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

Region 6 Executive Committee Meeting
Monday, June 13, 2022
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 (46847446 from phones and video systems)
To Join by Phone: +1-301-715-8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

AGENDA

10:00	**Call to Order**	Billy Beale
	Roll Call	Ian Ginger
10:05	**Public Involvement**	Billy Beale
10:15	**Consent Agenda (ACTION ITEM)**	Billy Beale
	Approval of March 14, 2022 Minutes	
	Old Business	Ian Ginger
10:20	**New Business**	Ian Ginger
	FY23 Capacity Building Budget (ACTION ITEM)	
10:45	**Information Items**	Ian Ginger
	Discussion about FY22 Carryover Funds	
	Project Pipeline and Status Update	
	• Tying projects back to Growth and Diversification Plan	
	• Workforce development project(s)	
	• Strategic site development	
	Financial Report	

Next Meeting: Monday, July 11th, 2022 | 10:00am – 12:00pm

Region 6 Executive Committee Meeting
Monday, March 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

MINUTES

MEMBERS PRESENT IN PERSON AND VOTING: None

MEMBERS PRESENT AND PARTICIPATING VIRTUALLY: **Chair –** William Beale, **Vice-Chair -** Rob Quartel, Kim McClellan, and Lisa Hull

MEMBERS ABSENT: Morgan Quicke

STAFF: GWRC – Chip Boyles, Kate Gibson, Anne Marie Kluempen

OTHERS IN ATTENDANCE: Virtually: Percy Ashcraft, King William County; Jennifer Morgan, RIoT; Val Foulds; Sarah Calveric; Mallory Tuttle, Virginia Tech; Sara Chaves Beam, Chesapeake Bay Governor's School; Miles McCrimmon, Rappahannock Community College (RCC); Kerry Wiersma, RCC; Hutt Williams, RCC; RCC Glenns Conference Room

DRAFT

CALL TO ORDER
Mr. Beale called the meeting to order at 10:03 AM. Mr. Beale asked Ms. Gibson to call the roll.

ROLL CALL
Ms. Gibson called roll. A quorum was present.

PUBLIC COMMENT
Jennifer Morgan of RIoT shared an opportunity for mentorship and a virtual info session on March 28th.

CONSENT AGENDA
Mr. Beale asked for a motion to approve the consent agenda items, February 14th, 2022 meeting minutes. Mr. Quartel motioned for approval and Ms. McClellan seconded the motion. The motion passed unanimously.

APPLICATION DISCUSSION & DETERMINATIONS
After discussion by the Committee, Mr. Beale asked for a motion to approve the Rappahannock Community College (RCC) Educational Foundation Inc. Promoting Careers in Aquaculture project for submission to DHCD. Mr. Quartel motioned for approval and Ms. Hull seconded the motion. The motion passed unanimously.

NEW BUSINESS

Project Pipeline Discussion

Ms. Gibson provided staff recommendations on developing the project pipeline, including that discussion in closed session would be relevant to this item.

INFORMATION ITEMS

Project Status Update

Ms. Gibson reviewed the Project Status Update, noting that those projects that were not on track had already come before the Council.

Financial Report

Ms. Gibson reviewed the Region 6 Financial Report.

GENEDGE Snapshot

Ms. Gibson reviewed the GENEDGE March snapshot, providing context for the project.

CLOSED SESSION

Enter Closed Session

Upon motion by Mr. Beale and seconded by Mr. Quartel, with all concurring, the GO Virginia Region 6 Executive Committee convened to Closed Meeting for the purpose of discussion on the following item: Discussion and consideration of a personnel matter concerning the Program Director position.

Return to Open Session

Upon motion by Mr. Beale and seconded by Ms. Hull, with all concurring, the GO Virginia Region 6 Executive Committee returned to open session and certified by roll call vote that only public business matters identified in the motion were discussed in Closed Session.

ADJOURNMENT

Being no further business, the meeting adjourned at 11:03 AM.

