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

Region 6 Regional Council Meeting
Monday, July 24, 2023
10:00am – 12:00pm
In Person Location:
Virtual Meeting Location – Fredericksburg Nationals Clubhouse, Virginia Credit Union Stadium, 42 Jackie Robinson Way, Fredericksburg, VA 22401
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
Meeting ID: 989 9257 9452 | **Passcode**: govirginia
To Join by Phone: +1 301 715 8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

AGENDA

10:00am	**Call to Order**	William Beale
10:00am	**Roll Call**	Ian Ginger
	Approval of Members Participating Remotely **(ACTION ITEM)**	William Beale
10:05am	**Introductions**	William Beale
10:10am	**Public Involvement**	William Beale
10:15am	**Consent Agenda (ACTON ITEM)**	William Beale
	Approval of April 24, 2023 Minutes **(ACTION ITEM)**	
10:20am-11:05am	**Presentations**	
10:20am	Genedge	John Hagwood
10:35am	Promoting Careers in Aquaculture Project Update	Mallory Tuttle
10:45 am	DHCD GO Virginia Match Guidance Update	Annie Conte
11:05am–11:20 am	**New Business**	Ian Ginger
11:05am	GWRC and GO Virginia Region 6 Support Org Agreement **(ACTION ITEM)**	William Beale
11:10am	GO Virginia Region 6 FY 2024 Budget **(ACTION ITEM)**	Ian Ginger
11:15 am	Bylaws update – Change in quorum requirements Discussion	Ian Ginger
11:20am-11:50am	**Application Discussion and Determinations**	
	Selection of Fredericksburg Regional Alliance as Convening Entity for REI Activities **(ACTION ITEM)**	Ian Ginger
	Regional Entrepreneurial Initiative – River's Region Entrepreneurial Ecosystem **(ACTION ITEM)**	Todd Gillingham
11:50am-12:00pm	**Information Items**	Ian Ginger
	January Region 6 Economic Development Stakeholder Summit	
	Project Pipeline Update	
	Financial Report	
12:00pm	**Adjourn Meeting**	William Beale
12:00pm-12:30pm	**Lunch**	
12:00pm-3:00pm	**Strategic Thinking and Board Team Development**	Cara Parker

Next Meeting: Monday, October 23, 2023 | Location: Virtual

Approval of Members Participating Remotely (ACTION ITEM)

Members Participating Remotely

DATE: 7/24/2023

Pursuant to Code of Virginia, Title 2.2. Administration of Government, Chapter 37. Virginia Freedom of Information Act 2.2-3708.2. Meetings held through electronic communication means the following provisions apply to all public bodies:

1. Subject to the requirements of subsection C, all public bodies may conduct any meeting wherein the public business is discussed or transacted through electronic communication means if, on or before the day of a meeting, a member of the public body holding the meeting notifies the chair of the public body that:

a. Such member is unable to attend the meeting due to (i) a temporary or permanent disability or other medical condition that prevents the member's physical attendance or (ii) a family member's medical condition that requires the member to provide care for such family member, thereby preventing the member's physical attendance; or

b. Such member is unable to attend the meeting due to a personal matter and identifies with specificity the nature of the personal matter. Participation by a member pursuant to this subdivision b is limited each calendar year to two meetings or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

B. The following provisions apply to regional public bodies:

1. Subject to the requirements in subsection C, regional public bodies may also conduct any meeting wherein the public business is discussed or transacted through electronic communication means if, on the day of a meeting, a member of a regional public body notifies the chair of the public body that such member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting.

Notice has been given to the Region 6 Chair, Billy Beale, 3 working days prior to this meeting that the following members are to participate from a remote location that is not open to the public for the following reasons:

Name	**Reason for Remote Participation**	**Location of Participation**	**Location Open to Public (Yes/No)**
Lindsey Watson	Meeting location is more than 60 miles from principal residence	Richmond, VA	No
Val Foulds	Meeting location is more than 60 miles from principal residence	Westmoreland County, VA	No
Sarah Calveric	Personal matter	Caroline County, VA	No
Jan Erkert	Personal matter	Idaho	No

Approval of April 24, 2023 Minutes (ACTION ITEM)

