



Region 6 Executive Committee Meeting
Friday, June 19, 2020
11:00am – 1:00pm
Virtual Meeting

Please Join the Meeting Here: <https://global.gotomeeting.com/join/501357285>

To Join by Phone: (571) 317-3129 Access Code: 501-357-285

AGENDA

Call to Order	William Beale
Roll Call	Jennifer Morgan
Public Comment	William Beale
Consent Agenda (ACTION ITEM) May 20, 2020 Meeting Minutes Approval	William Beale
Presentation of GO Virginia Statewide Application Process	Jennifer Morgan
Application Discussion & Determinations (ACTION ITEM) Presentation of Application GENEDGE Statewide Competitive Application Small Business Development Center Statewide Competitive Application SCIPP Statewide Competitive Application King and Queen TeleHealth Program Needs Assessment	Jennifer Morgan
Discussion with PDCs and EDOs	Jennifer Morgan
New Business	William Beale
Adjournment	William Beale



Region 6 Executive Committee Meeting

Wednesday, May 20, 2020

11:00am – 1:00pm

Virtual Meeting

Please Join the Meeting Here: <https://global.gotomeeting.com/join/501357285>

To Join by Phone: (571) 317-3129 Access Code: 501-357-285

MINUTES

MEMBERS PRESENT AND VOTING: Chair - William Beale, Wally Beauchamp, Lisa Hull, Kim McClellan

STAFF: GWRC – Kate Gibson and Jennifer Morgan

CALL TO ORDER

Mr. Beale called the meeting to order at 11:01 a.m. with a quorum present. It was noted that due to the nature of the Declaration of a State of Emergency Due to Novel Coronavirus (COVID-19) pursuant to Code § 2.2-3708.2 this meeting was held by electronic communications, via the web platform GoToMeeting. The catastrophic nature of this declared emergency made it impractical and unsafe to assemble a quorum in a single location and the purpose of this meeting was to discuss or transact the business statutorily required or necessary to continue operations of the public body.

ROLL CALL

Mr. Beale gave the floor to Ms. Morgan to inform the Council of how the electronic meeting was to proceed. Ms. Morgan called roll and stated a quorum was present.

PUBLIC COMMENT

No comment was received.

CONSENT AGENDA

Ms. McClellan motioned to approve the consent agenda containing the most recent financial report and minutes from the January 17th Executive Committee meeting. Mr. Beauchamp seconded the motion. The motion passed unanimously.

GO VIRGINIA REGION 6 FY21 CAPACITY BUILDING BUDGET

Ms. Gibson presented to the Executive Committee the proposed GO Virginia Region 6 FY21 Capacity Building Budget for approval. Ms. Gibson highlighted that salaries would maintain a contingency budget in case GO Virginia was not funded in FY22 and asked the Executive Committee to approve \$10,500 in funds to be used to purchase the Jobs EQ software for the region. Ms. McClellan motioned to approve the GO Virginia Region 6 FY21 Capacity Building Budget and Mr. Beauchamp seconded the motion. The motion passed with Ms. Hull abstaining from the vote.

APPLICATION DISCUSSION AND DETERMINATIONS

Ms. Morgan summarized the King and Queen TeleHealth Program Needs Assessment proposal and presented staff concerns about the proposal and Mr. Beale led the resulting discussion.

Ms. Hull was concerned that this proposal did not have the right supporting partners. Mr. Beale felt that the proposal did not align with the strategies of GO Virginia, particularly in the area of creating higher paying jobs in Region 6's defined industry clusters. The applicant felt that their application aligned with these areas and that since healthcare was eligible under ERR guidance, their application should be



approved. Ms. McClellan motioned to approve the King and Queen TeleHealth Program Needs Assessment, seconded by Ms. Hull. Mr. Beale and Mr. Beauchamp voted no and Ms. McClellan and Ms. Hull voted yes. Mr. Beale instructed staff to schedule a meeting with DHCD to determine if this project was eligible for GO Virginia funding and notify the applicant and the Executive Committee of when this meeting would be held.