DRAFT

ATTACHMENT 1: FY23 Capacity Building Funds Budget

Date:		**Region:**	

Agency Name:

Department of Housing & Community Development

Agency Address:

600 East Main Street
Suite 300
Richmond, VA 23219

Budget Period:

From: 07/01/22 **Through:** 06/30/23

	Budget Item	**Amount**
A	Administration	
	Salaries (Fringe if applicable)	$177,710.00
	Marketing, Outreach, and Websites	$4,500.00
	Meetings and Workshops	$4,628.00
	Supplies & Equipment	$10,010.00
	Travel	$7,052.00
	Total Administration Budget:	$203,900.00
B	Planning Services:	
	Contract Services	$46,100.00
	Total Planning Services Budget:	$46,100.00
	TOTAL Expense Budget:	**$ 250,000.00**

Narrative:

Please provide narrative describing and itemizing all planned activities under each budget category.
See attached budget narrative.

Administration
Admin (General)
Audit
Contract Services
Fiscal /Accounting Services
Legal Expenses
Marketing, Outreach, and Websites
Meetings and Workshops
Rent
Salaries (Fringe if applicable)
Supplies & Equipment
Taxes and Insurance
Travel

Planning Activities
Contract Services
Technical Assistance
Growth and Diversification Plan Development
Planning Grants

Mary Ball Washington Regional Council
GO Virginia Region 6
FY23 Capacity Building Budget Narrative

The George Washington Regional Commission (GWRC), planning district commission for Virginia Planning District 16, is the support organization and fiscal agent for GO Virginia Region 6. Of the $250,000 in FY23 capacity building funding allocated to Region 6, $203,900 is budgeted for Administration and $46,010 is budgeted for Planning Services.

Administration Line Items

Salaries (Fringe if applicable) - $177,710.00
These funds will be used in conjunction with $31,997 in previously allocated capacity building funding to support salary and fringe for the GO Virginia Program Director (1 FTE), Program Coordinator (.52 FTE), and the GWRC Executive Director (.03 FTE). This overall figure also includes $64,601 in indirect costs. These costs include audit, fiscal/accounting services, general legal expenses, rent, supplies and equipment, taxes and insurance.

Marketing, Outreach, and Websites - $4,500
These funds will be used for website and marketing costs.

Meetings and Workshops - $4,628
These funds will be used for costs associated with Regional Council, subcommittee, and other stakeholder meetings, including meals and other meeting costs, if applicable. $628 of the overall amount is allocated towards memberships in chambers, trade associations, etc.

Supplies & Equipment - $10,010
These funds will be used to maintain JobsEQ licenses for GWRC and 4 partner agencies as well as software for the Program Director.

Travel - $7,052
These funds will be used for travel costs, including mileage, parking, hotel, etc., for GO Virginia staff to attend meetings and conferences relevant to GO Virginia.

Contract Services - $46,100
These funds will be used to hire a consultant to assist with project review.

Planning Services Line Items

Budget Reserves - $100,000
These funds have not yet been allocated by the Region 6 Council.

Glenn Youngkin
Governor

Caren Merrick
Secretary of
Commerce and Trade

COMMONWEALTH of VIRGINIA

DEPARTMENT OF
HOUSING AND COMMUNITY DEVELOPMENT

Bryan W. Horn
Director

June 1, 2022

MEMORANDUM

To: Growth and Opportunity Virginia Program Stakeholders

From: Sara Dunnigan
Deputy Director of Economic Development and Community Vitality

Subject: Growth and Opportunity Virginia Budget Update

On May 30, 2022, budget negotiators released their conference report detailing compromises reached on many items that needed to be reconciled between the House and Senate budgets. While this budget compromise is still subject to approval by Governor Youngkin, staff would like to provide you with an update on how these conference decisions will alter the Growth and Opportunity Virginia Program moving forward.

As part of the budget, Growth and Opportunity Virginia base funding has been held steady at $30,000,000. This includes an unchanged amount of $2,250,000 to support organizations for capacity building purposes, as well as $16,900,000 and $10,850,000 being allocated to the per capita pool and competitive pool, respectively.

Item 3-1.01 #3c of the caboose budget (HB 29) directs the State Comptroller to transfer $27,515,896 from the Virginia Growth and Opportunity Fund to the General Fund. This figure is the approximate sum of all unobligated funds from FY19, FY20, FY21, and from the Economic Recovery and Resilience Program. While the budget is not descriptive of which funds exactly will be subject to recapture, staff will be working diligently to ensure that funds swept will be done in a fair and equitable fashion.

