Mary Ball Washington Regional Council
GO Virginia Region 6
www.govirginia6.org

Region 6 Executive Committee Meeting
Monday, November 21, 2022
10:00AM – 11:00 AM
In-Person Location – RCC Warsaw, Boardroom, 52 Campus Drive, Warsaw, VA 22572
Virtual Meeting Location -
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
Meeting Password: govirginia (46847446 from phones and video systems)
To Join by Phone: +1-301-715-8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

AGENDA

10:00	**Call to Order**	Billy Beale
10:00-10:05	**Roll Call**	Ian Ginger
	Approval of members participating remotely (ACTION ITEM)	Billy Beale
10:05-10:10	**Public Involvement**	Billy Beale
10:10-10:15	**Consent Agenda (ACTION ITEM)**	Billy Beale
	Approval of September 12, 2022 Minutes (ACTION ITEM)	
10:15-10:55	**New Business**	Ian Ginger
10:15-10:30	Young Entrepreneur Project – ECB Application (ACTION ITEM)	Nick Minor
10:30-10:40	JASON Learning ECB Restructure (ACTION ITEM)	Ian Ginger
10:40-10:45	FY2023 Capacity Building Budget Amendment (ACTION ITEM)	Ian Ginger
10:45-10:55	2023 Meeting Schedule & Remote Meeting Policy (ACTION ITEM)	Ian Ginger
10:55-11:00	**Information Items**	Ian Ginger
	Financial Report	
11:00 AM	Adjournment	Ian Ginger

Next Meeting: Monday, December 12, 2022 | 10:00am – 12:00pm

Location: TBD

Approval of Members Participating Remotely (ACTION ITEM)

Members Participating Remotely

DATE: 11/21/2022

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	Meeting location is more than 60 miles from principal residence	Fredericksburg, VA	No

Approval of Minutes from September 12, 2022 Meeting (ACTION ITEM)

Region 6 Executive Committee Meeting
Monday, September 12, 2022
10:00AM – 12:00PM
Virtual Meeting Location -
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
Meeting Password: govirginia (46847446 from phones and video systems)
To Join by Phone: +1-301-715-8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

MINUTES

MEMBERS PRESENT IN PERSON AND VOTING: Chair – William Beale, Kim McClellan, Lisa Hull, Morgan Quicke

MEMBERS PRESENT AND PARTICIPATING VIRTUALLY: **Vice-Chair -** Rob Quartel

MEMBERS ABSENT: None

STAFF: GWRC – Chip Boyles, Ian Ginger, Sarah Oldaker

OTHERS IN ATTENDANCE: Joann D. Murchison (Bay Consortium Workforce Development Board), Steven Goals (Bay Consortium Workforce Development Board), Connie Dalton (Town of Tappahannock), **Virtually**: Liz Povar

DRAFT

CALL TO ORDER
Mr. Beale called the meeting to order at 10:08 AM.

ROLL CALL
Mr. Ginger called roll and a quorum was present.

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 Executive Committee must approve members participating remotely. Their names, locations, and reasons for participating remotely must be included in the minutes.

Mr. Beale called the names of the members of participating remotely:

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)
Rob Quartel	Meeting location is more than 60 miles from principal residence	Matthews, VA	No

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

PUBLIC COMMENT
There was no public comment.

CONSENT AGENDA
Mr. Beale asked for a motion to approve the consent agenda items, June 13, 2022 meeting minutes. Mr. Quicke motioned for approval and Ms. McClellan seconded the motion. The motion passed unanimously.

NEW BUSINESS
Application Discussion and Determination
The Committee discussed the application for an ECB grant from the Bay Consortium Workforce Development Board for an Integrated Community Workforce Project. Steven Goals from the Bay Consortium Workforce Development Board and Virginia Career Works presented slides regarding the Talent Pipeline Management system and proposed project. Both Mr. Goals and Ms. Murchison answered the Committee's questions. Mr. Beale asked for a motion to approve the application for submittal to DHCD. Ms. McClellan motioned for approval and Ms. Hull seconded the motion. The motion passed unanimously.

ULI Technical Assistance Panel Topic Vote
Mr. Ginger presented the top four ideas for the ULI Technical assistance Panel that were submitted by localities and then scored by ULI, Ms. Hull, Mr. Quicke, and Mr. Ginger. The Committee heard input from Chip Boyles from the George Washington Regional Commission and Connie Dalton from the Town of Tappahannock, and discussed the potential topics. Ms. McClellan made a motion to approve the Page Middle School Project for the ULI TAP and Ms. Hull seconded the motion. The motion passed unanimously.

INFORMATION ITEMS
Project Pipeline and Status Update
Mr. Ginger went over current and potential project updates. The Committee briefly discussed potential Implementation projects coming down the pipeline.

Project Fuse Discussion
Mr. Ginger facilitated discussion regarding Project Fuse in GO Virginia Region 1 and how it can be adapted in Region 6.

ADJOURNMENT
Being no further business, the meeting adjourned at 11:57 AM.

DRAFT

Application Discussion and Determination (ACTION ITEM)

King George County Young Entrepreneur Project ECB Application

STAFF REVIEW

Application Name: Integrated Community Capacity Building Initiative

Application Submitted: 9/5/2022

Date of Staff Review: 11/16/2022

Applicant: King George County Economic Development and Tourism Department

Contact Person: Nicholas Minor

Grant Type: ECB

Growth and Diversification Plan Strategy Area (s): Entrepreneurial Activities

Localities Served: Gloucester, King George County, Town of Colonial Beach

Localities Participating in Project: Gloucester, King George County, Town of Colonial Beach

Other Partners and Responsibilities:

GO Virginia Request: $98,000

Match: $49,000

Source of Match: King George County Public Schools, Town of Colonial Beach Public Schools, Gloucester County, King George Economic Development and Tourism

Additional Leverage:

Total Project Budget: $147,000

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. One of the stated goals in our G&D plan is to develop an entrepreneurial ecosystem. This project builds upon current projects and those in the pipeline that spur entrepreneurial activity from a holistic perspective by engaging youth in our region. It also accomplishes the goal of retaining talent in the region.	
Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region? What is the targeted industry and pay rate?	Yes, indirectly.	
Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?	1:1 match requirement waived. Project meets 2:1 match.	

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.)		
Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	Yes. King George Economic Development and Tourism, King George Public Schools, Gloucester County, and Town of Colonial Beach Public Schools are contributing in-kind match to the project.	
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 required, ECB	
Does the project outline both behavioral and anticipated tangible results that will come from the collaboration?	Yes	
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 project shows coordination with multiple localities and school districts in our region.	
Does the project outline a positive ROI within 3 years?	N/A, ECB	
Will this project be completed within two years?	Yes	
Is the project sustainable after GO Virginia funds? This does not relate to ECB's.	N/A, ECB	

Summary of Application

Project Description:

Project Goal(s): The underlying goal of this project is to lay the groundwork for youth entrepreneurship in K-12 school systems throughout Region 6. The initial project will focus on three pilots in King George, the Town of Colonial Beach, and Gloucester.

Application Scoring Sheet – September 2022

Outcomes: Pitch Contest and Youth Entrepreneurship Resource Guide that can be adopted by other localities in Region 6

Council Review Summary

Staff Considerations

Executive Summary: Young Entrepreneurs Program

This Narrative lays out the proposal by King George County for an Enhanced Capacity Building grant to encourage and support the development of prospective young entrepreneurs in the county and in up to two other Northern Neck communities. The project would begin by documenting existing resources available to new startups and young entrepreneurs.

This would give way to working with the two or three high schools in different pilot communities to assess their needs and resources regarding entrepreneurial programming to design pilot programs for student entrepreneurs that build on their interests and school preferences and goals.

Each pilot would then be managed by our experienced team to help spur interest, develop skills and identify resources that could spur young entrepreneurs. Each pilot program would be tailored to that school and could vary significantly in order to address the preferences of local students and educators.

A pilot might involve, for example, some typical classroom processes, could be handled through an after-school program or club, or might involve adding on to an existing business or marketing class. Guidance would be provided by our project team, each of whom are, themselves, entrepreneurs, as well as by other veteran small business owners.

At the end of the semester, each school program would be written up and guidance would be provided to students so that they could continue their projects through the summer if they are so inclined. Each group would be encouraged to plan and possibly implement a new business startup.

Final deliverables would include a “pitch competition” for students to offer competitive presentations on the business they designed. All of the pilot-building experiences would be documented in a Resource Guide, which would then be offered to any interested school or another youth-oriented program.

This is intended to segue into an application for a GO VA implementation grant that would make the pilots permanent, add more schools, engage additional localities and potentially add more groups to help foster the growth and development of youth entrepreneur programs.

The project would contribute to strengthening of an entrepreneurial ecosystem, a strong priority for the Region 6 Growth and Diversification Plan and for GO VA.

Enhanced Capacity Building (ECB) Project Materials

PURPOSE: Prior to approving regional project grants, applicants are likely to want to validate how to translate the prioritized needs and opportunities from their Growth and Diversification plans into actionable grant requests. Such an effort would develop platforms to support various collaborative approaches, increase efficiency, provide a deeper and consistent level of support, assess and reduce risk, and provide more focus about how broad concepts outlined in the plans become actual programs.

Such activities would also create the opportunity for regions to share information on best practices and validated platforms that may lead to more collaboration and future grant requests with similar goals. Such activities, known as enhanced capacity building, are intended to examine how a subsequent future project grant request will be supported through the creation of this platform. In any application for enhanced capacity building, an inventory of existing programs with similar goals, gaps in current programs that the proposed project will fill, the resources and structures needed to ensure the success of the enhanced capacity building initiative, and an exploration of how the enhanced capacity building effort could contribute to the success of associated future grant requests, should be detailed by the applicant.

Even if enhanced capacity building funds are not requested, any proposed project should identify what efforts have been made, or will be made, to undertake a risk assessment of the likelihood of the success of the project prior to implementation funds being drawn upon. Additionally, any proposed grant requests should indicate a plan for how they will demonstrate that they are sustainable after the grant funds from the Board are exhausted.

Project applications solely for enhanced capacity building as a phase independent from, but in anticipation of, future grant requests, will be accepted. Proposed enhanced capacity building efforts which have the ability to be successfully replicated or used across multiple grant requests and/or regions will receive special consideration by the Board in allocating grants. Further, it is understood that any return on investment analysis for enhanced capacity building efforts will be different from that for other collaborative grant requests.

Enhanced Capacity Building (ECB) Application

APPLICATION INFORMATION

PROJECT NAME: YOUNG ENTREPRENEURS PROGRAM

DATE: 10/21/2022

PROJECT APPLICANT

Legal Name: King George County Economic Development and Tourism Department
EIN/TIN:
Address:10459 Courthouse Dr. Suite 200, King George Virginia
Website:www.kinggeorgeva.gov

APPLICATION CONTACT

Name: Nicholas Minor
Title: Dir. Economic Development and Tourism
Phone: 540 775 9181
Email: nminor@co.kinggeorge.state.va.us

FUNDING REQUEST SUMMARY

GO Virginia Request:	$ 98,000
Total Match:	$ 49,000
Total Project Cost:	$ 147,000

Budget Narrative (How will the funds be used? Please tie the use of the GO Virginia and match funds to project activities):
Young Entrepreneurs Program (YEP) is a capacity building project. Most of the cost involved for this initial project will be in project staff assimilating input, conducting the pilot programs, and preparing a Resource Guide, as well as sharing funds with our Committed Program Partners as a means for them to help create and implement local pilot programs. Funds for partners who are not hosting pilot programs will be used to help them create game plans to develop and implement their own YEPs.
Much of this project is organized around the planning and management of the pilot programs, as well as compiling all information and data into a Resource Guide. The project team consultants and participating organizations will take part in all phases of the project. Most hours charged to the project will be for contract services provided by a local economic development consultant firm with considerable business startup experience. A small portion of the budget will be allocated to the purchase of any materials and incidentals deemed necessary for carrying out the youth activities planned in the pilot. No project funds will be used to pay teachers, instructors, educational or county officials.