Region 6 Regional Council Meeting
Monday, April 24, 2023
10:00am – 12:00pm
Location: Virginia Institute of Marine Science, 1370 Greate Road, Gloucester Point, VA 23062
Virtual Meeting Location -
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
Meeting ID: 989 9257 9452 | **Passcode**: govirginia
To Join by Phone: +1 301 715 8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

MINUTES

MEMBERS PRESENT AND VOTING: Chair - William Beale, **Vice Chair** – Rob Quartel, Derek Aday, John Anzivino, Jackie Davis, Jan Erkert, Joel Griffin (virtually), Kim McClellan (Virtually), Jeff Szyperski, Linda Worrell, Kimberly Young (virtually), Rene Daniels (virtually).

MEMBERS PRESENT AND NOT VOTING: Lisa Hull (Virtually)

MEMBERS ABSENT: Felicia Ainsa, Sarah Calveric, Bruce Davis, Val Foulds, Merthia Haynie, Shannon Kennedy.

STAFF: GWRC –Ian Ginger, Sarah Oldaker, Chip Boyles (Virtually)

OTHERS IN ATTENDANCE: Eleanor Smalley – JASON Learning; Annie Conte - DHCD; John Holden (Virtually), Dale Herndon (Virtually) – Stafford County Economic Development; Mason Bishop – WorkED Consulting, LLC.; Troy Hartley, Sabine Rogers – Virginia Sea Grant; Taryn Brice Rowland – Rogue Oysters; Lewie Lawrence – Middle Peninsula PDC; Todd Gillingham (Virtually) – FRA; Tate Rogers (virtually – Triangle Environmental Health Iniative; Curt Smith (Virtually) – Middle Peninsula PDC; Meredith Keppel (Virtually) – GWRC; Aaron Forbis-Stokes (Virtually); Lindsey Watson (Virtually) – REC; Paul Robinson (Virtually) – RISE; Alex Long (Virtually); Betsy Hnath (Virtually); Russell Burke (Virtually) – Biogenic Solutions Consulting, LLC; Leonard Nelson (Virtually) – NATRX; Jay Clark (Virtually)

CALL TO ORDER
Mr. Beale called the meeting to order at 10:10 a.m. Mr. Beale asked Mr. Ginger to call the roll.

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

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

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)

Kim McClellan	Meeting location is more than 60 miles from principal residence	Fredericksburg, VA	No
Renee Daniels	Meeting location is more than 60 miles from principal residence	Spotsylvania County, VA	No
Joel Griffin	Meeting location is more than 60 miles from principal residence	Stafford County, VA	No
Kimberly Young	Meeting location is more than 60 miles from principal residence	Fredericksburg, VA	No

Mr. Ginger indicated there was a quorum with online members. Mr. Beale asked for a motion to approve the Council members participating remotely. Mr. Anzivino motioned for approval and Ms. Worrell seconded the motion. The motion carried unanimously.

ROLL CALL

Ms. Oldaker called roll and stated a quorum was present. Mr. Beale indicated there was a council member out of compliance. Mr. Ginger gave a summary and stated that Merthia Haynie had not been to a meeting in a year and had not communicated or returned communication to the Chair or staff. Mr. Ginger also indicated that two other members had stepped down from the council due to a change in their employment: Morgan Quicke and Steve Goodall. Mr. Beale asked for a Motion to remove Merthia Haynie from the Council. Ms. Worrell Motioned for removal and Mr. Quartel seconded. Motion carried unanimously.

INTRODUCTIONS

Mr. Beale introduced Dr. Derek Aday from VIMS and Taryn Brice Rowland from Rogue Oysters.

PUBLIC COMMENT

No public comment was received.

CONSENT AGENDA

Mr. Beale presented approval of Minutes from January 23, 2023. Mr. Quartel made a motion to approve minutes, and Mr. Szyperski seconded. Ms. Daniels indicated a change needed to be made to the Minutes. Ms. Daniels attended the January 23, 2023 meeting, just after roll call. Staff indicated they would make the change to the minutes. Mr. Quartel amended his motion. Motion carried unanimously.

