

GO VIRGINIA REGION 6

Annual Report 2020



GO VIRGINIA SUMMARY

The Virginia Growth and Opportunity (GO Virginia) program was created in 2017 with a focus on creating regional collaboration through efforts that strengthened and diversified regional economies and the creation of high paying jobs in targeted traded industry sectors.

TARGETED MEDIAN INCOME FOR GO VIRGINIA REGION 6 – \$47,885 (2020Q2)

- George Washington Regional Commission PDC16 - \$51,120 (2020Q2)
- Northern Neck Planning District Commission PDC17 – \$38,156 (2020Q2)
- Middle Peninsula Planning District Commission PDC18 - \$36,982 (2020Q2)

GO VIRGINIA STATE BOARD PRIORITY INVESTMENT AREAS

- Talent Development
- Start-Up Ecosystem
- Cluster Scale Up
- Sites and Infrastructure

REGION 6'S TARGETED INDUSTRY SECTORS

- Aquaculture / Seafood / Commercial Fishing / Marine Industries
- Forestry / Wood Products / Paper
- Manufacturing
- Distribution / Logistics
- Information / Data Centers
- Professional, Scientific and Technical Services

AWARDED PROJECTS

Since program inception and through December 31, 2020, GO Virginia Region 6 has awarded \$4,657,254 in funding to 19 projects across the region. These projects have leveraged \$4,869,750 in additional funding from public and private sources. Appendix A provides a detailed list of funded projects and project descriptions.

OUTCOMES

In 2020, Region 6 has closed 10 projects. Highlights of project outcomes include:

- 32 Welders Hired across the region (Welding Training Program)
- Understanding of sites and buildings across the Northern Neck and Middle Peninsula (Northern Neck Sites Study and Middle Peninsula Site Characterization)
- Study of the Fredericksburg jobs and regional ecosystem (Good Jobs Here)

FUNDING

Each year, the GO Virginia State Board allocates GO Virginia Region 6 per capita funding based on the regional population for project funds.

PER CAPITA FUNDING

- Total Per Capita Funding allocated since 2017 - \$4,026,136
- Total Per Capita Funding spent since 2017 - \$1,257,099
- Total Per Capital Funding remaining - \$2,769,037

	FY18 Per Capita (100% Match)	FY18 Capacity Building (100% Match)	FY19 Per Capita (100% Match)	FY19 Capacity Building (100% Match)	FY20 Per Capita (100% Match)	FY20 Capacity Building (100% Match)	FY21 Per Capita 100% Match	FY21 Capacity Building (100% Match)	Total
Region 6 Allocation									
Total	\$640,182	\$250,000	\$861,111	\$250,000	\$758,621	\$250,000	\$766,222	\$250,000	\$4,026,136
Projects Funded									
Flexible Office Space Due Diligence		\$50,000							\$50,000
PamunkeyNet Business Plan		\$50,000							\$50,000
VASG Planning Grant		\$49,996							\$49,996
Welding Training Program	\$130,000								\$130,000
Cybersecurity Certification Program	\$110,000								\$110,000
Stafford Cyber & Smart Tech		\$75,000							\$75,000
Northern Neck Workforce Training ECB				\$62,500					\$62,500
NN Commercial Kitchen ECB				\$50,000					\$50,000
FRA RIFA		\$14,665							\$14,665
FRA Cluster Analysis				\$30,000					\$30,000
Germanna Workforce Training			\$634,938						\$634,938
Essex Site Development			\$76,996						\$76,996
Total Spent	\$240,000	\$239,661	\$634,938	\$142,500					\$1,334,095

Total Remaining	\$400,182	\$10,339	\$226,173	\$107,500	\$758,621	\$250,000	\$766,222	\$250,000	\$2,692,041
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ECONOMIC RESILIENCE AND RECOVERY PROGRAM

The GO Virginia State Board approved a policy to implement the GO VA Economic Resilience and Recovery Grant Program for up to \$14.66 million in GO Virginia competitive funds to be dedicated statewide. Each GO Virginia regional council may apply for up to \$1 million to support strategic initiatives in response to the economic crisis caused by the COVID-19 pandemic.

