



- Opening**
- ▶ Call to Order
  - ▶ Roll Call
    - ▶ Votes will be taken as a roll call vote.
  - ▶ Public Comment

- Approval of Consent Agenda (ACTION ITEM)**
- ▶ Approval of January 25<sup>th</sup>, 2021 Minutes
  - ▶ Executive Committee Report and Actions Taken

- Bylaws Update Approval (ACTION ITEM)**
- ▶ New Bylaws in Packet
  - ▶ Reviewed at January meeting

### Regional Council Reappointments and New Council Members

- ▶ Reappointments – 4 Year Terms
  - ▶ William Beale, Bruce Davis, Lisa Hull, Kim McClellan, and John Wells
- ▶ Executive Committee – 2 Year Terms
  - ▶ William Beale, Lisa Hull, and Kim McClellan
- ▶ Executive Committee New Member
  - ▶ Morgan Quicke
- ▶ Regional Council New Members
  - ▶ Joel Griffin, Liz Povar, Sarah Calveric, Rene Daniels, Jeff Szyperski, and Merthia Haynie
- ▶ Terms Ended
  - ▶ Lou Belcher
  - ▶ Wally Beauchamp
  - ▶ Bryan Tallaferro
  - ▶ Stephanie Heinatz

### Closed Session

### Regional Council Reappointments and New Council Members

- ▶ Reappointments – 4 Year Terms
  - ▶ William Beale, Bruce Davis, Lisa Hull, Kim McClellan, and John Wells
- ▶ Executive Committee – 2 Year Terms
  - ▶ William Beale, Lisa Hull, and Kim McClellan
- ▶ Executive Committee New Member
  - ▶ Morgan Quicke
- ▶ Regional Council New Members
  - ▶ Joel Griffin, Liz Povar, Sarah Calveric, Rene Daniels, Jeff Szyperski, and Merthia Haynie
- ▶ Terms Ended
  - ▶ Lou Belcher
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  - ▶ Bryan Tallaferro
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### Presentation on State Working Groups

- ▶ CIT Advisory Committee
- ▶ GO Virginia State Board Sites Working Group
- ▶ GENEDGE/GO Virginia Statewide Project

### Presentation on Closed Projects

- ▶ King and Queen Telehealth Study
- ▶ Fredericksburg Regional Cluster Analysis
- ▶ Virginia Sea Grant Planning Grant

### Project Title: Westmoreland County Site Development

- ▶ **Applicant:** Westmoreland County
- ▶ **Grant Type:** Implementation
- ▶ **Growth and Diversification Plan Strategy Area (s):** Manufacturing (Small Advanced and Small Light); Professional, Scientific, and Technical Services
- ▶ **Localities Covered:** Westmoreland County
- ▶ **Partners:** Richmond County, Westmoreland County, Town of Montross, NNPD
- ▶ **GOVA Funds Requested:** \$224,630
- ▶ **Matching Funds:** \$119,500
  - ▶ **Source of Match:** Westmoreland and Town of Montross site acquisition, site characterization
- ▶ **Additional Leverage:** \$237,050 (building renovation)
- ▶ **Total Cost:** \$581,180

### Project Overview

- ▶ **Project Description:** To increase the marketability of Flex Space Property by completing site improvement activities.
- ▶ **Project Goal(s):** The 5.7 acre publicly owned site is in need of site improvement enhancements including paving and parking lot improvements. The site is currently deemed a Tier 5 site. Sites that have been certified as a Tier 4 or 5 may be considered for funding if the applicant can demonstrate that the investment will significantly increase the marketability of the site. The applicant has stated in the current condition the site is not marketable. The site also currently has a former grocery store shell building located on the site.
- ▶ **Outcomes:** Increase the marketability of 5.7 acres of publicly owned land in Westmoreland County.
- ▶ **Use of GO Virginia Funds**
  - ▶ \$224,630 for paving and some improvements to already existing water and sewer infrastructure that is outdated

### Staff Concerns and Applicant Responses

- ▶ Lack of regional collaboration.
- ▶ Needs improvement in demonstration that the investment will significantly increase the marketability of the site.
- ▶ Use of GO Virginia funds for paving

### Council Review

- ▶ John Anzivino and Billy Beale reviewed this project application. Mr. Anzivino and Mr. Beale asked the applicant the following questions:
  - ▶ What is the role of the RIFA in the application?
  - ▶ What the previous prospects interest on this site looked like over the past few years?
  - ▶ What will the GO Virginia infrastructure funding be used for?
  - ▶ What is the urgency of this 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