WHAT GROWTH & DIVERSIFICATION PLAN PRIORITY INDUSTRY CLUSTER/S IS YOUR PROJECT IN?

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

WHAT CATEGORY DOES YOUR PROJECT FALL INTO?

☒ Entrepreneurial Activities
☐ Site Development
☐ Workforce Development

PARTICIPATING LOCALITIES (MINIMUM 2 REQUIRED)

Projects must have at least two participating localities. "Participation" can include financial participation, in-kind contribution, participation on a project advisory team, and/or administration of the project.

Caroline County	☐	King William County	☐	Spotsylvania County	☐
Essex County	☐	Lancaster County	☐	Stafford County	☐
City of Fredericksburg	☐	Mathews County	☐	Westmoreland County	☐
Gloucester County	☒	Middlesex County	☐	Other (specify): Town of Colonial Beach	☒
King and Queen County	☐	Northumberland County	☐	Other (specify):	☐
King George County	☒	Richmond County	☐	Other (specify):	☐

PLEASE DEFINE THE LEVEL OF PARTICIPATION BY EACH OF THE LOCALITIES.

Locality	**Resource Contribution**	**Cash**	**Non-Cash**
King George County	In-Kind		Non-cash
Town of Colonial Beach	In-Kind		Non-cash

PROPOSED LOCALITIES TO BE SERVED BY PROJECT

Caroline County	☐	King William County	☐	Spotsylvania County	☐
Essex County	☐	Lancaster County	☐	Stafford County	☐
City of Fredericksburg	☐	Mathews County	☐	Westmoreland County	☐
Gloucester County	☐	Middlesex County	☐	Other (specify):	☐
King and Queen County	☐	Northumberland County	☐	Other (specify):	☐
King George County	☐	Richmond County	☐	Other (specify):	☐

OTHER PROPOSED PARTNERS AND COLLABORATORS:

Organization Name	Resource Contribution	Cash	Non-Cash

APPLICATION SECTIONS AND REQUIRED ATTACHMENTS

1. Project Description
2. Statement of Need
3. Project Timeline and Milestones
4. Future Implementation Grant Applications
5. Match Verification Forms (for both cash and in-kind, cover sheet attached)
6. Letters of Support (if applicable; cover sheet attached)
7. Project Budget

OPTIONAL ATTACHMENTS

- Project Manager Resume
- Other Supporting Documentation – Previous studies or need documentation
- Memorandums of Understanding between all project partners detailing roles and responsibilities

PROJECT DESCRIPTION

Provide a one-page summary of the proposed project. This should convey your project concept(s) assuming no prior knowledge of the project, including:

1. The expenses that GO Virginia funding and match will pay for,
2. The expected output/final product(s) of this project,
3. How this project will create higher paying jobs,
4. The participating localities and how they will be engaged in the project (a minimum of 2 is required),
5. The project budget and sources of matching funds. The Sources & Uses Template should also be used to outline the project budget and $2:1 match,
6. Why this project should be a priority for the Regional Council,
7. How/if this project aligns with the Region's Economic Growth and Diversification Plan, which industry sectors will benefit from the effort, and what the expected outcomes of the project will be.

The most recent Growth and Diversification plan can be found here.

This proposed project is directly responsive to Region 6 Growth and Diversification Plan for 2022-2023 as it addresses a top priority of that plan: "Develop a strong entrepreneurial ecosystem." It will also address a sub-goal to "Identify, empower, and support entrepreneurs". In both cases, the activities described in this proposal will move Region 6 closer to achieving these goals, not just in a snapshot for the present, but moving forward into the future.

1.

COST/ACTIVITY CATEGORY	GO Virginia Amount	In-kind	Total
Administration* (8% limit)			
In-Kind		49.000	
Contract Services	62,000		
Travel	14,000		
Other – Committed Program Partner Disbursement	18,000		
Other – Printing and Publishing	4,000		

TOTAL	$98,000	$49,000	$147,000

2. Expected Output:

include a "pitch competition" for students to offer competitive presentations on the business they designed. All of the pilot-building experiences would be documented in a Resource Guide, which would then be offered to any interested school or other youth-oriented program.

This is intended to segue into an application for a GO VA implementation grant that would make the pilots permanent, add more schools, engage additional localities and potentially add more groups to help foster the growth and development of youth entrepreneur programs.

The project would contribute to strengthening of an entrepreneurial ecosystem, a strong priority for the Region 6 Growth and Diversification Plan and for GO VA.

3. Creation of Higher Paying Jobs

Filling the entrepreneurial pipeline will support efforts to both create jobs and upgrade the job opportunities for the regional workforce. For many, starting and operating a business represents not just gainful employment, but a more fulfilling way of earning a living. Business ownership rewards people with creativity and drive that may not be satisfied by any other form of employment. Likewise, young, growing businesses will enhance the opportunities for upwardly mobile, and bright students who matriculate through the local school system.

The existence of challenging new jobs with exciting, growth-oriented businesses can help keep young people in their communities and/or encourage them to return after going off to college. Particularly in less urban areas, there is a brain drain of youth who tend to go far from home seeking high paying jobs and new adventures.

To enhance the experience and add to the interactive nature of the program, we plan to hold a student pitch competition toward the end of the program. There may be one big event covering all the pilot schools, and beyond, or separate events in each participating community.

Moreover, as chronicled by Richard Florida in Rise of the Creative Class, there is a growing emphasis on the value of innovation and development of new ideas. This is true, not just for those who might start businesses in a community, but for corporate leaders looking to locate or expand into a region. Many of these decision makers are looking to locate and grow in places that attract and encourage creative people and where innovation and entrepreneurship are encouraged. This too, will help stimulate the growth of job opportunities and new avenues for upgrading the kinds of jobs available in Region 6.

This project will help coordinate, collaborate, and enhance other entrepreneurship programs initiated by GO VA in Region 6 and other parts of Virginia. It will help create demand for business incubators, pitch competitions, tech transfer programs and other projects that aim to stimulate more commercialization of research at Virginia universities.

We also plan to form a project advisory group made up of economic developers from the region, educators, experts on entrepreneurship, workforce specialists and other key persons.

4. Engaging Partners

Each committed partner: will have a clearly defined role that addresses their needs and resources; will have influence over project management and deliverables through their representative on the project management advisory committee; and will have input to the products being developed.

More specifically, King George County and its Public Schools and Colonial Beach, have volunteered to serve as pilot program locations and will launch young entrepreneurs' programs for the duration of one academic school semester at the high school level.

Regional Community Colleges such as Rappahannock Community College and Germanna Community College will be invited to work with the project team to provide input to the Guide, and will have the opportunity to work with the public and private high school pilots to create continuity so that a career training path develops which creates a link between high school and an associate's degree program pathway at the college.

5. Priority

The overall goal of this project is to create an easily duplicated group of models that will be summarized in a resource guide/handbook that can be adapted by any organization, in any region across the Commonwealth of Virginia, into a viable and successful entrepreneurship and innovation program for youth.

This pilot is intended to raise awareness for students of opportunities in starting and running their own businesses, to make them aware of supporting resources, and to encourage them to take actions if they see a future in business, even temporarily. This can help keep the pipeline flowing and encourage more students to remain in or return to their communities.

To develop the models, we will first review and document the inventory of similar programs in the region. By doing so, we will be able to determine what works well for others, what isn't working well and what's missing so that our pilot will be a comprehensive program for students that is based entirely on best practices and unique activities.

This is where the deep experience of our project team, the network we have, the engagement of other entrepreneurs and tapping into other existing entrepreneurship resources will help bring depth to the program.

This pilot will take place in at least two local high schools – in two different communities, and, if possible, in one private school or in a third community. Throughout the inventory process and the pilot, we will document every finding, every decision made and the outcomes, input from our partners, students and professionals who help us implement the pilot. We will be measuring successes and failures through data collection and quantifiable metrics. We will also be comparing our progress and results to the milestones we set for expected outcomes and timeline.

Individual pilots may vary by time of day, length and frequency of group sessions, topics, industries explored, nature of guest speakers, topics emphasized, nature of exercises and types of field trips.

Ultimately, the models that we develop are available to be amended and adopted by other organizations so that a pipeline is created for future local entrepreneurs who are successful businesspeople, adding to our local economies. By training our youth now and giving them the tools needed to have the confidence to launch a business, we also give them enhancements, as well as alternatives, to formal higher education.

According to the reports generated in several GO VA regions entrepreneurship and innovation are priorities for the program throughout the Commonwealth. GO VA has always made it a program priority to enhance ongoing regional capacity for business startups and growth and to create entrepreneurship and innovation ecosystems. We understand that our youth has a much greater capacity for learning new information and new processes.

By giving young people access to entrepreneurship programs and training and presenting it to them in a way that they listen and learn, we create a solid future where small businesses are formed and grow more naturally with the need for less financial and other assistance to keep them afloat.

Region 9, for example, has identified creating "a collaboration across entrepreneurial hubs to develop shared programs, mentor networks, outreach activities, pitch competitions, etc." as another priority. The Youth Entrepreneurship Resource Guide is exactly this. It will be a collaboration, initially, between several communities and several organizations, with ripe possibilities for expanding collaboration throughout the region and the state.

This project is cultivating a collaborative environment between government and schools in various locations; between business, civic and youth organizations; and between existing entrepreneurs, and our youth. The Resource Guide that we generate through the pilot program will be shared with any organization that requests it. The Region 6 Guide will build upon, update and add to the Guide this team created for Region 9 and will also be tailored to the opportunities and challenges for entrepreneurs in Region 6.

6. How/if this project aligns with the Region's Economic Growth and Diversification Plan, which industry sectors will benefit from the effort, and what the expected outcomes of the project will be.

Innovation and entrepreneurship are essential components of a successful economy. A steady supply of young, growing businesses help maintain economic vitality, create job opportunities, and serve as a significant inducement for new firms to locate. In recognition of this fact, both public and private organizations have created programs and services to support entrepreneurship. Several counties and George Mason University have spent millions of dollars over the past ten years to launch and operate business incubators/accelerators that help with the start and growth of new businesses.
The typical targets of entrepreneurship programs tend to be millennials and business owners between 30 and 50, but little is being done in our schools to encourage, nurture and educate budding entrepreneurs at a much earlier age. By encouraging innovation and entrepreneurship in adolescents, we ensure the strength of our future local economy. Our goal is to create an

appropriate, creative, forward-thinking pipeline of future business owners/employers by introducing our youth to the excitement of owning a business and by giving them some of the tools they need to be successful. By bridging this age gap for entrepreneurial education, we hope to broaden the supply of prospective innovators in the regional economy.

One of the unique aspects of our approach is that we plan to introduce young people to business ownership in the context of issues that already spark their imaginations. The Fauquier County Department of Economic Development implemented a program (in GO VA Region 9) in 2018/2019 similar to the one now being proposed for Region 6. The Fauquier program involved public and private high schools in the county, as well as Orange High School in Orange County. The same team that implemented the Region 9 program is developing this interactive pilot program, which will focus on students in grades nine through twelve. This program is intended to inspire and foster the entrepreneurial spirit, increase employment opportunities, and expand the local supply of traded sector industries. To achieve our goals more fully, a comprehensive program resource guide will be created throughout the course of the pilot, which will serve as a template for other organizations and localities who wish to create similar youth entrepreneurship programs.

Economic impact will be achieved by the creation of more entrepreneurs, which can mean more business startups in local communities. A vibrant community of young entrepreneurs will prompt cross-business sharing, and may contribute to more of them staying in or returning to their hometowns. A collaborative, close-knit business community enhances a locality's potential to attract new corporate locations.

STATEMENT OF NEED

Describe how the project aligns with the region's Economic Growth and Diversification plan and why this project should be a priority for the Regional Council.

