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

**Region 6 Executive Committee Meeting**
**Monday, February 14, 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

# AGENDA

| | |
|---|---|
| **Call to Order** | Billy Beale |
| *Due to the nature of the Declaration of a State of Emergency Due to Novel Coronavirus (COVID-19) pursuant to Code § 2.2-3708.2 this meeting is being held by electronic communications, via the web platform Zoom. The catastrophic nature of this declared emergency made it impractical and unsafe to assemble a quorum in a single location and the purpose of this meeting is to discuss or transact the business statutorily required or necessary to continue operations of the public body.* | |
| **Roll Call** | Kate Gibson |
| **Public Involvement** | Billy Beale |
| **Consent Agenda (ACTION ITEM)** | Billy Beale |
| Approval of December 13, 2021 Minutes | |
| **Application Discussion & Determinations (ACTION ITEM)** | Kate Gibson |
| Presentation of Applications and Interview Panel Recommendations | |
| Fredericksburg Chamber Intern Expo | |
| **Old Business** | Billy Beale and Rob Quartel |
| State Board Stakeholder Input Sessions | |
| **New Business** | Kate Gibson |
| Data Centers Discussion | |
| Project Pipeline Discussion | |
| **Information Items** | Kate Gibson |
| Project Status Update | |
| Financial Report | |
| **Enter Closed Session (ACTION ITEM)** | |

*I move that the GO Virginia Region 6 Executive Committee convene in Closed Meeting pursuant to Virginia Freedom of Information Act (FOIA):*

1. *Section 2.2-3711(A)(1) for the discussion and consideration of a personnel matter concerning the program director position.*

*GWRC's Executive Director, Deputy Director, and Program Coordinator are invited to attend the closed meeting because they are deemed necessary and their presence will aid the body in its consideration of the topics to be discussed, pursuant to Virginia FOIA Section 2.2-3712(F).*

**Closed Session**

**Return to Open Session (ACTION ITEM)**

*I move that the GO Virginia Region 6 Executive Committee return to Open Meeting and certify, by roll call vote, that to the best of each member's knowledge, only public business matters identified in the motion convening the Closed Meeting and lawfully exempted from FOIA's open meeting requirements were heard, discussed, or considered during the Closed Meeting, and that this roll call vote be recorded in the meeting minutes.*

**Next Meeting: Monday, March 14th, 2022 | 10:00am – 12:00pm**

# Approval of December 13th, 2021 Minutes (ACTION ITEM)

**Region 6 Executive Committee Meeting**
**Monday, December 13, 2021**
**10:00AM – 12:00PM**
**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
**To Join by Phone:** +1-301-715-8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

# MINUTES

**MEMBERS PRESENT IN PERSON AND VOTING: Vice-Chair -** Rob Quartel, Kim McClellan, Lisa Hull and Morgan Quicke

**MEMBERS PRESENT AND PARTICIPATING VIRTUALLY**: None

**MEMBERS ABSENT**: William Beale

**STAFF: GWRC** – Jennifer Morgan, Anne Marie Kluempen

**OTHERS IN ATTENDANCE: Virtually**: Billy Gammel, DHCD; Chip Boyles, GWRC; Felicia Ainsa, Rappahannock Electric Cooperative; Liz Povar, The RiverLink Group

**CALL TO ORDER**
Mr. Quartel called the meeting to order at 10:02 AM. Mr. Quartel asked Ms. Morgan to call the roll.

**ROLL CALL**
Ms. Morgan called roll. A quorum was present.

**APPROVAL OF MEMBERS PARTICIPATING REMOTELY (ACTION ITEM)**
There were no Executive Committee members participating remotely.

**PUBLIC COMMENT**
There was no public comment issued.

**CONSENT AGENDA**
Mr. Quartel asked for a motion to approve the consent agenda items, November 9th, 2021 meeting minutes. Mr. Quicke motioned for approval and Ms. McClellan seconded the motion. The motion passed unanimously.

**APPROVAL OF GROWTH AND DIVERSIFICATION PLAN UPDATE (ACTION ITEM)**
Mr. Quartel asked for a motion to approve the 2022-2023 Growth and Diversification Plan. Ms. McClellan motioned for approval and Ms. Hull seconded the motion. The motion passed unanimously.

**NEW BUSINESS**
**Council Update**

Ms. Morgan noted that Ann Lewis and John Wells have officially resigned from the Council, and have each nominated their successors. However, since Ann Lewis, John Wells, and Kim McClellan made up the Nominating Committee, Ms. Morgan explained that the applications for Ann and John's replacements had been brought before the Committee to review prior to the Council meeting.

**Project Policies**
The Committee discussed Ms. Morgan's proposed plan on updating the Council on projects that are off track, have not submitted a quarterly remittance, or have requested a contract extension.

**Bylaws Review**
Ms. Morgan presented proposed changes to the Bylaws.

**2022 Update**
Ms. Morgan presented the plan for meetings in 2022 and the project review calendar.

**INFORMATION ITEMS**

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

**GENEDGE Report**
Ms. Morgan noted that the GENEDGE report was included in the packet.

**ADJOURNMENT**
Being no further business, Mr. Quartel asked for a motion to adjourn the meeting. Ms. Hull moved to adjourn the meeting at 11:01 AM and Mr. Quicke seconded the motion. The motion passed unanimously.

DRAFT

# Application Discussion & Determinations (ACTION ITEM)

## STAFF REVIEW

**Application Name: Fred Chamber Intern Expo**

**Application Submitted:** 2/4/2022

**Date of Staff Review:** 2/7/2022

**Applicant:** Fredericksburg Chamber of Commerce

**Contact Person:** Carley Walker

**Grant Type:** ECB

**Growth and Diversification Plan Strategy Area (s):** Workforce Development

**Localities Served:** Stafford, Spotsylvania, Caroline, King George, City of Fredericksburg

**Localities Participating in Project**: Stafford, Spotsylvania, Caroline, King George, City of Fredericksburg

**Other Partners and Responsibilities:** Germanna, UMW, Goodwill, local business partners

**GO Virginia Request:** 36,000.00

**Match:** 37,254.00

**Source of Match:** Chamber of Commerce, local businesses, committee volunteers

**Additional Leverage:** 0.00

**Total Project Cost:** 73,254.00

| 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 | |
| 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. Targeted industries: forestry/wood products/paper, manufacturing, distribution/logistics, information/data centers, professional, scientific, and technical services. Pay rate not identified. | |
| Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant?<br>If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match | Yes meets 2:1 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 | |
| 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.)<br>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. | N/A 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 | |
| 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**: In April 2022 the Fredericksburg Regional Chamber of Commerce, the five school divisions in PDC 16, Rappahannock Goodwill Career Works, Germanna Community College, and University of Mary Washington will host an internship expo. This expo will connect students with internships in a variety of industries. The Chamber of Commerce will also hold business seminars on how to successfully host interns.

**Project Goal(s)**: This project develops stronger connections between secondary education and the creation of higher paying jobs in Region 6's targeted industry sectors.

**Outcomes**: Internship expo held, 75 students interviewed for internship positions, business seminars held

## Council Review Summary

Bruce Davis and Jan Erkert reviewed the application in its first and second drafts and participated in two review calls with the applicant.

Questions from the review process:

What is the involvement of the schools?

Applicant clarified the roles of CTE coordinators in final application narrative.

What is the involvement of Germanna and UMW?

Applicant clarified the event sponsors and roles of internship coordinators in final application narrative.

What is the demand from local businesses for interns?

Applicant expanded in final application narrative and gathered additional letters of support from businesses stating there is a demand for interns.

## Staff Considerations

Suggested revision: include four upcoming workshops, not the workshop already held, since GOVA can only reimburse expenses incurred after the project start date. The project start date must be after the project is approved.

# Enhanced Capacity Building (ECB) Project Materials

## Project Name: Internship Expo & Hiring Workshops (Workforce Solutions Pilot Program)

## Date: 04/26/2022

## Project Applicant

**Legal Name: Fredericksburg Regional Chamber of Commerce**
**EIN/TIN:**
**Address: 2300 Fall Hill Ave, Ste. 240, Fredericksburg, VA 22401**
**Website: fredericksburgchamber.org**

## Application Contact

**Name: Carley Swaim Walker**
**Title: Senior Director of Membership & Community Advancement**
**Phone: 540-373-9508**
**Email: cwalker@fxbgchamber.org**

## Proposed Budget:

| | |
|---|---|
| **GO Virginia Request:** | $ 36,000 |
| **Total Match:** | $ 37,254 |
| **Total Project Cost:** | $73,254 |

**Narrative (How will the funds be used? Please tie the use of the GO Virginia and match funds to project activities):**

In April 2022, the Fredericksburg Regional Chamber of Commerce, the five school divisions in PDC 16, Germanna Community College, University of Mary Washington and Rappahannock Goodwill's Career Works program will host an internship expo. This expo will connect students with internships in a variety of industries. 40-60 companies will be represented at the expo with opportunities to connect with our local students and even schedule interviews. The goal for this internship expo is 75 students being interviewed for internship positions. Accompanying the internship expo will be a series of 5 hiring workshops, including workshops on how businesses can build a successful internship program. This internship expo and the hiring workshops comprise the Chamber's workforce solutions pilot program. It is the intention of the Chamber to hold the intern expo/workshops in 2022 and again in 2023. The funding request and budget presented will cover the 2022 pilot program with the intentions to reapply in 2023 upon success of the program.

GO Virginia funds for this pilot program will be used for venue rental, food and beverage for attendees, marketing for the event, transportation for students, printed materials for the event (signage, programs, etc.), and workshops/trainings/and keynote speakers.

