



## Mary Ball Washington Regional Council

GO Virginia Region 6

[www.govirginia6.org](http://www.govirginia6.org)

### Region 6 Executive Committee Meeting

Friday, June 26, 2020

3:00pm – 4:00pm

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

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Call to Order	William Beale
Roll Call	Jennifer Morgan
Public Comment	William Beale
Consent Agenda (ACTION ITEM) June 19, 2020 Meeting Minutes Approval Financial Report	William Beale
Application Discussion & Determinations (ACTION ITEM) Presentation of Application Westmoreland Workforce Training Center Expansion	Jennifer Morgan
Approval of Allocation of Funds for Project Pipeline (ACTION ITEM)	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

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

**STAFF:** GWRC – Kate Gibson and Jennifer Morgan | **Community Features** – Neal Barber

### CALL TO ORDER

Mr. Beale called the meeting to order at 11:05 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 minutes from the May 20<sup>th</sup> Executive Committee meeting. Mr. Beauchamp seconded the motion. The motion passed unanimously.

### PRESENTATION OF GO VIRGINIA STATEWIDE APPLICATION PROCESS

Ms. Morgan reviewed with the Executive Committee the current Region 6 process to review and approve requests to join Statewide Competitive projects.

### APPLICATION DISCUSSION AND DETERMINATIONS

Ms. Morgan summarized the proposals and presented the staff concerns for the GENEDGE Statewide Competitive Application, the Small Business Development Center Statewide Competitive Application, the SCIPP Statewide Competitive Application, and the ERR Fast Access King and Queen TeleHealth Program Needs Assessment and Mr. Beale led the resulting discussion.

Mr. Bill Donohue, representing GENEDGE, summarized the project for the Executive Committee. Ms. Hull inquired how this proposal engaged companies in Region 6 and Mr. Beauchamp questioned how the program would target Region 6 industry clusters. Mr. Donohue explained the program would work with workforce representatives in the region to target manufacturers who could reposition their businesses to PPE. Mr. Beale asked why this program was not a state budget item and Mr. Donohue explained due to the speed in which the project formed it was not included. Ms. McClellan motioned to

approve Region 6's support of the project at the state level and Ms. Hull seconded the motion. The motion passed unanimously.

Ms. Jody Keenan, representing the Virginia SBDC, summarized the project for the Executive Committee. Mr. Beale questioned if this project was the best use of Statewide Competitive funds and wanted to know how current funders would not cut the SBDC out of their budgets due to this funding. Mr. Beauchamp moved to approve the involvement in Region 6 staff in continuing to develop this application and Ms. McClellan seconded the motion. The motion passed unanimously with Ms. Hull abstaining.

Mr. Victor Berlin, representing SCIPP International, summarized the project for the Executive Committee. Mr. Beauchamp commended Mr. Berlin on the tie to veterans' benefits and creating jobs. Mr. Beale questioned the current number of organizations conducting this training and why there was a need for an additional organization and who would be conducting the training. Ms. Hull motioned to approve the involvement in Region 6 staff in continuing to develop this application and Ms. McClellan seconded the motion. The motion passed unanimously.

Mr. Tom Swartzwelder, representing King and Queen County, summarized the project for the Executive Committee. Ms. McClellan questioned how this project was categorized as a rapid recovery project if implementation could not happen until 2022. Ms. Hull was concerned that this proposal did not have the right supporting partners. Mr. Beauchamp was concerned about how this project aligned with GO Virginia's priorities. Mr. Swartzwelder clarified that they had not received quotes on the cost of the study and did not know if the project budget of \$150,000 would be necessary. Ms. McClellan motioned to approve the application contingent on the applicant including in their study an examination of a temporary location to host telehealth services to accelerate the timeline and lowering the amount of GO Virginia funding from \$100,000 to \$50,000. Ms. Hull seconded the motion and the motion passed unanimously.