DISCUSSION OF ROLE OF COUNCIL VS STAFF

Ms. Morgan presented to the Executive Committee discussion questions surrounding what items should be brought to the attention of the Executive Committee and the Council verses remaining staff level issues. The Executive Committee discussed that ensuring the strategic direction of the Growth and Diversification plan is being met is the responsibility of the Council and that projects align with these goals. The Executive Committee requested a meeting with the regional economic development organizations and applicants to discuss better ways to meet the region's needs.

NEW BUSINESS

Mr. Beauchamp requested staff work to continue to have locality involvement on projects to meet the region's goal of interregional collaboration.

ADJOURNMENT

Being no further business, Mr. Beale moved to adjourn the meeting at 1:00 p.m. Ms. Hull seconded the motion, and the motion passed unanimously.

DRAFT



Staff Review

Application Name: Re-Tooling Virginia Manufacturers for Strategic Industries

Application Submitted: 6/10/2020

Date of Staff Review: 6/16/2020

Applicant: GENEDGE

Grant Type: Statewide Competitive

Growth and Diversification Plan Strategy Area (s): Manufacturing

Localities Covered:

Participating Localities:

Partners and Responsibilities:

GO Virginia Request: \$2,950,000

Match: \$1,475,000

Source of Match: GENEDGE/Client Fees

Total Cost: \$4,425,000

Threshold Review

THRESHOLD – required criteria to be considered for GO Virginia funds	
a. Does the applicant demonstrate capacity to manage the grant?	YES
b. Does the project align with GO Virginia strategies?	YES
c. Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	YES
d. Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region?	YES
e. Does the project address, either directly or indirectly, businesses that receive more than 50% of their revenue from out of state?	YES
f. Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	YES
g. Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?	YES
h. If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match be less than half of the requested GO Virginia grant request.)	N/A
i. Are the participating localities contributing at least 20%, or \$50,000, whichever is greater, of the required match? (Not required for Enhanced Capacity Building Projects seeking administrative approval.)	YES
j. If no, does the project demonstrate the ability to benefit the majority of the region or region(s) and that the benefitting localities were approached but unable to financially contribute to the project?	N/A
k. Is the project sustainable after GO Virginia funds?	YES



Summary of Application

Project Description: Work with Virginia based companies to refocus their efforts to manufacture PPE equipment within Virginia. The proposed approach would be to initially focus on medical PPE as the first phase of work with the expectation that in follow on phases additional strategic industries will be targeted for reshoring or to provide for diversification of those businesses with permanent impacts from the economic downturn expected as we move forward.

Project Goal(s): Reshoring of manufactured products in Virginia.

Outcomes:

- a) Visibility of supply chain for critical products
- b) Understanding of capacity required
- c) Potential savings in product usage/demand from process improvement
- d) Capacity expansion through re-tooled Virginia suppliers
- e) Increased utilization of capacity
- f) Increased/retained revenue and jobs for re-tooled suppliers i) Target: 25 suppliers per year with first year focused on PPE supply chain development and second year focused on strategic industry to be determined.

Staff Considerations

Staff would like to know how Region 6 localities and companies will be engaged in this project if the Region 6 would/would not support the project.



Staff Review

Application Name: Virginia SBDC Cash Match CY2020-2021

Application Submitted: 6/10/2020

Date of Staff Review: 6/16/2020

Applicant: Virginia SBDC

Grant Type: Statewide Competitive

Growth and Diversification Plan Strategy Area (s): Manufacturing, Professional, Scientific, and Technical Services

Localities Covered:

Participating Localities:

Partners and Responsibilities:

GO Virginia Request: \$1,620,235

Match:

Source of Match:

Total Cost:

Threshold Review

THRESHOLD – required criteria to be considered for GO Virginia funds	
a. Does the applicant demonstrate capacity to manage the grant?	YES
b. Does the project align with GO Virginia strategies?	YES
c. Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	YES
d. Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region?	YES
e. Does the project address, either directly or indirectly, businesses that receive more than 50% of their revenue from out of state?	YES
f. Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	YES
g. Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?	YES
h. If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match be less than half of the requested GO Virginia grant request.)	N/A
i. Are the participating localities contributing at least 20%, or \$50,000, whichever is greater, of the required match? (Not required for Enhanced Capacity Building Projects seeking administrative approval.)	YES
j. If no, does the project demonstrate the ability to benefit the majority of the region or region(s) and that the benefitting localities were approached but unable to financially contribute to the project?	N/A
k. Is the project sustainable after GO Virginia funds?	YES



Summary of Application

Project Description: The SBA federal funding requires 1:1 match and at least 50% must be cash match. For CY2020, the Virginia SBDC Network is approved for up to \$3,240,470 of federal funds from SBA and the minimum cash match required is \$1,620,235. This GO Virginia Statewide ERR application is a request to provide up to \$1,620,235 to ensure the Virginia SBDC Network can satisfy the required 50% cash match in order to access the full amount of SBA funding and sustain SBDC services for small businesses. The funds will only be used in the absence of appropriate local host or partner funding to leverage the maximum federal funds available.

Project Goal(s): Ensure that the Virginia SBDC network is able to deliver services to their localities during the next year.

Outcomes: Meet the needs of small businesses across the state.

Staff Considerations

Staff is unclear on how this project will advance the goals of the Region 6 Growth and Diversification plan.



Staff Review

Application Name: Cybersecurity Job Creation System

Application Submitted: 6/10/2020

Date of Staff Review: 6/16/2020

Applicant: SCIPP International

Grant Type: Statewide Competitive

Growth and Diversification Plan Strategy Area (s): Information/Data Centers; Professional, Scientific, and Technical Services

Localities Covered: All

Participating Localities: King George, Stafford, Westmoreland

Partners and Responsibilities:

- Old Dominion University
- Eastern Shore Community College
- Total Compliance, LLC
- Region 7 (supporting)
- Region 5 (supporting)
- Region 5 (lead on statewide competitive grant application)
- Fairfax County Economic Development Authority
- Prince William County Department of Economic Development
- Mason Small Business Development Center
- Alexandria Economic Development Alliance
- Region 6 entities (3 DoD contractors and 2-3 Economic Development Organizations)

GO Virginia Request: \$1,450,000

Match: \$1,619,923

Source of Match: VA Benefits

Total Cost: \$3,069,923

Threshold Review

THRESHOLD – required criteria to be considered for GO Virginia funds	
a. Does the applicant demonstrate capacity to manage the grant?	YES
b. Does the project align with GO Virginia strategies?	YES
c. Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	YES
d. Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region?	YES
e. Does the project address, either directly or indirectly, businesses that receive more than 50% of their revenue from out of state?	YES
f. Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	YES



g. Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?	YES
h. If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match be less than half of the requested GO Virginia grant request.)	N/A
i. Are the participating localities contributing at least 20%, or \$50,000, whichever is greater, of the required match? (Not required for Enhanced Capacity Building Projects seeking administrative approval.)	YES
j. If no, does the project demonstrate the ability to benefit the majority of the region or region(s) and that the benefitting localities were approached but unable to financially contribute to the project?	N/A
k. Is the project sustainable after GO Virginia funds?	YES

Summary of Application

Project Description: Beginning January 2021, Department of Defense (DoD) contractors will be required to hold the new DoD cybersecurity accreditation (CMMC). DoD contractors and sub-contractors without this accreditation will be barred from participating in all future DoD procurements. This mandate puts Virginia’s \$38B+/year in DoD revenue and over 138,000 DoD contractor jobs at risk. SCIPP proposes its Cybersecurity Job Creation System (CJCS) to retain these jobs and create new high paying cybersecurity jobs for the Commonwealth of Virginia. The CJCS has two components: the CMMC Compliance System, a cost-effective CMMC accreditation preparation system for job retention and the CMMC Education Program to create a pipeline of CMMC job-ready talent by preparing veterans for these new positions.