Item 114 #1c (HB 29) outlines a new one-time $2,500,000 allocation to the Growth and Opportunity Virginia Program for the GO Virginia Talent Pathways Planning. The Department of Housing and Community Development (DHCD) will administer these funds in partnership with the Virginia Economic Development Partnership, to support analysis on the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. The Virginia Economic Development Partnership's Office of Education and Labor Market Alignment will support regional councils in developing the analysis for this new planning initiative. Funds for this initiative must be used for the purposes stated and are non-reverting.

Item 115 #5c (HB 30) allows the Growth and Opportunity Virginia Board the authority to rescind funds allocated to regional councils on a per capita basis, if the unobligated balances of a regional council exceeds its average annual per capita distribution. Should the Board choose to exercise this new authority, those funds rescinded would be made available for the purposes of competitive projects.

Item 115 #9c (HB 30) adds additional items to the quarterly reporting requirements that Department of Housing and Community Development staff must submit to the Governor and the Chairs of the House Appropriations and Senate Finance and Appropriations Committees. Those changes include reporting total per capita allocations rescinded and repurposed to competitive awards and reporting details on the cash balances available in the Virginia Growth and Opportunity Fund including the unobligated balances by the per capita allocation and competitive allocation. This item also includes an additional yearly reporting requirement detailing outcomes associated with closed projects including project names, Regional Councils, GO Virginia investment type, GO Virginia strategy, program year, date of award, committed match, anticipated project outcomes, and actual project outcomes.

At this time, these are proposed amendments to the introduced budget and have not been approved by the General Assembly or Governor. We ask that you remain patient as we monitor the budget process. DHCD will continue to provide guidance and updates as we receive additional details.

Strategic Use of Carryover Funds

1. Website refresh
    a. Funds used to streamline the site and improve its aesthetics

2. Regional Stakeholder Meeting(s)
    a. Funds used for food and beverage, space rental, and facilitation costs, if necessary
    b. Goals:
        i. Bring together stakeholders from the private sector, economic development, and the education community
        ii. Encourage project ideas
        iii. Highlight successful projects
        iv. Conveying and building upon vision for regional development

3. Regional Sites Summit
    a. Funds used for food and beverage and space rental, if necessary
    b. Funds also used for Urban Land Institute 2-day event facilitation which would include organization of panel, dinner, recap, and comprehensive report based on findings of panel
    c. Goals:
        i. Educate localities on the importance of pad ready sites
        ii. Emphasize the importance of regional collaboration in site development and the benefits of establishing an official entity designed for site develop, i.e., a RIFA
        iii. Present sites identified by Draper Aden as strategically significant and discuss a pathway for tiering up at least 5 sites in the region

4. Allocation of funds to planning district commissions in the region
    a. CEDS development and refresh
    b. Boosting capacity

AQUACULTURE/SEAFOOD/COMMERCIAL FISHING/MARINE INDUSTRIES REGION 6 INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Fishing and Oysters Hatcheries • Wild seafood management and marketing • Sea product processing – Omega Protein • Access to water	• Regulations and Commercial Limits • Traditional methods of production • Small number of producers and processors • Difficult to obtain credit
OPPORTUNITIES	**THREATS**
• Export of Seafood to Foreign and Domestic Markets (Cluster Scale Up) • Business expansion and development (Cluster Scale Up) • Internship and apprenticeship opportunities (Workforce Development) • Development of business incubators, accelerators, and entrepreneurship programs (Start Up Ecosystem) • Aquaculture production of oysters and other seafood (Start Up Ecosystem)	• Sea level rise • Foreign competition • Decline in interest of industry

DISTRIBUTION / LOGISTICS REGION 6 INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Access to major highways • Access to major railways • Warehousing and distribution centers	• Availability of sites that can be distribution centers • Traffic in region
OPPORTUNITIES	**THREATS**
• Prepare sites for development	• Prepared sites in other regions of the state

FORESTRY/WOOD PRODUCTS AND PAPER REGION 6 INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Location to forests • Product processing plans	• Limits on product • Lack of reliable workforce
OPPORTUNITIES	**THREATS**
• Export of Wood Products to Foreign and Domestic Markets (Cluster Scale Up) • Business expansion and development (Cluster Scale Up) • Internship and apprenticeship opportunities (Workforce Development) • Development of business incubators, accelerators, and entrepreneurship programs (Start Up Ecosystem) • Shift to mechanical side of industry (Workforce Development)	• Sea level rise • Foreign competition • Sustainability • Timber price and demand