This project develops stronger connections between secondary/post-secondary education and the creation of higher paying jobs in Region 6's targeted industry sectors and other businesses in Region 6. Region 6's Draft 2022 Growth and Diversification plan identifies enhancing job shadowing programs with employers; establishing regional career exhibitions to connect students with summer job opportunities; and developing work-based learning opportunities that incorporate soft skills training to keep employees that will led to better alignment of Region 6 talent with current and prospective job opportunities and the ability for the Region to attract and retaining talent in the region, key goals in the region's plan to help solve the region's major workforce challenges. This project addresses each of these strategies.

## 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): | ☐ |
| 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 |
|---|---|---|---|
| Caroline County | School System | | |
| City of Fredericksburg | School System | | |
| King George County | School System | | |
| Spotsylvania County | School System | | |
| Stafford County | School System | | |

## 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 |
|---|---|---|---|
| Chamber of Commerce Member Businesses | 20+ participating in Intern Expo | | |
| Non-Member Businesses | 20+ participating in Intern Expo | | |
| | | | |

## Application Sections and Required Attachments

1. Project Description
2. Statement of Need
3. Project Timeline and Milestones
4. Future Implementation Grant Applications
5. Letters of Financial (Cash) Commitment (cover sheet attached; Must clearly state amount committed)
6. In-Kind Contribution Forms (if applicable; cover sheet attached; template attached)
7. Letters of Support (if applicable; cover sheet attached)
8. 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. Project activities,
3. The expected output/final product(s) of this project,
4. And how will this project create higher paying jobs (or line of sight for potential jobs for an enhanced capacity building grant)?

**Introduction:**
The Fredericksburg Regional Chamber of Commerce serves as a longstanding voice of the business community. In a July 2021 survey to Chamber members, 45% of respondents indicated that lack of workforce was a top concern for their business. In another survey (attached in this application), Chamber members indicated that they would be interested in hiring interns from our local schools.

Additionally, in conversations with members, the Chamber's Director of Member Relations, Wendy Zelazny has identified a lack of workforce as one of the chief concerns for our region's businesses:

*"In my role as the Director of Member Relations for the past four years at the Fredericksburg Regional Chamber of Commerce, I've met with hundreds of prospective and new business members. During the course of our conversation the one issue that impacts every business in our region is the lack of workforce. The pandemic and the 'great resignation' have only exacerbated a problem that already existed.*

*When I meet with a business, I always ask what they need to be more successful. Invariably, with a very few exceptions, I get the same answer: employees. Regardless of industry, size, length of time in existence, for profit or non-profit: manufacturing, retail, restaurant, and schools, everyone is struggling in this area. I follow that question by asking if they'd be interested in participating in an internship program to introduce students to career tracks, train them and retain them as future employees in our region, the answer is always a resounding 'YES!'."*

In response, the Fredericksburg Regional Chamber of Commerce, it's Workforce NOW committee, and the Intern Expo subcommittee began developing the outline for the April 2022 Internship Expo and a series of hiring workshops. This expo and the accompanying workshops will connect local businesses who are in need of workforce with students who are looking for internships/work-based learning opportunities, and provide those businesses with the tools needed to build their internship program and develop best practices for hiring and retention.

Within four hours of announcing our plans for an internship expo, the Chamber received sign ups from 10 businesses looking to hiring interns at the expo.

**Workforce NOW Committee/Intern Expo Subcommittee:**
The Chamber's Workforce NOW committee and the Intern Expo subcommittee are comprised of Chamber staff members, local businesses, internship coordinators from Germanna Community College and University of Mary Washington, and regional CTE coordinators from Fredericksburg, Stafford, Spotsylvania, Caroline, and King George. The Workforce NOW committee has worked to develop and sustain partnerships to support and encourage workforce readiness and workforce development for over 20 years. Previously, this committee has also hosted the event "Discover Your Future" for 8th graders around the region.

An Intern Expo subcommittee was formed to help with the planning of the Intern Expo. This committee is a smaller committee comprised of key players (such as CTE coordinators) from the Workforce NOW committee.

Committee rosters are attached with this application

**What is Work-Based Learning?**
Work-based learning (WBL) is comprised of school-coordinated workplace experiences that are related to students' career goals and/or interests, are integrated with instruction, and are performed in partnership with local businesses and organizations. During their internships, the student is placed in a real workplace environment to develop and practice career-related knowledge and skills. These experiences are an opportunity for our students to go out into the community and have hands-on experience in a career field that they are interested in while applying skills learned in the classroom. Internships/WBL opportunities are a chance for students to learn and further develop their critical thinking, collaboration, citizenship (social responsibilities), communication, and creative thinking skills.

**Hiring Workshops Series:**
As a key element to the Internship Expo, the Chamber and the Workforce NOW committee is holding a series of workshops for local businesses on developing a successful internship program. These workshops include presentations from CTE and internship coordinators at our local schools on how to meet their respective program credentials, how to keep students engaged, and what students want to learn during an internship. Additionally, these workshops include presentations from businesses that already have successful internship programs on how they've built their programs and their advice for businesses just starting out. Attendees to these workshops are provided with a copy of the Virginia Talent and Opportunity Partnership's "Virginia Employer Readiness Toolkit". The first workshop was held on November 4th, 2021, the second will be held on March 9th, 2022.

Post-event workshops will be held on June 15th, August 17th, and October 19th. These workshops will focus on hiring employees and interns, and cover topics like hiring those with disabilities and those previously incarcerated.

**Internship Expo Format:**
The Internship Expo will be held on April 26th, 2022 at the Fredericksburg Expo and Conference Center. Attending the Expo will be approximately 500 students from our local high schools, Germanna

Community College, University of Mary Washington and Rappahannock Goodwill's Career Works program. Students in attendance will be selected by their school's CTE or internship coordinator. Between 40 and 60 local businesses will be in attendance, including businesses from GO Virginia's industry clusters of wood products, manufacturing, distribution/logistics, information/data centers, and professional scientific, and technical services.
Businesses will set up booths at the Expo Center with more information on their business and the internships they are hiring for. Students will be encouraged to visit booths of interest to drop off their resumes, make connections with business leaders, and even to schedule interviews.

Booths will be free for businesses who are Chamber members and $50 for non-members. The $50 non-member fee will go towards the Business-Driven Scholarship Fund.

Upon signing up for a booth at the Expo, businesses will receive a copy of the Virginia Talent and Opportunity Partnership's "Virginia Employer Readiness Toolkit" and a consultation with Chamber staff to go over details of the Expo, what type of internships they are offering, etc.

The Chamber will continue to monitor any spikes in COVID-19 cases and follow CDC guidelines. If necessary, the Chamber will move the event to the fall of 2022.

Businesses that will be in attendance will be advertised prior to the event so that students can make selections of which booths they would like to visit during the expo.

To accommodate the differences in internship requirements for secondary and post-secondary students, businesses will be connected with the appropriate CTE or internship coordinator to discuss requirements. Additionally, some businesses will only be looking to hire post-secondary students. These will be clearly marked ahead of time.

**Scholarship Fund & Business/Student Incentives:**
A highlight of this event will be the Business-Driven Scholarship fund. Two students in attendance at the Intern Expo will be selected for a minimum $1,500 scholarship (potentially more depending on business donations and non-member registration fees). All businesses attending are encouraged to donate $250 to the Intern Expo Scholarship fund that will be awarded to 2 participating students based on merit and community service. Students will be chosen by an executive Chamber committee.

Students attending the intern expo will be given a directory of businesses in attendance. This directory will contain a ballot for students to vote on their favorite business booths. Students who submit their ballots will be entered to win prizes such as gift cards and an iPad.

There will also be incentives for participating businesses, including awards for the best decorated booth (chosen by students) and for most booth engagement.

**High School (Secondary) Internships:**
Should a high school level student receive an internship offer through the connections they make at the expo, their school's work-based learning coordinator meets with the employer and the student to complete a training agreement and training plan. (Training agreement also requires parent signature)

Throughout the duration of the internship, the coordinator will complete work site visits to monitor the intern's progress. Students are required to keep track of their hours and submit logs to work-based learning coordinator. Employers will evaluate the intern at least 4 times throughout the internship and mark progress on the training plan. At the end of the internship, students are required to turn in the completed training plan and complete a reflection/evaluation form of the employer.

Students do also have an option to earn one elective credit towards graduation if they complete the additional requirements:

- Enroll in the Work-Based Learning Independent Study (pass/fail)
- Intern for at least 280 during the course of the school year.
- Complete Workplace Readiness Lessons
- Journal about their experiences during internship
- Give an oral presentation reflecting on their internship to a panel

**Post-Secondary Internships:**
Should a post-secondary student receive an internship offer, the role of their school's internship/work-study coordinator is as follows:

- Sit in on academic course to serve as an added resource
- Mid-semester site visit/check-in with host employer
- Serve as liaison between employer, instructor, and student if concerns arise
- Collect post internship feedback from employer and student
- Assist student with updates to resume to include specific and transferable skills
- Assist student with post internship career and transfer option/plans

**Outcomes & Post Event Coordination:**

The overall goal of this pilot program is to connect our businesses with the talent they need with the goal of 75 students interviewing for internships. This pilot program will also provide our local students with the work-based learning they need to further develop their skills and talent and will strengthen the relationships between our schools and our businesses.

In addition to this, the Internship Expo and workshops will also align with Region 6's Growth and Diversification plan by enhancing job shadowing programs with employers; establishing regional career exhibitions to connect students with summer job opportunities; and developing work-based learning opportunities that incorporate soft skills training to keep employees that will lead to better alignment of Region 6 talent with current and prospective job opportunities and the ability for the Region to attract and retaining talent in the region.