- Total ERR Funding allocated - \$1,000,000
- Total ERR Funding spent by Region 6 - \$163,000
- Total ERR Funding remaining - \$837,000

	ERR Fast Access	ERR Implementation	Total
Region 6 Allocation	\$300,000	\$700,000	\$1,000,000
Projects Funded			
MMPDC Seafood & Ag E Market	\$77,000		\$77,000
KQ TeleMed Study	\$50,000		\$50,000
NN WWTC Expansion	\$36,000		\$36,000
Total Spent	\$163,000		
Total Remaining	\$137,000	\$700,000	\$837,000

CAPACITY BUILDING PROJECT

The GO Virginia Region 6 Council voted to spend a portion of their capacity building funds towards projects.

Projects Funded	R6 Capacity Building
Good Jobs Here	\$50,000
Northern Neck Region-wide Site, Buildings & Infrastructure Study	\$88,000
Middle Peninsula Alliance Business Site Readiness Planning	\$85,000

ABOUT THE REGION 6 COUNCIL

REGION SIX includes the counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford and Westmoreland; and the city of Fredericksburg. The Region Six Council, also known as the Mary Ball Washington Regional Council, is led by William Beale as chair.

The Region Six Council held five regional council meetings, seven executive committee meetings, three nominating committee meetings, and three project review meetings. Organized by the three regional economic development organizations, the Council and the region participated in a Strategic Doing planning process to help spark project pipeline development. The Council attended plenary sessions related to a GO Virginia funded project, Good Jobs Here, in which community input was gathered to determine how to create good jobs within the region. The Council was active in leading a coordinated effort with the planning districts within Region Six to help determine the strategic alignment of projects with the priorities of the region.

The Council focused their efforts on helping the region recover from the economic effects of COVID-19. Through new state level policies, the Council was able to award \$137,000 in additional funding to help relive and revive the economy.

CURRENT REGION 6 COUNCIL MEMBERS

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| John Anzivino Middlesex EDA | Shannon Kennedy Rappahannock Community College |
| William Beale, Chair Retired | Ann Lewis Rappahannock Electric Cooperative |
| Wally Beauchamp Middle Bay Realty | Kim McClellan FAAR |
| Lou Belcher Five Star Marketing | Rob Quartel NTELX |
| Bruce Davis Germanna Community College | Morgan Quicke Richmond County |
| Jackie Davis Bay Consortium WDB | Bryan Taliaferro Montague Farms |
| Jan Erkert Spangler Erkert and Associates | Evan Van Leeuwen SonaBank |
| Val Foulds Retired | John Wells Virginia Institute of Marine Science |
| Steve Goodall WestRock | Linda Worrell Worrell Management Group |
| Stephanie Heinatz Consociate Media | Kimberly Young University of Mary Washington |
| Lisa Hull Northern Neck Tourism Commission | |

GEORGE WASHINGTON REGIONAL COMMISSION

The George Washington Regional Commission serves as the support organization for the Region 6 Council. GWRC staff participate in monthly calls with the Department of Housing and Community Development (DHCD) who administer GO Virginia at the state level. GWRC staff provide technical assistance to projects from project development, to the application process, through grants management, support to the Council, oversees the dissemination of important information, and responds to inquiries from interested parties around the Commonwealth about GO Virginia Region 6. GWRC is led by Executive Director, Dr. Linda Millsaps and Deputy Director, Kate Gibson. GO Virginia is staffed by Jennifer Morgan.

PROJECTS FUNDED IN 2020

ECONOMIC RESILIENCE AND RECOVERY \$163,000

Middle Peninsula Seafood & Agriculture E-Marketplace Development \$77,000

To place the MPPDC/MPCBPAA in the position of both becoming a temporary “market maker” to facilitate electronic commerce between those who want to purchase “local” and those who can sell “local”.