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**Project Title:** Establishing a RiOT Accelerator Program in the Virginia Smart Community Testbed to serve the Rappahannock Regional Entrepreneur Ecosystem

- ▶ **Applicant:** Stafford County EDA
- ▶ **Grant Type:** Implementation
- ▶ **Growth and Diversification Plan Strategy Area (s):** Professional, Scientific, and Technical Services
- ▶ **Localities Covered:** Stafford, King George, City of Fredericksburg
- ▶ **Partners:** Stafford EDT, Stafford EDA, King George EDA, King George EDT, Fredericksburg EDT, RiOT, CIT
- ▶ **GOVA Funds Requested:** \$215,000
- ▶ **Matching Funds:** \$216,000
  - ▶ **Source of Match:** Stafford EDT, Stafford EDA, King George EDA, King George EDT, Fredericksburg EDT, RiOT
  - ▶ **Additional Leverage:** \$665,000 (Committed by CIT, a state source and therefore not eligible as GOVA match)
- ▶ **Total Cost:** \$496,000

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### Project Overview

- ▶ **Project Description:** To building entrepreneurial capacity and business expansion and growth through the acceleration of start up companies.
- ▶ **Project Goal(s):** Stafford EDA, partnered with RiOT, will 1. Accelerate the growth of high-tech startups through the establishment of their business acceleration program and 2. Establish community focused workshops in Fredericksburg and King George to allow for specific programming identified in the previously funded ECB to be addressed.
- ▶ **Outcomes:**
  - ▶ 3 RiOT-VA Accelerator Program cohorts with 6 companies in each cohort – 12 startups in the two years of GOVA funding
  - ▶ 3 Community Workshops – 10 participants each
  - ▶ Technology Specialist in the Testbed working with RiOT Coordinator. The Tech Specialist will help identify and integrate entrepreneurs into Pilot Projects in the Testbed.
- ▶ **Use of GO Virginia Funds**
  - ▶ Contractors/Consultants and Salaries: \$200,000
    - ▶ \$75,000 for an Accelerator Coordinator
    - ▶ \$65,000 for Smart Test Bed coordinator
    - ▶ \$20,000 for Stafford Marketing Coordinator
    - ▶ \$40,000 for RiOT Coordinator specific to KG and FXBG
  - ▶ Supplies: \$15,000

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### Staff Concerns and Applicant Responses

- ▶ There are currently discrepancies between the committed cash and committed in-kind in terms of match.
- ▶ This project is requesting \$215,000 of GO Virginia funding, \$200,000 of which will be used to fund staffing positions. Staff recommends expanding the sustainability of this project post the two year GO Virginia funding on how the state of Virginia will not be responsible for either the termination of these positions or the future funding.
- ▶ Staff recommends clarifying how many companies will progress through the Accelerator versus Workshops in Question #1 and what types of companies are being targeted.
- ▶ Staff recommends clarifying why there needs to be community specific programming in King George and Fredericksburg and not in Stafford.
- ▶ Staff recommends clarifying how the Technology Specialist's role will be defined between work for GO Virginia versus work for Virginia CIT as this position will be funded by both.

### Council Review

- ▶ Rob Quartel and Linda Worrell reviewed this project application. Mr. Quartel and Ms. Worrell asked the applicant the following questions:
  - ▶ How is RiOT involved in this project?
  - ▶ Incorporate the finding of the report into the application for background information.
  - ▶ How is the accelerator partnering with CIT and ICAP?
  - ▶ What is the ROI?
  - ▶ How will this application incorporate the work UMW and GCC are doing?
  - ▶ What will the outreach be to the Northern Neck and Middle Peninsula?
    - ▶ Council members want to see defined marketing and outreach plan to the Northern Neck and Middle Peninsula.

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### Vote

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### Council Review

- ▶ Rob Quartel and Linda Worrell reviewed this project application. Mr. Quartel and Ms. Worrell asked the applicant the following questions:
  - ▶ How is RiOT involved in this project?
  - ▶ Incorporate the finding of the report into the application for background information.
  - ▶ How is the accelerator partnering with CIT and ICAP?
  - ▶ What is the ROI?
  - ▶ How will this application incorporate the work UMW and GCC are doing?
  - ▶ What will the outreach be to the Northern Neck and Middle Peninsula?
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### 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

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### Project Title: Cybersecurity Job Creation System (CJCS)