Filling the entrepreneurial pipeline will support efforts to both create jobs and upgrade the job opportunities for the regional workforce. For many, starting and operating a business represents not just gainful employment, but a more fulfilling way of earning a living. Business ownership rewards people with creativity and drive that may not be satisfied by any other form of employment. Likewise, young, growing businesses will enhance the opportunities for upwardly mobile, and bright students who matriculate through the local school system.

The existence of challenging new jobs with exciting, growth-oriented businesses can help keep young people in their communities and/or encourage them to return after going off to college. Particularly in less urban areas, there is a brain drain of youth who tend to go far from home seeking high paying jobs and new adventures.

To enhance the experience and add to the interactive nature of the program, we plan to hold a student pitch competition toward the end of the program. There may be one big event covering all the pilot schools, and beyond, or separate events in each participating community.

Moreover, as chronicled by Richard Florida in Rise of the Creative Class, there is a growing emphasis on the value of innovation and development of new ideas. This is true, not just for those who might start businesses in a community, but for corporate leaders looking to locate or expand into a region. Many of these decision makers are looking to locate and grow in places that attract and encourage creative people and where innovation and entrepreneurship are encouraged. This too, will help stimulate the growth of job opportunities and new avenues for upgrading the kinds of jobs available in Region 6.

This project will help coordinate, collaborate, and enhance other entrepreneurship programs initiated by GO VA in Region 6 and other parts of Virginia. It will help create demand for business incubators, pitch competitions, tech transfer programs and other projects that aim to stimulate more commercialization of research at Virginia universities.

We also plan to form a project advisory group made up of economic developers from the region, educators, experts on entrepreneurship, workforce specialists and other key persons.

PROJECT TIMELINE/MILESTONES AND DRAWDOWN SCHEDULE

Describe the project timeline and the specific project milestones that will be utilized to track project progress and fund disbursement.

**GO Virginia is a reimbursement-based grant and funds will only be disbursed after funds are expended. Match funds must be expended prior to or in proportion to GO Virginia funds.*

****Milestones are project activities and deliverables, in the order they are completed.**

Project Phases and Milestones

The project will proceed in phases. Each phase will be reviewed, approved, and tracked by our project team and the program advisory committee, made up of representatives of participating partners.

Phase I: Summary of Existing Programs, Month One: The project team, with assistance from local economic developers, will review existing programs in the region aimed at encouraging young entrepreneurs. We know of efforts based in the schools and/or communities, as well as other GO VA projects, with the same general objectives. There are efforts to support entrepreneurs to the north in the Fredericksburg area and at Germanna Community college.

By learning more about existing programs in Region 6 and nearby regions, valuable lessons can be learned, but we can also ensure that we are developing a unique program that complements, rather than duplicates, existing programs. Our project is intended to embed entrepreneurship into the public and private school systems. We also plan to create the Region 6 Guidebook that can be used by other organizations, including chambers of commerce, The Boys and Girls Clubs and other youth-oriented groups. At the same time, this program will be tailored to the needs and opportunities found in Region 6.

Phase II: Develop Outline of Best Practices, Month Two: A summary of lessons learned from other programs will be prepared. Simultaneously, local entrepreneurs and business experts will be interviewed and selected to participate in focus groups to help identify the core needs of entrepreneurs, particularly in Region 6. Once assimilated, these will be matched with various approaches to convey key skills and experiences in a way that is attractive to younger people.

Phase III**:** Engaging Young People, Months Two and Three: This will include bringing in experienced hands in areas such as music, video, food, gardening, the environment, technology, and other areas that hold appeal to high school age youth to help identify potential business opportunities. Meetings will be held with interested young people, teachers, counselors, and parents to explore ways in which creative, entrepreneurial young people could turn their interest in certain areas into potential businesses.

Form the Project Advisory Group and hold the first meeting The group would meet quarterly to help advise, enrich, and review results

Phase III: Design at least Two Pilot Programs, Month Three: Using the knowledge gained from the earlier phases, and input from the participating schools and economic developers, as well as from students, at least two pilot programs, each one tailored to the participating schools, will

be developed. Items to be addressed will include timing, format, materials, instructors/facilitators, hands-on learning opportunities, funding (as needed), and outreach to enlist student participants.

Phase IV**:** Launch at least Two Pilots, Month Three and Four; begin regular rotation of meetings with students; initial participation by entrepreneurs; plan site visits.

Phase V: Full Implementation and Begin Outlining Format for use by Other Partners Months Five through Ten: We will conduct the two pilot programs for the course of one academic school semester. At the conclusion of the pilots, we will fully assemble our data and information gathered from months one through ten into a comprehensive resource guidebook for creating a Young Entrepreneurs Program tailored to Region 6 but with references to lessons that have broader applicability. Additionally, we will assist our committed partners with designing/outlining future programs that are adaptable to their particular organization or geographic location, based on their identified assets and roles played with the youth in their area.

This planning will provide useful input to the design of a follow up GO VA implementation grant that would make the initial pilots more permanent and would expand the number of participating communities.

Phase VI: Pilot Project Reports Completed, Month Eleven: Submit reports on each pilot; develop presentation on the findings and accomplishments to be delivered by the project team to various audiences and shared with other communities.

Conclude with one or more pitch competitions which will give students the chance to "sell" their actual business or a theoretical business to a tough group of "investors".

Design appropriate follow-up activities, with the goal of continuing programs at the pilot institutions and launching programs at the other partner organizations, as feasible.

Complete the Resource Guide

Phase VII: Present Final Report on the project results to Region 6 Board, and deliver/distribute the Resource Guide, Month Twelve: A PowerPoint presentation will be delivered at a Region 6 Board meeting; this same presentation could also be presented to any county, school or other organization that has an interest

One of the key deliverables is the Resource Guide that can be implemented by schools and other organizations that interact with youth. We fully expect to keep on track with the timeline identified and be completely aware of the resulting outcomes and to adapt 'better practices' if some activities are not as engaging to the group of high school students within the pilot. Our project team will carry out the program, but will be assisted and guided through the input and participation of our committed partners; while they will be responsible for the pilot and the resource guide, she will not be making decisions alone. The Resource Guide will update the 2020 Resource Guide developed by our team for Region 9 and will be tailored to the needs and objectives that emerge for Region 6.

We expect that the Resource Guide will help stimulate interest in developing Young Entrepreneur Programs in other school systems in the region and possibly in other organizations. These can be addressed through a follow-up implementation grant from GO VA that will expand the number of institutions and communities who participate and will also be used to make permanent the pilots that are initiated during the ECB grant.

The funding for this project is to be disbursed with an emphasis on the front end, as the program is launched and the pilots are initiated (the first four months.) From that point on, funds would be drawn down in nearly equal monthly payments for the total of one year, beginning within 30 days of the project start date.

Our performance metrics will be simple and straightforward as our goal is simply to pique the interest of our youth, and give them the tools and mindset for creating new and innovative businesses once they complete their education. The magnitude of our program will be felt in years to come; however, we will track all that we can during the pilots to gauge our expected success at the current time. We will encourage students in the pilot programs to initiate courses of action that can lead to new business startups, and these will be tracked.

In so doing, we will be tracking metrics such as: number of students enrolled in the pilot program; the level of active participation in each class; number of young people who take some form of action that could lead to business startup; number of institutions who plan to continue or begin Young Entrepreneurship Programs; number of likely jobs that could result from new business startups; number of schools officials, teachers, counselors and other public and private officials who commit to support the development of Young Entrepreneurs Programs; and number of young people who request space at a business incubator in the region during the summer following the pilot. Even more important than raw numbers will be identifying follow through with information on what proportion of the participants see the program through to the end; participation in events such as the pitch competition; and the proportion of student participants who take any action toward launching or expanding businesses.

However, if a GO VA follow-up grant is obtained, with implementation as its goal, every community and/or school that hosts a program will be expected to launch at least one new business **venture** by the end of the grant period. In addition, private entrepreneurs and firms who participate in any business ventures or make new hires that result from involvement in the follow-up program would be documented.

Thus, there would be documented results in terms of jobs and business development for any follow-up GO VA grant.

Metrics for the ECB program will focus heavily on the goals articulated by the participating schools, communities, and young participants. We will ask each group to rate the project and their own progress made because of the project

Project Start Date: TBD – Based upon School schedules
Project End Date: TBD

CY, Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	TOTAL
1st quarter 2023	Summary of existing programs; Outline of best practices; Engage young people/students	$18,000	$13,000	$31,000
		$	$	$
2nd quarter 2023	Design Pilot Programs; Launch Pilots	$22,000	$15,000	$37,000
		$	$	$
3rd quarter 2023	Full Implementation	$33,000	$11,000	$44,000
		$	$	$
4th quarter 2023	Ongoing pilots; complete pilots; hold pitch competition; draft and print resource guide; final report	$25,000	$10,000	$$35,000
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$

FUTURE IMPLEMENTATION GRANT APPLICATIONS

Discuss how these capacity building efforts lead to a future GO Virginia Implementation grant.

Our creation of an inventory of existing programs, adoption of the best practices of the most desirable aspects of each and collaborating with others throughout our GO VA region we expect to ensure that the models we create can endure. This also reflects the level of enthusiasm generated by our participating localities and school systems and the positive impact that a flow of entrepreneurs can have on local economies, make this attractive for follow up grants and identifying local and private means for continuing this effort. By creating viable pilot programs and developing the resource guide, we will be handing communities and schools the means to build upon the success of this project. We hope to inspire our young participants as well as their communities and schools to move forward with continued support for young entrepreneurs. This will hopefully lead seamlessly into a GO VA implementation grant that will grow and institutionalize more programs, tailored to the needs and resources of counties nad schools in other regions of Virginia.

With the initial program as seen in this proposal being carried through by GO VA funding, we will be able to offer a very attractive package of assistance to our current and future partners. Not only will we be available to counsel them through the adaptation and implementation phases of their own youth entrepreneurship program but will be able to continue our GO VA funding in subsequent years to help them further as well as providing the Commonwealth with a measurable tool for tracking the growth of youth entrepreneurship programs throughout the state that develop roots through collaboration with this initial program/pilot.

Additionally, **the successful implementation of our pilot and development of our comprehensive resource guide will provide a gateway for other funding sources** to ensure the continued success and expansion of the program. As is seen in our budget table, the implementation of this program does not come at a high monetary cost. In fact, the pilot itself will be very cost effective, and the experience in the pilots, coupled with the resource guide will make it that much easier to form new programs after this one is completed.

CASH COMMITMENT COVER SHEET

Must clearly state amount committed. Please place Match Verification Form in order behind this section of the application.

Partner Name	Amount of Cash Contribution	If Form Pending, Date Expected
	$	
	$	
	$	
	$	
	$	
	$	
	$	
	$	
	$	
	$	

IN-KIND CONTRIBUTION COVER SHEET

*If applicable. Please place Match Verification forms in order behind this section of the application.

Partner Name	Amount of In-Kind Contribution	If Form Pending, Date Expected
King George County Schools	$ 5,000	
Town of Colonial Beach Schools	$ 5,000	Nov 15th
Gloucester County	$ 19,500	Nov. 15th
King George Economic Development and Tourism	$ 19,500	
	$	
	$	
	$	
	$	
	$	
	$	

LETTERS OF SUPPORT COVER SHEET

Letters from organizations not providing financial or in-kind contribution. Please place letters of support in order behind this section of the application.