Once students are hired for their internships, their progress will be tracked by their employer, their respective CTE or internship coordinator, and Chamber Government Affairs Manager, Ashley Fuzaylova. Ashley has a previous background in internship program management, with 7 years of experience in developing work-based learning opportunities for international students. Among the items the Chamber will be tracking:

- Number of students attending the expo, the number of students who received interviews, and the number of students hired.
- Number of internships secured in the GO Virginia targeted industry clusters
- Progress of students with internships in targeted industries - consulting with the businesses, students, and the schools (along with providing best practices & tools to businesses when necessary)
- Percentage of hired students who successfully complete internships

## 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.

This project develops stronger connections between secondary/post-secondary education and the creation of higher paying jobs in Region 6's targeted industry sectors. While there will be businesses who attend the intern expo not in Region 6's targeted sectors, the internships counted towards this project will only be interns paired with the targeted sectors. Region 6's Draft 2022 Growth and Diversification plan identifies enhancing job shadowing programs with employers; establishing regional career exhibitions to connect students with summer job opportunities; and developing work-based learning opportunities that incorporate soft skills training to keep employees that will led to better alignment of Region 6 talent with current and prospective job opportunities and the ability for the Region to attract and retaining talent in the region, key goals in the region's plan to help solve the region's major workforce challenges. This project addresses each of these strategies.

## 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 Start Date: September 2021
Project End Date: September 2023

| CY, Quarter | Milestone | GO Virginia Amount Disbursed | Match Amount Disbursed | TOTAL |
|---|---|---|---|---|
| 2021 Q3 | Workshop 1 | $1000 | $500 | $1500 |
| 2022 Q1 | Workshop 2 | $1000 | $500 | $1500 |
| 2022 Q2 | Internship Expo | $31,000 | $34,754 | $65,754 |
| 2022 Q2 | Workshop 3 | $1000 | $500 | $1500 |
| 2022 Q3 | Workshop 4 | $1000 | $500 | $1500 |
| 2022 Q4 | Workshop 5 | $1000 | $500 | $1500 |
| | | $ | $ | $ |

## Future Implementation Grant Applications

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

The Chamber plans to hold the Internship Expo again in 2023. At the end of summer 2022, Chamber staff will hold meetings with internship coordinators at the involved schools and businesses to receive feedback for the 2023 Internship Expo & workshops. New workshops will be developed to address highlighted areas of concern, and adjustments will be made to help further align this event with Regional 6 goals.

## Letters of Financial (Cash) Commitment Cover Sheet

(Must clearly state amount committed). Please place letters in order behind this section of the application.

| Partner Name | Amount of Cash Contribution | If Letter Pending, Date Expected |
|---|---|---|
| Fredericksburg Regional Chamber of Commerce | $3,500 | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |

Fredericksburg Regional
CHAMBER OF COMMERCE
*The voice of the business community*

February 2, 2022

Anne Marie Kluempen
Economic Development Coordinator, GO Virginia Region 6
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Financial Commitment for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

*Vision*: *Bringing our schools and businesses together to build upon Planning District 16's workforce through events, trainings, and collaborations.*

Dear Ms. Kluempen,

The Fredericksburg Regional Chamber of Commerce's Workforce NOW program will host an internship expo on April 26th, 2022. We will connect secondary and post-secondary students with internships in a variety of industries. This aligns with Region 6's Growth and Diversification plan, therefore we are applying for a GO Virginia Enhanced Capacity Building Grant for this project. The Chamber's financial commitment to this project is as follows:

- $3,500 in cash contributions ($1,500 for business and student incentives and $2,000 for transportation)
- $10,000 of in-kind contributions (includes administrative costs for planning and implementing the internship expo, workshops, and internship tracking)
- Additionally the Chamber is willing to compensate the difference of the scholarship fund up to $3,000 not covered by local business contributions (we expect 12 business contributors @ $250 each for 2 - $1,500 scholarships)

Thank you in advance for your consideration of this grant application.

Sincerely,

*Susan Spears*

Susan Spears
President & CEO

## In-Kind Contribution Forms Cover Sheet

*If applicable; template attached. 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 |
|---|---|---|
| Fredericksburg Regional Chamber of Commerce | $10,000 | |
| Committee & Sub Committee Support | $15,754 | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |
| | $ | |

## 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:** | Fredericksburg Regional Chamber of Commerce | | | | | |
| **Name of Primary Contact:** | Susan Spears, President & CEO | | | | | |
| **Address:** | 2300 Fall Hill Avenue, #240 | | | | | |
| **City:** | Fredericksburg | | **State:** | VA | **Zip:** | 22401 |
| **Telephone:** | (540) 373-9400 | **Email:** | finance@fxbgchamber.org | | | |
| **Contributed Goods or Services** | | | | | | |
| **Description of Contributed Goods or Services:**<br>• $10,000 of in-kind contributions (includes staff salaries for internship expo and workshop planning, and for internship tracking) | | | | | | |
| **Date(s) Contributed:** | Throughout 2022 | | | | | |
| **Real or Estimated Value of Contribution:** | $10,000 | | | | | |
| **How was the value determined?:** | **Actual Value** | ☒ | **Appraisal** | ☐ | **Other** | ☐ |
| **Please explain: a percentage of salaries and projected time to be spent on the pilot program** | | | | | | |
| **Who Made this Value Determination?: Carley Swaim Walker, Senior Director of Membership & Community Advancement** | | | | | | |
| **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:** | | | | | | |
| | | | | | | |
| ***Signature of Contributor*** | | Carley Swaim Walker | | ***Date Contributed*** | ***2022*** | |

(Excel version available at https://govirginia6.org/apply/)

# Independent Sector Releases New Value of Volunteer Time of $28.54 Per Hour

April 20, 2021

**By Independent Sector**
**SHARE WITH A COLLEAGUE!**

*Volunteers contribute billions to the United States through their time, talent, and effort in 2020 even while volunteer opportunities were limited due to COVID-19 pandemic*

**(WASHINGTON, April 20, 2021)** – Today, Independent Sector, with the Do Good Institute, announces that the latest value of a volunteer hour is $28.54 – up 4.9% from the previous year. Estimated from data collected in 2020, the figure shows the valuable contributions volunteers make to support our communities and country.

According to the Value of Volunteer Time, and using data from AmeriCorps on volunteer hours, volunteers typically contribute nearly $200 billion to our communities. However, there is evidence that the number of hours volunteered by Americans in 2020 has decreased due to the COVID-19 pandemic. While it will take some years to assess the full extent of impact from COVID-19, a recent study by Fidelity Charitable found that 66% of volunteers have decreased the amount of time they volunteer or stopped entirely due to the pandemic.

The latest value, calculated by the University of Maryland's Do Good Institute, is measured based on hourly earnings released by the U.S. Bureau of Labor Statistics. And while the pandemic certainly had an impact on volunteerism, wages in 2020 for the employed actually increased leading to an increased Value of Volunteer time rate. Learn more about the methodology here.

"As we celebrate our volunteers during National Volunteer Week, we should know just how much value these tireless individuals contribute to creating a healthier and more equitable nation," said Daniel J. Cardinali, president and CEO of Independent Sector. "As we work through our second year of a global pandemic when people, organizations, and communities continue to suffer, the contributions of volunteers have been an often life-saving and critical component to us enduring and rebuilding for future generations to come."

"The incredible challenges presented over the last year have been met time and time again by passionate, motivated, and generous people who are ready to help their neighbors and communities," said Nathan Dietz, senior researcher, Do Good Institute and the researcher responsible for calculating the findings. "All across the country, every day, these volunteers are offering their time and expertise to implement solutions, provide services, and help rebuild communities – but their value is often overlooked or often times is incalculable. This year's Value of

Volunteer Time calculations go to show the immensity of their contributions on our nation."

In addition to the national number, Independent Sector also provides the state-level value of volunteer time for all 50 states, the District of Columbia, and Puerto Rico. State level values range from $13.74/hour for Puerto Rico to $48.67/hour for the District of Columbia.

For more on the Value of Volunteer Time, the methodology, and to explore historical national and state-level data,
visit independentsector.org/volunteer_time.

###

*Independent Sector is the only national membership organization that brings together a diverse community of changemakers, nonprofits, foundations, and corporations working to strengthen civil society and ensure all people in the United States thrive.*

*The **Do Good Institute**, housed in the School of Public Policy at the University of Maryland, provides education, programs, research and resources to develop the next generation of nonprofit leaders, social innovators and civic-minded students.*

**Media Contact:**

Bradley Wong
202-467-6122
media@independentsector.org

Fredericksburg Regional Chamber of Commerce Committee(s) helping plan, implement and track the Intern Expo and trainings leading up to and following.

**Workforce NOW Committee:**

***Mission:*** *To develop and sustain partnerships to support and encourage workforce readiness and workforce development.*

***Vision:*** *A workforce ready to meet the Fredericksburg region's current and future employment needs.*

**2022 Meeting Schedule:**

2nd Tuesday of each month from 9am – 10am

12 meetings total with the possibility of a specialty meeting

**Current members: (29)**

**Chair:** Megan Bergen – Rappahannock Goodwill
Ashley Fuzaylova – FXBG Chamber
Brian Roinstead – Atlantic Builders
Cyndi Clark – Universal Dynamics
Darlene Thompson – Mary Washington Health Care
David Fraser – Fraser Wood Elements
Dinah Robinson – Stafford County Public Schools
Elizabeth Markwood- Caroline County Public Schools
Fafa Baker – Rappahannock Electric Cooperative
Ferida Cralle – Stafford County Public Schools
Ginni Mastin – Matern Staffing
Rose Maddox – Fredericksburg Regional Alliance
Sarah Calveric – Caroline County Public Schools
Scott Flath – Stafford County Public Schools
Stanley Jones - Stafford County Public Schools
Stephanie Lyles – Topside Federal Credit Union
Heather Diritto - Germanna Community College
Hunter Berry – Stafford County Public Schools
Juanita Shanks – FailSafe ERA
Kimberly Young – Caroline County Public Schools
Kristi Allison – Fredericksburg City Schools
Kristine Hill – King George County Public Schools
Marcie Catlett – Fredericksburg City Schools
Rebecca Morris – Germanna Community College
Rene Daniels – Spotsylvania County Public Schools
Robert Benson – King George County Public Schools
Sue Venable Shelton- Spotsylvania County Public Schools
W. Deea Green – Stafford County Public Schools
Wendy Zelazny- FXBG Chamber

