



Region 6 Executive Committee Meeting

Tuesday, November 9th, 2021

10AM – 12:00PM

In-Person Location – RCC Warsaw, Boardroom, 2 Campus Drive, Warsaw, VA 22572

Virtual Meeting Location -

<https://georgewashingtonregionalcommission.my.webex.com/georgewashingtonregionalcommission.my/j.php?MTID=m6cb4169a8c7d0f1171c432ee968bdfd8>

Meeting Password: govirginia6 (46847446 from phones and video systems)

To Join by Phone: +1-415-655-0001 US Toll | **Access code:** 255 971 049 32

AGENDA

Call to Order	William Beale
Roll Call	Jennifer Morgan
Approval of Members Participating Remotely (ACTION ITEM)	William Beale
Public Involvement	William Beale
Consent Agenda (ACTION ITEM)	William Beale
Approval of September 13 th , 2021 Minutes	
Application Discussion & Determinations (ACTION ITEM)	Jennifer Morgan
Presentation of Applications and Interview Panel Recommendations	
RIOT Pre-Accelerator Program	
New Business	Jennifer Morgan
Growth and Diversification Plan	
CY 22 Project Application Timeline	
Council Review Sheet	
Project Extensions	
Project Status Update (ACTION ITEM)	
Information Items	Jennifer Morgan
Financial Report	

Next Meeting: Monday, December 13th, 2021



Approval of Members Participating Remotely (ACTION ITEM)



Members Participating Remotely

DATE: 11/09/2021

Pursuant to Code of Virginia, Title 2.2. Administration of Government, Chapter 37. Virginia Freedom of Information Act 2.2-3708.2. Meetings held through electronic communication means the following provisions apply to all public bodies:

1. Subject to the requirements of subsection C, all public bodies may conduct any meeting wherein the public business is discussed or transacted through electronic communication means if, on or before the day of a meeting, a member of the public body holding the meeting notifies the chair of the public body that:

a. Such member is unable to attend the meeting due to (i) a temporary or permanent disability or other medical condition that prevents the member's physical attendance or (ii) a family member's medical condition that requires the member to provide care for such family member, thereby preventing the member's physical attendance; or

b. Such member is unable to attend the meeting due to a personal matter and identifies with specificity the nature of the personal matter. Participation by a member pursuant to this subdivision b is limited each calendar year to two meetings or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

B. The following provisions apply to regional public bodies:

1. Subject to the requirements in subsection C, regional public bodies may also conduct any meeting wherein the public business is discussed or transacted through electronic communication means if, on the day of a meeting, a member of a regional public body notifies the chair of the public body that such member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting.

Notice has been given to the Region 6 Chair, Billy Beale, 3 working days prior to this meeting that the following members are to participate from a remote location that is not open to the public for the following reasons:

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)
Kim McClellan	Unable to attend due to personal matter - limit 2 meetings per year	Travelling for Business	No



Approval of September 13th, 2021 Minutes (ACTION ITEM)



Region 6 Executive Committee Meeting

Monday, September 13th, 2021

9:30 AM – 12:00 PM

In-Person Location – 1125 Jefferson Davis Hwy #240, Fredericksburg, VA 22401

Virtual Meeting Location -

<https://georgewashingtonregionalcommission.my.webex.com/georgewashingtonregionalcommission.my/j.php?MTID=mccb3df96ba97995691b8ebde6906c12d>

Meeting Password: govirginia6 (46847446 from phones and video systems)

To Join by Phone: +1-415-655-0001 US Toll | **Access code:** 2555 432 9805

MINUTES

MEMBERS PRESENT IN PERSON AND VOTING: Chair - William Beale, Rob Quartel, and Kim McClellan

MEMBERS PRESENT AND PARTICIPATING VIRTUALLY – Lisa Hull and Morgan Quicke

MEMBERS ABSENT: None

STAFF: GWRC – Jennifer Morgan, Anne Marie Kluempfen

OTHERS IN ATTENDANCE: **In Person:** Amy Henecke, Germanna Community College; John Holden, Stafford Economic Development Authority | **Virtually:** Afroze Mohammed, Virginia Tech; Billy Gammel, DHCD; Carolyn Howard, Draper Aden Associates; Curry Roberts, Fredericksburg Regional Alliance; Deborah Flippo, Draper Aden Associates; Dan Peets, Draper Aden Associates; Gizelle Siapno, Dominion Energy; Joe Syslo, Rappahannock Community College; Joel Griffin, JG Financial Group; Larkin Garbee, Chapman and Company; Linda Worrell, SIEHT; Mallory Tuttle, Virginia Tech; Marty Bywaters-Baldwin, Rappahannock Goodwill; Melinda May, Featherstone; Neal Barber, Community Futures; Rachel Newberry, RIoT; Mayor Robin Schick, Town of Colonial Beach; Sandy Wanner, Berkley Group; Sarah Calveric, Caroline County Public Schools; Shannon Kennedy, Rappahannock Community College; Susan Spears, Fredericksburg Regional Chamber of Commerce; Todd Gillingham, Fredericksburg Regional Alliance; Tom Chapman, Chapman and Company; Tom Snyder, RIoT; Val Foulds, Historyland Memorial Park

CALL TO ORDER

Mr. Beale called the meeting to order at 9:33 a.m. Mr. Beale asked Ms. Morgan to call the roll.

ROLL CALL

Ms. Morgan called roll. At 9:49 Mr. Quartel arrived and a quorum was present.

GO VIRGINIA REGION 6 GROWTH AND DIVERSIFICATION STAKEHOLDER MEETING

Ms. Morgan presented the draft priorities for the GO Virginia Region 6 Growth and Diversification Plan update. The group discussed the priorities and recommended edits.

APPROVAL OF MEMBERS PARTICIPATING REMOTELY (ACTION ITEM)

Mr. Beale stated pursuant to Code 2.2.-3708.2 during meetings held through electronic communication means, the Regional Council must approve members participating remotely. Their names, locations, and



reasons for participating remotely must be included in the minutes. Mr. Beale gave the floor to Ms. Morgan to read the names, locations, and reason for remote participation.

Ms. Morgan called the names of the members of participating remotely:

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)
Morgan Quicke	Meeting location is more than 60 miles from principal residence	Richmond County, VA	No
Lisa Hull	Meeting location is more than 60 miles from principal residence	Northumberland County, VA	No

Mr. Beale asked for a motion to approve the Council members participating remotely. Mr. Quartel motioned for approval and Ms. McClellan seconded the motion. The motion passed unanimously.