Project Goal(s): Over three years, this project forecasts creating 144 cybersecurity jobs for veterans and retaining 328 DoD contractor positions, thereby generating ROIs of 103% and 180% respectively. To achieve these objectives, SCIPP proposes a GO VA grant of \$1,450,000 combined with a cash match of \$1,619,923. This will result in a GO VA cost/veteran employed of \$5,791 and a cost/DoD contractor supported of \$5,620.

Outcomes: Retain 328 DOD contractor positions.

Staff Considerations

None.



Staff Review: King and Queen TeleHealth Program Needs Assessment

Application Submitted: 5/13/2020

Revised Application Submitted: 6/15/2020

Date of Staff Review: 6/16/2020

Applicant: King & Queen County

Grant Type: Economic Resilience and Recovery (ERR) Fast Access

Growth and Diversification Plan Strategy Area (s): Professional, Scientific, and Technical Services

Localities Covered: Essex County, Gloucester County, King and Queen County, King William County, Mathews County, Middlesex County, Town of West Point

Participating Localities: King and Queen County, Town of West Point

Partners and Responsibilities: King and Queen County, Middle Peninsula PDC, and Virginia Department of Health Three Rivers Health District. King and Queen County is the applicant of record and the locality responsible for project completeness. For the purposes of the ERR application and Go VA Board Policy #10, Three Rivers Health District will serve as the “Public body representing the interest of two or more localities”. Town of West Point will also participate.

GO Virginia Request: \$100,000

Match: \$50,000

Source of Match: King and Queen local dollar spent on construction of building

Total Cost: \$150,000

Threshold Review

THRESHOLD – required criteria to be considered for GO Virginia funds	
a. Does the applicant demonstrate capacity to manage the grant?	YES
b. Does the project align with GO Virginia strategies?	NO
c. Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	NO
d. Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region?	NO
e. Does the project address, either directly or indirectly, businesses that receive more than 50% of their revenue from out of state?	NO
f. Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	YES
g. Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?	YES
h. If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match be less than half of the requested GO Virginia grant request.)	N/A
i. Are the participating localities contributing at least 20%, or \$50,000, whichever is greater, of the required match? (Not required for Enhanced Capacity Building Projects seeking administrative approval.)	YES
j. If no, does the project demonstrate the ability to benefit the majority of the region or region(s) and that the benefitting localities were approached but unable to financially contribute to the project?	N/A
k. Is the project sustainable after GO Virginia funds?	YES



Summary of Application

Project Description: King and Queen County is requesting GO Virginia Economic Resilience and Recovery (ERR) Fast Access funds to complete a telehealth assessment on the potential of including a telehealth wing in the proposed King and Queen Telework-Business Incubator Center that is being built in the King and Queen County. The study would establish a vision for King and Queen County telehealth center/services, propose a long-term financial model/plan, and determine how the center would fit into the proposed King and Queen Telework-Business incubator center.

Project Goal(s): Determine if a telehealth center would be feasible in the proposed King and Queen Telework-Business incubator center.

Outcomes: King and Queen Telehealth Concept Project Plan, including costs, staffing, and milestones.

Staff Considerations

This project does not align with the GO Virginia Statewide strategies (workforce development, entrepreneurial activities, or site development) and it does not carry out the goals/objectives of the Region 6 Economic Growth and Diversification Plan. The project does not show how through a potential implementation it will lead to the creation or sustention of higher-paying jobs in priority traded industry sectors in Region 6's G&D plan when implemented. The State guidelines specifically refer to the region's identified clusters - "Focus resources on actionable strategies that expand or build needed capacity and that support sustaining and expanding firms in targeted industry clusters and/or highly impacted locally traded sectors as identified by the regional councils". Staff suggests the applicant list the approximate number of businesses within Region 6's priority industry clusters within the service region that would benefit from this project in the application and their approximate workforce numbers and receive additional letters of support to show how this project would focus resources on economic resilience and recovery while staying true to the GO Virginia mission.