Partner Name
King George County Schools – Dr. Jesse Boyd, Interim Superintendent
Fredericksburg Regional Alliance – Curry Roberts, President
Fredericksburg Regional Chamber of Commerce – Susan Spears, President & CEO
GCubed, Inc. – Vernon Green Jr., President & CEO
Town of Colonial Beach – India Adams-Jacobs, Town Manager
Rappahannock Community College – Dr. Shannon L. Kennedy, President
Northern Neck Electric Cooperative – Bradley H. Hicks, PE, President & CEO
Town of Colonial Beach Office of Economic Development – Kelley Evoko, Economic Development Manager

KING GEORGE COUNTY SCHOOLS

EMPOWER ◆ ENGAGE ◆ INSPIRE

September 22, 2022

Mr. Ian Ginger

Program Director

GO Virginia Region 6

406 Princess Anne St.

Fredericksburg, VA 22401

Dear Mr. Ginger:

If the proposal submitted by King George County Department of Economic Development and Tourism, supporting the Youth Entrepreneurship Program, is selected for funding by the GO Virginia Region 6 Council, we intend to collaborate and support this effort.

King George County Schools will support this program by providing staff and space for the students, consultants, and business owners involved in mentoring our Region's future entrepreneurs. As a School System, we must work to expose our students to the benefits and challenges of entrepreneurship and nurture those that have an entrepreneurial spirit.

Please accept this letter as confirmation that King George County Schools is willing to participate and be an in-kind contributor to the GOVA Region 6 Youth Entrepreneurship Program and is looking forward to working with Phoenix Advantage Consulting and our partnering school systems.

Thank you for including King George County Schools in this proposal, and we look forward to supporting this initiative.

Sincerely,

Dr. Jesse Boyd

Superintendent/Director

King George County Schools ‖ P.O. Box 1239 ‖ King George, VA 22485

Office: 540-775-5833 Fax: 540-775-2165

www.kgcs.k12.va.us

FREDERICKSBURG REGIONAL ALLIANCE
AT THE UNIVERSITY OF MARY WASHINGTON

City of Fredericksburg | Caroline County | King George County | Spotsylvania County | Stafford County

October 15, 2022

Mr. Nicholas Minor
Director Economic Development and Tourism
King George County
10459 Courthouse Dr. Suite 200
King George VA, 22485

Dear Mr. Minor:

Please accept this letter as a sign of Fredericksburg Regional Alliance at the University of Mary Washington's support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism.

The requested funding will encourage and support the development of prospective young entrepreneurs. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

Sincerely,

Curry Roberts
President
Fredericksburg Regional Alliance at the
University of Mary Washington

Fredericksburg Regional
CHAMBER OF COMMERCE
The voice of the business community

October 7, 2022

Mr. Nicholas Minor
Director Economic Development and Tourism
King George County
10459 Courthouse Dr. Suite 200
King George VA, 22485

Dear Mr. Minor:

Please accept this letter outlining the Fredericksburg Regional Chamber of Commerce's strong support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism. The FRCC is the leading convener of business for Planning District 16 and we are proud of our strong relationship with King George County.

The requested funding will encourage and support the development of prospective young entrepreneurs, one of the fastest growing segments of today's workforce. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program. Should you have questions for me, I can be reached at 540-373-9400 or susan@fxbgchamber.org.

Sincerely,

Susan Spears, President & CEO
Fredericksburg Regional Chamber of Commerce

GCubed
Mission First, People Always!

Mr. Nicholas Minor
Director Economic Development and Tourism
King George County
10459 Courthouse Dr. Suite 200
King George VA, 22485

Dear Mr. Minor:

Please accept this letter as a sign of GCubed Enterprises, Inc.'s strong support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism.

The requested funding will encourage and support the development of prospective young entrepreneurs. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

Sincerely,

Vernon Green Jr.
President and CEO | GCubed, Inc.
10 Center Street, Suite 103 | Stafford, VA 22556

MAYOR
Robin Schick

TOWN COUNCIL
Vicki Roberson- Vice Mayor
Kenneth Allison
Andrea Clement
Thomas Moncure
Caryn Self Sullivan
David Williams

TOWN OF COLONIAL BEACH
315 Douglas Ave.
Colonial Beach, Virginia 22443
(804) 224-7181 FAX (804) 224-7185

TOWN MANAGER
India Adams-Jacobs

CHIEF FINANCIAL OFFICER
Lisa Okes

TOWN ATTORNEY
Vivian Seay Giles

TOWN CLERK
Heather Oliver

Mr. Nicholas Minor
Director Economic Development and Tourism
King George County
10459 Courthouse Dr. Suite 200
King George VA, 22485

Dear Mr. Minor:

Please accept this letter as a sign of the Town of Colonial Beach's strong support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism.

The requested funding will encourage and support the development of prospective young entrepreneurs. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

Sincerely,

India Adams-Jacobs
Town Manager
Town of Colonial Beach

Colonial Beach
VIRGINIA

Rappahannock Community College

October 14, 2022

Mr. Nicholas Minor
Director, Economic Development & Tourism
King George County
10459 Courthouse Drive
Suite 200
King George, VA 22485

Dear Mr. Minor:

Rappahannock Community College is pleased to provide strong support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism. RCC is a provider of higher education and training in King George County.

The requested funding will encourage and support the development of prospective young entrepreneurs, one of the fastest growing segments of today's workforce. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

Sincerely,

Shannon L. Kennedy, Ed.D.
President

RAPPAHANNOCK COMMUNITY COLLEGE

12745 College Drive
Glenns, Virginia 23149
804-758-6700

52 Campus Drive
Warsaw, Virginia 22572
804-333-6700

Northern Neck Electric Cooperative
A Touchstone Energy® Cooperative

Mr. Nicholas Minor
Director Economic Development and Tourism
King George County
10459 Courthouse Dr. Suite 200
King George VA, 22485

Dear Mr. Minor:

Please accept this letter as a sign of Northern Neck Electric Cooperative's strong support the for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism. It is our mission to improve the quality of life in our communities, and I am proud to pledge my support for a program in alignment with that mission.

The requested funding will encourage and support the development of prospective young entrepreneurs. The benefits of this pilot project not only will aid students of the county and regional participants, but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

Sincerely,

Bradley H, Hicks, PE*
President and CEO
Northern Neck Electric Cooperative
***Licensed in GA, NC, SC, TN, TX**

October 21, 2022

Mr. Nicholas Minor
Director of Economic Development and Tourism
King George County
10459 Courthouse Dr.
King George, VA 22485

Dear Mr. Minor:

Please accept this letter as a sign of the Town of Colonial Beach's Office of Economic Development's partnering support for the Young Entrepreneurship Pilot Program's application by the King George County Department of Economic Development and Tourism.

The requested funding will encourage and support the development of prospective young entrepreneurs. The benefits of this pilot project will not only aid students of the county and regional participants but also has the potential to grow businesses and support economic growth and vitality within the region.

The application demonstrates a commitment to today's youth and their entrepreneurial potential through the concepts laid forth from this funding opportunity. I respectfully request that King George County be given full consideration for the Young Entrepreneurship Pilot Program.

I am willing to serve on the advisory committee if the project is awarded. Thank you for including the Town of Colonial Beach in this proposal. We wish you the best in obtaining this grant.

Sincerely,

x Kelly Evko

Kelly Evko
Economic Development Manager
Town of Colonial Beach
Colonial Beach, Virginia
Kevko@Colonialbeachva.net
540-604-4426

PROPOSED BUDGET

GO Virginia Request:	$ 98,000
Total Match:	$ 49,000
Total Project Cost:	$ 147,000

Please explain in the chart below your proposed sources of revenue and how you plan to expend these funds. These totals must match.

Instructions: Please fill out each tab according to the information below. Each tab has examples already listed for instructional purposes. Please clear these before submitting.

Revenues: This tab details the source of each dollar used towards the project will come from. The Source of the Revenue will either be GO Virginia (total amount) or Match (each individual source of match needs to be listed. If one source is providing both cash and in-kind, please separate on individual line items).

Expenditures: This tab details the total project expenditures by project activity. The line item dropdown are budget categories provided by DHCD. If you do not believe your expenditure fits into one of these categories please use the other dropdown and label it in the next column. In the description column, please explain how the money will be used. Think of the description column as a crosswalk to your application. Readers should be able to directly tie your project expenditures to your activities.

GO Virginia Request: This tab details only the funds directly requested from GO Virginia and what their purpose is.

Matching Funds: This tab reflects the sources of the match and their purpose. This information should match what is on the revenues and expenditures tabs.

Additional Leverage: This tab is for any additional funds provided to the project over the $1:$1 required match or for state sourced funds provided to the project.

Total Budget & Narrative: This tab should auto populate from the GO Virginia Request and Matching Funds tabs. The Budget Narrative section is a description of how the funds will be used for the project.

BUDGET NARRATIVE

Budget Narrative: Please describe what each of the funds will be used for. (2000 Characters)

Young Entrepreneurs Program (YEP) is a capacity building project. Most of the cost involved for this initial project will be in project staff assimilating input, conducting the pilot programs, and preparing a Resource Guide, as well as sharing funds with our Committed Program Partners as a means for them to help create and implement local pilot programs. Funds for partners who are not hosting pilot programs will be used to help them create game plans to develop and implement their own YEPs.
Much of this project is organized around the planning and management of the pilot programs, as well as compiling all information and data into a Resource Guide. The project team consultants and participating organizations will take part in all phases of the project. Most hours charged to the project will be for contract services provided by a local economic development consultant firm with considerable business startup experience. A small portion of the budget will be allocated to the purchase of any materials and incidentals deemed necessary

for carrying out the youth activities planned in the pilot. No project funds will be used to pay teachers, instructors, educational or county officials.

Please complete the budget section using the Excel spreadsheet available at https://govirginia6.org/apply/

GO Virginia Region 6 Budget Overview - Project Revenues

Instructions: Below, please indicate total project revenues, including both GO Virginia funds and match contributions. For match contributions, indicate type, source, and status of match.

Normally, match from non-state appropriated sources (cash or in-kind) must equal or exceed the GO Virginia fund request. Of the total match amount, 20% or $50,000 (whichever is greater) must be from local sources (cash or in-kind). *Note: The total match requirement has been reduced to 50% of the grant request, and the local match requirement has been waived until further notice.

State appropriated resources cannot be used as match but can be included as "additional leverage."

Source of Revenue	Amount	Type of Revenue (Cash or In-Kind)	Type of Match (Local, Regional, Federal, Private, Non-Profit, Other)	If other, specify	Source of Match	Status of the Match
GO Virginia	$ 98,000.00	CASH				
Match	$ 5,000.00	In-Kind	Local		Colonial Beach Schools	In-Process
Match	$ 5,000.00	In-Kind	Local		King George County Schools	Committed
Match	$ 19,500.00	In-Kind	Local		Town of Gloucester ED & T	In Process
Match	$ 19,500.00	In-Kind	Local		King George County E,D&T	Committed
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					

GO Virginia Region 6 Budget Overview - Project Expenditures

Instructions: Below, please indicate total project expenditures by project activities in each line item.

Line Item (Dropdown)	If other, specify	Cost Estimate	Description	Funding Source(s) from Revenues	Type of Expenditure (Cash or In-Kind)
Contractors/Consultants		$ 62,000.00	Hire consultant to design curriculum, Implement and manage school pilots, recruit entrepreneurs to provide technical assistance to students	GOVA	Cash
Materials/Incidentals		$ 4,000.00	publication of the resource guide and software and materials to support pilot program efforts	GOVA	Cash
	Travel	$ 14,000.00	Covers travel to pilot schools, Advisory Panel meetings, other in person meetings and working sessions	GOVA	cash
	Committed Program Partner Disbursement	$ 18,000.00	Program implementation and creation; NO SALARIES	GOVA	cash
		$ 19,500.00	Overall Project Admin; PR to envourage participation by schools and students; identify busness mentors; work with county government	King George County E,D&T	In-kind
		$ 19,500.00	Local Program Oversight; PR to envourage participation by schools and students; identify busness mentors; work with county government	Gloucester County E,D&T	in-kind
		$ 5,000.00	Manage school participation; recurit student participatnts, serves as school represent local public school division	King George County Schools	In-kind
		$ 5,000.00	Serve as adivrsor on programs; participate in project Advisory Group; prepare for local program to follow	Colonial Beach Schools	In-kind
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			

Uses of GO Virginia Funds		Amount ($)	Description
Contract Services	$	62,000.00	Hire consultants to design curriculum and programming; implement and manage pilots; arrange for entrepreneurs to mentor students
Site Work	$	14,000.00	Travel to pilot programs, meetings, interviews, Advisory Panel meetings
Hardware/Software	$	18,000.00	Software, materials, reports, documents, pilot program expenases; NO SALARIES
Planning/Assessment	$	4,000.00	Resource Guide; other printing
	$	**98,000.00**	**Total GO Virginia Request**

Directions: Please list all uses associated with GO Virginia Funds. The budget categories and amounts should match **"DHCD Request" column** in the CAMS application budget.