PRESENTATIONS:

Mr. Beale Introduced Todd Gillingham from the Fredericksburg Regional Alliance. He gave an update on the FRA's work to receive a 501c3 status in order to move forward with the Regional Entrepreneurship Initiative (REI). The FRA is also working on private match funding. Mr. Ginger commented that the majority of the project is in place and once the 501c3 status is aquired, they can move forward. Mr. Quartel asked for a reminder of the program. Mr. Gillingham gave an overview of the REI, the Rivers Region

Entrepreneurship Council, and the private sector support. Mr. Gillingham took questions from the council and answered them accordingly.

Mr. Beale then introduced Jackie Davis from the Bay Consortium Workforce Development Board and Mason Bishop from WorkED Consulting. Mr. Bishop was selected through an RFP process as the consultant to conduct the TPI research with the BCWDP. Mr. Bishop gave a presentation on how they will conduct the TPI and stated they are just starting the work. His presentation include a timeline and method. Mr. Bishop took questions from the council and answered accordingly. Mr. Ginger gave an overview of TPI and potential future TPI funds to the council.

Mr. Beale introduced Troy Hartley and Sabine Rogers from Virginia Sea Grant. Mr. Hartley gave an update on the Coastal Resilience and Adaptation Economy Project. Mr. Hartley presented on the work that the project has conducted thus far. Three of the RISE challenge winners spoke about the research and work their companies are doing in the coastal resiliency space, and how the collaboration between companies has been beneficial. The companies and speakers were Leonard Nelson from Natrx, Russ Burke from Biogenic Solutions Consulting, and Tate Rogers from Triangle Environmental Health Initiative. Mr. Hartley and the business winners took questions from the council and answered accordingly.

NEW BUSINESS

Nominating Committee Report

Ms. McClellan gave a report of the Nominating Committee meeting earlier in the day. She indicated that the following nominations were being brought to the council:

- Re-elect Jackie Davis to the Regional Council
- Elect Joel Griffin, Jackie Davis, & Jeff Szyperski to the Executive Committee
- Elect Taryn Brice-Rowland (Rogue Oysters – Northern Neck) & Lindsey Watson (REC – PD16) to the Regional Council

Ms. McClellan made a motion to the council to approve all the appointments from the Nominating Committee. Motion was seconded. Motion carried unanimously.

Ms. McClellan thanked Lisa Hull and Morgan Quicke for serving on the Executive Committee for the last two years. She also tasked the Council with coming up with one person to recommend to the Nominating Committee by the next meeting in July.

Mr. Ginger then asked Lindsey Watson and Taryn Brice Rowland to introduce themselves as the newest members of the Regional Council. Mr. Beale also thanked Kim McClellan and Lisa Hull for serving on the Executive Committee.

Application Discussion and Determination – Stafford County EDA Smart Technology Discovery ECB

Mr. Ginger gave a brief introduction of the project and the prior work that had been done. Dale Herndon presented the project application which included discovery sessions in order to identify the need in rural localities to expand the Virginia Smart Community Testbed. John Holden also spoke about the success of the Testbed in Stafford, VA and how this project would expand the opportunity to the rural communities. The project will include 3 discovery meetings to identify problems and possible entrepreneurs that could operate through the testbed in local communities to solve problems. Project planning meetings and a

planning report will be at the end of the project. Mr. Holden also discussed partnership with RIoT, the Testbed, VIPC, and the FRA.

Mr. Herndon and Mr. Holden took questions from the Council and the Council discussed the application. Mr. Beale asked for a Motion for approval. Mr. Quartel motioned for approval and Mr. Anzivino seconded. Mr. Griffin indicated he would need to abstain due to conflict. The motion carried unanimously with one abstention.

INFORMATION ITEMS IN PACKET

Mr. Beale asked Mr. Ginger regarding the budget and confirming that there were sufficient funds on hand to pay staff for a short period of time if the budget is not approved by Richmond by the end of June. Mr. Ginger confirmed.

Mr. Ginger informed the council that the Growth and Diversification plan is due to be updated in 2023 and that staff would like to hold a council retreat with a consultant to get council members more involved and update the plan.

