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

Region 6 Executive Committee Meeting
Wednesday, June 19, 2024
9:00 AM – 10:00 AM
In-Person Meeting Location: Healthy Harvest Fresh, 91 Commerce Parkway, Warsaw, VA 22572
Virtual Meeting Location -
https://us06web.zoom.us/j/82315662797?pwd=AOAmy2izGteH7LPV21jcaXqkK2wJ7s.1

To Join by Phone: +1-301-715-8592 | **Meeting ID**: 823 1566 2797| **Passcode**: 446991

AGENDA

9:00 AM	**Call to Order**	John Anzivino
9:00 AM	**Roll Call**	Ian Ginger
9:05 AM-9:10 AM	**Public Involvement**	John Anzivino
9:10 AM-9:15 AM	**Consent Agenda (ACTION ITEM)**	John Anzivino
	Approval of February 12, 2024 Minutes **(ACTION ITEM)**	
9:15 AM-9:45 AM	**New Business**	Ian Ginger
	ATI-UMW AI Workforce Planning Grant Application **(ACTION ITEM)**	Dr. Rebecca Towery and Andrew Ko
9:45 AM-10:00 AM	**Information Items**	Ian Ginger
	Project Pipeline Updates & Financial Report	Ian Ginger
10:00 AM	Adjournment	John Anzivino

Next Meeting: TBD

Region 6 Executive Committee Meeting
Monda, February 12, 2024
9:00 AM – 10:00 AM
Virtual Meeting Location -
https://us06web.zoom.us/j/81273820248?pwd=vtQPgA0HYCuW3oJ3V4NfzTdpca1ZAJ.1
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: John Anzivino **(Chair),** Jeff Szyperski – **Vice-Chair,** Jackie Davis, Joel Griffin

STAFF: GWRC –Ian Ginger, Sarah Oldaker

OTHERS IN ATTENDANCE: Mihcael Hubbard, Billy Gammel **(DHCD)**.

CALL TO ORDER
Mr. Anzivino called the meeting to order at 10:02 AM.

ROLL CALL
Mrs. Oldaker called roll and a quorum was present.

PUBLIC COMMENT
There was no public comment.

CONSENT AGENDA (ACTION ITEM)
Mr. Anzivino asked for a motion to approve the consent agenda items, September 11, 2023, meeting minutes. Mr. Szyperski made a motion to approve the consent agenda. Mr. Griffin seconded. The motion passed unanimously.

OLD BUSINESS
SCPS Letter of Support for Igniting Entrepreneurship Appeal to State Board (ACTION ITEM)
Mr. Anzivino asked for Mr. Ginger to go over the details of the Administrative Denial from DHCD staff for the Igniting Entrepreneurship project, previously discussed at the January 22nd, 2024 Regional Council Meeting. Mr. Ginger stated that he confirmed the appeals process with DHCD and the applicant, and that the Executive Committee could vote on the letter to support the appeal. The denial email from DHCD was provided in the packet. Executive Committee members discussed DHCD's reason for appeal and merits of the project.

Mr. Szyperski motioned to approve the letter; Mr. Griffin seconded. Motion carried unanimously.

INFORMATION ITEMS
Mr. Ginger presented an update on the Project Pipeline and upcoming additions to the Council and Executive Committee. and took questions from Committee members.

ADJOURNMENT
Being no further business, the meeting adjourned at 10:23 am.

DRAFT

Virginia Growth and Opportunity Fund (GO Virginia) Planning Grant Administrative Guidance

OVERVIEW: GO Virginia is a collaborative economic development program that promotes private sector growth in targeted, traded industry clusters and creates high-paying jobs through regional collaboration. Regional Councils are allotted per capita funds annually to award projects through either implementation grants or planning grants. Implementation grants are intended to create higher paying jobs, whereas GO Virginia Planning Grants (formerly Enhanced Capacity Building or ECB Grants) are intended to build regional capacity for project development and implementation. Planning grants are awarded to planning projects and pilot projects.

ALLOWABLE ACTIVITIES: Included below is a list of allowable activities for GO Virginia Planning Grant Applications. Please note that an application may propose multiple activities as part of one grant request.

1) **Planning:** includes activities such as development of a feasibility study, need analysis and prioritization, strategy development activities, a business plan, etc. Planning work should determine whether a future GO Virginia investment is feasible or determine industry demand to validate any future GO Virginia implementation grants. Activities will generate one or more products, such as a business plan or strategic plan.
2) **Pilots:** conduct small-scale pilots or proof of concept work to strengthen relationships and produce preliminary data for a future GO Virginia implementation grant. Activities may generate one or more core GO Virginia grant outcomes.