Cost/Activity Category	Match $	Type of Match - Dropdown	Description of Activity	Source of Match - Agency	Match Cash or In-Kind
Administration	$30,000.00	Local	Represent Local Government; add loclal ED expertise and context; help ID business mentors	E,D&T in King Grorge and Gloucester Countiesl	In-Kind
Salaries	$10,000.00	Local	Involve local government; particpate in Advisory Group; Plan for future programs built around the pilots	School systems and Governments in King George Counties, E,D&T in King George County and Gloucester County	In-Kind
Outreach	$ 5,000.00	Local	Reccruit particiapting businesses	E,D&T in King Grorge and Gloucester Countiesl	In-Kind
Planning/Assessment	$ 4,000.00		Assess impat of and leassons learned from Pilots	Colonial Beach Schools	In-Kind
	$ 49,000.00	**Total Match Funds**			
	$ 45,000.00	**Total Local Match**			

Uses of Additional Leverage	Amount ($)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
	$ -	Total Matching Funds		
Directions: Please list all sources and uses associated with additional leverage beyond the required match. Additional leverage does not need to be included in the CAMS application budget. **NOTE:** State funds may only be used as additional leverage and will may not contribute to the required $1:1 match.				

Type of Funds	Totals	
GO Virginia	$	98,000.00
Matching Funds	$	49,000.00
Total CAMS Budget	$	147,000.00
Additional Leverage	$	-
Total Project Budget	$	147,000.00

*These answers will autofill from previous tabs

Type of Match	Totals	
Matching Funds	$	49,000.00

Budget Narrative is attached to the Project Narrative

Budget Narrative: Please describe what each of the funds will be used for.

This project's budget is $200,000. Organization A is requesting $100,000 from GO Virginia to support a consultant to develop a cirrculum for workforce training. County A is providing $50,000 in local cash match to support the consultant's services. US FED is providing $25,000 in federal cash match to purchase training equipment. County B is providing $25,000 in local staff time to oversee the administration of the project.

Stafford County Public Schools and JASON Learning ECB Restructure (ACTION ITEM)

George Washington Regional Commission (2022)
51-ECB GOVA Enhanced Capacity Building (ECB)

Pathways to Success

qXlkqjwM

Applicant details

Agency	Stafford County Public Schools
Agency Type	Public School System
EIN/TIN	

Application details

Project Applicant Legal Name	Stafford County Public Schools
EIN/TIN	
Mailing Address	31 Stafford Ave. Stafford, VA, 22554
Website	Staffordschools.net
Contact Name	Dr. Thomas Taylor

Contact Title President and CEO	
Contact Phone	+540-658-6000
Contact Email	taylortw@staffordschools.net
Partnering GO Virginia Regions?	✓ No
What Growth & Diversification Plan Priority Industry Cluster(s) is your project in?	✓ Aquaculture/Seafood/Commercial Fishing/Marine Industries ✓ Forestry/Wood Products/Paper ✓ Manufacturing ✓ Distribution/Logistics ✓ Information/Data Centers ✓ Professional, Scientific, and Technical Services
What category is your project in?	✓ Workforce Development
Participating Localities (Minimum 2 Required)	✓ Caroline County ✓ Essex County ✓ City of Fredericksburg ✓ King and Queen County ✓ Mathews County ✓ Stafford County ✓ Westmoreland County

Please define the level of participation by each of the localities.

	Locality	Describe Resource Contribution	Cash	Non-Cash
1	Stafford County Public Schools	In-Kind		$15,000
2				
3				
4				
5				

Proposed Localities to be Served by Project

- ✓ Caroline County
- ✓ Essex County
- ✓ City of Fredericksburg
- ✓ King and Queen County
- ✓ Mathews County
- ✓ Stafford County
- ✓ Westmoreland County

Other Proposed Partners and Collaborators

	Organization Name	Describe Resource Contribution	Cash	Non-Cash
1	JASON Learning	In-Kind		$35,000
2				
3				
4				
5				

Project Timeline

	CY Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	Total
1	2022 Q4	-Project initiation -Initial design and draft content outline	US$14,814.00	US$5,186.00	US$20,000.00
2	2023 Q1	-Curriculum design/outline final -Draft content underway -Advisory meeting	US$35,183.00	US$12,317.00	US$47,500.00
3	2023 Q2	-Curriculum content is	US$35,183.00	US$12,317.00	US$47,500.00

		launched - Teacher training scheduled - Advisory meeting			
4	2023 Q3	-Advisory meeting - Implementation	US$14,814.00	US$5,186.00	US$20,000.00

Project Start Date	2022-11-01
Project End Date	2023-10-31

Please provide a brief summary of the project.

The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning (JASON), and Stafford County Public Schools (SCPS) is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees. In Virginia, all middle schoolers are required to complete a career investigations course selected from the career and technical education (CTE) state-approved list or complete a school division-provided alternative means of delivering the career investigations course content, provided that the alternative is equivalent in content and academic rigor (8VAC20-131-140, section C part 2).

Stafford County Public Schools is requesting $100,000 in Enhanced Capacity Building funding and contracting out services to design, develop, and implement a unique career investigation and readiness curriculum to be delivered for grades 6, 7, or 8, called "Pathways to Success." To support these efforts, JASON will design and develop teacher training modules to support effective classroom instruction of the course material and deliver that training to up to 50 educators from SCPS and other regional school district partners. In the spirit of the pilot effort, JASON Learning has agreed to provide $35k in curriculum development and implementation services as an in-kind donation to the project. Additionally, SCPS has agreed to provide $15k in evaluation and assessment as an in-kind donation to the project, which satisfies the current 50% total match requirement of the grant request.

The success and implementation of a middle school level career readiness and exploration curriculum will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Area school divisions have identified significant cultural and social capital barriers that need to be resolved prior to high school in order to create robust industry pipelines.

JASON has over 30 years of experience customizing and developing K-12 STEM curricula. Specifically, JASON has extensive experience integrating career pathways, job readiness, and diverse career role models into its curriculum and aligning it with in-demand industries and valuable industry credentials and certifications. JASON's localization strengthens the area's workforce talent pool and helps communities keep more of their young people living and thriving where they grew up.

The "Pathways to Success" curriculum will introduce students to career opportunities, industry certifications, a wide range of occupations, credentials, and Dual Enrollment (DE), International Baccalaureate (IB), and Advanced Placement (AP) opportunities, as well as exposing students to cohort-specific opportunities across various participating school divisions, such as the Commonwealth Governor's School (CGS), and Cyber4+. This will aid in planning for academic courses, encouraging participation in work-based learning opportunities, helping build a pipeline for completion of industry certifications, and educating them on postsecondary education options. "Pathways to Success" will include a project-based learning component through "mini-challenges," demonstrating and practicing their personal, professional, and digital readiness skills.

“Pathways to Success” will be a semester-long course (18 weeks) with place-based, project-based learning mini-challenges. Students develop solutions to the mini challenge through hands-on experiences, conducting research, and exploring career opportunities. Each mini-challenge will feature a local, diverse industry role model and highlight priority industry clusters and additional supporting industry clusters. Students will give presentations at the end of the mini-challenges that communicate their solutions and share information on the learned career pathways.

“Pathways to Success” will be filled with engaging content, including real-world examples, role model videos, hands-on activities, and mini-challenges. Through these components, students will gain and learn about core science, technology, engineering, and math (STEM) and 21st-Century skills like creativity, innovation, critical thinking, problem-solving, integrity, initiative, and work ethic. They will also learn and be able to demonstrate interpersonal skills and professional competencies. Additionally, through “Pathways to Success,” students will explore each of the regional priority industry clusters in Region 6, including Aquaculture, Commercial Fishing, and Seafood Processing; Forestry/Wood; Products/Paper; IT and Data Centers; Logistics and Distribution; Manufacturing; and Professional Services. These industry clusters will be the focus of the mini-challenges. As mentioned above, “Pathways to Success” will include mini challenges where they will be challenged to identify work-based learning (WBL) opportunities, explore career opportunities related to the WBL opportunity, and have the opportunity to connect with real industry professionals in Region 6.

JASON and SCPS will work closely with one another and local stakeholders, including Stafford County Office of Economic Development and Tourism and Stafford’s Economic Development Authority, to identify real work-based learning opportunities and experiences the students can participate in at the middle and high school level. Participating school districts include those in Stafford, Caroline, King and Queen, Mathews, Essex, Fredericksburg, Colonial Beach, Caroline, and Westmoreland counties. Superintendent leadership from each district and industry leaders will sit on an advisory committee for this project and meet once each quarter during curriculum development. Additionally, area companies and their employees will be featured in the course content, reinforcing relevant, local career opportunities and inspiring interest in local career pathways through the work and career stories of real role models from the region. This program will not only give students the technical know-how they need to explore career options, interests, and pathways but also help students develop communication skills employers value, such as communicating in a professional manner, telephone etiquette, active listening, troubleshooting, constructive criticism, public speaking, and written communication like emails and letters. It will also provide educators with professional development training on best implementing the curriculum, instructional strategies, and direct support from JASON Learning.

JASON will monitor teacher and student account creation and platform usage over the grant period and beyond. At the end of each school year, JASON will develop an annual platform metrics report that can be shared with the districts and GO Virginia.

Stafford County Public Schools will also support a mixed methods implementation evaluation. Starting with stakeholders in Stafford County Schools, internal research and evaluation staff will support with gathering, compiling, and analyzing data on the implementation of the curriculum, including:
-Staff surveys and/or focus groups on gauging feedback on professional development and ease of adoption and utility of curriculum
-Retrospective pre-post student surveys to gauge levels of interest and understanding associated with the identified priority industry clusters and career strands.
-Compiling data on the number of students identifying one of the priority career clusters in their career plans by 9th grade

If other participating divisions are willing, the evaluation study may be expanded to include multiple districts, to better understand the differences in implementation across various school districts. Lastly, leaders from the participating school districts and industry will meet quarterly during curriculum development to share feedback so the JASON curriculum development team can refine the “Pathways to Success” curriculum.

How does this project align with the region's Economic Growth and Diversification plan?

Businesses, large and small, require talented, qualified, and skilled individuals to conduct and power their growing business. The 2022-2023 GO Virginia Region 6 Growth and Diversification Plan stated that there needs to be a greater emphasis on work-based learning experiences, starting with programs in the local school divisions. In order to have a strong talent pipeline and youth interested in work-based learning programs in high school, workforce development and career exploration must begin in middle school. According to the Region 6 Growth and Diversification Plan, “exposure to in-demand career options should start in middle school and continue with work-based skills development in high school (page 47).”

The first proposed actionable solution to address workforce and talent gaps in the region is the addition of "Middle School Career Exploration" (page 160). The "Pathways to Success" curriculum would connect middle schoolers with industry professionals and employers through role model videos, examples, stories, mentoring, and activities. This reduces the "industry involvement" issue noted in the Growth and Diversification plan and helps students learn about careers and opportunities beyond what is immediately visible to them. It also helps with communication barriers between K-12 and industry because students are more informed about career options and work-based learning opportunities.