Telehealth Needs Assessment \$50,000

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.

Westmoreland Workforce Training Center (WWTC) Extension \$36,000

To provide funding to the WWTC to allow the center to resume operations in the fall, as it will otherwise not be able to remain open to provide training to a critical workforce in the region

ENHANCED CAPACITY BUILDING \$232,165

Fredericksburg Region Cyber & Smart Tech \$75,000

To understand the market demand for a technology-based entrepreneurial development program and accelerator in the Fredericksburg region around the cyber/IT environment. Stafford County EDA in partnership with King George and Fredericksburg will implement a test program that will allow access to the market and build a business model for a sustained program using the successful RIOT framework, to help explore the potential market for hosting a technology-based accelerator focusing on tech and cyber opportunities.

Northern Neck Workforce Training Feasibility \$62,500

To help identify gaps in training and deliver to employers what they need to grow and expand their businesses within the Rappahannock Community College (RCC) service area. The Northern Neck Planning District Commission with partnerships from RCC and the Bay Consortium Workforce Development Board will develop a blueprint of what is needed by local companies and other workforce needs, designate levels of prioritization of implementation, cost estimates, and actionable steps to improve the quality and quantity of workforce training in the region.

Commercial Kitchen at Hull Springs \$50,000

To study the feasibility of a commercial kitchen at the Longwood Hull Springs site to serve producers and culinary students in the Northern Neck of Virginia.

Fredericksburg Regional Alliance RIFA \$14,665

To better position localities in the Fredericksburg region to collaborate on site development.

Fredericksburg Regional Alliance Industry Cluster Analysis \$30,000

To provide the Fredericksburg region (a sub-region of Region 6) with a better understanding of the types of industries, enabling and focusing the sub-region’s economic and workforce development efforts.

PER CAPITA IMPLEMENTATION \$711,930

Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project \$634,938

To develop two new curriculums to train a workforce in information technology (IT), engineering, computer science and cyber related professions; host two summer camps for middle/high school students; and develop a web portal to engage students in jobs that meet their credentials.

LaGrange Industrial Park Master Planning and Preliminary Engineering Report \$76,992

To advance 29 acres of undeveloped lots in Essex County along the Virginia Business Ready Site Program (VBRSP), from a Tier 2 to at least a Tier 3.

STATEWIDE COMPETITIVE \$2,937,163

Launching a Coastal Resilience and Adaptation Economy \$2,937,163

To lay the foundation of an innovation ecosystem that will create a new, long-term, high-paying economic industry cluster.

GRAND TOTAL \$4,044,258

CAPACITY BUILDING GRANTS

Projects funded from Region 6’s \$250,000 allocation to provide support for administrative efforts to each regional council but may also be used towards projects.

NORTHERN NECK SITES, BUILDINGS, AND INFRASTRUCTURE STUDY **COMPLETED JULY 2020**

This project completed a site, building, and infrastructure study of the Northern Neck region. GO Virginia funding was used to 1) review all inventory of sites and building in the region; 2) create a feasibility study for three potential commercial/industrial sites located in three counties; 3) complete an infrastructure capacity evaluation to address potential business growth in two localities.

- **Statewide Project Theme:** Site Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific and Technical Services; Manufacturing
- **GO Virginia Funding:** \$88,000
- **Match:** \$0
- **Source of Match:** No match required
- **Localities:** Northumberland County, Richmond County, Westmoreland County, Lancaster County
- **How does this project create higher paying jobs:** This project creates higher paying jobs by providing a path to procuring the right facilities, appropriately sized, and located to achieve the higher-wage job growth in the priority industries.

MIDDLE PENINSULA SITE CHARACTERIZATION STUDY **COMPLETED JUNE 2020**

This project completed a site characterization study of up to 16 sites in the Middle Peninsula region. GO Virginia funding was used to study of up to 16 sites in the Middle Peninsula; recommend sites for further evaluation of development as a regionally-owned property; provide recommendations on market potential for properties in the ownership of the Middle Peninsula Public Access Authority; and make recommendations on steps to take to create a nutrient bank.