MANUFACTURING REGION 6 INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Regional educational institutions providing quality training programs at all levels (from apprentice programs to four-year engineering degrees) • Several high-profile manufacturers already successfully operating in the region	• Workforce soft skills challenges • Younger workforce is hard to retain • Trainings at educational institutions do not align with industry needs
OPPORTUNITIES	**THREATS**
• Align educational institutions training programs to industry needs • Develop business ready sites for manufacturing • Work with K-12 on developing a pipeline of workforce ready students • Establish internships, apprenticeships, and on the job training programs with businesses in the region • Encourage entrepreneurship in product creation	• Lack of available business ready sites • Manufacturing is declining across the US • Off shoring of manufacturing

INFORMATION / DATA CENTERS REGION 6 INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Virtually every firm relies on some form of information technology, data hosting, or cybersecurity • Proximity to Washington DC • Education institutions offering training programs	• Access to sites that can be distribution centers
OPPORTUNITIES	**THREATS**
• Prepare sites for development • Workforce training to meet industry standards	• Prepared sites in other regions of the state • Under skilled workforce

PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES REGION INDUSTRY PROFILE

STRENGTHS	WEAKNESSES
• Access to DC, Richmond, and Hampton Roads • Highly educated population	• Lack of training programs at universities and community colleges • Lack of entrepreneurial support services
OPPORTUNITIES	**THREATS**
• Better matching of needs of industry with programs offered at universities and community colleges • Development of entrepreneurial support system	• Other regions developing economies

Proposed Actionable Solutions

It is proposed that teams/working groups of stakeholders who actively participated in facilitated workforce and talent sessions coalesce to advance project ideas outlined and to continue to brainstorm actionable strategies by learning from other regions, developing new and revised strategies that best fit the needs and regional priority industry clusters of GO Virginia Region 6.

The potential projects or elements of projects identified and discussed during the facilitated session include:

- **Middle School Career Exploration** – Establish connections between employers and K-12 school systems in region. Plan for a specific number of days in each school year for in-person field trips or pre-recorded behind-the-scenes video tours of multiple regional employers (i.e. Chick-fil-A virtual tour example).

- **High School Internship Graduation Requirement** – Similar to the 4-year higher education requirement for most majors, require high school students to participate in a documented and approved internship or work-based learning program prior to graduation. Alternate variation – position the internship as an elective that provides students who complete the experience with some type of formal recognition at graduation ceremony (i.e. medal, verbal recognition, etc.).

- **Dress for Success Day** – Schedule a "Dress for Success Day" once a month for local high schools to focus on soft skill training (i.e. how to dress/access to business clothes, host mock interviews, resume writing workshops, etc.). In order to align with GO VA requirements this specific suggestion would need to be integrated into a larger workforce project/idea

- **Workforce Academies** – Approved and vetted companies/organizations opt into a program where they are provided with interns to learn entry-level skills and beyond. Participating companies/organizations are provided a stipend for participants and interns could be paid from grant funding.

- **Chamber of Commerce Led Initiatives**: Local Chambers of Commerce could play a key role in enlisting their members to collaborate with the K-12 school system to provide work-based learning opportunities. Having different organizations commit to conducting specific tasks is critical.

- **Other Ideas** – Establish a localized steering committee (multiple organizations) that can develop initiatives based on existing programs (i.e. Urban Alliance, etc.). It would be helpful for regional stakeholders to get a preview of findings of the Northern Neck Workforce Training Feasibility and Site Selection Study in order to start thinking about how to implement ideas recommended in the report.

It is important to note across all of the workforce and talent gaps identified and discussed, participants strongly agreed that addressing these gaps earlier (elementary and middle school) and also during the summer would be worth further consideration. Participants mentioned research that supported the claim that middle school programs lead to higher proficiency in high school.

In summary, the facilitation process proved that GO Virginia Region 6 has both workforce and talent challenges, opportunities, and potential solutions. The community-minded and invested stakeholders who shared their time and insight for these sessions is a key regional asset. These stakeholders are interested and willing to continue working to address workforce and talent needs to improve outcomes for individuals, businesses, and the community as a whole.