Starting career exploration in middle school improves students' knowledge of career options and helps them become more aware of local job opportunities. This will help students find something that interests them while honing their professional and STEM skills along the way. Pathways to Success will also help students see for themselves the relevance of the content and skills they learn in school and get them ready to participate in higher-level courses and opportunities at the high school level.

Why should this project be a priority for the Regional Council?

Career exploration is a critical part of the learning experience, and most schools do not currently give students enough time to think about their future and develop their plans. Starting the career exploration process in 11th or 12th grade does not allow enough time for reflection, research, and self-discovery to imagine their future lives and careers. It also does not allow enough time for students to participate in workforce development programs, work-based learning opportunities, training, certifications, and relevant CTE classes during their high school experience. Without these opportunities, students will not have the knowledge and skills needed to enter the workforce after graduation.

To meet the needs of local employers and boost the talent pipeline in Region 6, there needs to be better coordination between industry and schools and better-aligned career exploration and preparation in middle school. If these weaknesses are not addressed, the region risks losing emerging industries and economic opportunities to areas with a better-prepared pool of workforce talent, deepening rather than resolving the existing economic challenges.

Driven by the needs described in Region 6's Growth and Diversification Plan and the challenges stated above, this project and curriculum will help middle schools integrate career exploration into the curriculum, and it will help educators and students pair academic knowledge with professional skills and career readiness to create a competitive advantage that will serve them well in any pathway or industry. The benefits of beginning career exploration in the middle grades are invaluable: 1) higher proficiency in high school, 2) improves their knowledge of career options, 3) provides middle schoolers a path to pursue, and 4) equips students to better plan their courses in high school. Lastly, the "Pathways to Success" project would satisfy the Virginia requirement to take a career investigations course before graduating from middle school and provide teachers with the background and training to lead the curriculum with confidence.

Future Implementation Grant Applications

The "Pathways to Success" course provides middle schoolers with a strong foundation of professional and career readiness skills and will help them have a better sense of their aptitudes and interests. This means they will be better positioned to take advantage of specialized programs in high school. This enhanced capacity-building project leads to the future development of localized curricula focused on the priority industry clusters with school district partners in Region 6. In the future, we will develop a curriculum for high school juniors and seniors in at least one of the priority industry clusters to prepare them for civic life and the workforce of the future. After going through "Pathways to Success," students will be knowledgeable and exposed early to career options and workforce development opportunities in high school, creating an expansive approach to preparing students for the future.

Proposed Budget

1	GO Virginia Request	US$100,000.00
2	Total Match	US$50,000.00

3	Total Project Cost	US$150,000.00

Please complete the budget section using the Excel spreadsheet available at https://govirginia6.org/wp-content/uploads/2022/08/Budget-Template.xlsx

XLSX	Region 6 GO VA - Budget T... (52 KiB download)

In-Kind Contribution Forms

PDF	InKindContributionPathway... (709 KiB download)

Letters of Support

PDF	PathwaysToSuccessLOS.pdf (2.6 MiB download)

Log in to gwregion.grantplatform.com to see complete application attachments.

PDF
SPARK - Support... 1.6 MiB

In-Kind Contribution Forms Cover Sheet

*If applicable; form below. Please place in-kind forms in order behind this section of the application.

Partner Name	Amount of In-Kind Contribution	If Form Pending, Date Expected
JASON Learning	$35,000	
Stafford County Public Schools	$15,000	
	$	
	$	
	$	
	$	
	$	
	$	
	$	
	$	

In-Kind Contribution Form

Support Organization: George Washington Regional Commission

Regional Council: Mary Ball Washington Regional Council (Region 6)

Contributor Information

Name of Business/Individual: JASON Learning

Name of Primary Contact: Dr. Eleanor Smalley

Address: 44983 Knoll Square, Suite 150

City: Ashburn **State:** VA **Zip:** 20147

Telephone: 703-581-4472 **Email:** esmalley@jason.org

Contributed Goods or Services

Description of Contributed Goods or Services:

Content development and implementation services.

Date(s) Contributed:

Real or Estimated Value of Contribution: **$** $35,000

How was the value determined?: ☑ **Actual Value** ☐ **Appraisal** ☐ **Other**

Please explain: JASON will match with 25.93%.

For example, a grant invoice showing $10,000 in expenses would indicate $2,593 in Match and $7,407 Due.

This will result in JASON incurring at least $35,000 in match expenses by the time the $100,000 is drawn.

Who Made this Value Determination?: JASON Learning

Is there a restriction on the use of this contribution?: ☑ **No** ☐ **Yes**

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☑ **No** ☐ **Yes**

If yes, please provide the name of the State agency and grant/contract number:

Eleanor F. Smalley

Signature of Contributor

September 21, 2022

Date Contributed

In-Kind Contribution Form

Support Organization: George Washington Regional Commission

Regional Council: Mary Ball Washington Regional Council (Region 6)

Contributor Information

Name of Business/Individual: Stafford County Public Schools

Name of Primary Contact: Colonial Forge High School

Address: 31 Stafford Ave.

City: Fredericksburg **State:** VA **Zip:** 22554

Telephone: 540-658-6723 **Email:** toweryrl@staffordschools.net

Contributed Goods or Services

Description of Contributed Goods or Services:

Stafford will support with a mixed-methods implementation evaluation of the Pathways to Success, designing and distributing surveys to educator and student stakeholders, on both the professional development, implementation, and utility of the Pathways to Success. Early data will help refine the overarching process. Longitudinally, the data will be merged with other quantitative data points.

Date(s) Contributed: Q1-Q4

Real or Estimated Value of Contribution: $ 15,000

How was the value determined?: ☐ Actual Value ☑ Appraisal ☐ Other

Please explain:

Stafford schools is basing this in-kind determination on like quotes the division has received from external program evaluation providers for similarly scoped grant projects.

Who Made this Value Determination?: Stafford Schools

Is there a restriction on the use of this contribution?: ☑ No ☐ Yes

If yes, what are the restrictions?:

Contribution Obtained or Supported with State funds?: ☑ No ☐ Yes

If yes, please provide the name of the State agency and grant/contract number:

Rebecca Towery

Signature of Contributor

9/21/2022

Date Contributed

LETTERS OF SUPPORT COVER SHEET

Letters from organizations not providing financial or in-kind contribution. Please place letters of support in order behind this section of the application.

Partner Name
Caroline County Public Schools
Matthews County Public Schools
King and Queen County Public Schools
Essex County Public Schools
Westmoreland County Public Schools
Colonial Beach Public Schools
Fredericksburg City Public Schools
Stafford County Public Schools
Stafford County Department of Economic & Tourism
Bay Consortium Workforce Development Board
SimVentions, Inc.
GCubed, Inc
HDT Global

September 17th, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

It is my pleasure to offer our district's support for the "Pathways to Success" program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle school students in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Caroline County Public Schools enthusiastic and committed participants of this project.

Sincerely,

Sarah Calveric, Ph.D.
Superintendent, Caroline County Public Schools

MATHEWS COUNTY PUBLIC SCHOOLS

www.mathews.k12.va.us

Nancy B. Welch, Ed.S.
Division Superintendent

Lesley R. Hunley, M.Ed., MPA
Assistant Superintendent

September 13, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

It is my pleasure to offer our district's support for the "Pathways to Success" program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Mathews County Public Schools an enthusiastic and committed participants of this project.

Sincerely,

Nancy B. Welch, Ed.S.
Division Superintendent

King and Queen County Public Schools

Office of Superintendent

Carol B. Carter, Ed. D., Division Superintendent
P.O. Box 97 · King and Queen Courthouse, Virginia 23085
Phone: (804) 785-5981 or (804) 769-5007
Fax: (804) 785-5686 or (804) 769-5007

September 13, 2022

To whom it may concern:

King and Queen County Public Schools (KQCPS) strongly supports the "Pathways to Success" program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees. The three schools within our system (Central High School (7-12), King and Queen Elementary School (PK-6), and Lawson Marriott Elementary School (PK-6) would benefit greatly from this new resource for our students and staff. A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. This would especially benefit KQCPS with our middle school being a part of our high school.

Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6s future workforce. If successfully funded, please consider King and Queen County Public Schools enthusiastic and committed participants of this project.

Thank you in advance,

Carol B. Carter, Ed.D.

Carol B. Carter, Ed. D.
Division Superintendent

Essex **C**ounty **P**ublic **S**chools
P.O. Box 756
Tappahannock, Virginia 22560
804-443-4366
804-443-4498 (fax)
www.essex.k12.va.us

Office of the Superintendent

September 6th, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

It is my pleasure to offer our district's support for the "Pathways to Success" program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Essex County Public Schools enthusiastic and committed participants of this project.

Sincerely,

Dr. Harry R. Thomas III
Superintendent, Essex County Public Schools

WESTMORELAND COUNTY PUBLIC SCHOOLS

Vision: To provide an exemplary learning environment that empowers ALL students to find their voices and make meaningful contributions to the world.

Ralph Fallin, Chairman
Iris Lane, Vice Chairman
Katherine Lewis
Sandra Ramsey
Daniel Wallace, Ph.D.
Connie Allen, Clerk of the Board

141 Opal Lane
Montross, Virginia 22520
Telephone (804) 493-8018
Fax (804) 293-6962
www.wmlcps.org

Dr. Michael D. Perry
Superintendent

September 13th, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St.
Fredericksburg, VA 22401

To whom it may concern:

It is with great pleasure that Westmoreland County Public Schools offers our district's support for the "Pathways to Success" program. This project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), has the laudable purpose to ensure middle school students in Region 6 receive career preparation and exploration as well as workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum, alongside professional development for teachers, will deepen the level of support and awareness for high school workforce development and certification programs. This will also jumpstart the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level academic and CTE and STEM courses. It will also address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Westmoreland County Public Schools enthusiastic and committed participants of this project.

Sincerely,

Michael D. Perry Ed.D

Westmoreland County Public Schools

COLONIAL BEACH PUBLIC SCHOOLS

400 Lincoln Avenue
Colonial Beach, VA 22443
(804) 224-0906
(804) 224-8357 (Fax)
www.cbschools.net

Clint M. Mitchell, Ed. D.
Superintendent

Michelle Payne, Chairman
Colonial Beach School Board

September 14, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

It is my pleasure to offer our district's support for the "Pathways to Success" program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school-level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Colonial Beach Public Schools' enthusiastic and committed participants of this project.

Sincerely,

#3

Clint M. Mitchell, Ed. D.
Division Superintendent, Colonial Beach Public Schools

Colonial Beach Public Schools does not discriminate on the basis of race, color, national origin, sex, disability, or age in its programs and activities and provides equal access to the Boy Scouts and other designated youth groups.

FREDERICKSBURG CITY PUBLIC SCHOOLS
210 Ferdinand Street
Fredericksburg, VA 22401
Phone: (540) 372-1130
www.fxbgschools.us

SCHOOL BOARD
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Malvina Rollins Kay, Vice Chair
Jarvis Bailey
Jennifer Boyd
Jannan Holmes
Matthew Rowe

September 6, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

It is my pleasure to offer our district's support for the "Pathways to Success" program. The purpose of this project, co-designed by nationally renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Fredericksburg City Public Schools enthusiastic and committed participants of this project.

Sincerely,

Marceline R. Catlett

Dr. Marceline R. Catlett
Division Superintendent

STAFFORD COUNTY PUBLIC SCHOOLS
31 Stafford Avenue
Stafford, Virginia 22554-7246
Phone: 540-658-6000
www.staffordschools.net

Office of the Superintendent
Thomas W. Taylor, Ed.D., M.B.A., Superintendent

SCHOOL BOARD
Patricia Healy, Chair
Susan Randall, Vice Chair
Dr. Sarah Chase
Maya Guy
Alyssa Halstead
Maureen Siegmund
Dr. Elizabeth Warner

September 13, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To Whom It May Concern:

It is my pleasure to offer our district's support for the Pathways to Success program. The purpose of this project, co-designed by nationally-renowned K-12 STEM curriculum and training provider, JASON Learning, and Stafford County Public Schools (SCPS), is to ensure middle schoolers in Region 6 are receiving career preparation and exploration and gaining workplace skills that employers desire in their future employees.