- **Statewide Project Theme:** Site Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific and Technical Services; Manufacturing
- **GO Virginia Request:** \$85,000
- **Match:** \$5,200
- **Source of Match:** Middle Peninsula Alliance
- **Localities:** Essex County, Gloucester County, King & Queen County, King William County, Middlesex County, and Mathews County
- **How does this project create higher paying jobs:** This project creates higher paying jobs by providing a path to procuring the right facilities, appropriately sized, and located to achieve the higher-wage job growth in the priority industries.

GOOD JOBS HERE **COMPLETED JULY 2020**

This project completed planning activities towards documenting a 1) better focus all the region’s economic development efforts, 2) draw together a variety of elements and organizations to have a larger and more sustained impact, 3) increase the use of available Go Virginia funds for successful and innovative projects, and 4) prepare the community for an even more positive future.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific and Technical Services
- **GO Virginia Request:** \$50,000
- **Match:** \$9,900
- **Source of Match:** George Washington Regional Commission
- **Localities:** City of Fredericksburg, Caroline County, King George County, Stafford County, Spotsylvania County
- **How does this project create higher paying jobs:** This project creates higher paying jobs by understanding the current landscape of jobs within the region and creating a plan to grow jobs within the Fredericksburg area.

ENHANCED CAPACITY BUILDING GRANTS

Enhanced Capacity Building (ECB) grants are used for planning purposes and should have an intent to return for future implementation funds. Regions are not permitted to spend more than \$250,000 of their Per Capita allocations on ECB's each year.

FLEXIBLE OFFICE SPACE DUE DILIGENCE

COMPLETED APRIL 2020

This project initiated a study for the site characterization and building development of a 20,000 square foot flexible office building in the Town of Montross. GO Virginia funding was utilized for due diligence activities including a Phase 1 Environmental Site Assessment, Threatened and Endangered Species Review, Archaeological and Architectural Review, geographic and topographic surveys, and schematic site and building designs.

- **Statewide Project Theme:** Regional Site Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services
- **GO Virginia Funding:** \$50,000
- **Match:** \$50,000
- **Source of Match:** Westmoreland County and the Northern Neck Chesapeake Bay Region Partnership
- **Project Type:** Enhanced Capacity Building
- **Localities:** Westmoreland County and the Town of Montross
- **How this project creates higher paying jobs:** This project creates higher paying jobs by providing a potential space for relocation for businesses that met the targeted priority industry sectors.

PAMUNKEY NET BUSINESS PLAN

COMPLETED DECEMBER 2020

This project assists with the design and implementation of a sustainable business model for high-speed broadband delivery to underserved areas of Region 6. GO Virginia funding was utilized for the development of a business plan and the creation of a new legal enterprise owned by the Pamunkey Tribe, which will serve as a conduit to currently untapped federal resources for broadband development. State broadband resources previously deployed in the region resulted in broadband infrastructure plans, but a business plan is still vital to the region's ability to seek any available resources for broadband implementation.

- **Statewide Project Theme:** Broadband
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services; Information/Data Centers; Manufacturing
- **GO Virginia Funding:** \$50,000
- **Match:** \$83,000
- **Source of Match:** Fredericksburg Regional Alliance, Middle Peninsula Alliance, Middle Peninsula Planning District Commission, Essex County, Gloucester County and EDA, King & Queen County, King William County and EDA, Mathews County, Caroline County, the City of Fredericksburg, King George County, Spotsylvania County, Stafford County, Lancaster County, Richmond County, and the Towns of Tappahannock and West Point.
- **Project Type:** Enhanced Capacity Building
- **Localities:** Essex County, Gloucester County and EDA, King & Queen County, King William County and EDA, Mathews County, Caroline County, the City of Fredericksburg, King George County, Spotsylvania County, Stafford County, Lancaster County, Richmond County, and the Towns of Tappahannock and West Point.
- **How this project creates higher paying jobs:** This project creates higher paying jobs by providing a high-performance backbone between towers and local access points to businesses, residents, and institutions that can ultimately utilize affordable and reliable high-speed capacity for the retention, formation, and attraction of higher-paying jobs.

