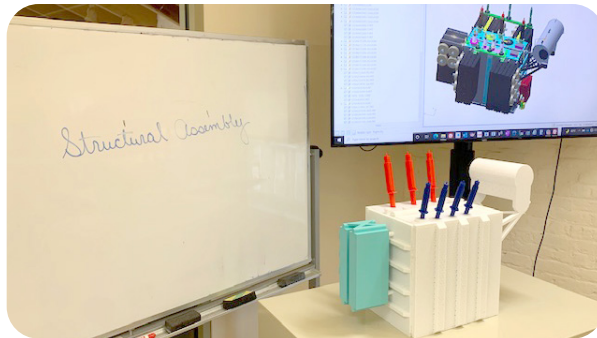


## Our Opportunities: Technical Training Programs



### SVHEC partners with Hitachi Energy for New Hires Training

SVHEC's Workforce Development department prides itself on listening to the voice of the employer and developing customized workforce solutions that meet the unique and specific needs of our employer partners. Because of this record of success, when Hitachi Energy (formerly Hitachi ABB) needed a solution to sustain the long-term health of its workforce, they came to the workforce professionals at SVHEC.



Through conversation and collaboration, a new five-day, in-person “New Hires Training” was developed. The training provides new Hitachi Energy employees with an introduction to the technical aspects of transformers, including structural assembly using a 3-D model, metric measuring devices and measurements, and blueprint reading. Technical instruction is paired with interactive modules on workplace expectations to provide new hires with an opportunity to share best practices, focus on specific company policies and better understand appropriate workplace behaviors.

In a unique collaboration, staff from SVHEC and Hitachi Energy serve as subject matter experts and deliver content. At the end of the week, Hitachi Energy's new employees have the knowledge and skills required to smoothly transition into the company's high functioning teams.



To date, the New Hires Training has been delivered to 97 individuals representing 168 training hours. ***“The new hire training program was developed to overcome the difficulty in finding this skill set in employees needed to support the business. By partnering with the SVHEC on new hire training, Hitachi Energy is showing our commitment toward investing in the future of our employees and ensuring our workforce has the skill sets required to accomplish our global mission.”***

*— Ryland Clark, Community Relations & Engagement Manager, Hitachi Energy*



### ITA Completer Jeremiah Fore Gives Back

Jeremiah Fore enjoys a successful IT career as a Data Center Infrastructure Engineer for the global tech company Cisco. His career journey started in 2018 when he enrolled in the IT Academy (ITA) CompTIA A+/Server+ course. He went on to complete additional ITA courses and gain more certifications, which he credits with giving him the foundation he needed to establish his IT career.

During the summer of 2022, Jeremiah returned to SVHEC not as a student, but as a volunteer donating his IT expertise to help build up the program that gave him the tools to launch his career. During his time at SVHEC, Jeremiah set up a virtualization platform using VMWare, a Cisco product he has firsthand experience with. The ITA will primarily use this new VMWare tool in the cybersecurity class (CompTIA Security+) to provide students with hands-on experience in vulnerability testing using industry standard practices.

“We love having Jeremiah back, and we’re so grateful he chose to give his time to us,” said ITA Director Kelly Shotwell. She hopes to eventually integrate the virtual platform into other ITA courses.

Jeremiah’s volunteer hours were part of Cisco’s Time2Give program, which allotted employees paid time off to make it easier for them to contribute their time and talents to make a difference in their communities and around the world.





## Our Opportunities: Technical Training Programs

### SVHEC Hosts National Manufacturing Day

National Manufacturing Day is celebrated annually on the first Friday in October. On October 7, 2022, SVHEC partnered with the Halifax County Chamber of Commerce, Halifax County Industrial Development Authority, and SoVA RISE Collaborative to kick off the celebration. The “Coffee & Commerce” event was held in the SVHEC’s Innovation Center, providing SVHEC with an opportunity to showcase its workforce training programs, training space, and equipment.