Mary Ball Washington Region 6
Growth and Diversification Plan Update – Regional Site Prioritization
Current VBRSP Characterized Sites

TABLE 5
Recommended Sites

									Virginia Business Ready Sites Program Tier Level Criteria																
									1	2	3										Recommended Yet Not Req'd for Tier 3		4		5	
Site Name	Locality	Current VBRSP Tier Level	Next Potential Tier Level	Total Acres	Available Acreage	Developable Acreage	% Developable vs. Available	Current Zoning	Identified Site	Compatible with Comp. Plan	Zoned-Industrial / Commercial	Waters of the US Determination	Preliminary Geotechnical Study	Boundary Survey	Topographic Survey	Cultural Resources Review	Threatened & Endangered Species Review	Phase 1 ESA	Master Plan (Est. of Development Cost)	Traffic Impact Analysis	Preliminary Engineering Report	Infrastructure in-place or available w/in 12 months	Pad Ready	Site is ready for a Prospect to build	Total Order of Magnitude Estimates of Probable Costs
VA Gateway	Stafford County	2	5	26	26	26	100%	M-1	✓	✓	✓	$9,800	$10,000	$6,500	$7,500	$3,500	$3,500	$5,000	✓	n/a	n/a	✓	✓	✓	**$45,800**
West Point Industrial Park	King William County	2	4	66	66	62	94%	M-1/unzoned	✓	✓	✓	$11,000	$10,000	$13,000	$8,000	$4,000	$4,000	$6,000	✓	n/a	TBD	✓	✓		**$56,000**
Airlee Industrial and Data Center Site	Caroline County	2	3	184	184	172	93%	M-1	✓	✓	✓	✓	$15,000	$54,000	$22,000	✓	✓	✓	✓	TBD	TBD				**$91,000**
Renaissance Business Park (5971A)	Stafford County	2	3	162	162	127	78%	M-2	✓	✓	✓	$15,000	$15,000	$48,000	$20,000	$4,500	$4,200	$7,500	$20,000	TBD	TBD				**$134,200**
Ladysmith Industrial Park	Caroline County	2	3	87	87	83	95%	Industrial & Commercial	✓	✓	✓	$12,000	$10,000	$32,000	$16,000	$4,000	$4,000	$6,500	$15,000	TBD	TBD				**$99,500**
Caroline Commerce Center	Caroline County	2	3	300	250	184	74%	M-1	✓	✓	✓	? - No PJD	✓	$38,000	$20,000	$5,000	$5,000	✓	✓	TBD	TBD				**$68,000**
Battlefield Industrial Park - Tyler St/Belman Rd	Fredericksburg	2	3	62	62	41	66%	I2	✓	✓	✓	✓	$10,000	$14,000	$9,000	✓	$4,000	✓	$13,500	TBD	TBD				**$50,500**
Back 40 Site	Spotsylvania County	2	3	51	51	31	62%	I-2	✓	✓	✓	✓	✓	✓	✓	$3,800	$3,800	✓	✓	TBD	✓				**$7,600**
Carmel Church Station Parcels 82-9-A, 82-12-B, 92-3-B2, 92-A-27 (portion west of RR)	Caroline County	2	3	337	337	286	85%	PMUD	✓	✓	✓	$19,000	✓	$250,000	$85,000	$5,000	$5,000	$9,500	$75,000	TBD	TBD				**$448,500**
Tappahannock Industrial Site (old Airport)	Essex County	2	3	101	101	90	89%	I-1	✓	✓	✓	$13,000	$20,000	$33,000	$12,000	$4,000	$4,000	$6,500	$17,000	TBD	TBD				**$109,500**
King George Industrial Park	King George County	2	3	148	88	77	88%	Industrial	✓	✓	✓	$12,500	✓	✓	$3,800	$4,000	$4,000	✓	$15,000	TBD	TBD				**$39,300**