VIRGINIA SEA GRANT ECOSYSTEM DEVELOPMENT

COMPLETED DECEMBER 2020

This project initiated a study to complete planning activities toward building a new industry cluster in Virginia, a water management economy that integrates workforce development, research and development, innovation, and commercialization.

- **Statewide Project Theme:** Entrepreneurial Activities
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services
- **GO Virginia Funding:** \$49,996
- **Match:** \$49,996
- **Source of Match:** Middle Peninsula Planning District Commission and Middle Peninsula Alliance
- **Project Type:** Enhanced Capacity Building
- **Localities:** Essex County, Gloucester County, King and Queen County, Middlesex County, Mathews County, King William County, Town of Tappahannock, Town of Urbanna, and Town of West Point.
- **How this project creates higher paying jobs:** This project creates higher paying jobs by understanding the potential economy of water-based activities that could create entrepreneurial innovations.

FREDERICKSBURG REGION CYBER & SMART TECH ENTREPRENEURIAL

OPEN, JUNE 2021

This project initiates a to assess the market demand for a Cyber and Smart Tech Entrepreneur program and the capacity of Stafford County's Economic Development Authority and Economic Development and Tourism Department to deliver such a program. GO Virginia funds was utilized for the hiring of a consultant, R!OT, to understand the current ecosystem and plan ways to move it forward.

- **Statewide Project Theme:** Entrepreneurial Activities
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services
- **GO Virginia Funding:** \$97,500
- **Match:** \$75,000
- **Source of Match:** Stafford County EDA, Stafford County Economic Development and Tourism, City of Fredericksburg, and King George County, OST, Inc. R!OT, Cyber Bytes Foundation, UMW Stafford, Germanna Community College, UMW Economic Development Department, and CIT
- **Project Type:** Enhanced Capacity Building
- **Localities:** Stafford County, City of Fredericksburg, King George County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing understanding the ecosystem in which cyber entrepreneurs can build and grow in.*

NORTHERN NECK WORKFORCE TRAINING FEASIBILITY AND SITE SELECTION STUDY

OPEN, APRIL 2021

This project examines current and future workforce needs and the requirements for undertaking appropriate training to meet the available jobs of today and in the future. GO Virginia funding was used for an assessment that will include a blueprint of what is needed by local companies and other workforce needs, prioritization for implementation, cost estimates, and the necessary steps to improve the quality and quantity of workforce training in the region.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services; Manufacturing
- **GO Virginia Funding:** \$62,500
- **Match:** \$62,500
- **Source of Match:** U.S. Department of Labor
- **Project Type:** Enhanced Capacity Building
- **Localities:** Richmond County, Westmoreland County, Lancaster County, Northumberland County, Essex County, Gloucester County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by understanding what training needs are necessary to create higher paying jobs in this sub-region.*

NORTHERN NECK WORKFORCE TRAINING FEASIBILITY AND SITE SELECTION STUDY

OPEN, JUNE 2021

This project drafted a feasibility study for a commercial kitchen located at Longwood Hull Springs in Westmoreland County. Should the results of the study indicate that a commercial kitchen establishment would be feasible in the Northern Neck, the idea is to co-locate the facility in the dining hall at Longwood Hull Springs for food preparation for resident students and faculty members.