- ▶ **Applicant:** ODU Research Foundation
- ▶ **Grant Type:** Statewide Competitive
- ▶ **Growth and Diversification Plan Strategy Area (s):** Professional, Scientific, and Technical Services
- ▶ **Localities Covered:** All
- ▶ **Partners:** Caroline County, Essex County, Fairfax County, Gloucester County, King and Queen County, Lancaster County, Mathews County, Middlesex County, Northumberland County, Prince William County, Richmond County, Spotsylvania County, Stafford County, Westmoreland County, Alexandria City, Fredericksburg City, Virginia Beach City
- ▶ **GOVA Funds Requested:** \$1,450,000
- ▶ **Matching Funds:** \$2,921,957
  - ▶ **Source of Match:** Fairfax County Economic Development Authority (\$30K in cash and \$ 222K in-kind), Total Compliance (in-kind), SCIPP International (in-kind), Hampton Roads Workforce Council (in-kind), ITPG (cash), Total Compliance (cash), ODURF, Veterans Business Outreach Center –SBA/ODU, YUPRO, Virginia Career Works South Central (Region 3), New College Institute
- ▶ **Total Cost:** \$4,371,957

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### Project Overview

- ▶ **Project Description:** To produce job-ready cybersecurity candidates with the high demand NIST 800-171/CMMC competencies and project experience.
- ▶ **Project Goal(s):** This project systematically pursues GO Virginia workforce and economic development goals, including diversification and competitiveness. The CJCS project goals are:
  - ▶ Create a cybersecurity talent pipeline for the Commonwealth to expand and diversify its workforce.
  - ▶ Enable Virginia's DoD contractors to comply with more rigorous DoD regulations and thereby become more competitive.
  - ▶ Expand and enhance experiential cybersecurity higher education offerings for veterans, to better meet the cybersecurity workforce capacity needs of the Commonwealth and sustain the talent pipeline.
  - ▶ Attract additional cybersecurity employers to the Commonwealth with a cybersecurity talent pipeline and job-ready workforce.
- ▶ **Outcomes:** The CJCS will achieve significant, positive outcomes for the workforce and economic development in the participating regions as well as throughout the Commonwealth.
  - ▶ In Regions 3, 4, and 5 alone, the CJCS will help:
    - ▶ 7,323 DoD contractors comply with DoD NIST 800-171/CMMC cybersecurity controls.
    - ▶ protect DoD revenue of \$128.
    - ▶ retain 75,887 DoD-related jobs.
  - ▶ For the Commonwealth, the CJCS will:
    - ▶ Create/retain 471 jobs over three years and 1,399 jobs over five years.
    - ▶ Generate \$3,423,621 in tax revenue.
    - ▶ Enable 534 veterans to become NIST 880-171/CMMC professionals, earning on average \$100K+
    - ▶ Generate five-year job creation ROI of 704% and job retention ROI of 866%

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### Staff Concerns and Applicant Responses

- ▶ What is the marketing plan for Region 6?
- ▶ How will this incorporate the Region 6 funded project, UMW Cybersecurity Certification program?
- ▶ How will students pay for attending ODU?

### Council Review

- ▶ Jackie Davis reviewed this project application. Ms. Davis asked the applicant the following questions:
  - ▶ How does the project plan to engage UMW students?.

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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: Expansion of ICAP Mentor Network

- ▶ **Applicant:** VA SBDC Network
- ▶ **Grant Type:** Statewide Competitive ERR
- ▶ **Growth and Diversification Plan Strategy Area (s):** Professional, Scientific, and Technical Services
- ▶ **Localities Covered:** All
- ▶ **Partners:** Please see Question #9 in application and corresponding letters of support, in-kind forms, and letters of commitment
- ▶ **GOVA Funds Requested:** \$882,794
- ▶ **Matching Funds:** \$362,497
  - ▶ **Source of Match:** City of Fairfax, Loudoun County, Fauquier County, George Mason University, Lighthouse Labs, 757 Startup Studios, RAMP, MEC - Fairfax, Leesburg, Warrenton, and CBP, Prince William County
- ▶ **Total Cost:** \$1,245,291

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### Project Overview

- ▶ **Project Description:** To build entrepreneurial capacity and business expansion through the support of more mature technology and innovation-driven startups across Virginia to mentors to scale their businesses.
- ▶ **Project Goal(s):** The project seeks to address the needs of tech and innovation companies and build a dedicated, dependable, and sustainable team of ICAP Mentors with specific expertise in successfully standing up technology companies. This proposal will bring resources to entrepreneurs in regions that have few or very limited resources to assist technology commercialization and will provide additional capacity and capability to areas where some level of resource is available.
  - ▶ ICAP Mentors will be located in entrepreneurial hotspots across the Commonwealth that will include Northern Virginia, Central Virginia, Coastal Virginia, and Southwest Virginia.
- ▶ **Outcomes:**
  - ▶ 4 ICAP Mentors
  - ▶ Referred Companies towards the program

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### Staff Concerns and Applicant Responses

- ▶ This project is requesting \$882,794 of GO Virginia funding, which will be used for salaries for ICAP mentors. How is this a sustainable non-state funded model post-award?
- ▶ This funding is COVID-19 Economic Resilience and Recovery Competitive funding. How has the need for ICAP mentors been exacerbated by COVID?