Based on the application, the proposed TeleCenter will not be open until Jan 2022. The purpose of the Fast Access program is to quickly deploy resources on implementation projects. Fast Access requests may include limited and focused planning activities (needs assessments, etc.) that support implementation activities. Applicants are encouraged to think holistically about the needs in their region and focus on efforts that produce near term impact. Staff suggests the applicant determine ways in which the TeleHealth Center could be opened quickly to meet the current needs of businesses due to COVID-19 and not wait until 2022.

Staff would like clarification on the collaboration between the participating localities and partners. What is the role of the Town of West Point in this project?

Staff would like clarification on the match provided for this project. For funds to count as match, they have to be spent on the scope. Is the applicant redirecting \$50,000 from the building project towards the scope of this project, for a total project cost of \$150,000?



Opening

- ▶ Call to Order
- ▶ Roll Call
- ▶ Public Comment
- ▶ Approval of Consent Agenda
 - ▶ Meeting Minutes

Project Title: Retooling Virginia's Manufactures for Strategic Industries

- ▶ Applicant: GENEDGE
- ▶ Grant Type: Statewide Competitive - ERR
- ▶ Growth and Diversification Plan Strategy Area (s): Manufacturing
- ▶ Localities Covered: All
- ▶ Partners: TBD
- ▶ GO Virginia Request: \$2,950,000
- ▶ Match: \$1,475,000
 - ▶ Source of Match: GENEDGE/Client Fees
- ▶ Total Cost: \$4,425,000

Project Overview

- ▶ **Project Description:** Work with Virginia based companies to refocus their efforts to manufacture PPE equipment within Virginia. The proposed approach would be to initially focus on medical PPE as the first phase of work with the expectation that in follow on phases additional strategic industries will be targeted for reshoring or to provide for diversification of those businesses with permanent impacts from the economic downturn expected as we move forward.
- ▶ **Project Goal(s):** Reshoring of manufactured products in Virginia.
- ▶ **Outcomes:**
 - ▶ a) Visibility of supply chain for critical products
 - ▶ b) Understanding of capacity required
 - ▶ c) Potential savings in product usage/demand from process improvement
 - ▶ d) Capacity expansion through re-tooled Virginia suppliers
 - ▶ e) Increased utilization of capacity
 - ▶ f) Increased/retained revenue and jobs for re-tooled suppliers i) Target: 25 suppliers per year with first year focused on PPE supply chain development and second year focused on strategic industry to be determined.

Staff Concerns and Applicant Responses

- ▶ Staff would like to know how Region 6 localities and companies will be engaged in this project if the Region 6 would/would not support the project.

Vote

- ▶ Please remember to state your name before making a motion
- ▶ We need a first and second of the motion and then a role call vote
- ▶ Options for Voting
 - ▶ Approve the application for submission to the State Board as submitted
 - ▶ Approve the application for submission to the State Board with conditions or at a lower funding level
 - ▶ Request the applicant modify the application for action at a future meeting
 - ▶ Deny the application

Project Title: Virginia SBDC Cash Match CY2020-2021

- ▶ Applicant: Virginia SBDC
- ▶ Grant Type: Statewide Competitive - ERR
- ▶ Growth and Diversification Plan Strategy Area (s): Professional, Scientific, and Technical Services
- ▶ Localities Covered: All
- ▶ Participating Localities: TBD
- ▶ GO Virginia Request: \$\$1,620,235
- ▶ Match: TBD
- ▶ Source of Match: TBD
- ▶ Total Cost: TBD

Project Overview

- ▶ **Project Description:** The SBA federal funding requires 1:1 match and at least 50% must be cash match. For CY2020, the Virginia SBDC Network is approved for up to \$3,240,470 of federal funds from SBA and the minimum cash match required is \$1,620,235. This GO Virginia Statewide ERR application is a request to provide up to \$1,620,235 to ensure the Virginia SBDC Network can satisfy the required 50% cash match in order to access the full amount of SBA funding and sustain SBDC services for small businesses. The funds will only be used in the absence of appropriate local host or partner funding to leverage the maximum federal funds available.
- ▶ **Project Goal(s):** Ensure that the Virginia SBDC network is able to deliver services to their localities during the next year.
- ▶ **Outcomes:** Meet the needs of small businesses across the state.