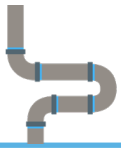
The day also included industry tours for high school students. SVHEC’s Career Tech Academy and other students from Halifax County High School participated in the tours, which provided them with a behind-the-scenes look at manufacturing and an understanding of how their studies are preparing them for a variety of positions in the workforce. The students thoroughly enjoyed the eye-opening experience, and SVHEC hopes to make this a new annual tradition.











## Our Opportunities: Technical Training Programs



### Journeyman's License

First Level of HVAC Tech Licensure  
2 Years of work experience + 2 years of education

OR

240 hours of vocational training + 4 years of experience

The HVAC@SVHEC training program exceeds the 240-hour minimum requirement; these hours can be counted toward licensing.

### HVAC@SVHEC Sees Growth: SVHEC Approved as DPOR Educational Provider for HVAC Training

The Virginia Department of Professional and Occupational Regulation (DPOR) Board for Contractors has designated the Southern Virginia Higher Education Center as an approved educational provider for heating, ventilation, and air conditioning (HVAC). This board regulates individual tradesmen who engage in trades ranging from electrical and plumbing to HVAC and elevator mechanics. SVHEC's designation as an approved educational provider means individuals may enroll and complete the approved HVAC@SVHEC courses to meet state licensing requirements.

According to SVHEC Chief Strategy Officer Dr. Nettie Simon-Owens, DPOR's approval of the SVHEC as an educational provider for HVAC training is a tremendous accomplishment for the agency, area employers, and adults interested in HVAC careers.

"The NCCER curricula used for the SVHEC's HVAC courses are designed to produce craft professionals with the needed skills for HVAC jobs," she said. "This approval provides another pathway for craft professionals to pursue and achieve effective training and relevant credentials. Thank you to DPOR's Board for Contractors for your review and approval of our application."

SVHEC provides HVAC training based on the National Center for Construction Education and Research (NCCER) curricula. HVAC@SVHEC includes NCCER Core, OSHA-10, and HVAC Levels 1 and 2. Each level typically represents one year of apprenticeship training.

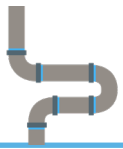
The new DPOR designation supports the regional workforce by providing local access to recognized HVAC training. Demand for HVAC technicians is high across the region and expected to increase. Currently, the pool of skilled technicians is not sufficient to meet the growing demand. This leads to multiple challenges for employers. SVHEC pursued the DPOR designation at the request of Rogers Heating & Cooling, a growing regional HVAC employer who needed a local training option to develop and recruit HVAC technicians.



*“With a passion for growth, Rogers Heating & Cooling strives to provide opportunities for team members to achieve their goals. A major goal for many on the team is HVAC certifications through DPOR. My first step to helping them achieve these goals was reaching out to SVHEC to see if they could help make this a reality. They took swift action and are now able to offer an accredited HVAC program right here in Halifax County. This is a huge win for individuals living in the area who have a willingness to grow in the industry. Being accredited through DPOR is going to make a major impact on the community, and I am proud to have been a small part in making this all happen. Thank you, SVHEC, for your continued support of the trades and local business in Halifax County and beyond.”*

— Alyssa Rogers,  
Rogers Heating & Cooling Vice President





## Our Opportunities: Technical Training Programs



### **HVAC@SVHEC Sees Growth: Facility Renovations to Create Expanded HVAC Training Space**

With the Career Tech Academy's addition of an HVAC training program, and increased demand in the adult HVAC@SVHEC program, there was a clear need for more training space for this growing program. Thanks to the support of the Southern Virginia Higher Education Foundation and leadership and expertise from Foundation board member Brian Burton, SVHEC's Heating, Ventilation, and Air Conditioning (HVAC) program has a new, bigger home. The HVAC training lab is now housed in 5,000 square feet of renovated space on the lower level of the 820 Bruce Street Building.

Since the HVAC program began in 2019, the program's equipment, classroom and training labs have been spread between the 820 Bruce Street Building and the Innovation Center. The renovation will create a self-contained training space with a classroom, training equipment, and office space for program leaders, all located in one area.