GO Virginia Region 6 Planning Grant Application

Application Information

Project Name:

AI in Workforce Planning Grant

Support Organization

George Washington Regional Commission

Project Applicant

Legal Name: Academy of Technology and Innovation - University of Mary Washington

EIN/TIN:

Address: 121 University Blvd. Fredericksburg, Virginia 22406

Website: https://atiumw.org/

Application Contact

Name: Dr. Rebecca Towery

Title: Executive Director of Academy of Technology and Innovation - University of Mary Washington

Phone: 540.295.2045

Email: rtowery@umw.edu

What category does your project fall into?

☐ Entrepreneurial Activities
☐ Site Development
☒ Workforce Development

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

1. Describe how your project will impact the selected targeted industry clusters (500 word limit, no charts or graphs)

Our GO Virginia Region 6 Planning Grant involves the design and delivery of a Region 6 convening, a state-wide convening, and two trainings for educational and industry leaders to strengthen relationships and produce preliminary data for a future GO Virginia implementation grant. Activities will provide an overview training on Artificial Intelligence (AI), the types of skills needed to enable the current and near future workforce, and catalog many of the regional AI initiatives. Aligned with Go Virginia's core outcomes, this grant will generate the upskilling employees for both school and local business leaders by introducing AI and applied innovation practices from the private sector.

Based on feedback and desired needs, the planning grant will deliver a final report for a subsequent GO Virginia implementation grant to address the method of creating an approach to upskill near and future workforce talent Each will impact the Information/Data Centers and Professional, Scientific, and Technical Services industry clusters in several key ways, which we will explore through our planning grant.

1. **Enhancing AI capabilities and competitiveness**: By equipping education and industry leaders with AI skills and knowledge, the project will enable these sectors to leverage AI technologies more effectively. This will enhance their capabilities, competitiveness, and positioning at the forefront of their respective industries. As businesses in these clusters adopt and integrate AI into their processes, they will gain a competitive edge in the market.
2. **Driving growth and attracting investment**: The focus on using and building with AI, developing robust implementation strategies, and sharing industry-tested best practices will drive the growth of these traded sectors. As businesses across the country and around the world seek to adopt AI technologies, they will look to regions with a history of success. Virginia's leadership in this area, particularly in the

Information/Data Centers and Professional, Scientific, and Technical Services clusters, will open up new opportunities for exporting knowledge, services, and products, generating substantial out-of-state revenue and attracting investment.

3. **Fostering innovation and collaboration**: The convenings and training will bring together education and industry leaders from these sectors, fostering cross-sector collaboration and knowledge exchange. This collaborative environment will spur innovation as participants share insights, identify synergies, and develop solutions to challenges faced by these industries. The Innovation Trainings will standardize AI and Innovation knowledge across these sectors, ensuring a shared understanding and facilitating seamless collaboration.
4. **Empowering the workforce**: The project's focus on equipping the current and near-current workforce with AI skills and knowledge will directly benefit the Information/Data Centers and Professional, Scientific, and Technical Services clusters. As these sectors increasingly rely on AI technologies, having a skilled and adaptable workforce will be critical to their success. The initiative will help maintain a strong pipeline from secondary education to industry and higher education programs, ensuring a steady supply of talent equipped to thrive in these AI-driven industries.
5. **Positioning Virginia as an AI leader and future emerging technologies:** By investing in this forward-thinking initiative, GO Virginia will help secure Virginia's position at the forefront of the AI revolution. The Information/Data Centers and Professional, Scientific, and Technical Services clusters in Region 6 will be at the vanguard of this transformation, driving economic growth and prosperity for years to come. As these sectors become known for their AI expertise and successful implementation, they will attract businesses, talent, and investment from across the country and around the world. Additionally, while AI is the current focus, we will look at establishing a system recommendation that goes beyond AI and can be applied for future emerging technologies.

Our GO Virginia Region 6 Planning Grant will plant the seeds for transformative impact on the Information/Data Centers and Professional, Scientific, and Technical Services industry clusters in Region 6. By enhancing AI capabilities, driving growth, fostering innovation and collaboration, empowering the workforce, and positioning Virginia as an AI leader, the project will ensure the adaptability, competitiveness, and prosperity of these sectors in the face of rapid technological advancement.