Staff Concerns and Applicant Responses

- ▶ Staff is unclear on how this project will advance the goals of the Region 6 Growth and Diversification plan.
- ▶ Clarification on if Region 6 is eligible to receive these funds since the gap with the UMW SBDC will be from UMW's budget.

Vote

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 - ▶ Approve the application for submission to the State Board as submitted
 - ▶ Approve the application for submission to the State Board with conditions or at a lower funding level
 - ▶ Request the applicant modify the application for action at a future meeting
 - ▶ Deny the application

Project Title: Cybersecurity Job Creation System

- ▶ Applicant: SCIPP International
- ▶ Grant Type: Statewide Competitive
- ▶ Growth and Diversification Plan Strategy Area (s): Information/Data Centers; Professional, Scientific, and Technical Services
- ▶ Localities Covered: All
- ▶ Participating Localities: TBD
- ▶ Partners:
 - ▶ Old Dominion University
 - ▶ Eastern Shore Community College
 - ▶ Total Compliance, LLC
 - ▶ Region 7 (supporting)
 - ▶ Region 5 (supporting)
 - ▶ Region 5 (lead on statewide competitive grant application)
 - ▶ Fairfax County Economic Development Authority
- ▶ Prince William County Department of Economic Development
- ▶ Mason Small Business Development Center
- ▶ Alexandria Economic Development Alliance
- ▶ Region 6 entities (3 DoD contractors and 2-3 Economic Development Organizations)
- ▶ GO Virginia Request: \$1,450,000
- ▶ Match: \$1,619,923
- ▶ Source of Match: VA Benefits
- ▶ Total Cost: \$3,069,923

Project Overview

- ▶ **Project Description:** Beginning January 2021, Department of Defense (DoD) contractors will be required to hold the new DoD cybersecurity accreditation (CMMC). DoD contractors and sub-contractors without this accreditation will be barred from participating in all future DoD procurements. This mandate puts Virginia's \$38B+/year in DoD revenue and over 138,000 DoD contractor jobs at risk. SCIPP proposes its Cybersecurity Job Creation System (CJCS) to retain these jobs and create new high paying cybersecurity jobs for the Commonwealth of Virginia. The CJCS has two components: the CMMC Compliance System, a cost-effective CMMC accreditation preparation system for job retention and the CMMC Education Program to create a pipeline of CMMC job-ready talent by preparing veterans for these new positions.
- ▶ **Project Goal(s):** Over three years, this project forecasts creating 144 cybersecurity jobs for veterans and retaining 328 DoD contractor positions, thereby generating ROIs of 103% and 180% respectively. To achieve these objectives, SCIPP proposes a GO VA grant of \$1,450,000 combined with a cash match of \$1,619,923. This will result in a GO VA cost/veteran employed of \$5,791 and a cost/DoD contractor supported of \$5,620.
- ▶ **Outcomes:** Retain 328 DOD contractor positions.
 - ▶ Region 6: #DoD contractors: 1149; DoD revenue: \$1.3B; #Veterans: 48,497

Staff Concerns and Applicant Responses

- ▶ Staff is working with the applicant to develop relationships in Region 6.