A middle school-level career readiness and exploration curriculum and professional development for teachers will deepen the level of support and awareness for high school workforce development and certification programs and begin the talent pipeline at an earlier age. Strengthening this connection will enable students to prepare for high school level CTE and STEM courses, helping to address the critical shortages of skilled workers threatening growth in all of the region's priority industry clusters. Additionally, the curriculum would be an engaging and effective alternative that satisfies the Virginia career investigations requirement.

We hope the GO Virginia Region 6 Enhanced Capacity Building funding reviewers understand the importance of this proposal in enhancing middle school-level career readiness and exploration to strengthen Region 6's future workforce. If successfully funded, please consider Stafford County Public Schools' enthusiastic and committed participants of this project.

Sincerely,

Thomas W. Taylor, Ed.D., M.B.A.
Superintendent

STAFFORD COUNTY PUBLIC SCHOOLS
31 Stafford Avenue
Stafford, Virginia 22554-7246
Phone: 540-658-6000
www.staffordschools.net

Office of the Superintendent
Thomas W. Taylor, Ed.D., M.B.A., Superintendent

SCHOOL BOARD
Patricia Healy, Chair
Susan Randall, Vice Chair
Dr. Sarah Chase
Maya Guy
Alyssa Halstead
Maureen Siegmund
Dr. Elizabeth Warner

October 18, 2022

To Whom It May Concern:

If the proposal submitted by Dr. Eleanor Smalley entitled "Integrating STEM and SEL: i-STEMSEL" is selected for funding by NSF, it is my intent to collaborate and/or commit resources as detailed in the Project Description or the Facilities, Equipment and Other Resources section of the proposal.

Additionally, I have conferred with fellow superintendents and certify that they share intent to collaborate and/or commit resources to this project.

Sincerely,

Thomas W. Taylor, Ed.D., M.B.A.
Superintendent

September 20, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St.
Fredericksburg, VA 22401

Go Virginia Council Region 6:

Please accept this letter of support from the Stafford County Economic Development Authority (EDA) and Department of Economic Development & Tourism (ED&T). I serve as the Secretary of the EDA and Director of ED&T.

As you know, we have submitted letters of support for other regional workforce planning and development projects. Having read all of those and being and "Pathways to Success," program I can state that each of these have their merit in perhaps the most significant long-term economic development issue facing Stafford and our Region—securing a workforce for existing and new business.

What makes Pathways to Success a fantastic program is its focus on workforce skills and real-life experiences that will bring essential career readiness skills to our area and will strengthen the knowledge pipeline for our region's economy. Students will gain an early understanding of in-demand job opportunities available in local businesses and our Region.

Projects and programs like this (and others) will help make our region stronger and more resilient in many ways.

Sincerely,

John Holden
Secretary, Stafford EDA
Director, Stafford County Department of Economic & Tourism

Ashley Forbes
Chairman of the Board

Greg Moon
Vice Chairman

Lamont Brown
Member-At-Large

Joshua Gemerek
Secretary/Treasurer

Jackie Davis
Executive Director

(804) 333-4048
(804) 333-6378 Fax

1-800-828-1120
Relay Service Number

BAY CONSORTIUM
WORKFORCE DEVELOPMENTBOARD, Inc.
P.O. Box 1117 Warsaw, Virginia 22572
An Equal Opportunity Employer/Program

October 13, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

I am pleased to be writing a letter supporting the proposed "Pathways to Success" program through the GO Virginia: Enhanced Capacity Building funding. Pathways to Success focuses on workforce skills and real-life experiences that will bring essential career readiness skills to our area and will strengthen the knowledge pipeline for the future sustainability of our region's economy.

Today, a robust and early understanding of in-demand job opportunities available in local businesses and our community is essential for students. Aligning and building educational content between the school systems, industry, and community through JASON Learning's high-quality curriculum will awaken career interests and help retain local talent.

Efforts like this make our communities stronger and more resilient in many ways. It is rewarding to support this initiative—it will bring much-needed resources to our area and strengthen the workforce talent pipeline.

I hope that the GO Virginia Region 6 reviewers will join me in supporting this effective and timely program.

Sincerely,

Jackie Davis
Executive Director,
Bay Consortium Workforce Development Board

October 17th, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

I am pleased to write a letter supporting the proposed "Pathways to Success" program through the GO Virginia: Enhanced Capacity Building funding. "Pathways to Success" focuses on workforce skills and real-life experiences that will bring essential career readiness skills to our area and strengthen the knowledge pipeline for the future sustainability of our region's economy.

There's never been a more critical time to engage, motivate, and prepare students in this way. Students' ability to explore and investigate careers in various industries will play an increasingly important role in not only pursuing good-paying jobs in the future but in almost every aspect of their lives. "Pathways to Success" will help school districts connect classroom learning to the needs of growing local businesses, provide opportunities for real-world problem solving, spark interest in future careers, and provide them with essential career readiness skills.

We are excited to support project partners in this endeavor and believe it will effectively meet workforce and industry needs in our region. Aligning and building educational content between the school divisions, industry, and community through JASON Learning's high-quality curriculum will awaken career interests and help retain local talent.

We hope GO Virginia will join us in supporting this effective and timely program. If successfully funded, please consider SimVentions, Inc. enthusiastic and committed supporters of this project.

Sincerely,

Larry Root
CEO
SimVentions, Inc.

GCubed
Mission First, People Always!

October 14, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

I am pleased to write a letter supporting the proposed "Pathways to Success" program through the GO Virginia: Enhanced Capacity Building funding. "Pathways to Success" focuses on workforce skills and real-life experiences that will bring essential career readiness skills to our area and strengthen the knowledge pipeline for the future sustainability of our region's economy.

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We hope GO Virginia will join us in supporting this effective and timely program. If successfully funded, please consider GCubed Enterprises, Inc., an enthusiastic and committed supporters of this project.

Sincerely,

Vernon Green Jr.
President and CEO | GCubed, Inc.
10 Center Street, Suite 103 | Stafford, VA 22556

HDT GLOBAL

HDT Expeditionary Systems, Inc.
510 Lansdowne Road, Fredericksburg, VA 22408 • P: 540.479.8100 • F: 540.479.8101

hdtglobal.com

October 6th, 2022

GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

To whom it may concern:

I am pleased to write a letter supporting the proposed "Pathways to Success" program through the GO Virginia: Enhanced Capacity Building funding. "Pathways to Success" focuses on workforce skills and real-life experiences that will bring essential career readiness skills to our area and strengthen the knowledge pipeline for the future sustainability of our region's economy.

There's never been a more critical time to engage, motivate, and prepare students in this way. Students' ability to explore and investigate careers in various industries will play an increasingly important role in not only pursuing good-paying jobs in the future but in almost every aspect of their lives. "Pathways to Success" will help school districts connect classroom learning to the needs of growing local businesses, provide opportunities for real-world problem solving, spark interest in future careers, and provide them with essential career readiness skills.

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We hope GO Virginia will join us in supporting this effective and timely program. If successfully funded, please consider HDT an enthusiastic and committed supporters of this project.

Sincerely,

Thomas Van Doren, Ph.D.
Chief Technology Officer
HDT Global

GO Virginia Region 6 Budget Overview - Project Revenues

Instructions: Below, please indicate total project revenues, including both GO Virginia funds and match contributions. For match contributions, indicate type, source, and status of match.

Normally, match from non-state appropriated sources (cash or in-kind) must equal or exceed the GO Virginia fund request. Of the total match amount, 20% or $50,000 (whichever is greater) must be from local sources (cash or in-kind). *Note: The total match requirement has been reduced to 50% of the grant request, and the local match requirement has been waived until further notice.

State appropriated resources cannot be used as match but can be included as "additional leverage."

Source of Revenue	Amount	Type of Revenue (Cash or In-Kind)	Type of Match (Local, Regional, Federal, Private, Non-Profit, Other)	If other, specify	Source of Match	Status of the Match
GO Virginia	$ 100,000.00	CASH	GOVA			
Match	$ 35,000.00	In-Kind	Non-Profit		JASON Learning	Letter Attached
Match	$ 15,000.00	In-Kind	Other	School District	Stafford County Public Schools	Form attached
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					

GO Virginia Region 6 Budget Overview - Project Expenditures

Instructions: Below, please indicate total project expenditures by project activities in each line item.

Line Item (Dropdown)	If other, specify	Cost Estimate	Description	Funding Source(s) from Revenues	Type of Expenditure (Cash or In-Kind)
Contract Services		$ 100,000.00	-Content production, technical development and other direct expenses related to 18-week curriculum module creation and publishing on JASON's Digital Platform for distribution -Design, development, and other direct expenses required to produce training program to support successful educator implementation of curriculum module -In-person and virtual training workshops for up to 50 educators from SCPS and regional partner school districts	GOVA	Cash
Salaries		$ 35,000.00	Content development and implementation services	Nonprofit - JASON Learning	In-kind
Planning/Assessment		$ 15,000.00	Mixed methods implementation evaluation	Stafford County Public Schools	In-kind
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			

Uses of GO Virginia Funds		Amount ($)	Description
Contract Services	$	100,000.00	-Content production, technical development and other direct expenses related to 18-week curriculum module creation and publishing on JASON's Digital Platform for distribution -Design, development, and other direct expenses required to produce training program to support successful educator implementation of curriculum module -In-person and virtual training workshops for up to 50 educators from SCPS and regional partner school districts
	$	**100,000.00**	**Total GO Virginia Request**

Directions: Please list all uses associated with GO Virginia Funds. The budget categories and amounts should match **"DHCD Request" column** in the CAMS application budget.

Cost/Activity Category	Match $	Type of Match - Dropdown	Description of Activity	Source of Match - Agency	Match Cash or In-Kind
Salaries	$35,000.00	Non-Profit	JASON Learning Donation of In-Kind Services	JASON Learning	In-Kind
Planning/Assessment	$15,000.00	Other	Stafford County Public Schools Donation of In-Kind Services	Stafford County Public Schools	In-Kind
	$ 50,000.00	**Total Match Funds**			
	$ -	**Total Local Match**			

Uses of Additional Leverage	Amount ($)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
	$ -	**Total Matching Funds**		

Directions: Please list all sources and uses associated with additional leverage beyond the required match. Additional leverage does not need to be included in the CAMS application budget. **NOTE:** State funds may only be used as additional leverage and will may not contribute to the required $1:1 match.				

Type of Funds	Totals	
GO Virginia	$	100,000.00
Matching Funds	$	50,000.00
Total CAMS Budget	$	150,000.00
Additional Leverage	$	-
Total Project Budget	$	150,000.00

*These answers will autofill from previous tabs

Type of Match	Totals	
Matching Funds	$	50,000.00
At least $1:1	NO	
Local Match	$	-
At least $50,000	NO	
At least 20% of GOVA Request	NO	
Local Match Waiver Request?	NO	

Select answer from dropdown menu.

Budget Narrative: Please describe what each of the funds will be used for.

This project's budget is $150,000. Stafford County Public Schools is requesting $100,000 in Enhanced Capacity Building and contracting out services to design, develop, and implement a unique career investigations and readiness curriculum to be delivered for grades 6, 7, or 8, called "Pathways to Success." To support these efforts, JASON will design and develop teacher training modules to support effective classroom instruction of the course material, and deliver that training to up to 50 educators from SCPS and other regional school district partners. JASON, a 501(c)3 nonprofit organization, has budgeted $12,272, or the allowable 10% de minimis rate, to support the general overhead expenses associated with conducting their grant responsibilities during the project. In the spirit of the pilot effort, JASON Learning has agreed to provide $35k in curriculum development and implementation services as an in-kind donation to the project. Additionally, SCPS has agreed to provide $15k in evaluation and assessment as an in-kind donation to the project, which satisfies the current 50% total match requirement of the grant request.