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): Orange County
☐ King and Queen County	☐ Northumberland County	☐ Other (specify):
☐ King George County	☐ Richmond County	☐ Other (specify):

2. Please define the level of participation by each of the localities. (500 word limit, no tables or charts)

In the following section, we estimate the level of participation by each locality and the number of education and industry leaders who might participate in our GO Virginia Region 6 Planning Grant. Phase 1, described in greater detail in section 4 of our proposal, will focus on event planning. The goal of Phase 1 is to plan events carried out in Phase 2, which aims to achieve several key objectives through the delivery of a regional convening, a state-wide

convening, and two training sessions. Phase 3, will collect, analyze and report out the findings and recommendations

Phase 1: Region 6 participation
We will be inviting select representatives from each of the participating Region 6 school divisions, chamber of commerce and industry representatives to assist in crafting the agenda and soliciting the appropriate participants. We estimate that 10 representatives across the regions will assist with the planning and preparation.

Phase 2: Strategic Convenings and Training

Convening 1: Local Leaders in Region 6 and others.
Venue: University Mary Washington Campus
Date: July 29 or July 30th (suggested)

This project will service localities in GO Virginia Region 6 and 9. Specifically, the program will invite industry, community and school leaders representing: Caroline County, Fredericksburg City, King George County, and Stafford County from Region 6. Orange County in Region 9 and others outside of Region 6 will be invited as observers as they have expressed interest in observing. The convening will consist of AI and applied innovation to engage in discussions about the needs and challenges of AI. We also will seek to identify 3-5 AI pilots to improve the near and future workforce. We estimate that 5 leaders from each of the Regions will be able to participate in the convening for a total of 40. We will have the capacity for additional participation but due to the summer commitments, we have taken a conservative estimate.

Convening 2: Statewide leaders engaged in AI initiatives
Venue: Brightpoint Community College
Date: August 7 (suggested)

We recognize that AI is beyond a single region and there are numerous AI initiatives underway with lab schools, workforce grants and other programs. This statewide convening would request each of the 9 Go Virginia regions to collect and report out each of the AI initiatives in their respective regions. Key representatives from state agencies and organizations will also be invited to participate including: VIPC, VEDP, VDOE, DOLI, Commerce and VITA. These agencies are important as coordinating functions for the Governor's Executive Directive 30 on Artificial Intelligence. We anticipate approximately 50 participants

Phase 3: Final Report
We will work closely with Go Virginia Region 6 to complete our findings and the final report

In summary, the estimated total participation for each phase would be:

- Phase 1: 10 education, industry and community leaders involved in the planning process.
- Phase 2:
  - **Convening 1: Local Leaders in Region 6 and 9.** 40 local leaders
  - **Convening 2: Statewide leaders engaged in AI initiatives** 50 participants

These estimates provide a reasonable range of participation based on the size and scope of each region. The actual numbers may vary depending on factors such as interest, availability, and the final design of the convenings and training.

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): Orange
☐ 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
Kovexa	Training and Consulting	75,200	60,000
Industry Partners - AASA, Permuta, TeachAI.org, CompTia	Facility, Presentation		40,000

Project description (please limit responses to 500 words, no charts or graphs)

3. Please describe the opportunity or challenge the project intends to explore or address.

The surging advancement of automation, artificial intelligence (AI), and digitization is transforming the global job market. In a 2023 Economic Survey, the Organisation for Economic Co-operation and Development (OECD) estimates that more than 1 billion jobs, nearly a third of all jobs worldwide, will likely be affected by technology in the next decade. This rapid development and integration of AI necessitates a workforce equipped to understand and utilize this powerful technology. Both current and emerging workers need to grasp AI's capabilities, limitations, risks, and ethical applications to thrive in this technology-driven landscape.

Virginia faces significant challenges in adapting to this changing landscape, including an over-reliance on public-sector jobs, a need for strong private-sector growth, and the necessity of effective collaboration among business, education, and government. To address the demands of this evolving marketplace, we must not only upskill and reskill the current workforce but also maintain a strong pipeline from secondary education to industry and higher education programs. The pivotal role of secondary schools and their connection to industry and higher education is essential for Virginia's economic diversification and competitiveness and for ensuring the quality and adaptability of its workforce in the face of technological advancements.

Our initiative aligns with GO Virginia's mission of creating high-wage jobs through traded sectors and generating out-of-state revenue. By equipping the current and near-current workforce with AI skills and knowledge, our project will foster the growth of traded sectors, attract out-of-state investment, and position the Commonwealth as a national leader in AI innovation. The IT and Data Centers cluster and the Professional, Scientific, and Technical

Services (PSTS) cluster in Region 6 will particularly benefit from AI, enhancing their capabilities, competitiveness, and positioning at the forefront of their respective industries.

Focusing on using and building with AI, developing robust implementation strategies, and sharing industry-tested best practices for integrating AI into business processes will drive the growth of traded sectors and attract out-of-state investment. As businesses across the country and around the world seek to adopt AI technologies, they will look to regions with a history of success. Virginia's leadership in this area will open up new opportunities for exporting knowledge, services, and products, generating substantial out-of-state revenue.