#### **DISCUSSION WITH PDCS AND EDOS**

Mr. Beale discussed with the members of the Executive Committee and representatives from the regional economic development organizations and planning district commissions how it is the desire of the Region 6 Council to develop a better application process and asked them what the Council and staff needs to do to create this. Mr. Beale stated that he believes more transparency is needed on all ends; in the development of the application and on what the Council is looking for. Mr. Todd Gillingham, representing the Fredericksburg Regional Alliance, stated that he has enjoyed working with the Region 6 Council and would like to continue to work with the Council through the project pipeline development grants. Mr. Gillingham also stated that he would like to work with the Council to better engage DHCD on Site Development. Ms. Lisa Hull, representing the Northern Neck PDC, discussed that GO Virginia as a program is difficult as it changes frequently. Ms. Liz Povar, representing the Middle Peninsula Alliance, stated that building partnerships remains a barrier for projects, as well as continuing to develop interest from private sector businesses in Region 6. Ms. Povar stated that another challenge is making sure there is alignment between organizations that should be partners on projects. Ms. Angela Freeman, representing the City of Fredericksburg Economic Development, stated that there is much bureaucracy within the program and also requested the Region 6 Council issuing a letter to the State Board to raise the ERR Fast Access cap to \$500,000. Mr. Beauchamp requested staff work with him to help bring more Boards of Supervisors into project development.



**NEW BUSINESS**

None.

**ADJOURNMENT**

Being no further business, Ms. Hull moved to adjourn the meeting at 1:06 p.m. Mr. Beauchamp seconded the motion, and the motion passed unanimously.

DRAFT

**Financial Report - Capacity Building Funding - Budget Detail**

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - April 2020

Report Date: 6/26/2020


GO VIRGINIA




VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

	FY17 Capacity Building (No Match)	FY18 Capacity Building (100% Match) MOVED TO PROJECT FUNDING	FY19 Capacity Building (No Match)	FY19 Capacity Building (50% Match)	FY20 Capacity Building (No Match)	Total	Expenditures (since April 2017) by Line Item	Under/Over by Line Item
<b>Region 6 Allocation</b>								
Total	\$400,000.00	\$0.00	\$250,000.00	\$111,111.00	\$250,000.00	\$1,011,111.00		
<b>Budget</b>								
GWRC Staffing (Salary, Fringe, and Indirect)	\$195,000.00	\$0.00	\$52,000.00	\$0.00	\$119,577.37	\$366,577.37	\$261,990.70	\$104,586.67
Community Futures Staffing	\$11,000.00	\$0.00	\$2,600.00	\$0.00	\$0.00	\$13,600.00	\$9,100.00	\$4,500.00
Meetings	\$4,600.00	\$0.00	\$650.00	\$0.00	\$1,483.05	\$6,733.05	\$5,382.72	\$1,350.33
Travel	\$6,000.00	\$0.00	\$1,100.00	\$0.00	\$3,251.57	\$10,351.57	\$7,267.66	\$3,083.91
Marketing/Outreach	\$1,200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,200.00	\$1,105.14	\$94.86
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment	\$2,000.00	\$0.00	\$0.00	\$0.00	\$1,722.84	\$3,722.84	\$1,917.39	\$1,805.45
G&D Plan Development	\$130,900.00	\$0.00	\$0.00	\$0.00	\$15,000.00	\$145,900.00	\$130,900.00	\$15,000.00
Capacity Building Efforts (no match)	\$36,800.00	\$0.00	\$131,150.00	\$0.00	\$64,060.90	\$232,010.90	\$87,217.60	\$144,793.30
Project Pipeline Development	\$12,500.00	\$0.00	\$62,500.00	\$0.00	\$25,000.00	\$100,000.00	\$37,500.00	\$62,500.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project Reserves	\$0.00	\$0.00	\$0.00	\$111,111.00	\$0.00	\$111,111.00	\$0.00	\$111,111.00
<b>Total</b>	<b>\$400,000.00</b>	<b>\$0.00</b>	<b>\$250,000.00</b>	<b>\$111,111.00</b>	<b>\$230,095.73</b>	<b>\$991,206.73</b>	<b>\$542,381.21</b>	<b>\$448,825.52</b>
<b>Expenditures (since April 2017)</b>								
Total	\$400,000.00	\$0.00	\$142,381.21	\$0.00	\$0.00	\$0.00		
<b>Under/Over</b>								
Total	\$0.00	\$0.00	\$107,618.79	\$111,111.00	\$230,095.73	\$448,825.52		