### Council Review

- ▶ Rob Quartel and Linda Worrell reviewed this project application. Mr. Quartel and Ms. Worrell asked the applicant the following questions:
  - ▶ Why is the applicant applying for GO Virginia funding? How does this tie into GO Virginia's priorities?

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### Vote

- ▶ Please remember to state your name before making a motion
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  - ▶ Request the applicant modify the application for action at a future meeting
  - ▶ Deny the application

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### New Business

- ▶ Growth and Diversification Plan Stakeholder Meetings
  - ▶ First Session May 25<sup>th</sup> at 1pm - Virtual
- ▶ Blueprint Virginia 2030 Regional Tour – June 30, 2021
- ▶ FY22 Budget Update Discussion
- ▶ FY22-FY23 Support Organization Agreement

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### Information Items

- ▶ Financial Report
- ▶ Project Status Update
- ▶ State Board Updates
- ▶ 2021 Meeting Schedule
  - ▶ Next Full Council Meeting: July 26<sup>th</sup> at 12pm!

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### Project Status Update

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS			
Project Name	Region 6 Approval	State Approval	Issues
Richmond County Site Development	1/25/2021	3/14/2021	Contract Negotiations

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### Project Status Update

OPEN PROJECTS				
Project Name	Start Date	End Date	Description of Activities This Quarter	Actions
Middle Peninsula Seafood and Agriculture E-Marketplace Development (ERR Fast Access)	5/11/2020	5/19/2021	Bay Direct App has launched and is available on Google and Apple App store	● On Track
Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program (ECR)	3/17/2020	6/30/2021	Sub-grantee held second Lunch and Learn in Fredericksburg with over 30 participants attending. Wrote preliminary report and implementation plan	● On Track
Northern Neck Workforce Training Feasibility & Site Selection Study (ECR)	5/1/2020	6/30/2021	Project is fully underway with research, analysis, survey instruments, interviews, and outreach. Engagement with KCC and stakeholders continues. Another site visit is planned for later in the Spring. Survey results in English & Spanish; plans for consultation in June due to COVID restrictions/schedule.	● Project team has asked for more time for consultant to more analysis.
Commercial Kitchen at Hull Springs (ECR)	7/1/2020	6/30/2021		● On Track
Fredericksburg Regional Alliance RFA (ECR)	5/11/2020	12/31/2020, Extension 6/30/2021	Draft RFA Agreements have been sent to the local County Attorneys for approval. Delay in approval of RFA due to COVID.	● Sub-grantee has asked for a contract extension to continue working with localities until 6/30/21.
Westmoreland Workforce Training Center Expansion (ERR Fast Access)	6/1/2020	8/31/2021	Both welding and machining classes have recommenced. 9 welders trained and 9 graduated. 3 machinists awarded. 3 machinists trained. 2 machinists hired (one already had job, but is working in the field). Welding classes in progress that began March 8 and will run through April 21.	● On Track
Cybersecurity Certification Program (Implementation)	5/1/2019	1/31/2022	Project has been delayed due to COVID. Classes for fall semester took place virtually, but with significantly smaller class size. Sub-grantee has been awarded a contract extension.	● On Track
Lifecore Industrial Master Planning (Implementation)	3/1/2021	2/28/2022	Contract signed and consultant being hired	● On Track
Germania Community College Engineering, Information Technology, Computer Science and Cyber Tech Talent Pipeline Project (Implementation)	7/1/2021	1/31/2023	GCC has begun conversations with local schools to host programs over the summer for middle and high school students. A secondary benefit from the grant is a new partnership with SportsVista sheriff's office and partnering with students.	● On Track
Launching a Coastal Resilience and Adaptation Economy (Strategic Competitive)	4/1/2021	3/31/2023	Contract signed and work is beginning	● On Track