Leveraging the theory of innovation, participating educational and industry leaders can instill a culture of leading and learning that enables them to better respond to and embrace emerging technologies such as AI. Through convenings and training, participants will be empowered to design and implement innovative systems and practices through hands-on and immersive experiences, collaborative planning, case studies, and real-life examples.

Virginia is already investing in AI in various initiatives across the Commonwealth and identifying these initiatives will also provide areas to leverage and collaborate vs. building in silos will also be important in scaling best practices and lessons learned.

By investing in this forward-thinking initiative, GO Virginia can help secure Virginia's position at the forefront of the AI revolution, driving economic growth and prosperity for years to come. Equipping leaders with the tools and knowledge to navigate these shifts effectively ensures the adaptability and competitiveness of Virginia's workforce and shapes a brighter future for generations to come.

4. Provide a summary of the project's scope of work. What are the final project deliverable(s)?

The proposed 90-day planning and pilot grant will be executed in three phases and their respective deliverables:

I. **Phase 1, spanning approximately 30 days from kick-off, will focus on event planning**. Contributors include Kovexa, the Academy of Technology and Innovation at UMW, and regional and state leaders from industry and education. The goal of Phase 1 is to plan events carried out in Phase 2, addressing outstanding questions such as target attendees, invitation list, event location, timing, goals, and objectives.
    A. Deliverables: This phase will include one onsite planning meeting, confirming the agenda topics for both convenings, establishing weekly planning calls, and outreach to potential participants

II. **Phase 2, lasting around 21 days, aims to achieve several key objectives through the delivery of 2 convenings that include multiple training sessions within the same day**.
    A. Convening 1: The Regional Convening will focus on facilitating region-wide knowledge exchange, collecting user feedback, and gaining local support for future Innovation and AI engagements, as well as gathering feedback on the identified potential solutions for pilots. In order to level the participants for a meaningful discussion, we will deliver several training sessions that include: "AI Comprehensive intro", "GenAI Competency" and "Training by Design" and "Solutioning by Design". Our final agenda and session can be adjusted based on the Phase 1 feedback from the region.
    B. Convening 2: Similarly, the State Convening will facilitate statewide knowledge exchange, identify synergies and opportunities, develop a roadmap for collective action, and collect user feedback on the identified potential AI pilots. The convening will also include two training sessions designed to standardize AI and Innovation knowledge, foster cross-sector collaboration, empower

the workforce of tomorrow, and equip learners with applicable skills to apply to their daily practices.

C. Deliverables for Phase 2:
   - Regional Convening summary detailing the outcomes of the region-wide knowledge exchange, user feedback, local support for future Innovation and AI engagements, and feedback on the identified "Solutions."
   - State Convening summary outlining the outcomes of the statewide knowledge exchange, identified synergies and opportunities, roadmap for collective action, and user feedback and suggestions on how to leverage and scale local AI initiatives across other regions
   - Innovation Training materials and resources for standardizing AI and Innovation knowledge.
   - Innovation Training participant feedback and evaluation reports.
   - Cross-sector collaboration plan based on the outcomes of the convenings and training.
   - Workforce empowerment strategy informed by the insights gained from the convenings and training.
   - Learner skills development plan based on the feedback and outcomes of the Innovation Trainings.

III. **Phase 3, taking place over approximately 2-3 weeks, will assemble the final report.** A catalog of AI initiatives, and feedback on needs for improving workforce including recommended solutions will be delivered.

This 90-day planning and pilot grant will lay the foundation for a robust AI in Workforce program that empowers leaders from education and industry to utilize emerging technologies for addressing local and global challenges. By fostering collaboration, standardizing knowledge, and gathering valuable feedback, this initiative will pave the way for future innovation that will transform the educational and industry landscape in Region 6 and beyond.

Project budget (please limit responses to 500 words)

GO Virginia Request:	$ 99,960
Total Match:	$100,000
Total Leverage:	$
Total Project Cost:	$199,960

5. Describe in narrative form the project's budget and sources of matching funds.

The planning grant's budget is broken down into the following categories:

Categories	
Administrative	$ 4,760
Contract Services	$75,200
Other	$20,000
Total	**$99,960**

All contributions qualified for matching will be provided by Kovexa and industry partners for time needed for each of the phases including: planning, outreach, training, speakers and facility use. We have invited industry participants from META, Google, AWS, OpenAI, AASA and EdSafeAI. All nationally recognized organizations on the topic of AI in education and workforce development.