The timing is ideal, as the HVAC program anticipates growth due to its designation as a DPOR-approved training provider and the Career Tech Academy's expansion to add a new HVAC training program.



**BEFORE**







## Our Opportunities: ProductWorks



### ProductWorks Youth Apprentice Kate Bishop

SVHEC's Career Tech Academy (CTA) launched the Automation and Robotics program in the fall of 2021 with a cohort of four students. Among them was Kate Bishop, a Halifax County student who quickly distinguished herself with her grasp of the content and her programming abilities. For her capstone project, Kate programmed the FANUC robotic arm to play a short song on a keyboard. This task not only included a knowledge of music and programming, but also required her to 3D print "fingers" to attach to the robot and braces to hold the keyboard steady.

"The Automation and Robotics program helped me learn various things about robots and machinery, and that's where I found my love for CAD [computer-aided design] and designing parts with CAD."

After successfully completing the Level 1 training, Kate returned to CTA for her senior year to enroll in the Level 2 Work-Based Learning/Apprenticeship program. With her interest in Computer-Aided Design (CAD) and

her advanced programming skills, Kate was a natural fit for an apprenticeship with ProductWorks@SVHEC. ProductWorks is the Commonwealth's only single-source location for product design and development. Staff work directly with clients to translate their ideas into physical products.

In the fall of 2022, Kate joined the ProductWorks team as a mechanical engineering apprentice.

"I wanted to enroll in the apprenticeship program so I could challenge myself and learn as much as I could about the different opportunities in the engineering field," she said.

Again, Kate excelled in the hands-on environment, applying the skills she gained in her Level 1 automation and robotics training while gaining additional skills in CAD, machining and product development.

"This program has helped me through the hands-on experience and in realizing the aspects of the engineering field I love."

Kate's apprenticeship supervisor, ProductWorks Technology Manager Bradley Overby, has seen her growth and has nothing but praise for her.

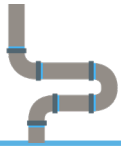
"Kate has been an absolute joy to work with," he said. "Her knowledge and her ability to accept new technical information and convert that over to an actual product has been wonderful."

After high school Kate plans on continuing her education at Danville Community College to earn an associate's degree in engineering or a diploma in machining and manufacturing.



Scan to hear Kate's Robotic Pianist





## Our Opportunities: ProductWorks



### ProductWorks Approved as Technical Assessment Center for GENEDGE Alliance

GENEDGE Alliance (GENEDGE), the Virginia chapter of the Manufacturing Extension Partnership (MEP) National Network, delivers consulting-based expertise and technology transfer to over 200 Virginia companies each year. During FY 2022 this established industry leader contracted with ProductWorks to perform a technical assessment for a client's invention.

The invention is from ESI Total Fuel Management (ESI), an international company headquartered in Ashburn, Va., and a proven expert in reliable diesel fuel filtration, life-cycle risk management, and providing effective diesel fuel quality systems management to critical diesel generator power systems.

ESI has invented a product to improve the process of converting the nitrous oxide found in a diesel engine's exhaust into less polluting molecules of nitrogen and water. A key component of this process is the nozzle that injects a liquid-reductant agent through a special catalyst and into the engine's exhaust stream. ESI has focused its invention on this injection nozzle. Innovation in this area is critical to stay ahead of tightening emissions standards.

ProductWorks will provide technical assessment services that will include:

- Injector design, including engineering work to develop the design for the legacy injector system.
- Injector prototype, including manufacturing, building, and assembly of the first legacy injector prototype based on the design developed in the design phase.
- Test environment design and assembly to develop and construct a test environment concept to replicate the exhaust environment the injector resides in.
- Injector research and development to include ProductWorks' developing possible improvements to enhance or improve ESI's invention.



