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

Region 6 Executive Committee Meeting
Monday, September 11, 2023
9:00 AM – 10:00 AM
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

9:00 AM	**Call to Order**	Billy Beale
9:00 AM-9:05 AM	**Roll Call**	Ian Ginger
9:05 AM-9:10 AM	**Public Involvement**	Billy Beale
9:10 AM-9:15 AM	**Consent Agenda (ACTION ITEM)**	Billy Beale
	Approval of June 12, 2023 Minutes **(ACTION ITEM)**	
9:15 AM-9:45 AM	**New Business**	Ian Ginger
	KG County Cyber Assessments to Small Medium Enterprises – Market Assessment	John Holden &
	for New Job opportunities to Address Critical Need – Planning Grant **(ACTION ITEM)**	Nick Minor
9:45 AM-10:00 PM	**Information Items**	Ian Ginger
	Project Pipeline Updates & Financial Report	Ian Ginger
10:00 AM	Adjournment	Billy Beale

Next Meeting: Monday, November 13, 2023 | 10:00am – 12:00pm

Location: RCC Warsaw

Approval of June 12, 2023 Minutes (ACTION ITEM)

Region 6 Executive Committee Meeting
Monday June 12, 2023
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: Vice-Chair - Rob Quartel (Serving as Chair), Jackie Davis, Jeff Szyperski, Billy Beale (Virtually), Joel Griffin (Virtually – arrived after roll call).

STAFF: GWRC –Ian Ginger, Sarah Oldaker

OTHERS IN ATTENDANCE: Mason Bishop

CALL TO ORDER
Mr. Quartel called the meeting to order at 10:00 AM.

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

APPROVAL OF MEMBERS PARTICIPATING REMOTELY (ACTION ITEM)
Mr. Quartel stated pursuant to Code 2.2.-3708.2 during meetings held through electronic communication means, the Regional Council must approve members participating remotely. Their names, locations, and reasons for participating remotely must be included in the minutes.

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

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)
Billy Beale	Unable to attend due to a personal matter	Bowling Green, VA	No
Joel Griffin	Meeting location is more than 60 miles from principal residence	Stafford, VA	No

Mr. Quartel asked for a motion to approve the members participating remotely. Mr. Szyperski motions for approval and Ms. Davis seconded the Motions. The motion passed unanimously.

PUBLIC COMMENT
There was no public comment.

CONSENT AGENDA (ACTION ITEM)
Mr. Quartel asked for a motion to approve the consent agenda items, February 13, 2023, meeting minutes. Mr. Beale motioned for approval and Ms. Davis seconded the motion. The motion passed unanimously.

PRESENTATIONS
Mason Bishop gave an update on the Talent Pathways Initiative (TPI) and data collection so far. Mr. Bishop presented slides showing data around employment in the targeted industry clusters included in the TPI project. The Committee asked questions of Mr. Bishop about the data collected and future of the project. Mr. Bishop answered questions accordingly and the committee discussed the findings. A final report will be presented in December.

NEW BUSINESS
FY2023 Capacity Building Budget Amendment (ACTION ITEM)
Mr. Ginger presented a memo to the committee to amend the Capacity Building budget to move $2,500 from Contingency to Equipment. Mr. Quartel asked for a motion. Mr. Szyperski motioned for approval and Ms. Davis seconded. Motion carried unanimously.

New Member Orientation
Mr. Ginger presented slides on GO Virginia, Region 6 priority industry clusters, Executive Committee role, and current projects to provide an orientation for the new members of the Executive Committee. The Committee asked questions and Mr. Ginger answered accordingly.

Bylaws Update
Mr. Ginger presented two updates to the bylaws for discussion. The first was updating quorum requirements to 2/3 attendance for a quorum. The second was the Chair and Vice Chair succession and term limits. The committee discussed possible solutions to the Chair and Vice Chair succession plan and future including 1 to 2 year term limits, the Vice Chair rolling up to Chair automatically, and elections. Staff will come back to the Committee at the next meeting with proposed changes.

INFORMATION ITEMS
Mr. Ginger presented an update on the Regional Council retreat in order to update the 2023 Growth & Diversification plan. Mr. Ginger then shared the project pipeline update. The Committee asked questions about the FY24 Per Capita budget and future projects.