**Estimated Planning Hours and value for 2022:**

12 meetings @ 1 hour each X 29 volunteer leads X $28.54 per hour (see Independent Sector report) = $9,931.92 (value)

**Intern Expo Sub-Committee:**

**Goal:** *To help plan, execute and provide follow-up from the Intern Expo and trainings associated with.*

**2022 Meeting Schedule:**

1st Monday of each month from 10 am – 11 am

12 meetings total

**Current Members (17):**

Ashley Fuzaylova – FXBG Chamber
Barbara Taylor – Germanna Community College
Darlene Thompson – Mary Washington Health Care
Dinah Robinson – Stafford County Public Schools
Emily Hall – Spotsylvania County Public Schools
Fafa Baker – Rappahannock Electric Cooperative
Ferida Cralle – Stafford County Public Schools
Heather Diritto – Germanna Community College
Kristi Allison – Fredericksburg City Schools
Marcus Toler – 360 Marketing
Megan Bergen – Rappahannock Goodwill
Megan King – Rappahannock Goodwill
Rebecca Morris – Germanna Community College
Rene Daniels – Spotsylvania County Public Schools
Sue Venable Shelton – Spotsylvania County Public Schools

**Estimated Planning Hours and value for 2022:**

12 meetings @ 1 hour each X 17 volunteer leads X $28.54 per hour (see Independent Sector report) = $5,822.16 (value)

Overall Committee(s) in-kind value: **$15,754.08**

## 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 |
|---|
| Germanna Community College |
| Mary Washington Healthcare |
| Stafford County Public Schools |
| Fredericksburg Area Association of Realtors |
| Rappahannock Goodwill |
| Fredericksburg City Public Schools |
| Spotsylvania Economic Development |
| Spotsylvania County Public Schools |
| University of Mary Washington |
| King George County Public Schools |
| Caroline County Public Schools |
| Matern Staffing X2 |
| Lifecare Medical Transport |
| Obsidian Solutions Group |
| Rappahannock Electric Cooperative |
| Rappahannock United Way |
| Mt Hope Christian Academy |
| Hilldrup Companies, Inc. |

GERMANNA
COMMUNITY COLLEGE

November 22, 2021

Jennifer Morgan
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Morgan,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022, with the goal of connecting students with internship opportunities at local businesses.

Germanna Community College fully supports these efforts because we know the value that the Intern Expo will bring to both our region and the students and areas we serve.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Shashuna Gray

Shashuna Gray
Vice President of Academic Affairs and Workforce
Germanna Community College
sgray@germanna.edu

**Mary Washington Healthcare**

Executive Office

January 26th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Mary Washington Healthcare stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Kathryn Wall
Senior Vice President and Chief Human Resources Officer
Mary Washington Healthcare

# Mary Washington Healthcare

January 26th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Mary Washington Healthcare stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Eric Fletcher, MBA, FACHE
Senior Vice President, Chief Strategy Officer
Mary Washington Healthcare

Stanley B. Jones, Ed.D.
Interim Superintendent

Stafford County Public Schools

# STAFFORD COUNTY PUBLIC SCHOOLS

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

## Office of the Superintendent

SCHOOL BOARD
Holly Hazard, Chair
Susan Randall, Vice Chair
Dr. Sarah Chase
Patricia Healy
Irene Hollerback
Dr. Elizabeth Warner
R. Pamela Yeung

November 19, 2021

Jennifer Morgan
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Morgan,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Stanley B. Jones, Ed.D
Interm Superintendent

FAAR
FREDERICKSBURG AREA ASSOCIATION OF REALTORS®

FAAR ACADEMY

2050 Gordon W. Shelton Blvd.
Fredericksburg, VA 22401

faarmembers.com

ph : 540-373-7711
fx : 540-736-0301

January 18th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St.
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Kim McClellan

Kim McClellan
Public Policy Director

REALTOR®

Goodwill RAPPAHANNOCK
4701 Market Street, Suite A • Fredericksburg, VA 22408
540.371.3070 • www.FredGoodwill.org

January 18th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

As the Virginia Career Works Center – Fredericksburg's operator and the Workforce Innovation and Opportunity Act (WIOA) title I Youth program provider in planning district 16, Goodwill has a particular interest in efforts that result in youth work experiences, workforce credentialing and job placements.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Megan Bergen

Megan Bergen
Vice President - Mission Services, Chief Mission Officer

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

Office of the Deputy Superintendent
**Dr. Matthew Eberhardt**

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

January 18, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen:

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

This collaborative effort is a significant area of interest with our community, local government, and the School Board. It will benefit countless students and the Fredericksburg business workforce. The program will ensure that all students in our diverse community will have access and opportunity.

Please accept our commitment and support. Thank you.

Sincerely,

Matthew John Eberhardt, Ed.D.
Deputy Superintendent

*Board of Supervisors*
DEBORAH H. FRAZIER
KEVIN W. MARSHALL
TIMOTHY J. MCLAUGHLIN
DAVID ROSS
LORI HAYES
CHRIS YAKABOUSKI

*Department of Economic Development*

DEBORAH SANDERS
Interim Director

9019 Old Battlefield Blvd.; STE 310
Spotsylvania, VA 22553
(540)507-7434

January 18th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Kevin Marshall
Business Development Manager

SPOTSYLVANIA
COUNTY PUBLIC SCHOOLS

8020 River Stone Drive • Fredericksburg • Virginia 22407
P 540.834.2500 • F 540.834.2550 • TDD 540.834.2557
www.spotsylvania.k12.va.us

January 20, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen:

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. As part of this grant, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 to provide an opportunity for students to speak with local businesses about internships.

The Chamber's mission is to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Furthermore, this event is in alignment with the Virginia Department of Education's 21st Century Workplace Readiness Skills for the Commonwealth as well as our strategic goal to engage all students in authentic, real-world learning experiences to become career, college, and life-ready.

We appreciate the Chamber taking the lead to seek opportunities such as the Intern Expo that connect businesses and our students.

Sincerely,

Dr. Carol E. Flenard
Acting Superintendent

University *of*
Mary Washington
Continuing and Professional Studies

January 18th, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen

We are highly supportive of this collaborative project with the Fredericksburg Regional Chamber of Commerce. Through this GO Virginia Enhanced Capacity Building Grant application, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. It is also aligned with our goals for supporting workforce development and innovation throughout the region.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Kimberly C. Young
Executive Director, Continuing & Professional Studies
Interim Executive Director, Center for Career and Professional Development
University of Mary Washington

# King George County Schools

*Excellence for All*

January 18th, 2022
Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Kristine Hill
Supervisor of Secondary Instruction

Caroline County Public Schools

16261 Richmond Turnpike
Bowling Green, Virginia 22427
804.633.5088
www.ccps.us

January 19, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Dear Ms. Kluempen,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Sarah B. Calveric

Sarah Calveric, Ph.D.
Superintendent

MATERN
STAFFING

10936 Patriot Hwy.
Fredericksburg, VA 22408
P: 540-604-5000
F: 540-604-5001
maternstaffing.com

February 2, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. *Matern Staffing* stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

MATERN
STAFFING

10936 Patriot Hwy.
Fredericksburg, VA 22408
P: 540-604-5000
F: 540-604-5001
maternstaffing.com

February 2nd, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's Intern Expo **Scholarship Fund**

*Vision*: *Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.*

Dear Ms. Kluempen:

The Fredericksburg Regional Chamber of Commerce will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

An addition to the Intern Expo is a business driven scholarship fund. The goal for the scholarship fund is to provide at least 2 -$1,500.00 scholarships to Intern Expo participating students, who submit the merit based application.

Each participating business in the Intern Expo will be encouraged to contribute $250.00 to the Intern Expo Scholarship Fund. Matern Staffing agrees to be an Intern Expo Scholarship Fund contributing business and vows to encourage other businesses to do the same.

Sincerely,

Ginni Matern Mastin

Ginni Mastin
President

LIFECARE
MEDICAL TRANSPORTS

Kevin L. Dillard, *President*
Daniel C. Wildman, *Vice President*

– Corporate Office –
1170 International Parkway
Fredericksburg, Virginia 22406-1126

Administration (540) 752-7721
Dispatch (540) 752-5883
Fax: (540) 752-5194
www.lifecare94.com

January 28, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen

Please accept this letter as my full support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. LifeCare Medical Transports stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce. At LifeCare, we do not only have opportunities for students to gain training and experience as healthcare providers, but we also have opportunities for growth and education in communications, marketing, accounting, billing, human resources, automotive, and management / leadership. This Intern Expo will open the doors of possibility for our region's students to give them a better professional future.

In addition, the Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors and helping to establish internship programs at small and mid-sized companies.

Thank you in advance for your consideration of this grant application. If you have any questions or if I can provide any further information, please feel free to reach out to me at 540.752.0137.

Sincerely,

Kevin Dillard
President & CEO

February 2nd, 2022

To: Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Obsidian Solutions Group stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

As a company in the national security sector, we have had to create internship opportunities throughout the region and foster partnerships to grow the workforce so we can remain competitive in the national security sector. This grant is critical to our industry and others in investing in workforce development.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Respectfully,

Tyrone A. Logan
CEO, Co-Founder
Obsidian Solutions Group
www.obsidiansg.com
talogan@obsidiansg.com
757.515.8996

1320 Central Park Blvd #304
Fredericksburg, VA 22401
obsidiansg.com

February 2, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Rappahannock Electric Cooperative stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

John Hewa
President and CEO

**Rappahannock United Way**

3310 Shannon Park Drive
Fredericksburg, Virginia 22408
tel 540.373.0041
fax 540.373.0356

LIVE UNITED
United Way

February 2, 2022
Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen:

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Rappahannock United Way stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Janel S. Donohue

Janel S. Donohue, President
Rappahannock United Way

MOUNT HOPE
CHRISTIAN ACADEMY
Encourage · Educate · Excel

6823 HARRISON ROAD
FREDERICKSBURG, VA 22407
PHONE: 540.785.4631/FAX: 540.548.2540
DIRECTOR@MHCACADEMYVA.ORG
WWW.MHCACADEMYVA.ORG

February 2, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

RE: Letter of Support for Fredericksburg Regional Chamber of Commerce's GO Virginia Region 6 Enhanced Capacity Building Grant

Vision: Bringing our schools and businesses together to build upon District 16's workforce through events, trainings, and collaborations.