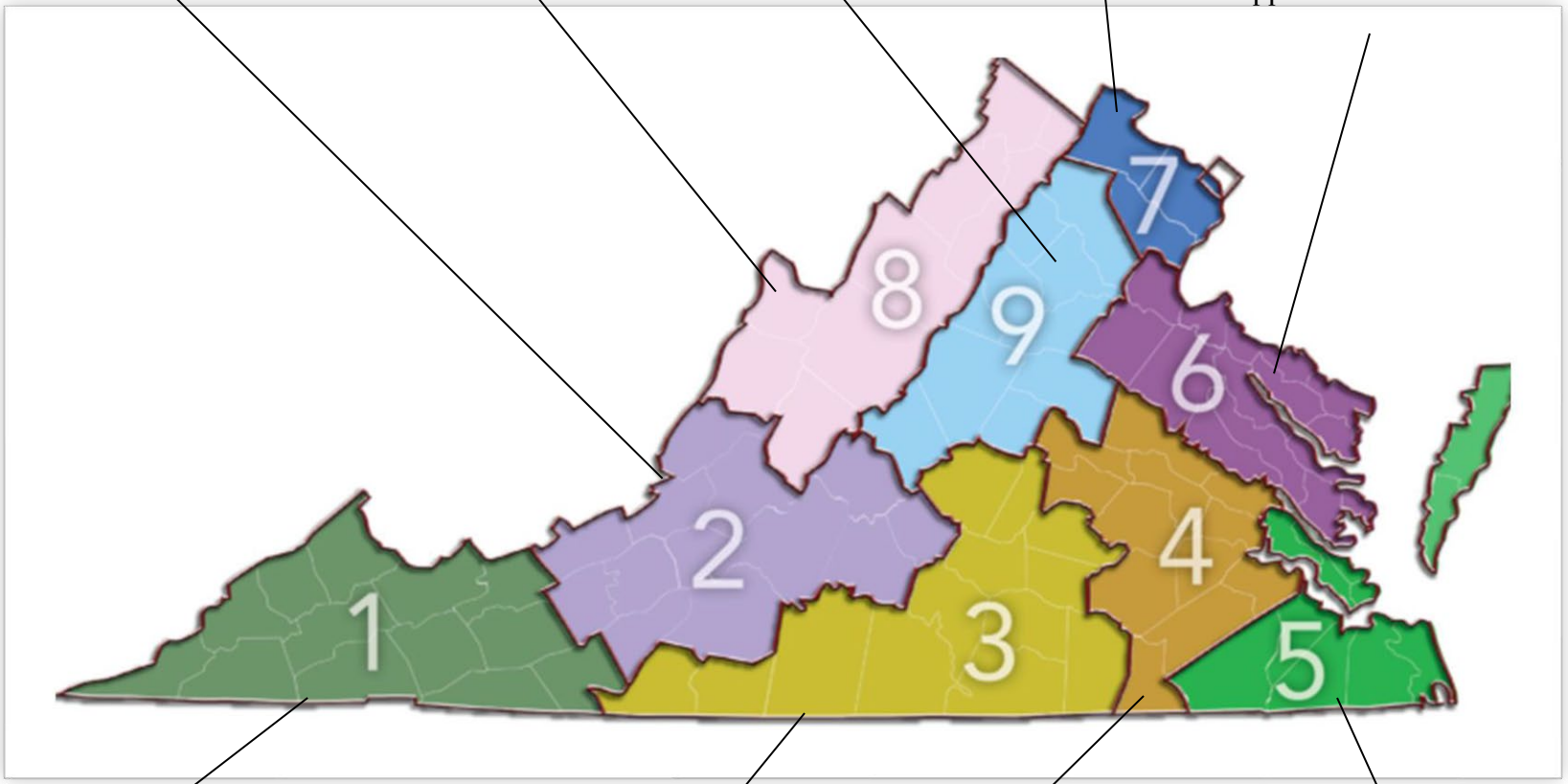
Region 8
Number of applications: 2
Assessments in-process: 0
Total approved: 2

Region 7
Number of applications: 6
Assessments in-process: 0
Total approved: 4

Region 2
Number of applications: 3
Assessments in-process: 0
Total approved: 2

Region 9
Number of applications: 7
Assessments in-process: 0
Total approved: 6

Region 6
Number of applications: 2
Assessments in-process: 0
Total approved: 2



Region 1
Number of applications: 8
Assessments in-process: 0
Total approved: 8

Region 3
Number of applications: 7
Assessments in-process: 0
Total approved: 5

Region 4
Number of applications: 4
Assessments in-process: 0
Total approved: 3

Region 5
Number of applications: 9
Assessments in-process: 0
Total approved: 9

REPORT DATE 6/13/2022

PROJECTS IN THE PIPELINE

Project Name	Region 6 Approval	State Board Meeting Date	Issues
RCC/GCC Patient Care Technician		6/14/2022	