ADJOURNMENT
Being no further business, the meeting adjourned at 11:46AM.

DRAFT

KG County Cyber Assessments to Small Medium Enterprises - Planning Grant (ACTION ITEM)

Enhanced Capacity Building (ECB) Project Materials

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

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

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

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

Enhanced Capacity Building (ECB) Application

APPLICATION INFORMATION

PROJECT NAME: CYBER ASSESSMENTS TO SMALL MEDIUM ENTERPRISES—MARKET ASSESSMENT FOR NEW JOB OPPORTUNITIES TO ADDRESS CRITICAL NEED

DATE: AUGUST 18, 2023

PROJECT APPLICANT

Legal Name: King George Economic Development Authority
EIN/TIN: 54-1013195
Address: 10459 Courthouse Drive Suite 200, King George VA, 22485
Website: kinggeorgeeda.com

APPLICATION CONTACT

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

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
King George County	Staff		$3,500

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
SimVentions	Salaries	$25,000	
Germanna CC	Salaries		$20,000

APPLICATION SECTIONS AND REQUIRED ATTACHMENTS

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

OPTIONAL ATTACHMENTS

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

PROJECT DESCRIPTION

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

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

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

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 will help identify the opportunities and market for providing a critical service to small-to-medium enterprises (SMEs), notably in the healthcare sector. Many such SMEs (non-profit health clinics, private practices, dentists, etc.) do not likely have adequate cyber security around personally identifiable information (PII) and particularly around Protected Health Information (PHI). PHI data is, of course, HIPAA-related and breaches in this data may costs SMEs millions of dollars in hostage fees, legal fees, etc. following a breach. Most of these organizations have little to no funding to focus on cybersecurity with the ever-growing cyber threat.

The King George EDA considers this an opportunity to explore new markets for existing and potentially new cyber protection firms. Germanna Community College will work with SimVentions to offer a cyber assessment to a select number of SMEs. This ECP project will then provide a market assessment of this potential market that may be explored by existing or perhaps new firms. Further, the project builds upon and complements the success of the Tech Talent Pipeline and Germanna's commitment to developing cyber-related talent.

SimVentions is a technical engineering and services company based out of Fredericksburg employing a highly skilled and certified cybersecurity assessment team that conducts risk assessments, analyses, and cybersecurity support. Almost half of all cyber breaches impact small businesses with many relying on consumer-grade cybersecurity tools. As a planning and "pilot project," this ECP Grant will provide small rural health organizations, that typically do not have the budget to proactively combat cyber threats, with a team of experts who will conduct a cybersecurity risk assessment revealing potential vulnerabilities and mitigation recommendations.

Germanna is wrapping up its Go Virginia Tech Talent Pipeline grant that trained high school teachers in CompTIA, providing CompTIA Fundamentals and CompTIA A+ training and certification exams for high school students and increased awareness of STEM with middle and high school students. GCC currently has over 600 students in this "cyber pipeline" critical to the continued expansion of the region's cyber-business community.

This ECP will explore the market for cyber-assessments in SMEs. We will provide 10 internships for GCC students as we deploy these tests in 10 SMEs. We are targeting small health and non-profit SMEs but may include other small, non-profits other than healthcare to complete the market assessment. Most of these organizations have little to no funding to focus on cybersecurity with the ever-growing cyber threat particularly with HIPAA-related breaches and safeguarding Protected Health Information (PHI). At the same time the SMEs will get hands-on assessments and staff training on cybersecurity to protect their systems, data, and their clients.

This ECP will provide these assessments, offer the internships to GCC students, and result in a Market Assessment. The Market Assessment will include input from the SMEs, and the value of the service. It will then evaluate the market for providing such a service and offer recommendations on how that market may be filled. That market fulfillment may include identifying additional financial resources for SMEs to purchase cyber protection, an innovative quasi-public service from GCC and SimVentions, entrepreneurial opportunities to serve the market, or other models.

The ECP report will document the experiences of the interns and the SMEs to assess the value and market for cyber assessments in SMEs across the Region, Commonwealth, and US. GCC and the Region will help confirm and estimate the market potential and recommend opportunities for existing and startup firms to address this market. The project participants will present and share the plans and status\outcomes of the project to the GCC IT and Health Care Advisor Committee(s) twice during the project.