PUBLIC COMMENT

Robin Schick, Mayor of the Town of Colonial Beach, extended an invite to visit Colonial Beach and described current economic development efforts.

CONSENT AGENDA

Mr. Beale asked for a motion to approve the consent agenda items, August 16th, 2021 meeting minutes. Mr. Quartel motioned for approval and Ms. McClellan seconded the motion. Ms. Morgan called the roll of members participating remotely and Mr. Quicke and Ms. Hull both responded yea. The motion passed unanimously.

APPLICATION DISCUSSION & DETERMINATIONS (ACTION ITEM)

Ms. Morgan presented the RIoT Pre-Accelerator Program ERR Fast Access application. The Committee discussed the project application with Mr. Holden, Ms. Newberry, and Mr. Snyder. The Region 6 Executive Committee voted this project for approval contingent on only drawing down half of the project funds within the first 9 months of the 18 month project and to present outcomes of the project to the Executive Committee 9 months into the project. Ms. McClellan motioned for approval and Mr. Quartel seconded the motion. The motion passed, with Mr. Beale objecting.

OLD BUSINESS

Growth And Diversification Plan Update

Mr. Chapman presented on entrepreneurship ecosystem development. The Committee discussed the report with Mr. Chapman and Ms. Garbee. The report will become an appendix to the Growth and Diversification plan.

Project Updates

Mr. Quicke commented on the withdrawal of the Richmond County Site Development project.



NEW BUSINESS

INFORMATION ITEMS

Financial Report

Ms. Morgan noted that the Region 6 Financial Report was included in the packet.

GENEDGE's Retooling Virginia's Manufacturers For Strategic Industries ERR Update

Ms. Morgan noted that the GENEDGE Update was included in the packet.

ADJOURNMENT

Being no further business, Mr. Beale asked for a motion to adjourn the meeting. Mr. Quartel moved to adjourn the meeting at 12:06 PM and Mr. Quicke seconded the motion. The motion passed unanimously.

DRAFT



Application Discussion & Determinations (ACTION ITEM)

STAFF REVIEW

Application Name: RIOT Pre Accelerator Program

Application Submitted: 10/6/21

Date of Staff Review: 10/6/21

Applicant: RIOT

Contact Person: Rachael Newberry

Grant Type: Implementation

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

Localities Served: Caroline, Fredericksburg, King George, Spotsylvania, Stafford, Westmoreland

Localities Participating in Project: Fredericksburg, King George, Stafford

Other Partners and Responsibilities: Cyber Bytes Foundation, University of Mary Washington, Germanna Community College, CIT

GO Virginia Request: \$96,907

1. \$43,928 – Salaries for RIOT personnel to implement pre-accelerator services in region
2. \$14,496 – Fringe Benefits for RIOT
3. \$7,483 – RIOT Indirect Rate
4. \$2,700 – Travel for RIOT
5. \$4,500 – Materials and Supplies
6. \$10,200 – Venue rentals, catering, session materials
7. \$13,500 – Marketing

Match: \$80,791

Source of Match: RIOT (\$29,621, in-kind staff time); Stafford EDA (\$51,170, in-kind rental space)

Additional Leverage:

Total Project Cost: \$177,598

Threshold Review	Yes or No. Why?	Discussion/Questions
Does the applicant demonstrate capacity to manage the grant?	Yes	
Does the project align with GO Virginia strategies?	Yes	
Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	Yes. This project targets ideas around expanding programming to develop new product lines and business in the region.	
Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for	Yes. This project will allow entrepreneurs to scale up and expand	

Application Scoring Sheet – April 2021

the region? What is the targeted industry and pay rate?	therefore creating more jobs.	
Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant? 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.)	Yes.	
Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	Yes. Fredericksburg, King George, and Stafford will participate in advising how RIOT will build relations in the region and help connect RIOT to new localities.	
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.) 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? This requirement is currently waived by the GO Virginia State Board.	Not needed due to reduced match but Stafford EDA is matching with in-kind space.	
Does the project outline both behavioral and anticipated tangible results that will come from the collaboration?		
Does the project demonstrate involvement in the project by businesses, colleges and universities, and other public and private entities within the region in the conceptualization of and the implementation of the project?	Yes. The collaboration will expand entrepreneurship resources for the localities.	
Does the project outline a positive ROI within 3 years?	Yes. 272.45%	
Will this project be completed within two years?	Yes.	
Is the project sustainable after GO Virginia funds? This does not relate to ECB's.	Yes. Sustainability is outlined through collaboration efforts that RIOT is currently building. This project will be incorporated into the broader effort long term.	

Summary of Application

Project Description: RIOT will launch three 6-week programs to help idea-stage entrepreneurs launch new businesses. In addition, RIOT will hold 18 information sessions to assist people into the program.

Project Goal(s): Introduction of pre-accelerator/business support services to the northern part of Region 6.

Outcomes:

- Information Sessions Held: minimum 18 with 10+ participants per session (At least one per county per Pre-Accelerator)
- Idea-stage Entrepreneurs supported: 18 idea stage ventures (often a venture has more than one founder, so total people participating will be higher)
- New business established: 12 (these are companies that actually incorporate)
- Jobs created: 25 over the 2 year project period with an additional 10 in startup growth in Y3
- Idea-stage Entrepreneurs that apply to RAP: 12
- Revenue driven by new businesses: \$1.5M
- Percentage of women participating: >50%
- Percentage of URM participating: >40%
- Percentage of veterans participating: >10%

Council Review Summary

Staff Considerations

- Question regarding mentoring sessions – what are they? How are they different from info sessions?
- Staff recommends showing staff time from the participating localities or a formal agreement to document what they are doing.
- Why wasn't this project included in the currently funded program?
- Stafford EDA In-Kind – how is occupying the space half the time different from what you are currently doing?

COUNCIL REVIEW – IMPLEMENTATION APPLICATION

REVIEWERS: Check all goals /opportunities demonstrated in proposal.