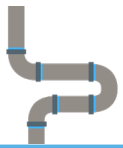
### **ProductWorks Designs CLT Table Featured at Forest Products Summit**

A cross-laminated timber (CLT) table designed and built by ProductWorks was featured in the Virginia Department of Forestry (VDOF) booth at the 2022 Forest Products Innovation Technology Summit. The table was used to promote the CLT growth opportunity that exists for Virginia's undervalued hardwoods. CLT is a unique, engineered building material that allows undervalued and low-grade hardwoods to be used as a prime building material. It can also be used in walls, roofs or ceilings, and the thickness of the panels can be easily increased by adding additional layers.

ProductWorks is a longtime advocate for the use of CLT and has a solid history with the Department of Forestry. Staff helped Virginia Tech certify CLT for use in the U.S. marketplace, and serve on the Virginia Wood Council--a statewide forest utilization team led by the VDOF.

ProductWorks is honored by VDOF's repeated requests to help support their mission of promoting Virginia's forest products industry. Most importantly, it is ProductWorks' belief and hope that growing the market for CLT could provide an economic growth opportunity for Southern Virginia, which sits in the heart of the nation's southeastern "wood basket."





## Our Opportunities: ProductWorks

### ProductWorks Under New Contract with Steinway Piano

In 2016, Steinway Piano tapped ProductWorks to help overcome some technology adoption challenges. The casting division of Steinway Piano had previously invested in CNC router technology and Siemens NX software to program the CNC. When implementation of the new technology into production proved to be problematic, Steinway engaged with ProductWorks for assistance.

ProductWorks staff was successful in using the same technology and providing a solution under contract. As such, a professional relationship was established that remains in place today.

ProductWorks is now under a new contract with Steinway Piano to produce a set of templates that demand an extremely high degree of tolerance — 0.0001. Developed by Steinway's German-based corporate engineers, the templates — nine separate components in total — are critical as they align piano pins during product assembly. Piano pins are key to bringing and keeping piano strings in tune. The initial set of templates will be used in a select Steinway piano model. If they perform well in the manufacturing line production environment, templates will be made for each of the 14 styles of piano Steinway offers.

Steinway Piano selected ProductWorks because of its satisfaction with previous projects. The sensitive nature of producing templates at such a high degree of tolerance also made conducting work in-house — with the distractions associated with normal line production — not ideal. Contracting with ProductWorks represents a win-win solution, and we're honored to continue this long-standing relationship.





### ProductWorks Lead Precision Machinist Sam Hyler

Samuel Hyler graduated from Chatham High School in 2019 with a solid career plan in mind: attend Danville Community College's Precision Machining Program for two years, earn an associate degree and find employment. He started classes, and everything was going according to plan until March 2020 when the global COVID-19 pandemic brought everything to a screeching halt. Danville Community College (DCC), like the vast majority of all higher education institutions, paused in-person classes and pivoted to online delivery. But the transition to virtual learning was not possible for hands-on technical programs like precision machining. With the uncertainty of the pandemic making a return to training unpredictable, Sam went to work.

A few months later, when in-person classes resumed, Sam learned of the new Accelerated Training in Defense Manufacturing (ATDM) program being offered through a partnership between DCC and the Institute for Advanced Learning & Research.

ATDM offered accelerated training for in-demand defense industry jobs. Sam enrolled in ATDM's CNC Machining program and completed training in four months. With his training and skills, he found a job with Entwistle, which designs, manufactures, and services high-quality products for the defense industry. There, Sam used his machining skills to make parts for naval aircraft carriers.

Meanwhile in South Boston, Va., SVHEC's product design and development division, ProductWorks, was going through its own transition. In 2020 the department completed a rebranding effort and launched a new brand, website, and streamlined messaging. In 2022 when a long-time staff member left to pursue a different venture, ProductWorks collided with Sam's world.

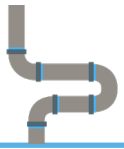
Sam applied for the position of lead precision machinist, went through the selection process and emerged as the top candidate. Although coming to ProductWorks increased his commute time from four minutes to 30, the variety of projects and growth opportunities compelled him to accept the position.

In his new role, Sam has a hand in nearly every metal part that comes through ProductWorks. He currently operates several machines, predominantly the CNC mill and lathe, and he looks forward to continuing his professional growth. Ultimately, he wants to be able to run every machine in the building.