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Vote

- ▶ Please remember to state your name before making a motion
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- ▶ Options for Voting
 - ▶ Approve the application for submission to the State Board as submitted
 - ▶ Approve the application for submission to the State Board with conditions or at a lower funding level
 - ▶ Request the applicant modify the application for action at a future meeting
 - ▶ Deny the application

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Project Title: King and Queen TeleHealth Program Needs Assessment

- ▶ Applicant: King and Queen County
- ▶ Grant Type: Economic Resilience and Recovery (ERR) Fast Access
- ▶ Growth and Diversification Plan Strategy Area (s): Professional, Scientific, and Technical Services
- ▶ Localities Covered: Essex County, Gloucester County, King and Queen County, King William County, Mathews County, Middlesex County, Town of Tappahannock
- ▶ Participating Localities: King and Queen County and Town of West Point
- ▶ Partners: King and Queen County, Town of West Point, Middle Peninsula PDC, and Virginia Department of Health Three Rivers Health District.
- ▶ GO Virginia Request: \$100,000
- ▶ Match: \$50,000
 - ▶ Source of Match: King and Queen local dollar spent on construction of building
- ▶ Total Cost: \$150,000

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Project Overview

- ▶ **Project Description:** King and Queen County is requesting GO Virginia Economic Resilience and Recovery (ERR) Fast Access funds to complete a telehealth assessment on the potential of including a telehealth wing in the proposed King and Queen Telework-Business Incubator Center that is being built in the King and Queen County. The study would establish a vision for King and Queen County telehealth center/services, propose a long-term financial model/plan, and determine how the center would fit into the proposed King and Queen Telework-Business incubator center.
- ▶ **Project Goal(s):** Determine if a telehealth center would be feasible in the proposed King and Queen Telework-Business incubator center.
- ▶ **Outcomes:** King and Queen Telehealth Concept Project Plan, including costs, staffing, and milestones.
- ▶ **Additional Documentation:** Letter of Support from Delegate Keith Hodges in support of project.

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Staff Concerns and Applicant Responses

- ▶ Projects must show how through a potential implementation it will lead to the creation of higher-paying jobs in priority traded industry sectors in Region 6.
 - ▶ Staff suggests listing # of businesses in industry clusters that would benefit from project; consultant examine impact of lack of healthcare for businesses; and economic benefit of the facility in the region to business retention and attraction.
- ▶ Proposed open date of TeleHealth center, Jan 2022.
 - ▶ Staff suggests examining intermediary facility to assist in fast access support to businesses.
- ▶ Technical Issues
 - ▶ Role of Town of West Point in project to contribute to local participation.
 - ▶ Clarification on project budget and qualified match to be used towards the project.

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Council Review

- ▶ The Telehealth facility would help the region, but the facility would not open for at least two years, is this a good use of the Fast Access funds?
- ▶ I believe that ERR funding is to address projects that address immediate impacts created by the COVID-19 crisis in an attempt to assist in a quicker economic recovery. The timeline offered for a feasibility study with proposed implementation (if the project is feasible) would take the project into 2021/2022 as I understand it. Does this meet the need of the ERR funds for fostering a quicker recovery?
- ▶ Isn't Telehealth done virtually? If not can a mobile site be used?
- ▶ How is the \$50,000 match being used or is \$150,000 being used for a four month study? Seems like a lot of money for an assessment.
- ▶ The cash match provided by the County is significant. However, it is noted that it is tied to Construction Costs if the project is deemed feasible (Applicant's response to Question 4 in the application). Does that truly meet the expectations of a 'match' under the program since the funds, as I understand it, would not be spent if the program is not feasible?
- ▶ After again looking at the Region's Growth and Diversification Plan I am having a hard time identifying this as an eligible project for funding via both state and Region 6 goals and objectives.
- ▶ While a feasibility study is proposed does anyone have any idea how this would be made accessible to other MPPDC local governments? They are noted to be in need of a service via the application but none, other than West Point, have signed on as partners. I am curious as to whether or not they are even aware of the proposal.

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Vote

- ▶ Please remember to state your name before making a motion
- ▶ We need a first and second of the motion and then a role call vote
- ▶ Options for Voting
 - ▶ Approve the application for submission to the State Board as submitted
 - ▶ Approve the application for submission to the State Board with conditions or at a lower funding level
 - ▶ Request the applicant modify the application for action at a future meeting
 - ▶ Deny the application

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Conversation with PDCs/EDOs

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GO
VIRGINIA

VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

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