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: October 1, 2023
Project End Date: September 30, 2024

CY, Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	TOTAL
Q3, 2023 (Oct-Dec, 2023)	Confirm SME agreements; Recruit interns; Admin	$6,000	$6,000	$10,000
Q1, 2024 (Jan-Mar, 2024)	Assessments, Develop Mkt Assessment	$35,000	$35,000	$42,000
Q2, 2024 (Apr-Jun, 2024)	Assessments; begin Market Assessment	$20,000	$20,000	$40,000
Q3, 2024 (Jul-Sep, 2024)	Market Assessment	$8,780	$12,500	$21,280
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$

FUTURE IMPLEMENTATION GRANT APPLICATIONS

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

We anticipate that there is a significant and critical need for cyber assessments and protection in SMEs, notably in the health care industry. That said, the Market Assessment will evaluate that need, the market, and potential costs (and new business opportunities) to meet that need. There may be a range of possible Implementation Grants that may include, but are not limited to:

A. A statewide recommendation to further assess the need across the Commonwealth and provide funding for SME assessments.
B. Seed funds for a yet identified, perhaps innovative, quasi-public and private partnership to fill the market
C. An entrepreneurial development program to foster the establishment of new private-sector focused cyber assessment businesses, spun-out of a GCC program
D. Other opportunities that may be identified

PERFORMANCE METRICS

Please refer to DHCD's Project Guidance and Metrics for approved project metrics: https://www.dhcd.virginia.gov/sites/default/files/Docx/gova/regional-materials/gova-project-guidance-and-metrics.pdf

Outputs (Project Activities, i.e. # acreage or square feet developed, # credentials awarded, # individuals reached, # new participants engaged, # new partnerships established, # plans/reports completed, # workers trained, # workshops hosted)

Internships provided = 10
SME Assessments = 10

CASH COMMITMENT COVER SHEET

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

Partner Name	Amount of Cash Contribution	If Form Pending, Date Expected
SimVentions	$25,000	
	$	
	$	
	$	
	$	
	$	

IN-KIND CONTRIBUTION COVER SHEET

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

Partner Name	Amount of In-Kind Contribution	If Form Pending, Date Expected
King George EDA	$3,500	
Germanna Community College	$20,000	
	$	
	$	
	$	
	$	
	$	
	$	
	$	
	$	

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
Virginia Rural Health Association
Virginia Association of Free & Charitable Clinics
Lloyd F. Moss Free Clinic
GCubed, Inc.
Gloucester Mathews Care Clinic

PROPOSED BUDGET

GO Virginia Request:	$69,780
Total Match:	$48,500
Total Project Cost:	$118,280

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

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

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

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

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

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

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

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

BUDGET NARRATIVE

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

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

Budget Category (Dropdown)	Uses of GO VA Funds	Amount ($)	Description
Contract Services	**Cyber Assessments (10)**	$50,000	Conduct 10 SME Cyber Assessments
Salaries	**Intern Stipends**	$1,280	Intern Stipend (1 per Assessment, 8 hrs each)
Contract Services	**Market and Feasibility Report**	$15,000	Project oversight and report
Administration	**Project administration**	$3,500	King George EDA to administer project
	$	**69,780.00**	**Total GO Virginia Request**

Directions: Please list the budget category, associated uses of GO VA funds (how funds are being used), amount, and desciption for each budget category. In the Description column please provide more detail about the proposed uses of the funding including, if applicable, what organization will be receiving/managing those funds (i.e. grant recipient or third-party). The budget categories and amounts should match the **"DHCD Request" column** in the CAMS application budget.

Please include a detailed budget narrative below:

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount ($)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Contract Services	**Cyber Assessments (10)**	$25,000.00	Private	Simventions	Yes
Salaries	**Staff, Faculty Support**	$20,000.00	Nonprofit	Germanna Comm Coll	Yes
Administration	**Administration**	$3,500.00	Local	King George EDA	Yes
		$ 48,500.00	**Total Matching Funds**		
		$ 3,500.00	**Total Local Match**		

Directions: Please list all budget categories, description of uses, type of match, sources associated with the required matching funds, and if documentation was submitted. The budget categories and amounts should match the **"Other Funding" column** in the CAMS application budget. NOTE: State funds may NOT be used as match, but may be listed as additional leverage.