Dear Ms. Kluempen

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Mount Hope Christian Academy stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Hilldrup

Hilldrup Companies, Inc.

Corporate Headquarters
4022 Jeff Davis Highway
Stafford, Virginia
22554

800.476.6683
703.221.7155
703.221.5206 Fax
www.hilldrup.com

February 8, 2022

Anne Marie Kluempen
GO Virginia Region 6/Economic Development Coordinator
George Washington Regional Commission
406 Princess Anne St
Fredericksburg, VA 22401

Dear Ms. Kluempen,

Please accept this letter as my strong support for the Fredericksburg Regional Chamber of Commerce's GO Virginia Enhanced Capacity Building Grant application. If awarded funding, the Chamber will partner with high schools in the City of Fredericksburg, Stafford County, Spotsylvania County, Caroline County, and King George County, along with Germanna Community College, and the University of Mary Washington to host an Intern Expo in April of 2022 with the goal of connecting students with internship opportunities at local businesses.

The awarding of this grant, and the subsequent 2022 Intern Expo, supports the Chamber's mission to develop and sustain partnerships that support and encourage workforce readiness and development in the hopes of creating a workforce ready to meet the Fredericksburg region's current and future employment needs. Hilldrup Companies stands behind the Chamber in this mission and recognizes there is a need for interns in the region's workforce.

Funding of Fredericksburg Regional Chamber of Commerce's Intern Expo will also support the GO Virginia Region 6 goal of aligning talent with current and prospective job opportunities by connecting students with employers in priority industry sectors, and helping to establish internship programs at small and mid-sized companies. Thank you in advance for your consideration of this grant application.

Sincerely,

Remus Boxley
Senior Vice-President, Human Resources

## Proposed Budget

| | |
|---|---|
| GO Virginia Request: | $36,000 |
| Total Match: | $34,254 |
| Total Project Cost: | $70,254 |

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.

(Excel version available at https://govirginia6.org/apply/)

## Project Revenues

*Any amount of funding coming from a state source (Community College, University, Other Grant, must show it is from a non-state source or not count as match but additional leverage towards the project

| 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 VA Funds | $36,000.00 | Cash | Regional | | Go Virginia | |
| Community Sponsorships | $5,000.00 | Cash | Local | | Local businesses | |
| Chamber Expenditures | $3,500.00 | Cash | Non-profit | | FXBG Chamber of Commerce | |
| In-Kind (Various) | $25,754.00 | In-Kind | Regional | | FXBG Chamber of Commerce & Local Businesses | |
| Business Driven Scholarship Fund | $3,000.00 | Cash | Local | | Local businesses | |

## Project Expenditures

**Line Items include**: Acquisition, Administration, Architectural and Engineering Fees, Clearance and Demolition, Construction, Contract Services, Equipment, Fringe Benefits, Legal Expenses, Machinery/Tools, Planning/Assessment, Rent/Lease, Salaries, Site Work, Studies, Training, Travel, and Other

| Line Item | If other, specify | Cost Estimate | Description | Funding Source(s) from Revenues Above | Type of Expenditure (Cash or In-Kind) |
|---|---|---|---|---|---|
| Expo Center Rental | | $11,000.00 | | GO VA Funds | |
| Food and Beverage | | $7,000.00 | | GO VA Funds | |
| Marketing | | $5,500.00 | | GO VA Funds | |
| Salaries | | $10,000.00 | | In Kind | |
| Committee & Sub Committee Support | | $15,754.00 | | In Kind | |

| | | | | | |
|---|---|---|---|---|---|
| Business & Student Incentives | | $2,000.00 | | Chamber Expenditures/GO VA Funds | |
| Printed Materials | | $2,000.00 | | GO VA Funds | |
| Transportation | | $7,000.00 | | GO VA ($5,000) & In Kind ($2,000) | |
| Workshops, Trainings, & Keynote Speakers | | $5,000.00 | | GO VA Funds | |
| Scholarship for 2 students | | $3,000.00 | | Local businesses | |
| Business Sponsorships | | $5,000.00 | | Local business support to offset Chamber expenses | |
| | | Total: | $73,254.00 | | |

## GO Virginia Request

| **Uses of GO Virginia Funds** | **Amount ($)** | **Description** |
|---|---|---|
| Expo Center Rental | $11,000.00 | |
| Food and Beverage | $7,000.00 | |
| Marketing | $5,500.00 | |
| Printed Materials | $2,000.00 | |
| Transportation | $5,000.00 | |
| Workshops, Trainings, and Keynote | $5,000.00 | |
| Student Incentives | $500.00 | |
| | | **Total GO Virginia Request: $36,000.00** |

## Matching Funds

| **Cost/Activity Category from project activities** | **Match $** | **Type of Match –** Local, Federal, Regional, Private, Non-Profit, or Other | **Description of Activity** | **Source of Match - Agency** | **Match Cash or In-Kind** |
|---|---|---|---|---|---|

| | | | | | |
|---|---|---|---|---|---|
| Staff | $10,000.00 | Non Profit | Two staff persons % of salary based on project time | Chamber of Commerce | In-Kind |
| Sponsorship | $5,000.00 | Local | Various businesses providing event sponsorship | Local businesses | Cash |
| Transportation | $2,000.00 | Regional | Buses and drivers for transportation provided at a discount | Regional school systems | In-kind |
| Committee Support | $15,754.00 | Regional | Volunteer lead time committed to project | Committee volunteers | In-kind |
| Business & Student Incentives | $1,500.00 | Non-profit | Incentives for Intern Expo participation | Chamber of Commerce | Cash |
| Scholarship | $3,000.00 | Regional | Business driven scholarship fund | Regional Businesses | Cash |
| | | | | | |
| | | **Total Match Funds** | $37,254.00 | | |
| | | **Total Local Match** | $5,000.00 | | |

## Total Budget

| **Type of Funds** | **Totals** |
|---|---|
| GO Virginia | $36,000.00 |
| Matching Funds | $37,254.00 |
| **Total Budget** | $73,254.00 |
| Additional Leverage | |
| **Total Project Budget** | $73,254.00 |

| Type of Match | Totals |
|---|---|
| **Matching Funds Total** | $37,254.00 |
| At least $1:1 | |
| **Local Match** | $5,000.00 |

## Budget Narrative

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

Funding of this project will cover the venue rental, food and beverage for attendees, marketing for the event, transportation for students, printed materials for the event (signage, programs, etc.), and workshops/trainings/and keynote speakers. Breakdown is below.

| | |
|---|---|
| Expo Center Rental | $11,000.00 |
| Food and Beverage | $7,000.00 |
| Marketing | $5,500.00 |
| Printed Materials | $2,000.00 |
| Transportation | $5,000.00 |
| Workshops, Trainings, and Keynote Speakers | $5,000 |
| Student Incentives | $500 |

## Constant Contact Survey Results

**Campaign Name:** Internship Hosting Survey

**Survey Starts:** 76

**Survey Submits:** 19

**Export Date:** 02/03/2022 11:39 AM

MULTIPLE CHOICE

### Does your company currently host interns?

| Answer Choice | 0% 100% | Number of Responses | Responses Ratio |
|---|---|---|---|
| Yes | | 10 | 52% |
| No | | 8 | 42% |
| I'm unsure | | 1 | 5% |
| | **Total Responses** | **19** | **100%** |

MULTIPLE CHOICE

### If not, is your company interested in hosting interns from our local colleges and high schools?

| Answer Choice | 0% 100% | Number of Responses | Responses Ratio |
|---|---|---|---|
| Yes | | 15 | 78% |
| No | | 0 | 0% |
| I need more information | | 0 | 0% |
| N/A | | 4 | 21% |
| | **Total Responses** | **19** | **100%** |

CHECKBOXES

### In order to help make your internship program more successful, what areas can we provide more resources in?

| Answer Choice | 0% 100% | Number of Responses | Responses Ratio |
|---|---|---|---|
| Rules and Regulations/Labor Policies | | 9 | 47% |
| Developing an Internship Program | | 9 | 47% |
| Keeping Interns Engaged | | 11 | 57% |
| Career Development Opportunities | | 11 | 57% |
| Managing Expectations for both Employer and Intern | | 12 | 63% |
| Benefits of Hosting an Intern | | 3 | 15% |
| Other | | 0 | 0% |
| | **Total Responses** | **19** | **100%** |

MULTIPLE CHOICE

## Is your company interested in learning more about the Chamber's Intern/Extern Expo that will be held in the Spring of 2022?

| Answer Choice | 0% 100% | Number of Responses | Responses Ratio |
|---|---|---|---|
| Yes | | 17 | 89% |
| No | | 0 | 0% |
| I'm unsure | | 2 | 10% |
| | **Total Responses** | **19** | **100%** |

OPEN QUESTION

## Outside of your company, do you know of any other businesses that would be interested in developing or growing their internship program?

No

i do not

I do not.

**4 Response(s)**

OPEN QUESTION

## Other comments, questions, ideas?

We have tried to have interns in the past and got caught up in the paid / not paid issue. We tried working with the UMW business school and they wanted us to apply for interns a year in advance. The process seems very cumbersome.

We are very interested.

Joey King

For our company and industry, all employees must be 18 or older. How do you or other organizations with this restriction successfully recruit and hire High School level interns?