Matching Funds	Value	Comment
Kovexa	$60,000	Time Services: planning,outreach,training
Industry Partners	$40,000	Facility use, speakers
Total	**$100,000**	

Growth and Diversification Plan (Please limit Responses to 500 words, no charts or graphs)

6. Describe how this project aligns with the region's Growth and Diversification Plan, and why this is a priority for the regional council.

Our proposed Planning Grant aligns closely with the goals and strategies outlined in the Growth and Diversification Plan for the Professional, Technical, and Scientific Services, IT, and Data Centers industry clusters.

- **Alignment with Professional, Technical, and Scientific Services**: The project's focus on equipping education and industry leaders with AI skills and knowledge directly supports the goal of adapting education and training needs to meet current and prospective business needs. By fostering collaboration between education and industry leaders, the project strengthens the entrepreneurial ecosystem, aligning with the goal of developing programming to help businesses at all stages develop and grow. The convenings and training will lead to curriculum development and implementation, credentials awarded, jobs created, and businesses engaged and expanded, all of which are key outcomes and impact measures for this cluster.
- **Alignment with IT:** Our initiative's emphasis on AI skills and knowledge aligns perfectly with the IT cluster's goal of adapting education and training programs to meet current and prospective business needs. The Innovation Trainings, designed to standardize AI and Innovation knowledge, will result in credentials awarded and jobs created, which are key outcomes for this cluster. By bringing together education and industry leaders, the project fosters a strong entrepreneurial ecosystem and develops programming to help businesses at all stages develop and grow, aligning with the cluster's strategies.
- **Alignment with Data Centers**: While the project does not directly address the goal of advancing sites on the VEDP Tier system, it strongly aligns with the goal of adapting education and training programs to meet current and prospective business needs in the Data Centers cluster. The convenings and trainings will strengthen and expand non-degree programs that meet the needs of regional employers, a key strategy for this cluster. The number of students trained, an outcome measure for the Data Centers cluster, will be positively impacted by this initiative.
- **Priority for the Region 6 Council**: Our project should be a high priority for the Region 6 Council because it directly addresses the critical need to prepare the workforce for the rapidly evolving AI-driven landscape. By equipping education and industry leaders with the necessary skills and knowledge, the initiative will drive economic growth, attract out-of-state investment, and position Region 6 as a leader in AI innovation. The project's focus on fostering collaboration, standardizing knowledge, and gathering valuable feedback lays the foundation for transformative impact on the targeted industry clusters. Investing in this forward-thinking initiative will secure Region 6's competitive advantage, ensuring the adaptability and prosperity of its workforce in the face of technological advancements. The alignment with the Growth and Diversification Plan's goals, strategies, and outcomes demonstrates the project's potential to drive meaningful change and economic vitality in the region.

Project Timeline/Milestones and Drawdown Schedule

Est Project Start Date: Jun 21, 2024
Est Project End Date: Sept 13, 2024

CY, Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	TOTAL
2	Kickoff meeting / Prep	$ 40,000	$ 40,000	$ 80,000
3	Convening 1	$ 25,000	$ 25,000	$ 50,000
3	Convening 2	$ 25,000	$ 25,000	$ 50,000
3	Final Report	$ 9,960	$ 10,000	$ 9,960
Total		$ 99,960	$100,000	$199,960

Future Implementation Grant Applications (please limit responses to 500 words)

7. Describe the line of sight from this planning work to an eligible GO Virginia implementation project. Describe the project outcome(s) that you would hope to gain from this implementation project.

There is a clear line of sight from our proposed planning work to an eligible GO Virginia implementation project. Our planning grant focuses on designing and delivering convenings and trainings that will bring together education and industry leaders to strengthen relationships, exchange knowledge, and generate preliminary data for a future GO Virginia implementation grant.

The planning work will lay the foundation for an implementation project that aims to achieve the following key outcomes:

1. Enhancing AI capabilities and competitiveness in the IT/Data Centers and Professional, Scientific, and Technical Services industry clusters by equipping education and industry leaders with AI skills and knowledge.
2. Driving growth and attracting out-of-state investment in these traded sectors by focusing on using and building with AI, developing robust implementation strategies, and sharing industry-tested best practices.
3. Fostering innovation and collaboration through cross-sector knowledge exchange and the development of solutions to challenges faced by these industries.
4. Empowering the current and near-current workforce with AI skills and knowledge, maintaining a strong pipeline from secondary education to industry and higher education programs.
5. Positioning Virginia as an AI leader by investing in this forward-thinking initiative, securing the state's competitive advantage in the face of rapid technological advancement.