State Goals:

- Higher Paying Jobs
- Out of state investment
- Transformative project
- Collaboration between government, business, education, etc.
- Minimum two localities participating in project

Region 6 Project Categories:

- Workforce Development
- Innovation/Entrepreneurship
- Growing Existing Business
- Site Development

Region 6 Target Industries:

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

Region 6 Task Force Reviewing

- Workforce Development
- Innovation/Entrepreneurship
- Growing Existing Business
- Site Development

Individual Reviewer Name:

REVIEWER FINAL SCORE: _____ / 70 POINTS

Comments:

Proposed Application Scoring Sheet – January 2021

SCORING GUIDELINES	Score each section up to the stated point value. Make notes to support rating.
<p>ECONOMIC IMPACT – 35%</p> <p>REFER TO APPLICATION QUESTIONS: 1-4</p>	<p>UP TO 35 TOTAL POINTS</p>
<p>Project outlines project activities and relates to the project budget.</p>	<p>This project is related to, but not duplicating the RIoT Accelerator Program that is outlined and partially funded by a prior grant that was awarded to Stafford EDA. This project specifically is targeting earlier stage entrepreneurs and in a broader region than that other grant.</p> <p>Specific project activities defined as deliverables are the hosting of information sessions and running of 3 pre-accelerator programs.</p> <p>Ancillary activities that may not be as clear include that the local staff members that are working on this program will be regularly convening, networking, meeting and working alongside local government partners and building local industry relationships. This enables us to cast a much broader net as we recruit participation and to foster a network of mentors and advisors to companies in the program, that can support them during the grant period and beyond.</p>
<p>Applicant identifies project goals, approach, and outcomes.</p>	<p>Ultimate goals include creation of new companies and new jobs as outlined in section 5, Performance Measures and ROI.</p>
<p>Project application demonstrates the proposed project's alignment with and how it will address the prioritized needs and opportunities of the growth and diversification plan.</p>	<p>RIoT reviewed the consulting report that FRA solicited. We believe that this program, and other associated RIoT programs align closely with the recommendations posed. This includes, conducting regular convening across the ecosystem, developing public-private partnerships, and engaging the investment community. Not every element of the priorities defined in that report are encompassed in this program. One key finding is important as it relates to this application – that being the importance of engaging entrepreneurs early in their journey, and engaging a diverse mix of entrepreneurs, including those who may not have seen avenues of support in the past.</p>
<p>Applicant describes a realistic project timeline for the activities outlined above.</p>	<p>The project timeline is architected to be complementary to the existing RAP program to maximize success. The most important factor in the schedule is hiring the right person before the end of 2021 – ideally a local hire with an established network in the region.</p>

Proposed Application Scoring Sheet – January 2021

<p>Project application outlines the expected return on investment of the proposed project and the timeline for achieving that return. Grant requests that have a larger impact with regard to the creation of higher paying jobs and economic diversification, based on a return on investment model, in a smaller economic region shall receive higher scores.</p>	<p>The calculated job-based ROI is documented in the provided template with the algorithm provided by EDA.</p> <p>There is additional, “Soft ROI” that results from the marketing and promotion of these kinds of programs in the region, and authentic support to startups that succeed. It provides positive branding of the region as one of inclusivity and support for startups and entrepreneurs. That can have a snowball effect over time.</p>
<p>REGIONAL COLLABORATION – 30% REFER TO APPLICATION QUESTIONS: 5-7</p>	<p>UP TO 30 TOTAL POINTS</p>
<p>The number and percentage of localities within the region that are participating in the proposed project and the portion of the region’s population represented by the participating localities. Project outlines both behavioral as well as anticipated tangible results that will come from the collaboration.</p>	<p>Through our prior capacity evaluation project with Stafford EDA, we have already seen great collaboration between King George, Fredericksburg and Stafford develop and all parties have been engaged as RIoT has developed this proposal. We anticipate even greater regional collaboration as this program engages Spotsylvania, Westmoreland and Caroline counties.</p>
<p>Participation of localities or regions (including interstate collaborations) that are outside the applying region.</p>	<p>The project focuses within Region 6, but it is worth noting that we can bring industry expert voices as mentors from across the full RIoT sponsor network which is global. For the idea stage startup (this program), that is less critical. But as these companies progress, it becomes increasingly important to have a national and global support network. This project sets that stage.</p>
<p>Cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the proposed project.</p>	<p>As described in the first row of this table, this program is highly complementary to the full RAP program. Additionally, it leverages corporate sponsorships of RIoT that fund general networking events and other convening that build an entrepreneurial ecosystem. Since RIoT began work in the region in 2019, ~\$100k in sponsorship funds have been raised, that contribute towards future sustainability of all RIoT programs. With more traction and more entrepreneurs engaged, more funding opportunities exist.</p>
<p>The amount of involvement in the project by businesses, colleges and universities, and other public and private entities within the region in the conceptualization of and the implementation of the project.</p>	<p>RIoT has spent considerable time speaking with the economic development leadership in Stafford, Fredericksburg and King George. They understand that a plurality of programs must be implemented in order to build a healthy ecosystem. This proposed project addresses the very early stage of entrepreneurship in action. Prior to the action stage is the education stage. RIoT has spoken with UMW and local community colleges and has commitment to hold information sessions at those educational</p>

Proposed Application Scoring Sheet – January 2021

	<p>institutions, to engage students. We see entrepreneurship students as a high potential source of participants in the pre-accelerator. We leverage the local business community for expertise and participation as volunteer mentors and advisors to the startups in the program. We have historically found that industry veterans love to offer advice to first time founders and small business owners, but need a connector like RIoT to help make connections that are the right fit for their expertise.</p>
<p>The amount, timing, and form of the proposed project match that outlines the depth of the commitment by the public and private funding partners to the effort.</p>	<p>RIoT is providing our own match to the project, as a show of commitment. Additional match comes as in-kind space usage from Stafford EDA. It is worth noting that there is no budget match related to the Smart Community Testbed in the prior EDA grant. i.e. there is no “double-counting” of match between the grants.</p> <p>RIoT utilizes a federal government approved formal time tracking software tool (eBility Time Tracker). This tool assures that no RIoT staff member ever charges the same time against multiple projects. If a RIoT team member were to work on both this project (if awarded) and the existing Stafford EDA RAP project – we are able to capture and differentiate that time accurately between projects and can provide periodic time accounting reports (and access to auditors to verify these).</p> <p>This proposed project captures the anticipated budget needs related to the specific activities outlined in the grant (3 cycles of pre-accelerator and 18 information sessions) but also leverages a lot of additional ecosystem building effort that is related to, but outside this specific project. This further demonstrates RIoT’s larger commitment towards high-salary technology job creation in the region.</p>
<p>Inventory existing grant requests or programs with similar goals to ensure the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of more higher-paying jobs.</p>	
<p>PROJECT READINESS – 20% REFER TO APPLICATION QUESTIONS: 8-13</p>	<p>UP TO 20 TOTAL POINTS</p>
<p>Project application demonstrates that the project partners have the capability to successfully execute the project.</p>	<p>RIoT has successfully implemented similar programs in North Carolina. Our goal is to refine and update to needs of this region, but based on past experience and success.</p>
<p>Project application demonstrates that the regional council has consulted with subject matter experts regarding the efficacy and viability of the proposal.</p>	<p>We believe that this project aligns closely with recommendations that were made by the consulting group that FRA contracted. (Chapman and Company)</p>