FY 23 Capacity Building Budget Amendment (ACTION ITEM)

Memorandum

To: GO Virginia Region 6 Executive Committee

From: Ian Ginger, Region 6 Program Director

Date: November 16, 2022

Re: Budget Amendment

Region 6 Executive Committee:

GO Virginia Region 6 support staff recommends that that the Executive Committee consider a budget amendment to reallocate $5,500 from Region 6's Capacity Building budget to Supplies & Equipment. This reallocation will cover the cost of Good Grants and a laptop for the Program Coordinator.

	Total Budget	FY17 Capacity Building	FY19 Capacity Building	FY20 Capacity Building	FY21 Capacity Building	FY22 Capacity Building	FY23 Capacity Building	Total Remaining
		Final Spending	Final Spending	Final Spending	Final Spending	Spending as of 9/2022	Spending as of 9/2022	
GWRC Staffing (Salary, Fringe, and Indirect)	$768,571.00	$195,277.16	$84,084.94	$88,619.16	$110,230.05	$160,446.42	$0.00	$129,913.27
Community Futures Staffing	$49,425.00	$24,100.00	$0.00	$5,325.00	$0.00	$0.00	$0.00	$20,000.00
Meetings	$14,010.72	$4,571.93	$810.79	$0.00	$243.34	$655.46	$0.00	$7,729.20
Travel	$20,334.66	$6,257.06	$1,010.60	$15.00	$455.48	$2,538.91	$0.00	$10,057.61
Marketing/Outreach	$10,120.30	$1,105.14	$0.00	$15.16	$73.80	$2,231.11	$0.00	$6,695.09
Legal Expenses	$2,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$2,000.00
Equipment	$30,927.39	$1,722.84	$194.55	$8,500.00	$8,458.88	$14,379.29	$0.00	-$2,328.17
G&D Plan Development	$195,900.00	$115,900.00	$0.00	$0.00	$77,500.00	$0.00	$0.00	$2,500.00
Capacity Building Efforts (no match)	$220,529.12	$40,315.82	$74,649.17	$77,525.68	$28,038.45	$0.00	$0.00	$0.00
Project Pipeline Development	$195,000.00	$10,750.05	$89,249.95	$70,000.00	$25,000.00	$0.00	$0.00	$0.00
Future Consulting Needs	$96,100.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$96,100.00
Contingency	$47,081.81	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$47,081.81
Project Reserves	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Total	$1,650,000.00	$400,000.00	$250,000.00	$250,000.00	$250,000.00	$180,251.19	$0.00	$319,748.81

Last Updated 10/13/2022 $147,135.47 $250,000.00 $397,135.47

Could be reallocated $167,681.81

2023 Meeting Schedule & Remote Meeting Policy (ACTION ITEM)

Memorandum

To: GO Virginia Region 6 Executive Committee

From: Ian Ginger, Region 6 Program Director

Date: November 21, 2022

Re: Electronic Meeting Policy

Region 6 Executive Committee:

Effective September 1, 2022, Virginia Code § 2.2-3708.3 subsection C allows public bodies to hold all virtual meetings 2 times per year or 25% of the meetings held per calendar year (rounded up to the next whole number), whichever is greater.

Pursuant to Subsection C, the public body must first adopt a policy, by recorded vote at a public meeting, that shall be applied strictly and uniformly, without exception. The policy shall:

1. Describe the circumstances under which an all-virtual public meeting and remote participation will be allowed and the process the public body will use for making requests to use remote participation, approving or denying such requests, and creating a record of such requests; and

2. Fix the number of times remote participation for personal matters or all-virtual public meetings can be used per calendar year, not to exceed 2 meetings or 25% of the meetings held in a calendar year

Therefore, Region 6 staff recommends that the Executive Committee adopt the following policy:

Policy Statement: *It is the policy of the Mary Ball Washington Regional Council that the full Council, its Executive Committee, and subcommittees can hold 2 all virtual meetings or meet all virtually 25% of the meetings held per calendar year if decided by the Council Chair or subcommittee Chairs as permitted by Virginia Code § 2.2-3708.3 subsection C. The policy shall also comply with § 2.2-3708.3 subsection C provisions 1-10 of the Virginia Code.*

This policy will apply separately to the full Regional Council, Executive Committee, and any subcommittees of the Regional Council. The full Regional Council may hold up to 2 meetings per year, the Executive Committee may hold up to 2 meetings per year, and each subcommittee may hold 2 meetings per year or 25% of the meetings in a calendar year.

Mary Ball Washington Regional Council
GO Virginia Region 6
406 Princess Anne Street
Fredericksburg, VA 22401
www.govirginia6.org

2023 GO Virginia Region 6 Meeting Calendar

January

- **January 9th Executive Committee Meeting**
- January 20th ECB Rolling Deadline
- **January 23rd Regional Council Meeting at Fredericksburg Area Chamber of Commerce, Fredericksburg, VA**
- January 31st Quarterly Reports Due

February

- February 3rd Per capita & Competitive Applications due (Round 1)
- **February 13th Executive Committee Meeting**
- February 17th ECB Application Rolling deadline

March

- **March 13th Executive Committee Meeting**
- March 14th State Board Meeting
- March 17th ECB Application Rolling deadline

April

- **April 10thth Executive Committee Meeting**
- April 21st ECB Application Rolling deadline
- **April 24th Regional Council Meeting at Virginia Institute of Marine Science in Gloucester, VA**
- April 31st Quarterly Reports Due

May

- May 5th Per capita & Competitive Applications due (Round 2)
- **May 15th Executive Committee Meeting**
- May 19th ECB Application Rolling deadline

June

- **June 12th Executive Committee Meeting**
- June 13th State Board Meeting

Mary Ball Washington Regional Council
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- June 16th ECB Application Rolling deadline

July

- **July 10th Executive Committee Meeting**
- July 21st ECB Application Rolling deadline
- **July 24th Regional Council Meeting at Rappahannock Community College Warsaw Campus**
- July 31st Quarterly Reports Due

August

- August 4th Per capita & Competitive Applications due (Round 3)
- **August 14th Executive Committee Meeting**
- August 18th ECB Application Rolling deadline

September

- **September 11th Executive Committee Meeting**
- September 12th State Board Meeting
- September 15th ECB Application Rolling deadline

October

- **October 16th Executive Committee Meeting**
- October 20th ECB Application Rolling deadline
- **October 23rd Regional Council Meeting at Rappahannock Electric Cooperative office in Bowling Green, VA**
- October 31st Quarterly Reports Due

November

- November 3rd Per capita & Competitive Applications due (Round 4)
- **November 13th Executive Committee Meeting**
- November 17th ECB Application Rolling deadline

December

- **December 11th Executive Committee Meeting**

Mary Ball Washington Regional Council
GO Virginia Region 6
406 Princess Anne Street
Fredericksburg, VA 22401
www.govirginia6.org

- December 12th State Board Meeting
- December 15th ECB Application Rolling deadline

Financial Report

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - September 2022

Report Date: 11/21/2022

	GWRC FY17/18	GWRC FY19	GWRC FY20	GWRC FY21	GWRC FY22	GWRC FY23	Total
Revenues							
FY17 Capacity Building (No Match)	$400,000.00	$0.00	$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	$0.00	$250,000.00
FY20 Capacity Building (No Match)	$0.00	$0.00	$250,000.00	$0.00	$0.00	$0.00	$250,000.00
FY21 Capacity Building (No Match)	$0.00	$0.00	$0.00	$250,000.00	$0.00	$0.00	$250,000.00
FY22 Capacity Building (No Match)	$0.00	$0.00	$0.00	$0.00	$250,000.00	$0.00	$250,000.00
FY23 Capacity Building (No Match)	$0.00	$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	$147,135.45	
Total Revenue	$400,000.00	$501,527.70	$610,533.73	$469,549.89	$418,868.26	$397,135.45	$1,650,000.00
Expenditures (since April 2017)							
GWRC Staffing (Salary, Fringe, and Indirect)	$49,850.69	$82,437.98	$147,183.38	$126,984.27	$165,991.54	$66,209.89	$638,657.75
Project Review Services	$0.00	$9,100.00	$20,325.00	$0.00	$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	$0.00	$220,529.12
Project Pipeline Development	$0.00	$0.00	$125,000.00	$57,500.00	$12,500.00	$0.00	$195,000.00
Meetings	$2,446.51	$1,453.16	$1,483.05	$0.00	$665.83	$232.97	$6,281.52
Travel	$1,753.42	$2,262.67	$3,251.57	$105.55	$2,218.71	$685.13	$10,277.05
Equipment	$0.00	$0.00	$1,917.39	$8,703.88	$12,375.62	$10,258.67	$33,255.56
Marketing/Outreach	$521.68	$583.46	$15.16	$73.80	$2,231.11	$0.00	$3,425.21
G&D Plan Development	$93,900.00	$22,000.00	$0.00	$1,750.00	$75,750.00	$0.00	$193,400.00
Legal Expenses	$0.00	$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	$0.00
Contingency	$0.00	$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	$0.00
Total Expenditures	$148,472.30	$140,993.97	$390,983.84	$300,681.63	$271,732.81	$77,386.66	$1,330,251.21
Under/Over							
Total	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	$319,748.79	$319,748.79

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 11/14/2022

GO VIRGINIA

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

Per Capita Funding

	Total
Region 6 Allocation	
Total	$ 6,080,979.00
Total after DHCD recapture ($2,469,292.77)	$ 3,611,686.23
Projects Funded	
Flexible Office Space Due Diligence	$ 50,000.00
PamunkeyNet Business Plan	$ 43,305.20
VASG Planning Grant	$ 49,890.85
Welding Training Program	$ 130,000.00
Cybersecurity Certification Program	$ 95,908.87
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
RIOT Pre-Accelerator	$ 96,807.00
FXBG Chamber Intern Expo	$ 36,000.00
RCC Careers in Aquaculture	$ 100,000.00
Total Spent	$ 1,678,325.10
Under/Over	
Total	$ 1,933,361.13
Projects in Pipeline	
JASON Learning & Stafford Co. Schools Pathways to Success ECB	$100,000
FXBG Area Chamber Workforce Now Implementation	$250,000
G3 Community Services Innovation Pathways Implementation	$996,500.00
King George County Young Entrepreneurs ECB	$98,000.00
PD 16 CEDS ECB	$50,000.00
FRA Entrepreneurial Ecosystem Implementation	$300,000.00
Smart Community Stem Camp ECB	$100,000.00
RCC Onramp to Cybersecurity ECB	$100,000.00
Total Spent	$1,994,500
Under/Over if Pipline Approved	
Total	$ (61,138.87)

Original Allocations	
PamunkeyNet Business Plan	$ 50,000.00
VASG Planning Grant	$ 49,996.00
Stafford Cyber & Smart Tech	$ 75,000.00
FRA Cluster Analysis	$ 30,000.00
Cybersecurity Certification Program	$ 110,000.00

Talent Pipeline Intiative (TPI) Funding

	TPI	Total
Region 6 Allocation		
Total	$250,000	$ 250,000.00
Projects Funded		
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
		$ -
Total Spent	$ -	$ -
Projects in Pipeline		
BCWIB TPI	$ 250,000.00	$250,000.00
		$ -
		$ -
Total Spent	$ 250,000.00	$250,000.00
Under/Over		
Total	$ -	$ -

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
RCC/GCC Patient Care Technician		$ 306,252.00	$ 306,252.00
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
Total Spent	$ 160,855.33	$ 306,252.00	$ 467,107.33
Projects in Pipeline			
			$ -
			$ -
Total Spent	$ -	$ -	$ -
Under/Over			
Total	$ 139,144.67	$ 393,748.00	$ 532,892.67
Total as of 7/1/2022 end of ERR	$0.00	$0.00	$0.00

Original Allocations	
KQ TeleMed Study	$ 50,000.00