Mr. Ginger also updated the council on the two new implementation projects approved at the March 2023 GO Virginia State Board meeting. Mr. Ginger went through current projects and indicated all were in good standing and updated the council on the current project pipeline.

ADJOURNMENT

Being no further business, Mr. Beale adjourned the meeting at 12:05 pm.

DRAFT

Promoting Careers in Aquaculture Project Update

Promoting Careers in Aquaculture

- Introduction in Pictures
- Partnership with Virginia Tech Center for Economic and Community Engagement, Sunrise Sea Farm, RCC and 10 aquaculture businesses
- 22 students applications. 14 students complete 8 online learning modules
- 14 students (8 NN and 6 MP) completed one week SPAT course
- 13 students completed internship at 8 industry partners
- Student and industry partner evaluations will be completed by close of grant

DHCD GO Virginia Match Guidance Update

GO Virginia Program Updates

Match Requirements

Annie Conte

annie.conte@dhcd.virginia.gov

GO Virginia Match Requirements – Per Capita Funds

- **History**
  - April 2020 - State Board eased match requirements due to the fiscal/economic distress caused by the pandemic
  - Staff issued administrative guidance on Meaningful Local Participation
  - Relaxed Match policy extended in Sept 2020 and again in April 2021

GO Virginia Match Requirements – Per Capita Funds

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

State Code: TOTAL MATCH

§ 2.2-2489. Award of grants to regional councils.

K. (Effective until July 1, 2023) ***Any grant awarded from the Fund to a regional council shall require matching funds at least equal to the grant, provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.*** *Such matching funds may be from local, regional, federal, or private funds. Matching funds may also be from grants awarded to a locality by the Tobacco Region Revitalization Commission but shall not include any other state general or nongeneral funds, from whatever source.*

GO Virginia Match Requirements – Per Capita Funds

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

Board Policy: LOCAL MATCH

In September 2017, the State Board established the local match requirement to reinforce the importance of regional collaboration and commitment to the project through demonstration of cost sharing. The guidance states ***"Those matching funds should include a local contribution of not less than 20% of the required $1:1 match, or $50,000 whichever is greater."***

The Virginia Growth and Opportunity Act defines "regional activity" as follows:

"Regional activity" means an economic or workforce development-focused collaborative project or program that is (i) endorsed by a regional council, (ii) consistent with the economic growth and diversification plan developed by the regional council, and ***(iii) carried out, performed on behalf of, or contracted for by two or more localities, political subdivisions, or public bodies corporate and politic within a region.***

GO VIRGINIA Per Capita Fund – Pre-October 2023

	Original (Pre-Pandemic)		Relaxed Match Policy (Expires October 1, 2023)	
Project Type	**Total Match**	**Local Match**	**Total Match**	**Local Match**
Enhanced Capacity Building (planning, pilots and feasibility studies)	1-1	No Local Match Required	2-1	No Local Match Required
Regional Entrepreneurship Initiative	2-1	No Local Match Required	2-1	No Local Match Required
Sites (planning)	1-1	No Local Match Required	2-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required	2-1	No Local Match Required
Per Capita Project Implementation	1-1	20% or $50,000, whichever is greater.	2-1	No Local Match Required

GO Virginia Match Requirements – Per Capita Funds – Post October 1, 2023

Project Type	**Total Match**	**Local Match**
Enhanced Capacity Building (planning, pilots and feasibility studies)	1-1	No Local Match Required
Regional Entrepreneurship Initiative (planning)	2-1	No Local Match Required
Sites (planning)	1-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required
Per Capita Project Implementation	1-1	20% of required match

- Return to original Total Match requirements by project type
- Reinstate Local Match requirement, but eliminate the $50,000 min.
- 2-1 Total Match for most planning grants
- 1-1 Total Match for Implementation projects
- Local Match required for implementation projects.
- Implement Waiver request Process for Total and Local Match

GO Virginia Match Requirements – Per Capita Funds – Implementation Strategy

1. Enact a Waiver Process for TOTAL MATCH
    - Objective criteria - “Fiscal Distress” or “Extraordinary Economic Opportunity”
2. Enact a Waiver Process for LOCAL MATCH
    - Objective criteria - localities ability to contribute