The subsequent implementation project will build upon the insights, feedback, and collaborations established during our planning phase. It will focus on executing the strategies and solutions identified during the convenings and training, such as developing and implementing AI-focused curricula, creating credential programs, and engaging businesses to drive growth and expansion.

By utilizing the theory of innovation and instilling a culture of leading and learning, the implementation project will enable educational institutions and businesses to better respond to and embrace emerging AI technologies. This will result in measurable outcomes such as jobs created, businesses engaged and expanded, and increased out-of-state investment in the targeted industry clusters.

Ultimately, the implementation project aims to transform the educational and industry landscape in Region 6 and beyond, ensuring the adaptability, competitiveness, and prosperity of Virginia's workforce in the face of technological advancements. By securing Virginia's position at the forefront of the AI revolution, the project will drive long-term economic growth and vitality for the region and the state as a whole.

Required Attachments

1. Match Verification Forms (for both cash and in-kind, cover sheet attached)
2. Sources & Uses Budget (DHCD Template – please submit EXCEL version, not pdf)
3. Letters of Support including letters demonstrating meaningful local participation

Optional Attachments

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

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
Kovexa	$58,550	completed
Invited, not yet confirmed	$	
META Google AWS AASA EdSafe AI OpenAI	$45,000	June 15
	$	
	$	
	$	
	$	
	$	
	$	
	$103,550	

PROJECT SOURCES & USES

When submitting an application to the GO Virginia Board for funding consideration, the Support Organization will be required to complete a Project Budget in the Centralized Application Management System (CAMS). The CAMS budget should include all activities that must be undertaken in order to achieve or exceed the performance measures outlined in the application. This spreadsheet will supplement the CAMS budget in order to present a complete list of all project sources and uses for application reviewers. Directions for each tab are listed below the table on each tab. Please add rows as necessary.

Questions? Please contact Sara Dunnigan at sara.dunnigan@dhcd.virginia.gov or (804)371-7029. Please reach out to the appropriate regional support organization contact for specific technical assistance or general questions about developing an application by browsing DHCD's GO Virginia website below, under GO Virginia Regions (scroll to middle of web page).

GO Virginia Website

Budget Category (Dropdown)	Uses of GO VA Funds	Amount ($)	Description
Administration (Support Org Grant Management up to 8%)	**Administrative Cost**	$4,760	5% of total budget
Contract Services	**Kovexa**	$75,200	organizing and delivering convening / training / reporting
Salaries	**Teacher Training Stipend**	$10,000	Teacher participation in convening and training
Administration	**Staff Administration**	$10,000	Staff assistance for event planning, and reporting
		$ 99,960.00	**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:

The team will deliver three phases: 1. Kickoff / Event organization for 2 major convening and training. Phase 2 - executive one convening and training for Region 6 community (school leaders, busines leaders, etc). Second convening will deliver a convening in participation with all GoVA leaders, state cabinet leaders and community / school leaders to catalog all AI initiatives.

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount ($)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Contract Services	**Kovexa**	$60,000.00	Private	In Kind	Yes
Contract Services	**Permuta (small biz DoD)**	$10,000.00	Private	In Kind	Yes
Contract Services	**TeachAI/Code.org**	$5,000.00	Nonprofit	In Kind	Yes
Contract Services	**AASA (edu leaders)**	$10,000.00	Nonprofit	In Kind	Yes
Contract Services	**CompTIA**	$10,000.00	Nonprofit	In Kind	Yes
		$ 95,000.00	**Total Matching Funds**		
		$ -	**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.

Kovexa will contribute consulting services to plan, deliver and report on both convenings, training sessions and feedback discussions. We've estimated the following match ($58,550: $38,700 planning, $19,850 training and report)

Industry participation: Host venue for convening and provides F&B.

Meta, Google, AWS, OpenAI, EdSafe invited to participate in both convenings

Budget Category (Dropdown)	Description of Uses of Additional Leverage	Amount ($)	Type of Leverage (Dropdown)	Source of Leverage	Documentation Submitted (Dropdown)
Administration	Time for ATI support		Local	Dr. Towery - 3 month engagement	No
Salaries	VEDP - speaker / AI and Jobs		State	Emily Bohm - VEDP Partnership	No
Salaries	VIPC - speaker / AI and startups		State	Joe Benevento - CEO	No
Rent/Lease	Brightpoint Community College facility	$ 5,000.00	State	William Fiege President, Chuck English (Director Talent Pathway)	No
Other	Brightpoint Community College Food Beverage	$ 5,000.00	State	William Fiege President, Chuck English (Director Talent Pathway)	No
		$ 10,000.00	**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.