**7 Response(s)**

# INTERN EXPO

## BUILDING OUR WORKFORCE FUTURE

BRINGING BUSINESSES AND SCHOOLS TOGETHER

**Chamber Members Free**
Non Chamber Members
$50 vendor fee

**Sponsorship Opportunities Available**

## BUSINESSES NEEDED!

**Join the Chamber as we welcome nearly 500 students to learn about internship opportunities from your Business!**

TUESDAY, APRIL 26TH
9:00 A.M. TO 5:00 P.M.
EXPO CENTER

email:
cwalker@fxbgchamber.org
to confirm your spot

## key benefits

- Business Guided Scholarship Fund
- Business to Business exposure
- Hire an Intern
- Community engagement with school systems & students
- Awards for booth engagement

In Partnership With:

Caroline County Public Schools
Stafford County Public Schools
Fredericksburg Public Schools Excellence in Education Since 1870
Spotsylvania County Public Schools
Germanna Community College
UMW
Virginia Career Works Fredericksburg Center

Fredericksburg Regional Chamber of Commerce
"The voice of the business community"

Fredericksburg Regional
CHAMBER OF COMMERCE
"The voice of the business community"

# 2022 INTERN EXPO

## APRIL 26TH

**Fredericksburg Expo Center**

## Sponsorship Opportunities:

### Title Sponsor

$2500
Exclusive

- Inside cover page of Expo directory
- Seat on Scholarship Selection Committee
- Opportunity for welcome remarks at the Expo
- Prominent booth placement
- Logo recognition on all marketing materials

### Snack Bar Sponsor

$1500
Exclusive

- Half page ad in Expo directory
- Snack bar sponsor
- Prominent booth placement
- Logo recognition on all marketing materials

### Student Incentive Sponsor

$1000
Exclusive

- Quarter page ad in Expo directory
- Student Incentives sponsor
- Prominent booth placement
- Logo recognition on day-of marketing materials

## Other Sponsorship Opportunities:

Business Driven Scholarship Fund

All businesses attending are encouraged to donate $250 to the Intern Expo Scholarship fund that will be awarded to 2 participating students based on merit and community service. All contributors will receive recognition for their donation.

For more information contact:
Carley Swaim Walker
cwalker@fxbgchamber.org

# State Board Stakeholder Input Sessions

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

January 28, 2022

Ms. Nancy Howell Agee, Chair
Virginia Growth and Opportunity Board
c/o Virginia Department of Housing & Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Chair Agee:

Region 6 would like to thank you and the GO Virginia State Board for adopting Board Policy #11 - GO Virginia Program Match Requirements – Per Capita Funds. Our region has had great success since the adoption of this new policy and would like to urge the State Board to extend these match requirements, as well as to consider further policy changes.

In previous letters, our Council addressed you and the State Board explaining how, since adopting our original Growth and Diversification Plan in September 2017, Region 6 had seen early successes from three capacity building projects, three enhanced capacity building projects, and two per capita projects. However, through the stakeholder engagement component of the Growth and Diversification Plan update in 2019, Region 6 had received feedback that the process and requirements for applying for GO Virginia funding were onerous and had in cases discouraged partners from pursuing funding. We urged the State Board to consider changes to four program requirements that we believed hindered project development:

- At least a $1 for $1 match of non-state resources,
- At least 20 percent or $50,000 of the match, whichever is greater, must come from local governmental sources,
- A positive impact on “traded” sector businesses, which notably excludes healthcare, a sector identified as an economic development priority in several regions, including Region 6, that has the potential to create higher paying jobs, and
- A positive Return on Investment (ROI) within three years of project completion.

In Board Policy #11, we saw the reduction of at least a $1 for $1 match of non-state resources to a $2 for $1 match of non-state resources and the elimination of the local match requirement. Since the implementation of these changes in April 2020, Region 6 has been able to fund eleven projects at these reduced requirements. We recognize and commend the State Board for policy changes that have addressed some of these concerns and encouraged project applications.

Our Council would like to recommend that the State Board extend the sunset provision for Board Policy #11 - GO Virginia Program Match Requirements – Per Capita Funds and continue the following:

- At least a $2 for $1 match of non-state resources,
- No local match requirement.

In addition, our Council would like to recommend the following:

- Allow GO Virginia funding to be used for healthcare, an economic development priority with the potential to create higher paying jobs in our region;
- Allow GO Virginia funding to be used for tourism, an economic development priority and extremely important traded sector within our region;
- Extend the ROI to consider the degree to which a project improves regional economic competitiveness (economic impact) and advances cultural changes within and among regions (regional collaboration), as many early pipeline projects may not be able to demonstrate a near-term ROI but still be transformative in a region;
- Consider administration of the program by the Virginia Economic Development Partnership (VEDP);
- Streamline the application process for a faster process more amenable to project applicants; and
- Allow a county and a town within that county to count as two participating localities.

Region 6 remains committed to the goals of GO Virginia to create more higher paying jobs through incentivized collaboration, and requests that the State Board consider the above suggestions to ensure the program continues to encourage quality projects that align with these overarching goals. We look forward to working with you, and to continuing to promote innovative and collaborate economic development efforts within our region.

Sincerely,

G. William Beale, Chair
Mary Ball Washington Regional Council

# Data Centers Discussion

| | |
|---|---|
| **From:** | croberts@fredregion.com |
| **To:** | Kate Gibson; "Todd Gillingham"; "Jerry Davis"; "Lewie Lawrence" |
| **Cc:** | Chip Boyles; Anne Marie Kluempen |
| **Subject:** | RE: Questions on Data Centers |
| **Date:** | Thursday, February 3, 2022 2:17:11 PM |
| **Attachments:** | image001.png |

Answers in red below Kate:

Curry Roberts
President
Fredericksburg Regional Alliance at the University of Mary Washington
1125 Emancipation Highway, Suite 240
Fredericksburg, VA 22401
(540) 361-7373 Office
(804) 539-3247 Mobile
croberts@fredregion.com

**From:** Kate Gibson <gibson@gwregion.org>
**Sent:** Thursday, February 3, 2022 1:44 PM
**To:** Curry Roberts (croberts@fredregion.com) <croberts@fredregion.com>; Todd Gillingham (tgillingham@fredregion.com) <tgillingham@fredregion.com>; Jerry Davis <jdavis@nnpdc17.state.va.us>; Lewie Lawrence <LLawrence@mppdc.com>
**Cc:** Chip Boyles <boyles@gwregion.org>; Anne Marie Kluempen <kluempen@gwregion.org>
**Subject:** Questions on Data Centers

Hi All,

At our last Region 6 Council meeting, one of our members raised some questions about data centers, as Information/Data Centers is one of the six targeted industry clusters in our Growth and Diversification Plan. We've been asked to reach out to each subregion and bring some information back to the Executive Committee meeting on the 14th. Specifically, our Chair and Vice chair would like to know the following:

- Are data centers an economic development priority for your subregion?
  Yes and it is targeted industry for the Virginia Economic Development Partnership
- Are the local governments in your subregion supportive of the development of data centers in their localities?
  Yes. All five localities have established the same pp tax rates and depreciation schedules to assist with attraction. We are the only region in Virginia that has accomplished this and we use it as part of our marketing. Working with localities and utilities, we have a robust inventory of already vetted sites that are zoned or can be for this use.

Do you have any data on the number of jobs produced, tax revenues generated, energy used, or environmental concerns related to any data center projects within your subregion?

Varies by size of center but typically 100 including contract employees. The number of jobs are low per square feet but wages are typically well above average wages in our region, which is better measure than total jobs created. Tax revenues also vary based on size but because of the value of computing equipment, there is no comparable industry that would generate as much ppt revenue and given that re-investment in updating equipment is typically every four years, it would never decline. Minimum energy requirements run 50-100MWs but could be much higher based on scale. This was the primary factor when vetting sites. Additionally, most of the major operators have goals of obtaining all of their power from renewables by 2030-2035. On environmental concerns, not really as electronic equipment is purchased by recyclers who typically must certify zero landfill impacts to the data center operators. Some data center developers do require air permits because of the concentration of back up generators to ensure operational continuity. While new technologies for cooling are being introduced across the industry, we vetted our sites based on public water being the primary source for cooling.

Appreciate any info you can provide. Also, please let us know if you have any questions or want to discuss!

Have a great weekend!

Thanks,
Kate

**Kate Gibson**
Deputy Director
George Washington Regional Commission
406 Princess Anne St, Fredericksburg, VA 22401
(540) 642-1579 | gibson@gwregion.org

| | |
|---|---|
| **From:** | Kate Gibson |
| **To:** | Lewis Lawrence |
| **Cc:** | Chip Boyles; Anne Marie Kluempen |
| **Subject:** | RE: Questions on Data Centers |
| **Date:** | Thursday, February 3, 2022 2:53:19 PM |
| **Attachments:** | image001.png |

Thanks, Lewie! This is helpful.

Hope you are doing well!

Thanks,
Kate

**Kate Gibson**
Deputy Director
George Washington Regional Commission
406 Princess Anne St, Fredericksburg, VA 22401
(540) 642-1579 | gibson@gwregion.org

---

**From:** Lewis Lawrence <llawrence@mppdc.com>
**Sent:** Thursday, February 03, 2022 2:43 PM
**To:** Kate Gibson <gibson@gwregion.org>
**Subject:** RE: Questions on Data Centers

See red

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION
*Lewis L Lawrence*
*Executive Director*
*Middle Peninsula Planning District Commission*
*P.O.Box 286*
*Saluda,Va 23149*
*804-758-2311*
www.mppdc.com
Sent from Mail for Windows 10

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**From:** Kate Gibson
**Sent:** Thursday, February 3, 2022 1:44 PM
**To:** Curry Roberts (croberts@fredregion.com); Todd Gillingham (tgillingham@fredregion.com); Jerry Davis; Lewis Lawrence
**Cc:** Chip Boyles; Anne Marie Kluempen
**Subject:** Questions on Data Centers

Hi All,

At our last Region 6 Council meeting, one of our members raised some questions about data centers, as Information/Data Centers is one of the six targeted industry clusters in our Growth and Diversification Plan. We've been asked to reach out to each subregion and bring some information back to the Executive Committee meeting on the 14th. Specifically, our Chair and Vice chair would like to know the following:

- Are data centers an economic development priority for your subregion? All depends on where, number of jobs and CAPX. That would be a local decision, not a regional decision. Its permitted locally.
- Are the local governments in your subregion supportive of the development of data centers in their localities? All depends on where, number of jobs and CAPX
- Do you have any data on the number of jobs produced, tax revenues generated, energy used, or environmental concerns related to any data center projects within your subregion? Considering we have none, cant speak to this

Appreciate any info you can provide. Also, please let us know if you have any questions or want to discuss!