"Everything runs so smoothly, and we get things done," said Sam. "We have endless opportunities for different things to do...I'm grateful."







## Our Opportunities: ProductWorks



### ProductWorks to the Rescue

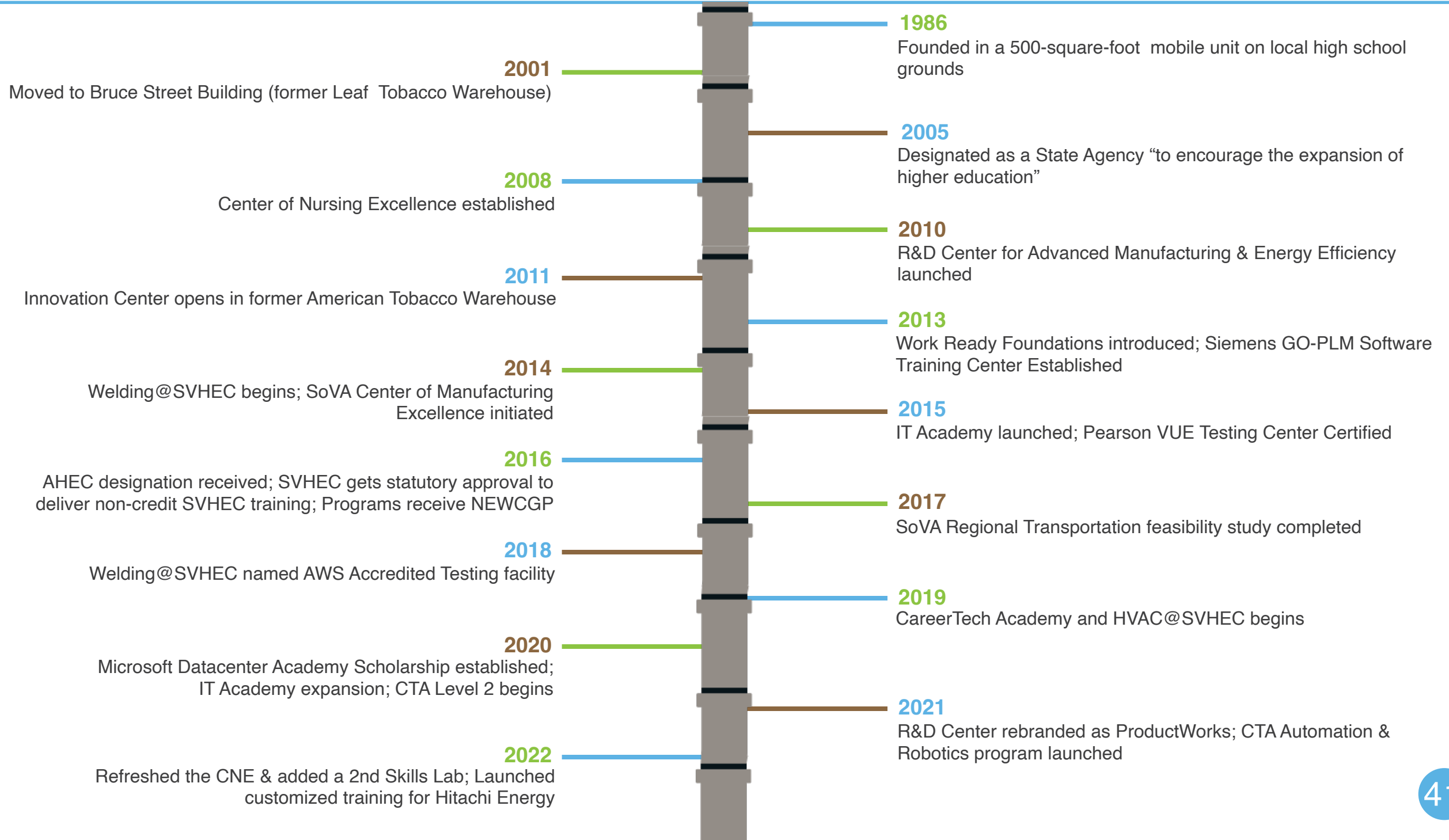
The ProductWorks team doesn't wear capes (safety hazard), but they saved the day when a mismeasurement nearly derailed a critical phase of a local construction project.