Proposed Application Scoring Sheet – January 2021

<p>Project application outlines how the project may be coordinated with existing efforts in the region.</p>	<p>A key to success is to regularly communicate and coordinate with regional stakeholders. The coordinated marketing and promotion efforts described, for example, demonstrate commitment to that collaboration.</p> <p>RIoT already holds monthly meetings with many of the same stakeholders that are listed in this proposal and has a vehicle for adding this new project into that existing workflow. A part of these sessions is to identify and help support parallel efforts that are other components of the overall entrepreneurial ecosystem building objective.</p>
<p>Project application fully analyzes the barriers to successful implementation and other associated risks along with a plan to overcome them.</p>	<p>The risks and mitigations are addressed directly in the proposal in Section 10 - Project Barriers.</p>
<p>Project application reviews any prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and to ensure a deeper and consistent level of support for the project once launched.</p>	<p>We have regular, monthly check-ins with key stakeholders, including Stafford, King George and Fredericksburg. These sessions help assure real-time monitoring of performance and quality, as well as steering adjustment over time, should higher impact adjustments be identified.</p>
<p>Project application demonstrates the project partners, including the lead public or private administering entity, have sufficient financial management and personnel to ensure compliance with the grant agreement.</p>	<p>RIoT has the professional time and financial accounting tools in place. RIoT and WRC (the other part of our nonprofit) have been cashflow positive 501(c)(3) nonprofits since our founding in 2014 and 2010 respectively. RIoT and WRC merged into a single organization in late 2014. We regularly work on NSF, DoD and other federal programs with robust grant management requirements.</p>
<p>BUDGET</p>	<p>0 POINTS</p>
<p>Budget reasonable and realistic for scope of project and stated efficiencies and Budget Narrative supports proposed budget.</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Needs clarification</p>	
<p>PROJECT SUSTAINABILITY – 15% REFER TO APPLICATION QUESTION: 15</p>	<p>UP TO 15 TOTAL POINTS</p>
<p>Plan for how a project will be sustained after grant funds are exhausted.</p>	<p>The sustainability for this program is outlined in that section in the report. It is worth noting that RIoT can efficiently run a plurality of programs with a small team of 2-3 people. Each specific program does not consume 40 hours per week of full-time dedicated effort. Thus in our mind as job creators (directly and indirectly), we like to think of sustainability in terms of full-time, salaried employees with healthcare/401(k)/other benefits.</p>

Proposed Application Scoring Sheet – January 2021

	<p>For broader context, for RIoT efforts in Region 6, our goal is to establish that 2-3 person office at an annual budget of ~\$400k. The first hire will be in place in Q4 with job posting next week. In other markets, it takes about 3 years, with declining grant support year-over-year, to achieve financial sustainability of a team and a full suite of entrepreneurial ecosystem building programs. Sustainability historically is based on a combination of corporate sponsorships and government contracts. This specific proposal is one component of a broader grant strategy to seed the initial efforts that we embark on.</p>
<p>Demonstrated ability to meet the project performance metrics and to take remedial actions in the event those measures are not achieved.</p>	<p>Risks and mitigations are covered as described previously. Regular stakeholder progress meetings and reporting help inform of progress and create a vehicle for intervention if required.</p>
<p>Demonstrate leverage above the required amounts from any source.</p>	<p>Exceeded the match requirement in total and the local match requirement individually. Details are outlined in the budget narrative section.</p>
<p>TOTAL POINTS AWARDED</p>	<p>_____ / 100</p>



Growth and Diversification Plan Draft Priorities

EXECUTIVE SUMMARY

This Amendment to the 2017 and 2019 Growth and Diversification Plans focuses on strategies and opportunities for Region 6 to pursue over the next two years.

This report was written in August 2021 with much of the data used taken from Q32020, during the height of the COVID-19 pandemic. Nevertheless, a review of the data and recent activities across the region, through both GO Virginia and non-GO Virginia funding, reaffirm the targeted industries for Region 6:

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

From May 25th, 2021 through July 14th, 2021 Region 6 held seven stakeholder engagement sessions with partners throughout the region to provide input and share views about the current and future state of the Region's economy.

Session 1 laid the groundwork for stakeholders to understand the importance of all three priority areas as fundamental tools for successful economic development; understand the current status of assets of these priority areas in GO Virginia Region 6; and understand the linkage of all three priority areas as it relates to the economic health of the entire Region.

Sessions 2 and 3 divided stakeholders into the priority investment areas of Entrepreneurship Ecosystem Development, Site Development, and Workforce Development. Each investment area held individual meetings in which stakeholders discussed the gaps in the region and actionable strategies to recommend to the Council to help close these gaps.

Below outlines the priorities for the region identified through these stakeholder engagement sessions.

ENTREPRENEURSHIP ECOSYSTEM

***Problem: What activities can we undertake to foster the development of entrepreneurial companies?
How can we foster an environment where existing small and medium businesses can grow?***

GOAL	OBJECTIVE	STRATEGIES
Develop a strong entrepreneurial ecosystem	Establish an entrepreneurship ecosystem hub in the region.	<ul style="list-style-type: none">• Develop an entrepreneurial ecosystem development plan for the region.• Develop a robust network of entrepreneurs from both 'main street businesses' and 'high growth businesses'• Develop programming to help businesses at all stages develop and grow.