Not included in the match, ATI - Dr. Towery will be engaged throughout the planning and convenings. Her time is estimated across the 3 month project. Additionally, we have are securing VEDP and VIPC who has expressed interest in presenting at the State or Local Regional event. Brightpoint Community College has generously offered their space for the statewide convening and will provide food / beverage

Type of Funds	Totals	
GO Virginia	$	99,960.00
Matching Funds	$	95,000.00
Total CAMS Budget	**$**	**194,960.00**
Additional Leverage	$	10,000.00
Total Project Budget	**$**	**204,960.00**

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	$	95,000.00
At least $2:1	YES	
Local Match	$	-

Match Verification Form

Project Name: AI in Workforce

Support Organization: Academy of Technology and Innovation at UMW (ATI UMW)

Regional Council: Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: AASA, The School Superintendents Association

Name of Primary Contact: Noelle Ellerson Ng

Address: 1615 Duke Street

City: Alexandria **State:** VA **Zip:** 22314

Telephone: 703-774-6935 **Email:** nellerson@aasa.org

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:

AASA will support Kovexa by providing technical and expert advice as part of training,

offered throughout the work.

Date(s) Contributed: Estimated 06/14/2024 to 09/15/2024

Real or Estimated Value of Contribution: $ 10,000

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

Please explain:

This amount reflects the cost associated with AASA staff time to support this event.

Who Made this Value Determination?: Kovexa, with AASA's input

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**

Noelle Ellerson Ng

Signature of Contributor

05/29/24

Date

Match Verification Form

Project Name: AI in Workforce

Support Organization: Academy of Technology and Innovation at UMW (ATI UMW)

Regional Council: Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: Permuta

Name of Primary Contact: Sig Behrens

Address:

City: **State:** **Zip:**

Telephone: **Email:**

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:

We will be contributing our participation for both Strategic convenings. We are a VA based small business focused on Military preparedness and recruitment

Date(s) Contributed: Estimated 06/14/2024 to 09/15/2024

Real or Estimated Value of Contribution: $ $10,000

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

Please explain:

Who Made this Value Determination?: self

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**

_____ 05/28/24

Signature of Contributor ***Date***

Match Verification Form

Project Name: AI in Workforce

Support Organization: Academy of Technology and Innovation at UMW (ATI UMW)

Regional Council: Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: Kovexa

Name of Primary Contact: Andrew Ko

Address: 20250 Kentucky Oaks Ct

City: Ashburn **State:** va **Zip:** 20147

Telephone: 571-239-2407 **Email:**

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:

We will be contributing our participation for the Planning / Assessment, outreach and training

Date(s) Contributed: Estimated 06/14/2024 to 09/15/2024

Real or Estimated Value of Contribution: $ $58,550

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

Please explain: estimate 200+ hours

Who Made this Value Determination?: self

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**

05/22/24

Signature of Contributor ***Date***

May 30, 2024

To the Academy of Technology and Innovation at the University of Mary Washington (ATI-UMW),

I am writing to affirm my support for AI in Workforce Go Virginia (Go VA) planning grant application and its focus on developing a diverse talent base in the Commonwealth of Virginia to meet the burgeoning demand for AI skills in the workforce.

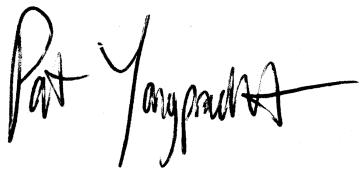
In, “Future of Jobs Report 2020,” the World Economic Forum forecasts that “Artificial Intelligence (AI) will create 97 million jobs, but workers don’t have the skills required to fill these roles.” In response to this emerging technology, we understand that the planning grant will conduct several strategic convenings with the following objectives:

- Educate local and state-level economic development, education and business leaders on Artificial Intelligence (AI)
- Catalog all the AI initiatives across the Commonwealth of Virginia to begin to assess areas for scale vs. build in silos.
- Introduce applied innovation to identify AI solutions to improve workforce and education systems optimize their impact

In support of this initiative, we are committing an in-kind donation of up to $5,000 in the form of gratuitous services for our participation at one of your convenings.

Thank you for considering this request. I am genuinely excited about the prospect of collaborating with your institution to advance innovation and technology education in Virginia.

Respectfully,



Pat Yongpradit
Code.org
Chief Academic Officer

KOVEXA SOLUTIONS

To Academy of Technology and Innovation at the University of Mary Washington (ATI-UMW),

I am writing to affirm my support for **AI in Workforce** Go Virginia (Go VA) planning grant application and its focus on developing a diverse talent base in the Commonwealth of Virginia to meet the burgeoning demand for AI skills in the workforce.