- **Statewide Project Theme:** Entrepreneurial Activities
- **Region 6 Priority Industry Cluster:** Manufacturing
- **GO Virginia Funding:** \$50,000
- **Match:** \$50,000
- **Source of Match:** US Department of Agriculture-Rural Development
- **Project Type:** Enhanced Capacity Building
- **Localities:** Westmoreland County and Northumberland County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing understanding the ecosystem in which food manufacturers can operate a commercial kitchen.*

FREDERICKSBURG REGIONAL INDUSTRIAL FACILITIES AUTHORITY STUDY

OPEN, JUNE 2021

This project will form a Regional Industrial Facilities Authority (RIFA) in accordance with the Virginia Regional Industrial Facilities Act (Va. Code Section 15.2-6400-6416) for the City of Fredericksburg, Caroline County, King George County, Stafford County, and Spotsylvania County.

- **Statewide Project Theme:** Site Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services; Manufacturing
- **GO Virginia Funding:** \$14,665
- **Match:** \$7,335
- **Source of Match:** City of Fredericksburg, Caroline County, King George County, Stafford County, Spotsylvania County, Fredericksburg Regional Alliance
- **Project Type:** Enhanced Capacity Building
- **Localities:** City of Fredericksburg, Caroline County, King George County, Stafford County, and Spotsylvania County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by setting up the framework for all the localities to create a RIFA that will enable shared revenue capabilities in site development projects.*

FREDERICKSBURG REGION INDUSTRY CLUSTER ANALYSIS

COMPLETED DECEMBER 2020

This study will focus on identifying detailed 4-digit NAICS level industries within the broader 2-digit industries already identified in the Growth and Diversification Plan such as Manufacturing, Distribution and Logistics, IT and Data Centers, and Professional Services. It is at this 4-digit level that the Fredericksburg Region Industry Cluster Analysis would provide the most benefit to our region and individual localities.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific, and Technical Services; Manufacturing
- **GO Virginia Funding:** \$30,000
- **Match:** \$15,000
- **Source of Match:** Fredericksburg Regional Alliance, Vakos, Transurban, Germanna Community College
- **Project Type:** Enhanced Capacity Building
- **Localities:** City of Fredericksburg, Caroline County, King George County, Stafford County, and Spotsylvania County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing understanding of the current industries within the Fredericksburg region to attract new companies to the region and expand current companies.*

PER CAPITA IMPLEMENTATION GRANTS

Per Capita Implementation grants are used for implementation of projects that have tangible metrics and outcomes.

WELDING TRAINING PROGRAM

COMPLETED, AUGUST 2020

This project created a new welding training program at Rappahannock Community College. GO Virginia funds were used to equip a welding training facility with 15 workstations and train 40 welders for employment at local businesses within Region 6.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Manufacturing
- **GO Virginia Funding:** \$130,000
- **Match:** \$130,000
- **Source of Match:** Westmoreland County, Bay Consortium Workforce Development Board, Carry-On Trailer Corporation, Northern Neck Chesapeake Bay Region Partnership, Northumberland County, and Rappahannock Community College
- **Project Type:** Implementation
- **Localities:** Westmoreland County and Northumberland County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing welding training classes projected to pay at \$22hr for those who complete the program.*

CYBERSECURITY CERTIFICATION PROGRAM

OPEN, APRIL 2021

This project established a Certified Information Systems Security Professional (CISSP) certification program at UMW and will equip 70 of the region's citizens with this certification to pursue employment at local businesses within the region over the course of the grant.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Professional, Scientific and Technical Services
- **GO Virginia Funding:** \$110,000
- **Match:** \$110,000

- **Source of Match:** City of Fredericksburg, King George County, Stafford County, University of Mary Washington, Germanna Community College, and Rappahannock Community College
- **Project Type:** Implementation
- **Localities:** City of Fredericksburg, King George County, and Stafford County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing training towards a CISSP certification that provide jobs at above the regional average.*