		<ul style="list-style-type: none"> • Capitalize on the large concentration of veteran population in the region to foster prospective entrepreneurs.
Identify, empower, and support entrepreneurs	Promote the development of 'main street businesses' and 'high growth businesses'	<ul style="list-style-type: none"> • Connect to existing and develop new activities aimed to support entrepreneurs. • Build awareness around existing business support programs and resources in the region.
Enhance technology commercialization from research centers and institutions	Develop and construct a technology commercialization system	<ul style="list-style-type: none"> • Provide counseling, mentoring and other instructional programs for technology and venture-backed startups, to facilitate innovators bringing new technologies to the marketplace. • Create industry review council to provide insight and expertise on technology commercialization opportunities. • Foster the development of maker's spaces for idea exploration.

SITE DEVELOPMENT

Problem: How can the region collaborate regionally to increase the inventory of shovel ready sites in the region to attract prospects? Keep in mind that the VEDP's VBRs and GO Virginia are not mutually exclusive and can be combined to solve this problem.

GOAL	OBJECTIVE	STRATEGIES
Increase the number of business ready sites within the region to either Tier 3, Tier 4, or Tier 5 sites.	Fund regionally significant sites grouped around priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to either Tier 3, Tier 4, or Tier 5 sites within 24 months.	<ul style="list-style-type: none"> • Ensure the understanding of the importance of site development and available sites with local elected officials and county administrators; public and private utility companies; utility cooperatives; regional planning organizations; and local and regional economic development organizations. • Support localities efforts in determining best grouping of sites from prioritization list. • Develop list of uncharacterized sites and determine regional significance. • Within 24 months, fund 10 regionally significant sites based on prioritized list to either Tier 3, Tier 4, or Tier 5 sites.
		•
Increase the number of site characterizations across the region.	Fund regionally significant sites grouped around priority industry	<ul style="list-style-type: none"> • Develop list of uncharacterized sites and determine regional significance.

	clusters to become characterized as defined by the Virginia Business Ready Sites Program (VBRSP) tier scale.	<ul style="list-style-type: none"> Support localities in characterizing previously uncharacterized sites and define a prioritization list.
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WORKFORCE DEVELOPMENT

Problem: How can we solve the three major workforce challenges that the region faces: 1. Aligning Virginia talent with current and prospective job opportunities, 2. Adapting education and training programs to meet current and prospective Virginia business needs, and 3. Attracting and retaining talent from outside Virginia.

GOAL	OBJECTIVE	STRATEGIES
Adapt education and training programs to meet current and prospective business needs	Strengthen and expand non-degree programs (e.g., certifications and credentials) that meet the needs of regional employers.	<ul style="list-style-type: none"> Complete Rappahannock Workforce Study Implement Action Items Determined in Rappahannock Workforce Study Examine current course offerings and gaps amongst Community Colleges and Universities with the needs of employers. Determine training gaps based on needs from employers. Organize regional cluster networks to promote collaborative workforce development and training solutions.
Align Region 6 Talent with Current and Prospective Job Opportunities.	Establish internship programs that connect students with employers in the region in priority industry sectors.	<ul style="list-style-type: none"> Engage employers in priority industries and determine current programs. Develop internship programs for employers in small to mid-sized companies.
	Establish programs for high school students to learn about jobs in the region and a pathway to entry.	<ul style="list-style-type: none"> Engage K-12 schools to strengthen and expand non-college degree programs (e.g., certifications and credentials) Enhance job shadowing programs with employers. Establish regional career exhibitions to connect students with summer job opportunities.
Attract and Retain Talent in the Region	Establish pathway programs for workers within the region for career advancement.	<ul style="list-style-type: none"> Develop work-based learning opportunities that incorporate soft skills training to keep employees. Strengthen and expand programs that prepare mid-career personnel with the skills and certifications necessary to enter priority industry fields.



Project Status Update October 2021 (ACTION ITEM)



REPORT DATE 10/18/2021

PROJECTS IN THE PIPELINE

Project Name	Region 6 Approval	State Board Meeting Date	Issues
RIoT Pre-Accelerator Program			

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS

Project Name	Region 6 Approval	State Approval	Issues

OPEN PROJECTS

Project Name	Start Date	End Date	Description of Activities this Quarter	Actions
Northern Neck Workforce Training Feasibility & Site Selection Study (ECB)	5/1/2020	OG: 4/30/2021 New: 12/31/2021	Additional on-site meetings with the consultant to inform RCC of curriculum review, interviews with employers. The study is wrapping up with a draft report expected within a month.	<ul style="list-style-type: none"> Project team has asked for more time for consultant to do more analysis. This is the second extension of the project. The project team has indicated they are on track to end in December.



<p>Fredericksburg Regional Alliance RIFA (ECB)</p>	<p>5/11/2020</p>	<p>OG: 12/31/2020; New: 12/30/2021</p>	<p>Draft RIFA agreements have been sent to the local County Attorneys for approval. Delay in approval of RIFA due to COVID and locality hesitation to create a governing body before a project has been identified. The FRA has been working on clarifying the process and encouraging localities to remain engaged.</p>	<ul style="list-style-type: none"> ● Sub-grantee has asked for a contract extension to continue working with localities until 12/30/21. This is the second extension of the project. The project team is unsure that deliverables will be met in December. See more information in packet.
<p>Cybersecurity Certification Program (Implementation)</p>	<p>5/1/2019</p>	<p>OG: 4/30/2021 New: 1/31/2022</p>	<p>As of September 2021, the following metrics have been achieved:</p> <ul style="list-style-type: none"> ● Launch of new CISSP curriculum – Achieved ● 26 students trained ● 2 students earning CISSP credential (We do not have full participant survey data back yet) ● 2 jobs created or upskilled (One student changed jobs for a more lucrative position and the other was placed on a contract that he wasn't eligible for before) 	<ul style="list-style-type: none"> ● Project has been affected by COVID, lower enrollment in in-person classes. The project team has indicated to staff that they will not meet their metrics by the end date. See more information in packet.
<p>Westmoreland Workforce Training Center Expansion (ERR Fast Access)</p>	<p>9/1/2020</p>	<p>OG: 8/31/2021 New: 2/28/2022</p>	<p>To Date as of 10/8/21 Welders Trained: 55 Welders Graduated: 51 Welders Credentialed: 32 Welders Hired: 6 Machinists Trained: 3</p>	<ul style="list-style-type: none"> ● Project has been delayed due to need to hire a new machining instructor. Outreach to students to track employment