Have a great weekend!

Thanks,
Kate

**Kate Gibson**
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# Project Status Updates

## REPORT DATE 2/14/2022

### PROJECTS IN THE PIPELINE

| Project Name | Region 6 Approval | State Board Meeting Date | Issues |
|---|---|---|---|
| **FXBG Chamber Internship Project** | | N/A ECB | |

### PROJECTS APPROVED IN CONTRACT NEGOTIATIONS

| Project Name | Region 6 Approval | State Approval | Issues |
|---|---|---|---|
| | | | |

### OPEN PROJECTS

| Project Name | Start Date | End Date | Description of Activities this Quarter | Actions |
|---|---|---|---|---|
| **Northern Neck Workforce Training Feasibility & Site Selection Study (ECB)** | 5/1/2020 | OG: 4/30/2021<br>New: 12/31/2021 | GWRC staff has received all closeout materials and is processing the closeout of the project. | ● Processing closeout |
| **Fredericksburg Regional Alliance RIFA (ECB)** | 5/11/2020 | OG: 12/31/2020; New: 12/30/2021;<br>New: 3/31/2022 | Sub-grantee has been granted a third project extension.<br>Two localities have each presented, at a minimum, a first read of the ordinance. The project team anticipates a final vote by at least two localities in January/February. Once the ordinance has been formally adopted by two or more localities, the final RIFA package including bylaws can be submitted to the state. The project team has already prepared draft templates for the final submission. | ● On Track |

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|---|---|---|---|---|
| **Cybersecurity Certification Program (Implementation)** | 5/1/2019 | OG: 4/30/2021<br>New: 1/31/2022 | Launching fifth cohort. Preparing for project closeout. | Project has been affected by COVID, lower enrollment in in-person classes. |
| **Westmoreland Workforce Training Center Expansion (ERR Fast Access)** | 9/1/2020 | OG: 8/31/2021<br>New: 2/28/2022 | Completed fifth cohort. Preparing for project closeout. | Project has been delayed due to need to hire a new machining instructor. Outreach to students to track employment information as available has been initiated by RCC staff. |
| **Commercial Kitchen at Hull Springs (ECB)** | 7/1/2020 | OG: 6/30/2021<br>New: 6/30/2022 | The first portion of the study has been finalized and submitted. The scope of work for the second phase has been developed. The second phase of the report, a preliminary architectural review, is expected in the first quarter of 2022. | On Track |
| **Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project (Implementation)** | 2/1/2021 | 1/31/2023 | Won a $45,000 grant from Micron Technology Foundation for Engineering Technology/Mechatronics Program Development – directly tied to the GoVA grant.<br>Beginning to work with school divisions for 2022 summer camp program development.<br>Engineering Technology/Mechatronics curriculum approved by committee.<br>Preparing for Science/Engineering Day at Germanna in the spring – large event to draw in community/families for STEM activities and awareness of Germanna offerings. | On Track |

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| **Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)** | 4/1/2021 | 3/31/2023 | The competition call has been launched, information sessions and weekly webinars were held for potential applicants.<br>More than 100 members have signed up for one or more of the four working groups (Resources and Capabilities, Local Best Practice, Infrastructure Investment Opportunities, and Talent Gaps). | On Track |
| **Rapp Region Entrepreneurship** | 7/1/2021 | 6/30/2023 | The project team will hire the Testbed Technology Specialist in CY22 Q2.<br>Hired the VA-RAP lead who is completing program design.<br>Continued outreach and engagement to develop entrepreneur pipeline, including events. R!oT and Stafford EDA hosted 8 events this quarter and attended the national Smart Cities Connect Conference to outreach to businesses, maintaining a stable number of businesses engaged.<br>Released accelerator marketing and applications. | Hiring still ongoing due to administrative delays. Otherwise on track for first cohort. |
| **RIoT Pre-Accelerator Program** | 12/15/2021 | 12/14/2023 | Contract executed 1/27/2022<br>Marketing continues for the Pre-Accelerator | On Track |

## CLOSED PROJECTS

| Project Name | Start Date/ End Date | Project Summary |
|---|---|---|
| **Flex Space (ECB)** | 4/16/2018 - 4/15/2020 | This project initiated a study for the site characterization and building development of a 20,000 square foot flexible office building in the Town of Montross. GO Virginia funding was utilized for due diligence activities including a Phase 1 Environmental Site Assessment, Threatened and Endangered Species Review, Archaeological and Architectural Review, geographic and topographic surveys, and schematic site and building designs.<br><br>This project applied for an implementation grant (Westmoreland Site Development) but was denied by the State Board in June 2021. |
| **PamunkeyNet (ECB)** | 4/25/2018 - 4/24/2020 | This project assists with the design and implementation of a sustainable business model for high-speed broadband delivery to underserved areas of Region 6. GO Virginia funding was utilized for the development of a business plan and the creation of a new legal enterprise owned by the Pamunkey Tribe, which will serve as a conduit to currently untapped federal resources for broadband development. State broadband resources previously deployed in the region resulted in broadband infrastructure plans, but a business plan is still vital to the region's ability to seek any available resources for broadband implementation.<br><br>There has been no further work done on this project. |
| **Welding Training (Implementation)** | 7/1/2018 - 6/30/2020 | This project created a new welding training program at Rappahannock Community College. GO Virginia funds were used to equip a welding training facility with 15 workstations and train 40 welders for employment at local businesses within Region 6. Project outcomes included 102 students trained, 73 credentials awarded, 32 new jobs created, and six new programs implemented.<br><br>This project received an extension with ERR funding to continue training. |
| **NN Site, Building & Infrastructure Study (CB)** | 4/1/2019 - 3/31/2020 | This project completed a site, building, and infrastructure study of the Northern Neck region. GO Virginia funding was used to 1) review all inventory of sites and building in the region; 2) create a feasibility study for three potential commercial/industrial sites located in three counties; 3) complete an infrastructure capacity evaluation to address potential business growth in two localities.<br><br>There has been no further work done on this project. |
| **MPA Business Site Readiness Planning (CB)** | 7/1/2019 - 6/30/2020 | This project completed a site characterization study of up to 16 sites in the Middle Peninsula region. GO Virginia funding was used to study of up to 16 sites in the Middle Peninsula; recommend sites for further evaluation of development as a regionally-owned property; provide recommendations on market potential for properties in the |

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|---|---|---|
| | | ownership of the Middle Peninsula Public Access Authority; and make recommendations on steps to take to create a nutrient bank.<br><br>There has been no further work done on this project. |
| **Good Jobs Here (CB)** | 3/1/2019 - 2/28/2020 Ext 7/31/2020 | This project completed planning activities towards documenting a 1) better focus all the region's economic development efforts, 2) draw together a variety of elements and organizations to have a larger and more sustained impact, 3) increase the use of available Go Virginia funds for successful and innovative projects, and 4) prepare the community for an even more positive future.<br><br>There has been no further work done on this project. |
| **VASG Planning Grant (ECB)** | 7/1/2018 - 6/30/2020; Ext 12/30/2020 | This project completed planning activities toward building a new industry cluster in Virginia, a water management economy that integrates workforce development, research and development, innovation, and commercialization.<br><br>This project used its finding to apply for and receiving funding in a statewide competitive project, Launching a Coastal Resilience and Adaptation Economy, to continue efforts. |
| **Fredericksburg Regional Alliance Industry Cluster Analysis (ECB)** | 6/5/2020 - 12/31/2020 | The Fredericksburg Regional Industry Cluster Analysis is an in-depth look at the region's current and future industry competitiveness based on labor availability, wages, and several other growth indicators. The report, which was completed and presented in early February, also takes the economic effects of the COVID-19 pandemic into consideration by examining job loss within the hardest affected industries. The focus of the report helps allow for the region to identify specific industry advantages that would typically not be identified through traditional market research and narrows the focus towards the higher paying industries included in the GO Virginia Region 6 Growth and Diversification Plan. The top three weighed industry clusters for economic development targeting are information and communications; public administration; and finance, insurance, and real estate. The Fredericksburg Regional Alliance will have the most success in attracting clusters that have the greatest potential for growth given favorable national and regional trends.<br><br>There has been no further work done on this project. |
| **King and Queen Telehealth Needs Assessment (ERR Fast Access)** | 6/23/2020 - 12/31/2020 | This project examined the ability to host a telehealth center in the future King and Queen TeleWork Incubation center.<br><br>There has been no further work done on this project. |
| **LaGrange Industrial Master Planning (Implementation)** | 3/1/2021 - 2/28/2022 | Private property owners were unwilling to agree to terms of MOU. Essex has ended this contract.<br><br>There has been no further work done on this project. |