While major renovations to the Halifax County, Va, historic courthouse concluded in 2021, there were ongoing, smaller projects to improve the courthouse square. One of these projects included renovations to the chambers of the 10th Circuit judge. A critical component of chambers' updates was the installation of new bulletproof glass procured from a manufacturer in Michigan.

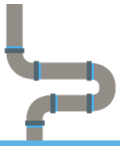
The project was on track until local contractors prepared to install the glass and discovered the speciality glass was oversized and would not fit the window casing. With limited options, all of which would incur significant costs and time overage for the project, a member of the contractor's team remembered his friend Chris Walker worked at a place called ProductWorks and might be able to help.

ProductWorks received the SOS and sprang into action to support local business and save the project. Using waterjet cutting technology, ProductWorks Director Brad Overby and Machinist Chris Walker quickly and precisely cut the 1.25-inch bulletproof glass to size. Within days the work was complete and the glass installed at the courthouse. A project that was nearly delayed for weeks and run over budget was saved thanks to the unique abilities and quick response of ProductWorks.









## Economic Impact: 2022 & 2023

CREDENTIALS EARNED  
THROUGH SVHEC  
WORKFORCE TRAINING  
PROGRAMS

2022: 205  
2023: 228

WORKFORCE  
TRAINING PROGRAM  
COMPLETION RATE

2022: 90%  
2023: 96%

WORKFORCE TRAINING  
HOURS DELIVERED

2022: 17,061  
2023: 23,965

TUTORING HOURS  
PROVIDED BY THE  
VOLUNTEER LITERACY/ESL  
PROGRAM

2022: 516  
2023: 493

WORKFORCE TRAINING  
STUDENTS WHO  
RECEIVED FINANCIAL  
ASSISTANCE THROUGH THE  
COMMONWEALTH'S NEW CGP

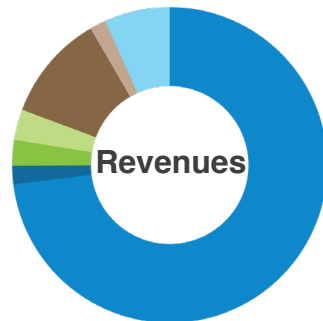
2022: 54%  
2023: 54%

COMMUNITY COLLEGE  
CAREER STUDIES  
CERTIFICATES AWARDED  
TO CAREER TECH  
ACADEMY STUDENTS

2022: 30  
2023: 38

### 2022

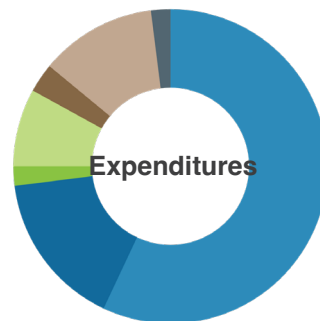
Total Agency Expenditures: \$6,401,998  
State Funding: \$4,645,089



State: 73.03%  
Federal: 1.87%  
Localities: 2.65%  
SVHEC Generated: 6.72%  
SVHEF/Other: 3.24%  
Grant: 10.92%  
Partner Fees: 1.66%

Total Revenue: \$6,360,772

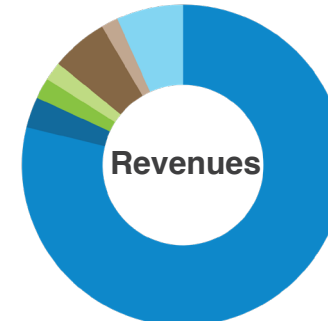
Personnel: 57%  
Lease, Utilities, Telecomms: 16%  
Professional Dev, Travel, Training: 2%  
R/M Building, Grounds, Tech R/M: 8%  
Marketing and Education Support: 3%  
Equipment: 12%  
Construction, MELP, Other: 2%