Mary Ball Washington Regional Council

GO Virginia Region 6

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			<p>Machinists Graduated: 3 Machinists Credentialed: 3 Machinists Hired: 2</p> <p>Grant Outcomes: 30 welders and 10 machinists trained • 15 welders and 5 machinists hired</p>	<p>information as available has been initiated by RCC staff. The project team has indicated to staff that they will not meet their metrics by the end date. See more information in packet.</p>
<p>Commercial Kitchen at Hull Springs (ECB)</p>	7/1/2020	<p>OG: 6/30/2021 New: 6/30/2022</p>	<p>The first portion of the study is being slightly revised and will be finalized within the month. The next phase of the feasibility study will be starting this month. Preliminary architectural plans are being developed.</p>	<p>● Project team has asked for more time for consultant to more analysis. This is the first extension of the project.</p>
<p>Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project (Implementation)</p>	2/1/2021	1/31/2023	<p>First summer program culminated in 256 students participating in STEM awareness (IT/Cyber/Engineering) structured programs. Students in Germanna Cyber courses - ~250 Fall 2021.</p> <p>Engineering Technology/Mechatronics curriculum development underway and preparing for curriculum committee review/approval.</p> <p>Preparing for Science/Engineering Day at Germanna in the spring – large event to draw in community/families for STEM activities and awareness of Germanna offerings.</p>	<p>● On Track</p>
<p>Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)</p>	4/1/2021	3/31/2023	<p>Work continues on MOUs for business plan competition and site work. The competition call is prepared and will be launched soon after going through the legal process.</p>	<p>● On Track</p>



<p>Rapp Region Entrepreneurship</p>	<p>7/1/2021</p>	<p>6/30/2023</p>	<p>The project team is working on hiring staff this quarter.</p> <p>Continued outreach and engagement to develop entrepreneur pipeline, including events. R!oT and Stafford EDA hosted 12 events either in person or virtual during the 3rd quarter of the calendar year.</p>	<p>● Hiring still ongoing due to administrative delays.</p>
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CLOSED PROJECTS

Project Name	Start Date/ End Date	Project Summary
<p>Flex Space (ECB)</p>	<p>4/16/2018 - 4/15/2020</p>	<p>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.</p> <p>This project applied for an implementation grant (Westmoreland Site Development) but was denied by the State Board in June 2021.</p>
<p>PamunkeyNet (ECB)</p>	<p>4/25/2018 - 4/24/2020</p>	<p>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.</p> <p>There has been no further work done on this project.</p>
<p>Welding Training (Implementation)</p>	<p>7/1/2018 - 6/30/2020</p>	<p>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. Project outcomes included 102 students trained, 73 credentials awarded, 32 new jobs created, and six new programs implemented.</p> <p>This project received an extension with ERR funding to continue training.</p>



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<p>NN Site, Building & Infrastructure Study (CB)</p>	<p>4/1/2019 - 3/31/2020</p>	<p>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.</p> <p>There has been no further work done on this project.</p>
<p>MPA Business Site Readiness Planning (CB)</p>	<p>7/1/2019 - 6/30/2020</p>	<p>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.</p> <p>There has been no further work done on this project.</p>
<p>Good Jobs Here (CB)</p>	<p>3/1/2019 - 2/28/2020 Ext 7/31/2020</p>	<p>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.</p> <p>There has been no further work done on this project.</p>
<p>VASG Planning Grant (ECB)</p>	<p>7/1/2018 - 6/30/2020; Ext 12/30/2020</p>	<p>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.</p> <p>This project used its finding to apply for and receiving funding in a statewide competitive project, Launching a Coastal Resilience and Adaptation Economy, to continue efforts.</p>
<p>Fredericksburg Regional Alliance Industry Cluster Analysis (ECB)</p>	<p>6/5/2020 - 12/31/2020</p>	<p>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 examining job loss within the hardest affected industries. The focus of the report helps allow for the region to identify specific industry advantages that would typically not be identified through traditional market research and narrows the focus towards the higher paying industries included in the GO Virginia Region 6 Growth and Diversification Plan. The top three weighed 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.</p> <p>There has been no further work done on this project.</p>



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King and Queen Telehealth Needs Assessment (ERR Fast Access)	6/23/2020 - 12/31/2020	<p>This project examined the ability to host a telehealth center in the future King and Queen TeleWork Incubation center.</p> <p>There has been no further work done on this project.</p>
LaGrange Industrial Master Planning (Implementation)	3/1/2021 - 2/28/2022	<p>Private property owners were unwilling to agree to terms of MOU. Essex has ended this contract.</p> <p>There has been no further work done on this project.</p>
Middle Peninsula Seafood and Agriculture E-Marketplace Development (ERR Fast Access)	6/12/2020 - 6/11/2021	<p>This project funded the 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. The Bay Direct App has launched and is available on Google and Apple App store.</p>
Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program (ECB)	3/17/2021 - 6/30/2021	<p>This project determined 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 will be utilized for the hiring of a consultant, R!OT, to understand the current ecosystem and plan ways to move it forward. The project showed that there was a market demand for an IOT accelerator in the region. This project moved into implementation funding.</p>
Richmond County Site Development	4/15/2021 – 4/14/2023	<p>Richmond County BOS has moved forward with real estate development for the site, which is not eligible for GOVA funding. Richmond County has withdrawn this project.</p> <p>There has been no further work done on this project.</p>



Memorandum

TO: GO Virginia Region 6 Council Members

FROM: Region 6 Staff

RE: Fredericksburg Regional Alliance RIFA

DATE: 11/9/2021

Region 6 approved the Fredericksburg Regional Alliance's RIFA project to create the legal formation of a RIFA with the Fredericksburg localities. The original end for this project was December 2020. The project received two contract extensions and is set to close on 12/30/2021. In discussions with the subgrantee, Fredericksburg Regional Alliance, they do not believe that the RIFA will be formed by this date.

The subgrantee noted that progress is happening, but is moving too slow for the contract dates.

The Region 6 Council has the following options:

- End the contract now and not pay anything towards the remaining amount of \$11,165.83
 - Let the program closeout in December and pay any final expenses the sub-grantee occurs.
- *Currently the sub-grantee has no additional expenses due to no movement on the project.