Budget Category (Dropdown)	Description of Uses of Additional Leverage	Amount ($)	Type of Leverage (Dropdown)	Source of Leverage	Documentation Submitted (Dropdown)
Salaries	Businesses to serve	$25,000.00	Private	In-kind staff time during asessments	No
		$ 25,000.00	**Total Leveraged Funds**		

Directions: Please list all sources and uses associated with additional leverage beyond the required match. Additional leverage **SHOULD NOT** be included in the CAMS application budget. **NOTE:** State funds may only be used as additional leverage and may not contribute to the required $2:1 match.

Type of Funds	Totals	
GO Virginia	$	69,780.00
Matching Funds	$	48,500.00
Total CAMS Budget	**$**	**118,280.00**
Additional Leverage	$	25,000.00
Total Project Budget	**$**	**143,280.00**

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	$	48,500.00
At least $2:1	**YES**	
Local Match	$	3,500.00

Match Verification Form

Project Name CYBER ASSESSMENTS TO SMALL MEDIUM ENTERPRISES—MARKET ASSESSMENT ...

Support Organization: GWRC

Regional Council: Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: King George EDA

Name of Primary Contact: Nicholas Minor

Address: 10459 Courthouse Dr. Suite 200

City: King George **State:** VA **Zip:** 22485

Telephone: 540 775 9181 **Email:** nick@kinggeorgeeda.com

Match Information

Type of Match: ☑ In-kind Match ☐ Cash Match

Local Match: ☐ No ☐ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Staff time for administration of the grant

Date(s) Contributed:

Real or Estimated Value of Contribution: $ 3,500

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

Please explain:

Who Made this Value Determination?:

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

Nicholas Minor

Signature of Contributor

8/23/23

Date

Match Verification Form

Project Name CYBER ASSESSMENTS TO SMALL MEDIUM ENTERPRISES—MARKET ASSESSMENT …

Support Organization:

Regional Council: GWRC

Contributor Information

Name of Business/Individual/Locality/Entity: SimVentions, Inc.

Name of Primary Contact: Michael Zerull

Address: 100 Riverside Parkway Suite 123

City: Fredericksburg **State:** VA **Zip:** 22406

Telephone: 540-370-8249 **Email:** michaelzerull@simventions.com

Match Information

Type of Match: ☐ In-kind Match ☑ Cash Match

Local Match: ☐ No ☐ Yes

Contributed Goods or Services

Please explain in detail how this match is being contributed on behalf of the project:

Cyber Assessments, input to market recommendations

Date(s) Contributed:

Real or Estimated Value of Contribution: $ 25,000

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

Please explain:

Who Made this Value Determination?: Company--based on actual staff costs

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

Debbie Nicholson

Signature of Contributor

9/5/2023

Date

August 10, 2023

GO Virginia
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

To Whom It May Concern:

I am writing to offer my enthusiastic support for the Cybersecurity Grant Application submitted by SimVentions. As the Executive Director at the Lloyd F. Moss Free Clinic, and with a deep understanding of the challenges that our nonprofit healthcare clinic faces in terms of cybersecurity, I firmly believe that the proposed project holds significant promise in fortifying the cybersecurity infrastructure of healthcare organizations.

The healthcare industry is increasingly reliant on digital technologies to provide efficient and effective patient care. However, this digital transformation also exposes sensitive patient data to ever-evolving cyber threats. The project outlined in the grant application addresses these concerns head-on by providing cyber assessments to nonprofit health clinics.

Given SimVentions' track record of successful cybersecurity initiatives and its expertise in technology, I am confident that the project will yield remarkable results. By focusing on supporting nonprofit healthcare organizations with limited budgets, this initiative aligns seamlessly with the unique cybersecurity challenges faced by healthcare providers today.

In conclusion, I wholeheartedly endorse the Cybersecurity Grant Application submitted by SimVentions. The combination of SimVentions' expertise, the critical nature of cybersecurity in healthcare, and the innovative approach outlined in the application makes it a highly deserving candidate for this grant. I am confident that the successful implementation of the project will significantly enhance cybersecurity practices within the healthcare sector.