### Project Status Update

CLOSED PROJECTS		
Project Name	Start Date/End Date	Project Summary
Blue Space (ECR)	4/14/2018 - 4/15/2020	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 Williams. GO Virginia funding was utilized for due diligence activities including a Phase I Environmental Site Assessment, Threatened and Endangered Species Review, Archaeological and Architectural Survey, geographic and topographic surveys, and schematic site and building design.
Penetration (ECR)	1/25/2018 - 6/29/2020	The project assesses 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 business plans and the creation of new, legal enterprises owned by the Peninsula Tribe, which will serve as a socially economically empowered financial resource 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.
Welding Training (Implementation)	7/1/2018 - 6/30/2020	This project created a new welding training program at Regenerations Community College. GO Virginia funds were used to equip a welding training facility with 10 workstations and 100 welders for employment at local businesses within Region 6. Project outcomes included 102 students trained, 73 credentials awarded, 32 new jobs created, and six new programs implemented.
WV Site Building & Infrastructure Study (R)	4/1/2018 - 3/31/2020	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 buildings in the region; 2) create a feasibility study for three potential commercial/industrial sites located in the Northern Neck; 3) complete an infrastructure capacity analysis to determine potential business growth in the Northern Neck.
MVA Business Site Readiness Planning (R)	7/1/2018 - 6/30/2020	This project completed a site characterization study of up to 16 sites in the Middle Peninsula region. GO Virginia funding was used to study up to 16 sites in the Middle Peninsula, recommend sites for further evaluation of development as a regional shared property, provide recommendations on future potential for properties in the counties of the Middle Peninsula Public Access Authority, and make recommendations on sites to take to create a market based.
Small Business (R)	6/1/2018 - 2/28/2020 (to 7/31/2020)	This project completed gaining selected business development grants for the region's economic development efforts. It also targeted a variety of resources and organizations to have a larger and more sustained impact, to increase the use of available GO Virginia funds for successful and innovative projects, and to prepare the community for an even more positive future.
WMA Planning Grant (R)	7/1/2018 - 4/15/2020, to 11/30/2020	This project completed planning activities toward building a new industry cluster in Virginia, a water management economy that integrates workforce development, research and development, innovation, and commercialization.
Fredericksburg Regional Alliance Industry Cluster Analysis (R)	6/1/2020 - 12/15/2020	The Fredericksburg Regional Industry Cluster Analysis is an in-depth look at the region's current and future industry competitiveness based on labor availability, wages, and several other growth indicators. The report, which was completed and presented in early February, also takes the economic effects of the COVID-19 pandemic into consideration by assessing job loss within the hardest affected industries. The focus of the report helps show for the region to identify specific industry advantages that would typically not be identified through traditional market research and assess the local trends for higher paying industries included in the GO Virginia Region 6 Growth and Diversification Plan. The top three weighted industry clusters for economic development targeting are information and communications, public administration, and finance, insurance, and real estate. The Fredericksburg Regional Alliance will have the most success in attracting clusters that have the greatest potential for growth given favorable national and regional trends.
King and Queen Telehealth Needs Assessment (ERR Fast Access)	4/29/2020 - 12/14/2020	This project examined the ability to host a telehealth center in the future King and Queen Telehealth incubator center.

### State Board Updates

- ▶ **Annual Certification of Regional Councils**
  - ▶ Virginia state code describes the powers and duties of the Board and the Board's role in the formation and subsequent certification of the Regional Councils. In December 2020, the Board agreed to a process change whereby (MHD) would review the council composition and member selection in order to certify each council meets the program guidelines.
  - ▶ Region 6 has been certified for 2021
- ▶ **Extension of Board Policy #10 – GO Virginia Economic Resilience and Recovery Program**
  - ▶ It is the policy of the Virginia Growth and Opportunity Board that \$14.66M in FY20 state-wide competitive funds will be used to create the Economic Resilience and Recovery Program. This expires June 30, 2022.
  - ▶ Region 6 has \$837,000 of our \$1M allocation remaining.
- ▶ **Extension of Board Policy # 11- GO Virginia Program Match Requirements – Per Capita Funds**
  - ▶ State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to the grant, provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region. To provide extended temporary relief to localities and accelerate the deployment of funds during a time of economic contractions caused by the COVID-19 pandemic, the state board will use this authority to modify match requirements. The following table represents the modified match requirements for project using a region's allocated Per Capita funds. These match requirements will apply to new project applications received between April 1, 2020 and June 30, 2022. The Board may elect to extend these modified match requirements.

### Adjournment

- ▶ **Next Region 6 Meeting**
- ▶ **July 26<sup>th</sup> at 12pm**