Memorandum

TO: GO Virginia Region 6 Council Members

FROM: Region 6 Staff

RE: UMW Cybersecurity Certification Program

DATE: 11/9/2021

At the January 25th 2021 Regional Council meeting the Council reviewed and approved a contract extension to January 2022 for the UMW Cybersecurity Certification Program. The sub-grantee requested a contract extension due to the effects of COVID-19 on in-person learning. The sub-grantee has notified Region 6 staff that they do not believe they will meet their contract metrics by January 2022, however believe with 365 days of tracking metrics post contract end date, they will meet their metrics. In the sub-grantee contract, the project would:

- Launch of new CISSP curriculum
- 50 program completers earning CISSP credential
- 40 jobs created or upskilled

As of September 2021, the following metrics have been achieved:

- Launch of new CISSP curriculum – Achieved
- 26 students trained
- 2 students earning CISSP credential (We do not have full participant survey data back yet)
- 2 jobs created or upskilled (One student changed jobs for a more lucrative position and the other was placed on a contract that he wasn't eligible for before)

In discussions with the subgrantee, University of Mary Washington, they do not believe that the modified metrics will be met by the end date of the contract.

The Region 6 Council has the following options:

- End the contract now and not pay anything towards the remaining amount of \$65,657.04
- End the contract and pay any previously incurred expenses up to \$65,657.04
- Let the program closeout in January and document for 365 days any additional metrics and pay any additional expenses up to \$65,657.04



Memorandum

TO: GO Virginia Region 6 Council Members

FROM: Region 6 Staff

RE: Westmoreland Workforce Training Center Expansion

DATE: 11/9/2021

At the July 26th Region 6 Council meeting the metrics and outcomes associated with the Westmoreland Workforce Training Center Extension project were discussed. In the sub-grantee contract, the project would train 30 welders and 10 machinists and track 15 welders and 5 machinists were hired. As of October 2021, the following metrics have been achieved:

Welders Trained: 26	Machinists Trained: 3
Welders Graduated: 25	Machinists Graduated: 3
Welders Credentialed (1 st certification): 17	Machinists Credentialed: 3
Total Credentials Earned (includes their higher-level certifications): 44	Machinists Hired: 2
Welders Hired: 5	

In discussions with the subgrantee, Westmoreland County, they do not believe that the metric of 15 welders hired and 5 machinists hired will be met by the end date of the contract. The contract was supposed to originally end 8/31/2021, however the sub-grantee was awarded a 6-month extension to meet contract metrics to 2/28/2022. However, the sub-grantee is still unable to meet the contract metrics.

At the July 26th meeting, it was discussed how the sub-grantee and Rappahannock Community College who is administrating the training is following up with participants. At the meeting it was indicated that RCC staff did not have the capacity to follow up with students.

In conversations after the July 26th meeting, RCC staff has now contacted 21 participants but has only been able to reach 1 student and document that they have received a job from the program.

DHCD recommends letting the program closeout in February and document for 365 days any additional welders or machinists hired and pay any incurred expenses up to \$4,923.62.

The Region 6 Council has the following options:

- End the contract now and not pay anything towards the remaining amount of \$4,923.62.
- End the contract and pay any previously incurred expenses up to \$4,923.62.
- Let the program closeout in February and document for 365 days any additional welders or machinists hired and pay any incurred expenses up to \$4,923.62.

DARRYL E. FISHER, CHAIRMAN
ELECTION DISTRICT NO. 1
HAGUE, VIRGINIA 22469

W. W. HYNSON, VICE CHAIRMAN
ELECTION DISTRICT NO. 4
COLONIAL BEACH, VIRGINIA 22443

RUSS CULVER
ELECTION DISTRICT NO. 2
MONTROSS, VIRGINIA 22520

DOROTHY DICKERSON TATE
ELECTION DISTRICT NO. 3
MONTROSS, VIRGINIA 22520

TIMOTHY J. TRIVETT
ELECTION DISTRICT NO. 5
COLONIAL BEACH, VIRGINIA 22443



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WESTMORELAND COUNTY, VIRGINIA

Board of Supervisors

MONTROSS, VIRGINIA 22520-1000

November 4, 2021

Executive Committee
GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

RE: Westmoreland Workforce Training Center

To the Executive Committee:

Regarding pending action by the Executive Committee at the upcoming meeting on November 9, 2021, on the Westmoreland Workforce Training Center project to continue a successful training program disrupted by the pandemic, I urge the Executive Committee to adopt option 3: to allow program closeout in February and proceed to pay the final expenses of the training program.

Since the July 26th meeting of the GO Virginia Council, Rappahannock Community College (RCC) staff has attempted to reach program completers to verify employment. Going forward, for the purposes of reporting for this project, RCC has started the process of developing an approved release form that will allow RCC to share student social security numbers for employment tracking purposes. Extending the tracking of program completers by a year with this permission in place should yield the metrics we all hope to achieve.

Westmoreland County participated in this GO Virginia project in good faith that its expenses would be reimbursed as described in the contract agreement, and appreciates the support of the DHCD staff in recommending that the contract be honored.

Sincerely,

A handwritten signature in blue ink that reads "Norm Risavi".

Norm Risavi
Administrator



Financial Report October 2021

Financial Report - Capacity Building Funding - Budget Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - August 2021

Report Date: 10/18/2021



	FY17 Capacity Building (No Match)	FY18 Capacity Building (100% Match) MOVED TO PROJECT FUNDING	FY19 Capacity Building (No Match)	FY19 Capacity Building (50% Match) MOVED TO PROJECT FUNDING	FY20 Capacity Building (No Match)	FY21 Capacity Building (No Match)	FY22 Capacity Building (No Match)	Total	Expenditures (since April 2017) by Line Item	Under/Over by Line Item
Region 6 Allocation										
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$250,000.00	\$1,400,000.00		
Budget										
GWRC Staffing (Salary, Fringe, and Indirect)	\$195,277.16	\$0.00	\$84,084.94	\$0.00	\$85,000.71	\$108,580.00	\$125,218.19	\$598,161.00	\$430,634.83	\$167,526.17
Project Review Services	\$24,100.00	\$0.00	\$0.00	\$0.00	\$5,325.00	\$10,000.00	\$10,000.00	\$49,425.00	\$29,425.00	\$20,000.00
Capacity Building Grants	\$51,065.87	\$0.00	\$76,399.12	\$0.00	\$81,144.13	\$11,920.00		\$220,529.12	\$220,529.12	\$0.00
Project Pipeline Contracts		\$0.00	\$87,500.00	\$0.00	\$70,000.00	\$37,500.00		\$195,000.00	\$195,000.00	\$0.00
Meetings & Facilitation	\$4,571.93	\$0.00	\$810.79	\$0.00			\$4,000.00	\$9,382.72	\$5,626.06	\$3,756.66
Travel	\$6,257.06	\$0.00	\$1,010.60	\$0.00	\$15.00		\$6,000.00	\$13,282.66	\$7,432.45	\$5,850.21
Equipment	\$1,722.84	\$0.00	\$194.55	\$0.00	\$8,500.00		\$10,500.00	\$20,917.39	\$18,876.27	\$2,041.12
Marketing/Outreach	\$1,105.14	\$0.00	\$0.00	\$0.00	\$15.16		\$4,500.00	\$5,620.30	\$1,194.10	\$4,426.20
G&D Plan Development	\$115,900.00	\$0.00	\$0.00	\$0.00		\$80,000.00		\$195,900.00	\$156,733.00	\$39,167.00
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00		\$2,000.00		\$2,000.00	\$0.00	\$2,000.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00	\$50,000.00	\$50,000.00	\$0.00	\$50,000.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00			\$39,781.81	\$39,781.81	\$0.00	\$39,781.81
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00		\$0.00	\$0.00	\$0.00
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$250,000.00	\$1,400,000.00	\$1,065,450.83	\$334,549.17
Expenditures (since April 2017)										
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$165,450.83	\$0.00	\$1,065,450.83		
Under/Over										
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$84,549.17	\$250,000.00	\$334,549.17		