GERMANNA COMMUNITY COLLEGE TECH TALENT PIPELINE

OPEN

This project will utilize GO Virginia funds to develop two new curriculums to train a workforce in information technology (IT), engineering, computer science and cyber related professions; host two summer camps for middle/high school students; and develop a web portal to engage students in jobs that meet their credentials.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Manufacturing, Logistics/Distribution, Information/Data Centers, and Professional/Scientific/Technical Services
- **GO Virginia Funding:** \$634,938
- **Match:** \$398,000
- **Source of Match:** Germanna Community College Foundation
- **Localities:** City of Fredericksburg, Caroline, King George, Stafford, Spotsylvania
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by providing training to over 200 students in the IT and computer science related industries.*

LAGRANGE INDUSTRIAL PARK MASTER PLANNING AND PRELIMINARY ENGINEERING REPORT

OPEN

This project will advance 29 acres in Essex County along the Virginia Business Ready Site Program, from a Tier 2 to at least a Tier 3.

- **Statewide Project Theme:** Site Development
- **Region 6 Priority Industry Cluster:** Manufacturing
- **GO Virginia Funding:** \$76,992
- **Match:** \$38,508
- **Source of Match:** US EDA
- **Project Type:** Implementation
- **Localities:** Essex County, Middlesex County, King and Queen County, Town of Tappahannock
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by laying the foundation for potential companies to relocate to the region and create a stronger workforce.*

ECONOMIC RESILIENCE AND RECOVERY PROGRAM

The Growth and Opportunity for Virginia Board approved a policy in April 2020 to implement the GO VA Economic Resilience and Recovery Grant Program. Each GO Virginia regional council may apply for up to \$1 million to support strategic initiatives in response to the economic crisis caused by the COVID-19 pandemic.

MIDDLE PENINSULA SEAFOOD AND AGRICULTURE E-MARKETPLACE DEVELOPMENT

OPEN, MAY 2021

This project requested funding to customize the FishLine application for the Chesapeake Bay, host the application, complete website development for online purchasing, marketing the new app, and general project administration.

- **Statewide Project Theme:** Entrepreneurial Activities/Workforce Development
- **Region 6 Priority Industry Cluster:** Aquaculture / Seafood / Commercial Fishing / Marine Industries
- **GO Virginia Funding:** \$77,000
- **Match:** \$38,500
- **Source of Match:** MPCBPAA, MPPDC, Private Sources
- **Project Type:** ERR Fast Access
- **Localities:** Essex County, Gloucester County, King and Queen County, Middlesex County, Mathews County, King William County, Town of Tappahannock, Town of Urbanna, and Town of West Point.
- **How this project creates higher paying jobs:** *This project creates higher paying jobs keeping a key market open during an economic time in which primary markets are closed.*

TELEHEALTH NEEDS ASSESSMENT

COMPLETED, DECEMBER 2020

This project requested GO Virginia ERR Fast Access funds to complete a study to understand the ability to host a telehealth center in the future King and Queen TeleWork Incubation center.

- **Statewide Project Theme:** Workforce Development/Entrepreneurial Activities
- **Region 6 Priority Industry Cluster:** Professional, Scientific and Technical Services
- **GO Virginia Funding:** \$50,000
- **Match:** \$25,000
- **Source of Match:** King and Queen County
- **Localities:** King and Queen County, Town of West Point
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by allowing employers to have a facility close to work for employees to receiving medical testing.*

WESTMORELAND WORKFORCE TRAINING CENTER EXTENSION PROJECT

COMPLETED, AUGUST 2021

This project requested GO Virginia ERR Fast Access funds to fund the rent and utilities of the previously funded Region 6 Welding Training program for 1 additional year due to the impact COVID-19 had on the training program.