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
Fredericksburg Regional Alliance RIFA (ECB)	5/11/2020	OG: 12/31/2020; New: 12/30/2021; New: 3/31/2022	Project staff are preparing closeout materials.	● Processing closeout
Cybersecurity Certification Program (Implementation)	5/1/2019	OG: 4/30/2021 New: 1/31/2022	Project staff are preparing closeout materials.	● Processing closeout

Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project (Implementation)	2/1/2021	1/31/2023	Germanna filled the administrative staffing position. In addition, preparation for summer 2022 camps began and the initial supplies orders were placed. Outreach to school divisions is ongoing and expanding. Finally, equipment orders needed for course offerings have been placed and some equipment has been received and will be installed soon. Discussions have begun concerning the web portal that will promote IT/Cybersecurity. High School teachers have been identified for COMPTIA A+ training June 6 – June 10. Current project barriers include that the State purchasing system, eVA, has been taken offline until around mid-May 2022. This impacts Germanna's ability to continue purchasing equipment and other items needed for summer camps and course offerings. However, they have a list of items that are ready to be purchased when the State purchasing system opens in mid-May. Germanna is currently rolling out a new website, so the web portal for IT/Cybersecurity is planned, however not executed yet because of the overall website rollout.	● On Track
Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)	4/1/2021	3/31/2023	RISE finished up the last of the webinars for the Rural Challenge in early January. Businesses submitted business plans and proposals to the RISE Rural Challenge. 7 finalists were selected to move on to the second stage of the competition. Finalists developed a business plan specific to the challenge and pitched their workplans to a panel of judges. VASG met with the environmental NGOs to update them on the progress of the GO Virginia award and R&D facility and to garner input on the implementation of innovations on public lands.	● On Track

			VASG released a call for universities to submit a Statement of Interest & Qualifications to provide collaborative R&D support to winning businesses of the RISE Rural Challenge and held two webinars to review the details. The Water Adaptation & Innovation website was launched: https://wateradaptationeconomy.org/ Project may request no-cost extension due to delays in original timeline.	
Rapp Region Entrepreneurship	7/1/2021	6/30/2023	The project team quickly onboarded the two positions funded by this grant. The first VA-RAP is ready to fully launch in April. Held 34 group meetings in the Testbed and 17 events to engage entrepreneurs, engaging 348 entrepreneurs and serving 28 businesses. Redesigned Testbed website.	● On Track
RIoT Pre-Accelerator Program	12/15/2021	12/14/2023	RIoT tweaked Foundations content to serve the Virginia market. Marketing for the first RIoT Foundations cohort was completed and the first cohort launched. 6 info sessions were held in Stafford, King George, and Fredericksburg. A total of 36 people attended the info sessions. The first cohort had 13 companies apply to the program. Eight companies were accepted and 5 companies attended classes (one dropped the week before program launch due to scheduling conflicts, and 2 no-showed despite prior written/verbal commitment). 10 mentoring sessions were completed as of 3/31/22 with each company receiving 2 mentoring sessions and a final session scheduled for the	● On Track

			second week of April. Each company has had 1 entrepreneur attend class with 1 company having 2 entrepreneurs attend. RIoT will begin ongoing data collection with Foundations participants to track their company progress in the Summer.	
FXBG Chamber Internship Project	2/14/2022	2/13/2023	Internship expo was successfully held.	● On Track
RCC Promoting Careers in Aquaculture	5/16/2022	8/15/2023	Project team has begun work on identification and completion of at least eight (8) partner business commitments and creation of a Project Advisory Committee.	● 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. 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.

		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. 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. 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 ownership of the Middle Peninsula Public Access Authority; and make recommendations on steps to take to create a nutrient bank. 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. 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. 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. 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. 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. There has been no further work done on this project.
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. There has been no further work done on this project.
Northern Neck Workforce Training Feasibility & Site Selection Study (ECB)	5/1/2020- 12/31/2021	This project examined current and future workforce needs and the requirements for undertaking appropriate training to meet the available jobs of today and in the future. GO Virginia funding was used for an assessment that included a blueprint of what is needed by local companies and other workforce needs, prioritization for implementation, cost estimates, and the necessary steps to improve the quality and quantity of workforce training in the region.