Total Expenditure: \$6,401,778

### 2023

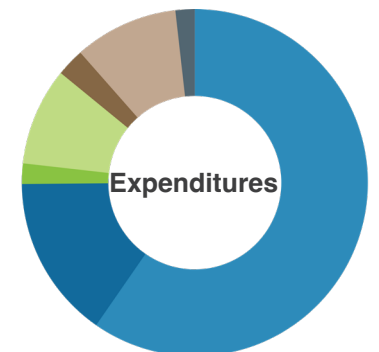
Total Agency Expenditures: \$7,121,612  
State Funding: \$6,605,384



State: 78.8%  
Federal: 3.1%  
Localities: 2.1%  
SVHEC Generated: 6.7%  
SVHEF/Other: 1.9%  
Grant: 5.7%  
Partner Fees: 1.7%

Total Revenue: \$7,117,169

Personnel: 59.6%  
Lease, Utilities, Telecomms: 15.2%  
Professional Dev, Travel, Training: 1.9%  
R/M Building, Grounds, Tech R/M: 9.1%  
Marketing and Education Support: 2.6%  
Equipment: 9.7%  
Construction, MELP, Other: 1.8%



Total Expenditure: \$7,121,612



## Enrollment: 2022 & 2023

FOR-CREDIT TOTAL STUDENTS	
2022: 342	2023: 422
ASSOCIATE	
292   85%	
398   94%	
COMMUNITY COLLEGE NONCREDIT WORKFORCE TRAINING	
50   15%	
24   6%	
FEMALE	
185   54%	
224   53%	
NON-WHITE	
125   37%	
150   36%	
PELL GRANT RECIPIENTS	
117   34%	
180   43%	

SVHEC WORKFORCE TRAINING	
2022: 169	2023: 205
COURSE COMPLETION RATE	
2022: 90%	2023: 96%
CREDENTIALS EARNED	
2022: 205	2023: 228
WORKFORCE TRAINING STUDENTS RECEIVING FINANCIAL ASSISTANCE FROM NEWCGP	
2022: 54%	2023: 54%
FEMALE	
51   30%	
76   37%	
NON-WHITE	
66   39%	
82   40%	
TRAINING HOURS DELIVERED	
2022: 17,061	2023: 23,965

LITERACY/GED/ENGLISH AS A SECOND LANGUAGE	
2022: 109	2023: 149
LITERACY (ADULT BASIC EDUCATION & ESL)	
2022: 32	2023: 29
SVCC GED STUDENTS	
2022: 77	2023: 120
CAREER TECH ACADEMY	
2022: 81	2023: 51*
TRAINING HOURS DELIVERED	
2022: 15,573	2023: 23,469
CREDENTIALS EARNED	
2022: 101	2023: 155
COMMUNITY COLLEGE CAREER STUDIES CERTIFICATES AWARDED TO CTA STUDENTS	
2022: 30	2023: 38

\*CTA numbers for FY 2022 include the Halifax County High School Robotics class of 40 students who only came in the spring semester and did not return in FY 2023.