In, “Future of Jobs Report 2020,” the World Economic Forum forecasts that “Artificial Intelligence (AI) will create 97 million jobs, but workers don’t have the skills required to fill these roles.” In response to this emerging technology, we understand that the planning grant will conduct several strategic convenings with the following objectives:

1. Educate local and state level economic development, education and business leaders on Artificial Intelligence (AI)
2. Catalog all the AI initiatives across the Commonwealth of Virginia to begin to assess areas for scale vs. build in silos.
3. Introduce applied innovation to identify AI solutions to improve workforce and education systems optimize their impact

In support of this initiative, we are committing an in-kind donation of up to $58,550 in the form of gratuitous services for Planning/Assessment, Outreach and Training

Thank you for considering this request. I am genuinely excited about the prospect of collaborating with your institution to advance innovation and technology education in Virginia.

Respectfully,

Andrew Ko
Founder, Kovexa

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 6/13/2024

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	$ 214,996.00
RIOT Pre-Accelerator	$ 96,807.00
FXBG Chamber Intern Expo	$ 36,000.00
RCC Careers in Aquaculture	$ 92,915.60
Pathways to Success	$ 100,000.00
King George County Young Entrepreneurs ECB	$ 35,824.42
FXBG Area Chamber Workforce Now Implementation	$ 250,000.00
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
Rivers Region Entrepreneurship Ecosystem (REI)	$ 300,000.00
Empowering Black Entrepreneurs Business Accelerator Pilot	$ 98,438.00
RCC Manufacturing Technical Center	$ 290,000.00
Total Spent	$ 3,855,948.75
Under/Over	
	$ 804,545.48
Projects in Pipeline	
AI in Workforce Planning Grant	$ 100,000.00
BCWDB Talent Attraction	$ 390,603.00
Elevate 360 Operation Skill Up	$ 95,000.00
Healthy Harvest Fresh Aquaponics	$ 100,000.00
FRA Data Center Modules	$ 275,000.00
Festival Halle Restoration	$ 400,000.00
Total Spent	$ 1,260,603.00
Under/Over if Pipeline Approved	
Total	$ (456,057.52)

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
Promoting Careers in Aquaculture	$ 100,000.00
Rapp Region Accelerator	$ 215,000.00
KG Young Entrepreneurs	$ 98,000.00

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	$ -	$ -

Planning Grant Funding	Total
Region 6 Allocation	
Total for FY24	$205,750
Projects Funded	
Virginia Black Business Directory Accelerator Program	$ 98,438.00
Total Spent	$ 98,438.00
Under/Over	
Total	$ 107,312.00
Projects in Pipeline	
Igniting Entrepreneurship	$100,000.00
Quad 22/Stafford Public Schools Software Engineer Training	$100,000.00
Blue Catfish Study	$100,000.00
Total Spent	$300,000
Under/Over if Pipeline Approved	

For vote at today's Meeting

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - June 2024

Report Date: 6/13/2024

	GWRC FY17/18	GWRC FY19	GWRC FY20	GWRC FY21	GWRC FY22	GWRC FY23	GWRC FY 24	Total
Revenues								
FY17 Capacity Building (No Match)	$400,000.00	$0.00	$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	$0.00	$250,000.00
FY20 Capacity Building (No Match)	$0.00	$0.00	$250,000.00	$0.00	$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	$0.00	$250,000.00
FY22 Capacity Building (No Match)	$0.00	$0.00	$0.00	$0.00	$250,000.00	$0.00	$0.00	$250,000.00
FY23 Capacity Building (No Match)	$0.00	$0.00	$0.00	$0.00	$0.00	$250,000.00	$0.00	$250,000.00
FY24 Capacity Building (No Match)				$0.00	$0.00	$0.00	$250,000.00	
Carryover from Previous Year	$0.00	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	$132,277.63	
Total Revenue	$400,000.00	$501,527.70	$610,533.73	$469,549.89	$418,868.26	$397,135.45	$382,277.63	$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	$ 212,312.77	$1,028,356.99
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	$13,949.66	$20,753.01
Travel	$1,753.42	$2,262.67	$3,251.57	$105.55	$2,218.71	$ 4,953.19	$ 8,980.38	$23,525.49
Equipment	$0.00	$0.00	$1,917.39	$8,703.88	$12,375.62	$ 15,553.47	$ 3,291.30	$41,841.66
Marketing/Outreach	$521.68	$583.46	$15.16	$73.80	$2,231.11	$0.00	$4,401.16	$7,826.37
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	$242,935.27	$1,760,657.64
Under/Over								
Total	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	$132,277.63	$139,342.36	-$110,657.64