**Financial Report - Capacity Building Funding - Expenditures Detail**

<b>Mary Ball Washington Regional Council (GO Virginia Region 6)</b>					
<b>Report Period: April 2017 - April 2020</b>					
<b>Report Date: 6/26/2020</b>					
	<b>GWRC FY17/18</b>	<b>GWRC FY19</b>	<b>GWRC FY20</b>	<b>GWRC FY21</b>	<b>Total</b>
<b>Revenues</b>					
FY17 Capacity Building (No Match)	\$400,000.00	\$0.00	\$0.00	\$0.00	\$400,000.00
FY19 Capacity Building (No Match)	\$0.00	\$250,000.00	\$0.00	\$0.00	\$250,000.00
FY19 Capacity Building (50% Match)	\$0.00	\$111,111.00	\$0.00	\$0.00	\$111,111.00
FY20 Capacity Building (No Match)	\$0.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00
Carryover from Previous Year	\$0.00	\$247,527.70	\$471,644.73	\$468,729.79	
<b>Total Revenue</b>	<b>\$400,000.00</b>	<b>\$608,638.70</b>	<b>\$721,644.73</b>	<b>\$468,729.79</b>	<b>\$1,011,111.00</b>
<b>Expenditures (since April 2017)</b>					
GWRC Staffing (Salary, Fringe, and Indirect)	\$49,850.69	\$82,437.98	\$129,702.03	\$0.00	\$261,990.70
Community Futures Staffing	\$4,000.00	\$5,100.00	\$0.00	\$0.00	\$9,100.00
Meetings	\$2,446.51	\$1,453.16	\$1,483.05	\$0.00	\$5,382.72
Travel	\$1,753.42	\$2,262.67	\$3,251.57	\$0.00	\$7,267.66
Marketing/Outreach	\$521.68	\$583.46	\$0.00	\$0.00	\$1,105.14
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment	\$0.00	\$0.00	\$1,917.39	\$0.00	\$1,917.39
G&D Plan Development	\$93,900.00	\$22,000.00	\$15,000.00	\$0.00	\$130,900.00
Capacity Building Efforts (no match)	\$0.00	\$23,156.70	\$64,060.90	\$0.00	\$87,217.60
Project Pipeline Development	\$0.00	\$0.00	\$37,500.00	\$0.00	\$37,500.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Expenditures</b>	<b>\$152,472.30</b>	<b>\$136,993.97</b>	<b>\$252,914.94</b>	<b>\$0.00</b>	<b>\$542,381.21</b>
<b>Under/Over</b>					
<b>Total</b>	<b>\$247,527.70</b>	<b>\$471,644.73</b>	<b>\$468,729.79</b>	<b>\$468,729.79</b>	<b>\$468,729.79</b>

**Financial Report - Project Funding**

Mary Ball Washington Regional Council (GO Virginia Region 6)					
Report Period: April 2017 - Present					
Report Date: 6/26/2020					
	FY18 Per Capita (100% Match)	FY18 Capacity Building (100% Match)	FY19 Per Capita (100% Match)	FY20 Per Capita (100% Match)	Total
<b>Region 6 Allocation</b>					
Total	\$640,182.00	\$250,000.00	\$1,000,000.00	\$1,008,621.00	\$2,898,803.00
<b>Projects Funded</b>					
Flexible Office Space Due Diligence		\$50,000.00	\$0.00	\$0.00	\$50,000.00
PamunkeyNet Business Plan		\$50,000.00	\$0.00	\$0.00	\$50,000.00
VASG Planning Grant		\$49,996.00	\$0.00	\$0.00	\$49,996.00
Welding Training Program	\$130,000.00	\$0.00	\$0.00	\$0.00	\$130,000.00
Cybersecurity Certification Program	\$110,000.00	\$0.00	\$0.00	\$0.00	\$110,000.00
Stafford Cyber & Smart Tech		\$75,000.00	\$0.00	\$0.00	\$75,000.00
Northern Neck Workforce Training ECB		\$0.00	\$62,500.00	\$0.00	\$62,500.00
Total	\$240,000.00	\$224,996.00	\$0.00	\$0.00	\$527,496.00
<b>Projects in Pipeline</b>					
NN Commerical Kitchen ECB			\$50,000.00		\$50,000.00
Welding/Advanced Manufacturing Part 2	\$250,200.00				\$250,200.00
FRA RIFA		\$14,665.00			\$14,665.00
FRA Cluster Analysis			\$30,000.00		\$30,000.00
Total	\$250,200.00	\$14,665.00	\$80,000.00	\$0.00	\$344,865.00
<b>Under/Over</b>					
Total	\$149,982.00	\$10,339.00	\$920,000.00	\$1,008,621.00	\$2,026,442.00