## Partners & Affiliates



LONGWOOD  
UNIVERSITY





3PK	Henrietta Lacks Hometown Initiative	Spatial Integrated Systems
ACT	Hitachi Energy	South Central Workforce Development Board
American Heart Association	Intelliverse Solutions Group, LLC.	Southern Piedmont Technology Council (SPTC)
American Welding Society	International Woodworking Fair-Atlanta	Southern Virginia Higher Education Foundation
AmeriCorps ServeIT	JP Superior Solutions	Southern Virginia Regional Medical Center
Amtex Company, Inc.	Letterpress Communications	Southside Behavioral Health
Automation Technologies, Inc. (ATI)	Lewis Metal Works	Southside Health Education Foundation
Averett University	The Lincoln Electric Company	Southside Outreach Group
Benchmark Community Bank	Longwood Small Business Development Center, Western Region	Southside Tech Services
Better Block Foundation	Longwood University	Southside Virginia Community College
“Cardinal Education (formerly Commonwealth Graduate Engineering Program)”	Mecklenburg County Public Schools	Southside Wellness Coalition
Charlotte County Public Schools	Mecklenburg Electric Cooperative	Southwest Virginia Higher Education Center
Chi Eta Phi Sorority	Merck & Co., Inc.	SoVAH Health-Danville
Comfort Systems USA (MidAtlantic), LLC	Microsoft Corporation	SoVA Innovation Hub
Commonwealth Home Health	Microsoft Datacenter, Boydton, VA	SoVA Rise Collaborative
CompTIA, Inc.	Microsoft Circular Center, Boydton, VA	Steinway & Sons
County of Halifax, VA	Microsoft Datacenter Community Advisory Board	Stokes Manufacturing
Crater Regional Workforce Development Board (CRWDB)	Microsoft TechSpark Southern Virginia Region	Stover, LLC.
Dan River Region Collaborative	Mid-Atlantic Broadband Communities Corporation	Strategic Heating and Air, Inc.
Danville Community College	Mid-Atlantic Surfaces	Sunshine Mills, Inc.
Danville-Pittsylvania Chamber of Commerce	Morgan Lumber Company, Inc.,	TEKSystems
Danville Transit System	National Center for Construction Education and Research (NCCER)	The Lincoln Electric Company
Department of Rehabilitative Services	National Health Services Corp	The Chastain Home for Gentlewomen
Destination Downtown South Boston, VA	New College Institute	The Prizery
DirectLine	Non Typical Outdoors	TMI Autotech, Inc.
Dollar General Distribution Center	Old Dominion University	Topp Line, Inc.
Dollar General Literacy Foundation	O.S. Kelly Company	Town of Halifax, VA
Elliott Electric, Inc.	Piedmont Community College	Town of South Boston, VA
EMPOWER Broadband, Inc.	Pearson Vue Assessment and Testing Center@SVHEC	Trane Technologies
Essel Propack	Phillips Corporation	United States Forest Service an agency of the U.S. Department of Agriculture)
GENEDGE Alliance	Pittsylvania County Public Schools	VCU-Community Memorial Health Center
gener8tor upskilling	Place Fab, Inc.	Virginia Department of Labor & Industry
Global Center for Automotive Performance Simulation GCAPS)	Presto Products Company	Virginia Department of Health (Danville & Southside)
Great Opportunities in Technology and Engineering Careers (GO-TEC)	Propel GPS	Virginia Department of Professional and Occupational Regulation *
Halifax County, VA Board of Supervisors	Power Systems & Controls (PS&C)	Virginia International Raceway
Halifax County Chamber of Commerce (VA)	Radford University	Virginia Health Workforce Development Authority
Halifax County Industrial Development Authority (VA)	R&S Racing	Virginia Tech College of Natural Resources & Environment
Halifax County Public Schools (VA)	River City Systems, Inc.	Virginia Technical Institute
Health Occupations of America (HOSA) Virginia Chapter	River Street Networks	Virginia Tobacco Region Revitalization Commission
Health Resources & Services Administration (HRSA)	Rogers Heating & Cooling	Virginia Career Works, Central Region - Lynchburg, VA
Henrietta Lacks Commission	Sentara Dominion Health Medical Associates	Virginia Career Works-South Boston Center
Institute for Advanced Learning & Research	Sentara Halifax Regional Hospital	Virginia’s New Economy Workforce Credential Grant Program (NEW CGP)
	Siemens Mechatronic Systems Certification Program	West Piedmont Workforce Development Board
		Workforce Innovation & Opportunity Act (WIOA) Case Managers





#### CONNECT WITH THE SVHEC

434-572-5440 or toll free 1-800-283-0098  
Email: [info@svhec.org](mailto:info@svhec.org) | Fax: 434-572-5462  
820 Bruce Street, South Boston, VA 24592

Find us on Facebook  /svhed | LinkedIn  /southern-virginia-higher-education-center | Instagram  @svhec