Westmoreland Workforce Training Center Expansion (ERR Fast Access)	9/1/2020-2/28/2022	The Westmoreland Workforce Training Center (WWTC) Expansion Project was designed to continue the welding pilot program at the Westmoreland Workforce Training Center, which was initiated through a multi-partner collaboration with GO Virginia funding and add machining training through Rappahannock Community College. With the onset of the pandemic, welding and machining classes were halted, and the transition of financial responsibility of the Training Center from Westmoreland County to Rappahannock Community College had not yet occurred. Due to the impacts of the pandemic, at the conclusion of the first welding grant, RCC was unable to incorporate the Westmoreland Workforce Training Center into its budget. This GO Virginia Economic Resiliency and Recovery Grant was to allow the program to continue while RCC took the necessary steps to include the costs of facility operation and instruction into its budget.
Commercial Kitchen at Hull Springs (ECB)	7/1/2020-6/30/2022	This project conducted a feasibility study for a commercial kitchen located at Longwood Hull Springs in Westmoreland County. The project produced two feasibility studies that combined to complete the due diligence phase of the project: 1) the initial feasibility outlining the need, businesses that would be served, and culinary arts training possibilities at the Baliles Center; 2) the preliminary architectural review that included all necessary studies for designing and building a commercial kitchen with a workforce training component.

Financial Report - Capacity Building Funding - Budget Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - February 2022

Report Date: 6/13/2022

	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	$ 529,042.95	$61,818.05
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 & Facilitation	$4,571.93	$0.00	$810.79	$0.00	$0.00	$243.34	$3,756.66	$9,382.72	$ 5,740.35	$3,642.37
Travel	$6,257.06	$0.00	$1,010.60	$0.00	$15.00	$455.48	$5,544.52	$13,282.66	$ 8,580.22	$4,702.44
Equipment	$1,722.84	$0.00	$194.55	$0.00	$8,500.00	$8,458.88	$2,041.12	$20,917.39	$ 22,996.89	-$2,079.50
Marketing/Outreach	$1,105.14	$0.00	$0.00	$0.00	$15.16	$73.80	$4,426.20	$5,620.30	$ 3,331.91	$2,288.39
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	$1,208,046.44	$191,953.56
Expenditures (since April 2017)										
Total	$400,000.00	$0.00	$250,000.00	$0.00	$250,000.00	$250,000.00	$58,046.44	$1,208,046.44		
Under/Over										
Total	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$191,953.56	$191,953.56		

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - February 2022

Report Date: 4/25/2022

	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	$ 122,586.63	$529,042.95
Project Review Services	$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	$357.63	$5,740.35
Travel	$1,753.42	$2,262.67	$3,251.57	$105.55	$ 1,207.01	$8,580.22
Equipment	$0.00	$0.00	$1,917.39	$8,703.88	$ 12,375.62	$22,996.89
Marketing/Outreach	$521.68	$583.46	$15.16	$73.80	$ 2,137.81	$3,331.91
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	$226,914.70	$1,208,046.44
Under/Over						
Total	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$191,953.56	$191,953.56

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 6/13/2022

Per Capita Funding		Total
Region 6 Allocation		
Total	$	5,046,639.00
Projects Funded		
Flexible Office Space Due Diligence	$	50,000.00
PamunkeyNet Business Plan	$	43,305.20
VASG Planning Grant	$	49,890.85
Welding Training Program	$	130,000.00
Cybersecurity Certification Program	$	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
FXBG Chamber Intern Expo	$	36,000.00
RCC Careers in Aquaculture	$	100,000.00
Total Spent	$	1,692,416.23
Projects in Pipeline		
Total Spent	$	-
Under/Over		
Total	$	3,354,222.77

ERR Funding	ERR Fast Access	ERR Implementation	Total
Region 6 Allocation			
Total	$ 300,000.00	$ 700,000.00	$ 1,000,000.00
Projects Funded			
MMPDC Seafood & Ag E Market	$ 77,000.00	$ -	$ 77,000.00
KQ TeleMed Study	$ 47,855.33	$ -	$ 47,855.33
NN WWTC Expansion	$ 36,000.00	$ -	$ 36,000.00
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
Total Spent	$ 160,855.33	$ -	$ 160,855.33
Projects in Pipeline			
RCC/GCC Patient Care Technician		$ 354,112.00	$ 354,112.00
			$ -
			$ -
Total Spent	$ -	$ 354,112.00	$ 354,112.00
Under/Over			
Total	$ 139,144.67	$ 345,888.00	$ 485,032.67

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

Original Allocations	
KQ TeleMed Study	$ 50,000.00