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - July 2021

Report Date: 9/13/2021



	GWRC FY17/18	GWRC FY19	GWRC FY20	GWRC FY21	GWRC FY22	Total
Revenues						
FY17 Capacity Building (No Match)	\$400,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400,000.00
FY19 Capacity Building (No Match)	\$0.00	\$250,000.00	\$0.00	\$0.00	\$0.00	\$250,000.00
FY20 Capacity Building (No Match)	\$0.00	\$0.00	\$250,000.00	\$0.00	\$0.00	\$250,000.00
FY21 Capacity Building (No Match)	\$0.00	\$0.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00
FY22 Capacity Building (No Match)	\$0.00	\$0.00	\$0.00	\$0.00	\$250,000.00	\$250,000.00
Carryover from Previous Year	\$0.00	\$251,527.70	\$360,533.73	\$219,549.89	\$168,868.26	
Total Revenue	\$400,000.00	\$501,527.70	\$610,533.73	\$469,549.89	\$418,868.26	\$1,400,000.00
Expenditures (since April 2017)						
GWRC Staffing (Salary, Fringe, and Indirect)	\$49,850.69	\$82,437.98	\$147,183.38	\$126,984.27	\$24,178.51	\$430,634.83
Community Futures Staffing	\$0.00	\$9,100.00	\$20,325.00	\$0.00	\$0.00	\$29,425.00
Capacity Building Efforts (no match)	\$0.00	\$23,156.70	\$91,808.29	\$105,564.13	\$0.00	\$220,529.12
Project Pipeline Development	\$0.00	\$0.00	\$125,000.00	\$57,500.00	\$12,500.00	\$195,000.00
Meetings	\$2,446.51	\$1,453.16	\$1,483.05	\$0.00	\$243.34	\$5,626.06
Travel	\$1,753.42	\$2,262.67	\$3,251.57	\$105.55	\$59.24	\$7,432.45
Equipment	\$0.00	\$0.00	\$1,917.39	\$8,703.88	\$8,255.00	\$18,876.27
Marketing/Outreach	\$521.68	\$583.46	\$15.16	\$73.80	\$0.00	\$1,194.10
G&D Plan Development	\$93,900.00	\$22,000.00	\$0.00	\$1,750.00	\$39,083.00	\$156,733.00
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Future Consulting Needs	\$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
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Expenditures	\$148,472.30	\$140,993.97	\$390,983.84	\$300,681.63	\$84,319.09	\$1,065,450.83
Under/Over						
Total	\$251,527.70	\$360,533.73	\$219,549.89	\$168,868.26	\$334,549.17	\$334,549.17

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 9/13/2021

GO VIRGINIA



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION

Per Capita Funding	
	Total
Region 6 Allocation	
Total	\$ 5,046,639.00
Total Rollover Funds	
Projects Funded	
Flexible Office Space Due Diligence	\$ 50,000.00
PamunkeyNet Business Plan	\$ 50,000.00
VASG Planning Grant	\$ 49,890.85
Welding Training Program	\$ 130,000.00
Cybersecurity Certification Program	\$ 110,000.00
Stafford Cyber & Smart Tech	\$ 73,258.18
Northern Neck Workforce Training ECB	\$ 62,500.00
NN Commercial Kitchen ECB	\$ 50,000.00
FRA RIFA	\$ 14,665.00
FRA Cluster Analysis	\$ 26,052.00
Germanna Workforce Training	\$ 634,938.00
Rapp Region Accelerator	\$ 215,000.00
Total Spent	\$ 1,466,304.03
Projects in Pipeline	
Total Spent	
Projects on Hold	
Westmoreland Site Development	\$ 224,630.00
Total Spent	\$ 224,630.00
Under/Over	
Total	\$ 3,355,704.97

Total FY Funding Available

Region 6 FY18 Beginning Budget = \$640,812

Moved \$250,000 from FY18 Capacity Building 100% match to FY18 Per Capita - see request to move funds 5/20/19

Moved \$410,521 from FY18 to FY19 Per Capita - DHCD moved these funds over to cover GCC project

Moved \$111,111 from FY19 Capacity Building funds to FY19 Per Capita

Original Allocations	
PamunkeyNet Business Plan	
VASG Planning Grant	\$ 49,996.00
Stafford Cyber & Smart Tech	\$ 75,000.00
FRA Cluster Analysis	\$ 30,000.00

ERR Funding			
	ERR Fast Access	ERR Implementation	Total
Region 6 Allocation			
Total	\$ 300,000.00	\$ 700,000.00	\$ 1,000,000.00
Projects Funded			
MMPDC Seafood & Ag E Market	\$ 77,000.00		\$ 77,000.00
KQ TeleMed Study	\$ 47,855.33		\$ 47,855.33
NN WWTC Expansion	\$ 36,000.00		\$ 36,000.00
Total Spent	\$ 160,855.33		
Projects in Pipeline			
RIOT Pre-Accelerator	\$ 96,807.00		
Total Spent	\$ 96,807.00		
Under/Over			
Total	\$ 42,337.67	\$ 700,000.00	\$ 742,337.67

Original Allocations	
KQ TeleMed Study	\$ 50,000.00