## Staff Review

**Application Name:** Westmoreland Workforce Training Center Extension Project

**Application Submitted:** 6/18/2020

**Date of Staff Review:** 6/23/2020

**Applicant:** Westmoreland County

**Grant Type:** ERR Fast Access

**Growth and Diversification Plan Strategy Area (s):** Manufacturing

**Localities Covered:** Lancaster, Northumberland, Richmond, Westmoreland

**Participating Localities:** Northumberland, Westmoreland

**Partners and Responsibilities:** Westmoreland County is the applicant, supplying the cash match of 50% of the GO Virginia request for the project. Northumberland County will be involved on the project management team. Rappahannock Community College, the Bay Consortium Workforce Development Board, and the Northern Neck Planning District Commission will also serve on the management team.

**GO Virginia Request:** \$36,000

**Match:** \$18,000

**Source of Match:** Cash, Westmoreland County

**Total Cost:** \$54,000

### Threshold Review

<b>THRESHOLD – required criteria to be considered for GO Virginia funds</b>	
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:** Conducted under the auspices of Rappahannock Community College Workforce Development (RCC-WD), welding training for adults is being conducted at the Westmoreland Workforce Training Center both day and evening until the onset of the pandemic in March 2020. Many of the classes were full to capacity with 12 welding students, and supplied a trained welding workforce to various industries around the Northern Neck, Middle Peninsula and Fredericksburg areas. As a result of the pandemic, RCC-WD was required to cease offering in-person training until practices and policies could be put in place to protect the health of participants and instructors during training. This caused all sources of income to pay for the rent/lease of the building for the upcoming year to cease and the center is in need of funding to resume operations in the fall or it will not be able to remain open and training a critical workforce in the region. RCC-WD has developed the safety protocols necessary to operate during this time and is resuming training for the paused cohorts in June. For new classes, RCC is preparing to offer training to begin in September. This project proposes to support the rent/monthly expense costs of the facility over the next year as training is recommenced, and increased to levels prior to the pandemic. The expenses for GO Virginia and the match consist of rent, utilities, and other recurring costs relating to facility operations. All expenses for this project would be in the Rent/Lease category. Monthly rent for the facility is \$3,300, and expenses such as cleaning, security, internet, utilities total \$1,200/month. The project's activities would be resuming the welding and machining training at the facility in Montross.

**Project Goal(s):** The project outcomes would be 30 welders trained and 15 hired and 10 machinists trained and 5 machinists hired over the next year as a result of the program. In the previous Westmoreland Workforce Training application, the applicant agreed to train 40 welders in four cohorts in two years. That goal has been met and exceeded with 101 welders trained, 84 graduated, 59 credentials awarded, and 32 new jobs created.

**Outcomes:** 30 welders trained, 15 hired; 10 machinists trained, 5 hired.

## Staff Considerations

What is the cost of tuition for the program? How much of this is going to pay rent/utilities? Could the tuition from the first group of students support the rent and utilities for the second class and the second class tuition support the rent and utilities for the third? If tuition can't cover these costs, what is the sustainability plan for the project?

## Council Review Team