Thank you for considering my endorsement of this grant application. Should you require any further information or have questions, please feel free to reach out to me at karen@mossfreeclinic.org or (540) 582-1061.

Sincerely,

Karen Dulaney

Karen Dulaney
Executive Director

Mission First, People Always

August 8, 2023

Letter support for Go Virginia Enhanced Capacity Grant

GCubed is eager to support the proposed "Cyber Assessments to small medium enterprises—market assessment for new job opportunities to address critical need" Go Virginia grant.

GCubed is a service, disabled veteran, small business owned cybersecurity business located in Stafford, Virginia. Our business is built on integrity and exceeding expectations. We have diversified experience and past performance securing networks, managing IT operations, and providing technical support.

Many small businesses, especially small health organizations, typically do not have the budget to proactively combat cyber threats. This planning and "pilot project" grant will provide small rural health organizations, that typically do not have the budget to proactively combat cyber threats with a team of experts who will conduct a cybersecurity risk assessment revealing potential vulnerabilities and mitigation recommendations.

As GCubed continues to make strategic and tactical decisions to expand our capabilities, we are excited about this project and provide our support for the proof-of-concept grant. We look forward to being involved in the actual rollout of cyber assessments to small businesses.

Sincerely,

Vernon Green Jr.
President and CEO | GCubed Enterprises, Inc.
10 Center St., Suite 103 Stafford, VA 22556
Cell: (540) 892-8721 | Office 540-412-0853 | Fax: (866) 549-3696 |www.gcubedinc.com

6031 Industrial Drive
P.O. Box 684
Gloucester, VA 23061

Administration:
804-210-1368
Fax: 804-210-1369

Clinic: 804-642-9515
Fax: 804-684-3691

gmcareclinic.com

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Executive Director
Arlene Armentor

August 14, 2023

GO Virginia
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

To Whom It May Concern:

I am writing in support of the Cybersecurity Grant Application submitted by SimVentions. As the Executive Director of the Gloucester Mathews Care Clinic (GMCC), I am aware that our clinic faces cybersecurity challenges and believe this project would truly help charitable clinics like ours strengthen infrastructure and better minimize cybersecurity risks.

As a non-profit clinic, our budget is limited. While we have IT support, it is challenging to ensure we are fully protected against cyber threats at all levels. We would welcome the opportunity to work with SimVentions to assess and address vulnerabilities.

I am confident that this project will greatly assist healthcare providers throughout this region in enhancing cybersecurity practices. Thank you for consideration of their proposal. If any further information is needed, please reach out to me at aarmentor@gmcareclinic.com or 804-824-2125.

With warm regards,

Arlene Armentor
Executive Director

Virginia Rural Health Association
The leading voice for rural health in Virginia

7/18/2023

Ian Ginger
GO Virginia Program Director
George Washington Regional Commission
406 Princess Anne St, Fredericksburg, VA 22401
Re: *Cyber Assessments to Small Medium Enterprises – Market Assessment For New Job Opportunities To Address Critical Need*

Mr. Ginger,

The Virginia Rural Health Association (VRHA) is in strong support of SimVentions' proposal for an implementation grant to expand their cybersecurity assessments to small healthcare clinics statewide.

Rural health clinics and small practices are up against the same healthcare cybersecurity risks as larger organizations but often have limited resources to combat them. Many of these organizations work under tight financial constraints, meaning they are unable to designate enough resources for their online security requirements, despite holding valuable information on their systems. This grant will provide them with access to these services at a fraction of the cost, with the flexibility to use staff time working with cybersecurity and IT staff as non-monetary matching for repayment.

VRHA's mission is to improve the health of rural Virginians through education, advocacy, and fostering cooperative partnerships. Over the past several decades, medical mistrust—or suspicion of healthcare providers, organizations, and/or systems—has emerged as an important and prevalent public health problem, especially in smaller, rural healthcare facilities. Medical mistrust leads to negative health outcomes such as underutilization of healthcare and lapses in recommended cancer screenings.

The implications of a data breech or cybersecurity threat on these small clinics would not only be financially devastating but would also cause irreparable damage to an already delicate relationship between patients and healthcare providers. For that reason, we highly commend SimVentions on their efforts to make cybersecurity assessments more affordable for healthcare clinics with limited resources.