- **Statewide Project Theme:** Workforce Development
- **Region 6 Priority Industry Cluster:** Manufacturing
- **GO Virginia Funding:** \$36,000
- **Match:** \$18,000
- **Source of Match:** Westmoreland County
- **Localities:** Westmoreland County, Northumberland County
- **How this project creates higher paying jobs:** *This project creates higher paying jobs by training 30 welders and 10 machinists over a one year period.*

STATEWIDE COMPETITIVE

LEAD REGION

LAUNCHING A COASTAL RESILIENCE AND ADAPTATION ECONOMY

Partnering Regions: 5

Participating Localities: Middle Peninsula Chesapeake Bay Public Access Authority (in kind - 9 localities); Accomack-Northampton Planning District Commission (in kind); City of Norfolk (in kind); City of Portsmouth (in kind); City of Virginia Beach (in kind)

Investment Strategy: Start Up Ecosystem/Cluster Scale Up/Workforce Development

Type of Project: Statewide Competitive

Applicant(s): Virginia Sea Grant

Project Description: The Coastal Resilience and Adaptation Economy initiative takes a two-pronged approach to laying the foundation of an innovation ecosystem that will create a new, long-term, high-paying economic industry cluster. The approach: 1) Builds resilience entrepreneurship through RISE's proven business plan competition and accelerator services, including a product performance validation in Region 6's network of real world R&D test sites (i.e. Resilience Innovation Center) as an expansion of the Hampton Roads resilience living laboratory; and 2) Forms a multi-stakeholder, business-focused Region 5-6 Consortium to engage the broader business community in education about the risks and economic impacts of sea level rise, and builds capacity for adoption of resilient practices. Aligning with both Region's Growth & Diversification Plans, this initiative builds critical pathways and avenues for collaboration between the two regions and rural and urban economies. Further, as this sector grows, all other sectors are buoyed by the increased regional resilience to flooding, storms and other stressors impacting coastal Virginia. The project team includes Virginia Sea Grant (VASG, 7-university coalition, Region 6, Lead); RISE (non-profit, Region 5); Middle Peninsula Chesapeake Bay Public Access Authority (PAA, local government, Region 6); and Old Dominion University (ODU, Region 5), GO Virginia funds will be used to support contract for services with selected RISE competition winners, stipends for graduate students, development of the consortium, and planning and assessment of the public access sites for demonstration projects.

GO Virginia Funding: \$2,937,163

Matching Funds: \$3,696,411

PARTNERING REGION

GENEDGE – RETOOLING VIRGINIA MANUFACTURERS FOR STRATEGIC INDUSTRIES

Lead Region: 1

Partnering Regions: 2, 3, 4, 5, 6, 7, 8

Participating Localities: Joint Industrial Development Authority of Wythe County (Wythe County, Wytheville, and Rural Retreat) and the Town of Bluefield. (Note: Due to the project scope and design, this project has the potential to provide statewide impact across all nine GO Virginia Regions. Eight of the nine GO Virginia Regions have identified Advanced Manufacturing as a targeted industry sector in their Growth and Diversification Plans.)

Investment Strategy: Cluster Scale Up

Type of Project: Statewide ERR Implementation

Applicant(s): GENEDGE

Project Goal(s): This project has two phases. In the near term, to expand the capabilities of existing suppliers to develop sustainable ongoing revenues in the areas of PPE and other medical equipment and supplies to address critical shortages and provide more secure domestic supply chains for these products. This will include further development of a Virginia-based supply network and build a planned capacity and response to potential recurrence of the Corona virus. The second phase will help participating manufacturers diversify their market and product offerings in response to federal initiatives that support re-shoring, critical and strategic sectors intentionally reducing sourcing risk, and initiatives to bolster Department of Defense Supply chains.

GO Virginia Funding: \$2,950,000

Match: \$1,475,000

VIRGINIA SBDC CASH MATCH CY2020-2021

Lead Region: 7

Partnering Regions: 1, 3, 6, 8, 9

Strategy: Workforce Development

Type of Project: Statewide Economic Resilience and Recovery

Applicant(s): George Mason – Virginia Small Business Development Center

Project Goal(s): This GO Virginia Statewide ERR application will provide up to \$1,00,000 to ensure the Virginia SBDC Network can satisfy the required 50% cash match in order to access the full amount of SBA funding available (\$3,240,470) to Virginia and expand SBDC services for small businesses.

GO Virginia Funding: \$1,000,000

Matching Funds: \$600,000