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|---|---|---|
| **Middle Peninsula Seafood and Agriculture E-Marketplace Development (ERR Fast Access)** | 6/12/2020 - 6/11/2021 | This project funded the customize the FishLine application for the Chesapeake Bay, host the application, complete website development for online purchasing, marketing the new app, and general project administration. The Bay Direct App has launched and is available on Google and Apple App store. |
| **Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program (ECB)** | 3/17/2021 - 6/30/2021 | This project determined the market demand for a Cyber and Smart Tech Entrepreneur program and the capacity of Stafford County's Economic Development Authority and Economic Development and Tourism Department to deliver such a program. GO Virginia funds will be utilized for the hiring of a consultant, R!OT, to understand the current ecosystem and plan ways to move it forward. The project showed that there was a market demand for an IOT accelerator in the region. This project moved into implementation funding. |
| **Richmond County Site Development** | 4/15/2021 – 4/14/2023 | Richmond County BOS has moved forward with real estate development for the site, which is not eligible for GOVA funding. Richmond County has withdrawn this project.<br>There has been no further work done on this project. |

# Financial Report

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

**Mary Ball Washington Regional Council (GO Virginia Region 6)**

**Report Period: April 2017 - December 2021**

**Report Date: 2/14/2022**

| | FY17 Capacity Building (No Match) | FY18 Capacity Building (100% Match) MOVED TO PROJECT FUNDING | FY19 Capacity Building (No Match) | FY19 Capacity Building (50% Match) MOVED TO PROJECT FUNDING | FY20 Capacity Building (No Match) | FY21 Capacity Building (No Match) | FY22 Capacity Building (No Match) | Total | Expenditures (since April 2017) by Line Item | Under/Over by Line Item |
|---|---|---|---|---|---|---|---|---|---|---|
| **Region 6 Allocation** | | | | | | | | | | |
| Total | $400,000.00 | $0.00 | $250,000.00 | $0.00 | $250,000.00 | $250,000.00 | $250,000.00 | $1,400,000.00 | | |
| **Budget** | | | | | | | | | | |
| GWRC Staffing (Salary, Fringe, and Indirect) | $195,277.16 | $0.00 | $84,084.94 | $0.00 | $88,619.16 | $110,230.05 | $112,649.69 | $590,861.00 | $485,378.95 | $105,482.05 |
| Project Review Services | $24,100.00 | $0.00 | $0.00 | $0.00 | $5,325.00 | $0.00 | $20,000.00 | $49,425.00 | $29,425.00 | $20,000.00 |
| Capacity Building Grants | $40,315.82 | $0.00 | $74,649.17 | $0.00 | $77,525.68 | $28,038.45 | $0.00 | $220,529.12 | $220,529.12 | $0.00 |
| Project Pipeline Contracts | $10,750.05 | $0.00 | $89,249.95 | $0.00 | $70,000.00 | $25,000.00 | $0.00 | $195,000.00 | $195,000.00 | $0.00 |
| Meetings & Faciliation | $4,571.93 | $0.00 | $810.79 | $0.00 | $0.00 | $243.34 | $3,756.66 | $9,382.72 | $5,626.06 | $3,756.66 |
| Travel | $6,257.06 | $0.00 | $1,010.60 | $0.00 | $15.00 | $455.48 | $5,544.52 | $13,282.66 | $7,738.14 | $5,544.52 |
| Equipment | $1,722.84 | $0.00 | $194.55 | $0.00 | $8,500.00 | $8,458.88 | $2,041.12 | $20,917.39 | $22,691.07 | -$1,773.68 |
| Marketing/Outreach | $1,105.14 | $0.00 | $0.00 | $0.00 | $15.16 | $73.80 | $4,426.20 | $5,620.30 | $2,093.10 | $3,527.20 |
| G&D Plan Development | $115,900.00 | $0.00 | $0.00 | $0.00 | $0.00 | $77,500.00 | $2,500.00 | $195,900.00 | $193,400.00 | $2,500.00 |
| Legal Expenses | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $2,000.00 | $2,000.00 | $0.00 | $2,000.00 |
| Future Consulting Needs | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $50,000.00 | $50,000.00 | $0.00 | $50,000.00 |
| Contingency | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $47,081.81 | $47,081.81 | $0.00 | $47,081.81 |
| Project Reserves | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| Total | $400,000.00 | $0.00 | $250,000.00 | $0.00 | $250,000.00 | $250,000.00 | $250,000.00 | $1,400,000.00 | $1,161,881.44 | $238,118.56 |
| **Expenditures (since April 2017)** | | | | | | | | | | |
| Total | $400,000.00 | $0.00 | $250,000.00 | $0.00 | $250,000.00 | $250,000.00 | $11,881.44 | $1,161,881.44 | | |
| **Under/Over** | | | | | | | | | | |
| Total | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $238,118.56 | $238,118.56 | | |

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

**Mary Ball Washington Regional Council (GO Virginia Region 6)**

**Report Period: April 2017 - December 2021**

**Report Date: 1/24/2022**

| | GWRC FY17/18 | GWRC FY19 | GWRC FY20 | GWRC FY21 | GWRC FY22 | Total |
|---|---|---|---|---|---|---|
| **Revenues** | | | | | | |
| FY17 Capacity Building (No Match) | $400,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $400,000.00 |
| FY19 Capacity Building (No Match) | $0.00 | $250,000.00 | $0.00 | $0.00 | $0.00 | $250,000.00 |
| FY20 Capacity Building (No Match) | $0.00 | $0.00 | $250,000.00 | $0.00 | $0.00 | $250,000.00 |
| FY21 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $250,000.00 | $0.00 | $250,000.00 |
| FY22 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 | $250,000.00 |
| Carryover from Previous Year | $0.00 | $251,527.70 | $360,533.73 | $219,549.89 | $168,868.26 | |
| Total Revenue | $400,000.00 | $501,527.70 | $610,533.73 | $469,549.89 | $418,868.26 | $1,400,000.00 |
| **Expenditures (since April 2017)** | | | | | | |
| GWRC Staffing (Salary, Fringe, and Indirect) | $49,850.69 | $82,437.98 | $147,183.38 | $126,984.27 | $78,922.63 | $485,378.95 |
| Community Futures Staffing | $0.00 | $9,100.00 | $20,325.00 | $0.00 | $0.00 | $29,425.00 |
| Capacity Building Efforts (no match) | $0.00 | $23,156.70 | $91,808.29 | $105,564.13 | $0.00 | $220,529.12 |
| Project Pipeline Development | $0.00 | $0.00 | $125,000.00 | $57,500.00 | $12,500.00 | $195,000.00 |
| Meetings | $2,446.51 | $1,453.16 | $1,483.05 | $0.00 | $243.34 | $5,626.06 |
| Travel | $1,753.42 | $2,262.67 | $3,251.57 | $105.55 | $364.93 | $7,738.14 |
| Equipment | $0.00 | $0.00 | $1,917.39 | $8,703.88 | $12,069.80 | $22,691.07 |
| Marketing/Outreach | $521.68 | $583.46 | $15.16 | $73.80 | $899.00 | $2,093.10 |
| G&D Plan Development | $93,900.00 | $22,000.00 | $0.00 | $1,750.00 | $75,750.00 | $193,400.00 |
| Legal Expenses | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| Future Consulting Needs | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| Contingency | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| Project Reserves | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 |
| Total Expenditures | $148,472.30 | $140,993.97 | $390,983.84 | $300,681.63 | $180,749.70 | $1,161,881.44 |
| **Under/Over** | | | | | | |
| Total | $251,527.70 | $360,533.73 | $219,549.89 | $168,868.26 | $238,118.56 | $238,118.56 |

# Financial Report - Project Funding

**Mary Ball Washington Regional Council (GO Virginia Region 6)**

**Report Period: April 2017 - Present**

**Report Date: 1/24/2022**

| Per Capita Funding | | | ERR Funding | | | |
|---|---|---|---|---|---|---|
| | Total | | | ERR Fast Access | ERR Implementation | Total |
| **Region 6 Allocation** | | | **Region 6 Allocation** | | | |
| Total | $ 5,046,639.00 | | Total | $ 300,000.00 | $ 700,000.00 | $ 1,000,000.00 |
| **Projects Funded** | | | **Projects Funded** | | | |
| Flexible Office Space Due Diligence | $ 50,000.00 | | MMPDC Seafood & Ag E Market | $ 77,000.00 | $ - | $ 77,000.00 |
| PamunkeyNet Business Plan | $ 43,305.20 | | KQ TeleMed Study | $ 47,855.33 | $ - | $ 47,855.33 |
| VASG Planning Grant | $ 49,890.85 | | NN WWTC Expansion | $ 36,000.00 | $ - | $ 36,000.00 |
| Welding Training Program | $ 130,000.00 | | | | | $ - |
| Cybersecurity Certification Program | $ 110,000.00 | | | | | $ - |
| Stafford Cyber & Smart Tech | $ 73,258.18 | | | | | $ - |
| Northern Neck Workforce Training ECB | $ 62,500.00 | | | | | $ - |
| NN Commercial Kitchen ECB | $ 50,000.00 | | | | | $ - |
| FRA RIFA | $ 14,665.00 | | | | | $ - |
| FRA Cluster Analysis | $ 26,052.00 | | | | | $ - |
| Germanna Workforce Training | $ 634,938.00 | | | | | $ - |
| Rapp Region Accelerator | $ 215,000.00 | | | | | $ - |
| RIOT Pre-Accelerator | $ 96,807.00 | | | | | $ - |
| Total Spent | $ 1,556,416.23 | | Total Spent | $ 160,855.33 | $ - | $ 160,855.33 |
| **Projects in Pipeline** | | | **Projects in Pipeline** | | | |
| | | | | | | $ - |
| | | | | | | $ - |
| | | | | | | $ - |
| | | | | | | $ - |
| Total Spent | $ - | | Total Spent | $ - | $ - | $ - |
| **Under/Over** | | | **Under/Over** | | | |
| Total | $ 3,490,222.77 | | Total | $ 139,144.67 | $ 700,000.00 | $ 839,144.67 |

| Originial 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 |

| Originial Allocations | |
|---|---|
| KQ TeleMed Study | $ 50,000.00 |