Sincerely:

Beth O'Connor, M. Ed.
Executive Director

VAFCC

VIRGINIA ASSOCIATION OF FREE AND CHARITABLE CLINICS

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CEO

Rebecca Butler, MSW, CFRE
Vice President of Marketing, Communications, and Development

Michelle Taylor
Director of Membership Support

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Keith Martin, MPA, JD

Thomas Rayner

Cindy Rockett

Helen Scott

Janine Underwood

Jennifer Webb

July 20, 2023

Ian Ginger
GO Virginia Program Director
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

Dear Mr. Ginger:

The Virginia Association of Free & Charitable Clinics (VAFCC) is pleased to issue this letter of support for SimVentions application pursuing funding to support cyber assessments in small and medium healthcare clinics.

Founded in 1993 and headquartered in Richmond, the VAFCC is an effective advocate for the issues and concerns of our network of 60 free and charitable clinics located across the Commonwealth of Virginia, their workforce of health care professionals, and the patients they serve. We have been leading the healthcare safety net in Virginia for 30 years by bringing healthcare leaders, professionals, community members, and stakeholders together to partner in support of our mission so Virginia's underserved have access to comprehensive, quality health care.

Free and charitable clinics are healthcare nonprofits that must raise their budgets annually through a variety of fundraising activities. They often work on very tight budgets and addressing IT and security is beyond their capacity. Funding of this effort would provide clinics an opportunity to access critical services they otherwise would not be able to afford.

We are grateful for the interest that SimVentions has expressed in bringing this critical service to our free and charitable clinic members and would be ready to partner with them to support their efforts to provide cyber assessments in small and medium healthcare clinics.

Sincerely,

CEO

1801 Libbie Avenue, Suite 104 Richmond, VA 23226 info@vafreeclinics.org Phone 804.340.3434 Fax 804.340.3435

Financial Report

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - July 2023

Report Date: 8/28/2023

	GWRC FY17/18	GWRC FY19	GWRC FY20	GWRC FY21	GWRC FY22	GWRC FY23	Total
Revenues							
FY17 Capacity Building (No Match)	$400,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$400,000.00
FY19 Capacity Building (No Match)	$0.00	$250,000.00	$0.00	$0.00	$0.00	$0.00	$250,000.00
FY20 Capacity Building (No Match)	$0.00	$0.00	$250,000.00	$0.00	$0.00	$0.00	$250,000.00
FY21 Capacity Building (No Match)	$0.00	$0.00	$0.00	$250,000.00	$0.00	$0.00	$250,000.00
FY22 Capacity Building (No Match)	$0.00	$0.00	$0.00	$0.00	$250,000.00	$0.00	$250,000.00
FY23 Capacity Building (No Match)	$0.00	$0.00	$0.00	$0.00	$0.00	$250,000.00	$250,000.00
Carryover from Previous Year	$0.00	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	
Total Revenue	$400,000.00	$501,527.70	$610,533.73	$469,549.89	$418,868.26	$397,135.45	$1,650,000.00
Expenditures (since April 2017)							
GWRC Staffing (Salary, Fringe, and Indirect)	$49,850.69	$82,437.98	$147,183.38	$126,984.27	$165,991.54	$ 243,596.36	$816,044.22
Project Review Services	$0.00	$9,100.00	$20,325.00	$0.00	$0.00	$0.00	$29,425.00
Capacity Building Efforts (no match)	$0.00	$23,156.70	$91,808.29	$105,564.13	$0.00	$0.00	$220,529.12
Project Pipeline Development	$0.00	$0.00	$125,000.00	$57,500.00	$12,500.00	$0.00	$195,000.00
Meetings	$2,446.51	$1,453.16	$1,483.05	$0.00	$665.83	$754.80	$6,803.35
Travel	$1,753.42	$2,262.67	$3,251.57	$105.55	$2,218.71	$ 4,953.19	$14,545.11
Equipment	$0.00	$0.00	$1,917.39	$8,703.88	$12,375.62	$ 15,553.47	$38,550.36
Marketing/Outreach	$521.68	$583.46	$15.16	$73.80	$2,231.11	$0.00	$3,425.21
G&D Plan Development	$93,900.00	$22,000.00	$0.00	$1,750.00	$75,750.00	$0.00	$193,400.00
Legal Expenses	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Future Consulting Needs	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Contingency	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Project Reserves	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Total Expenditures	$148,472.30	$140,993.97	$390,983.84	$300,681.63	$271,732.81	$264,857.82	$1,517,722.37
Under/Over							
Total	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	$132,277.63	$132,277.63

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 8/28/2023

GO VIRGINIA

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

Per Capita Funding	Total
Region 6 Allocation	
Total	$ 7,129,787.00
Total after DHCD recapture ($2,469,292.77)	$ 4,660,494.23
Projects Funded	
Flexible Office Space Due Diligence	$ 50,000.00
PamunkeyNet Business Plan	$ 43,305.20
VASG Planning Grant	$ 49,890.85
Welding Training Program	$ 130,000.00
Cybersecurity Certification Program	$ 95,908.87
Stafford Cyber & Smart Tech	$ 73,258.18
Northern Neck Workforce Training ECB	$ 62,500.00
NN Commercial Kitchen ECB	$ 50,000.00
FRA RIFA	$ 14,665.00
FRA Cluster Analysis	$ 26,052.00
Germanna Workforce Training	$ 570,688.63
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
Pathways to Success	$ 100,000.00
King George County Young Entrepreneurs ECB	$ 98,000.00
FXBG Area Chamber Workforce Now Implementation	$ 230,000.00
G3 Community Services Innovation Pathways Implementation	$ 978,449.00
West Point Airport Industrial Site Evaluation	$ 100,000.00
Expanding Smart Community Tech Entrepreneurship Across Region 6	$ 96,250.00
Total Spent	$ 3,216,774.73
Under/Over	
Total	$ 1,443,719.50
Projects in Pipeline	
FRA Entrepreneurial Ecosystem Implementation	$300,000.00
RIVERE Rapp SmartRiver Initiative Entrepreneurial Ecosystem	$95,000.00
King George County Second Industrial Park	$100,000.00
Stafford Regional Airport	$1,000,000.00
RCC Promoting Careers in Aquaculture Implementation	$381,847.00
Virginia Black Business Directory Accelerator Program	$82,000.00
RCC Manufacturing Technical Center	$300,000.00
King George County Cyber Assessments Program with Germanna	$69,780.00
SCPS JASON Learning Entrepreneurship in Engineering	$100,000.00
Rural Young Entrepreneurship Implementation	$100,000.00
Total Spent	$2,528,627
Under/Over if Pipeline Approved	
Total	$ (1,084,907.50)

Original Allocations	
PamunkeyNet Business Plan	$ 50,000.00
VASG Planning Grant	$ 49,996.00
Stafford Cyber & Smart Tech	$ 75,000.00
FRA Cluster Analysis	$ 30,000.00
Cybersecurity Certification Program	$ 110,000.00
Germanna Tech Talent Pipeline	$ 634,938.00

Talent Pipeline Intiative (TPI) Funding	TPI	Total
Region 6 Allocation		
Total	$250,000	$ 250,000.00
Projects Funded		
BCWIB TPI	$ 250,000.00	$250,000.00
		$ -
Total Spent	$ 250,000.00	$ 250,000.00
Projects in Pipeline		
		$ -
		$ -
Total Spent	$ -	$0.00
Under/Over		
Total	$ -	$ -

ERR Funding	ERR Fast Access	ERR Implementation	Total
Region 6 Allocation			
Total	$ 300,000.00	$ 700,000.00	$ 1,000,000.00
Projects Funded			
MMPDC Seafood & Ag E Market	$ 77,000.00	$ -	$ 77,000.00
KQ TeleMed Study	$ 47,855.33	$ -	$ 47,855.33
NN WWTC Expansion	$ 36,000.00	$ -	$ 36,000.00
RCC/GCC Patient Care Technician		$ 306,252.00	$ 306,252.00
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
			$ -
Total Spent	$ 160,855.33	$ 306,252.00	$ 467,107.33
Projects in Pipeline			
			$ -
			$ -
Total Spent	$ -	$ -	$ -
Under/Over			
Total	$ 139,144.67	$ 393,748.00	$ 532,892.67
Total as of 7/1/2022 end of ERR	$0.00	$0.00	$0.00

Original Allocations	
KQ TeleMed Study	$ 50,000.00