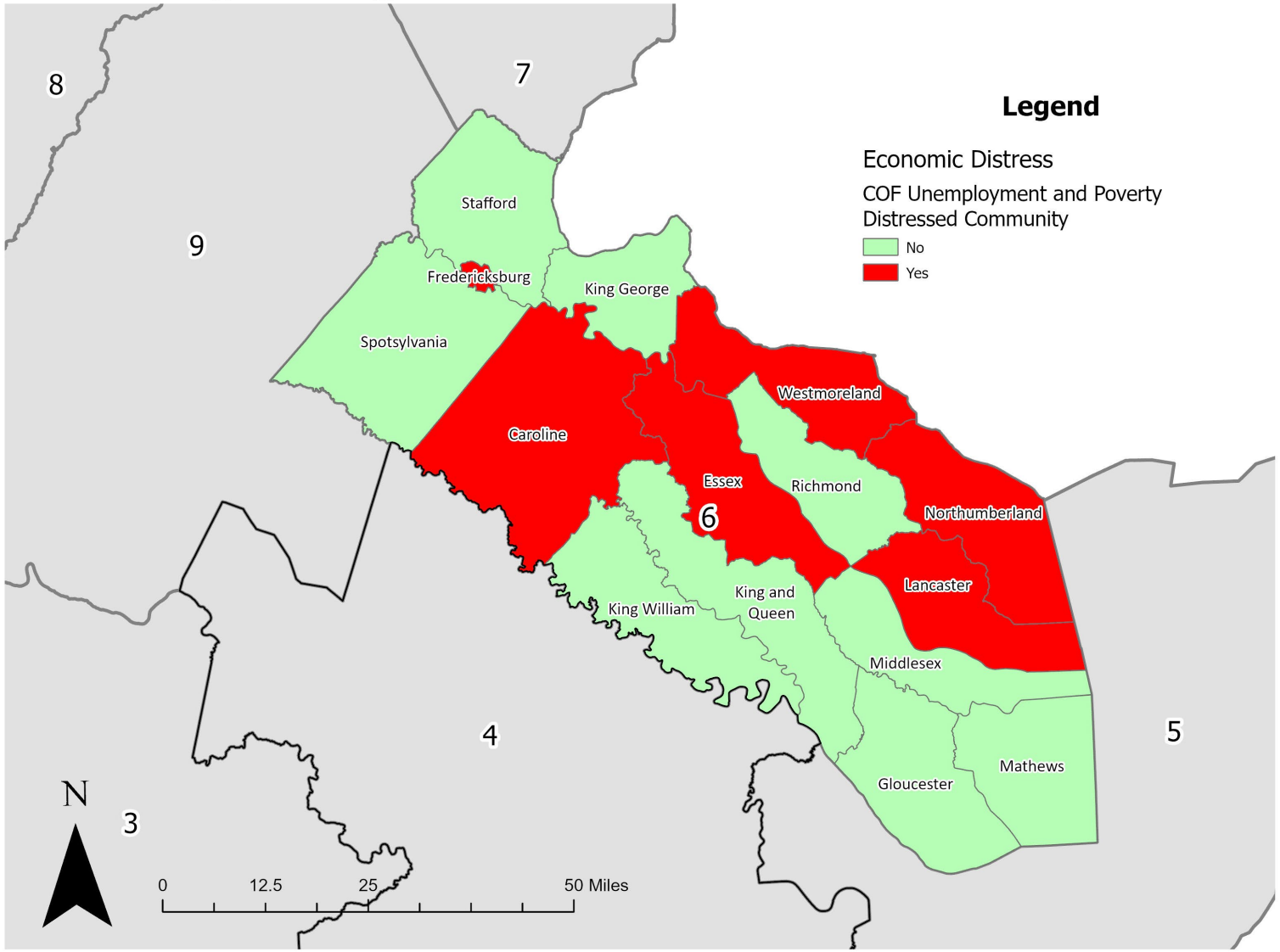
Delayed enactment – October 1, 2023

Waiver process will be developed and presented to the Board at the September 12, 2023 meeting

Proposed Waiver Process for TOTAL Match Reduction – *Fiscal Distress*

- Enact an objective waiver process for “fiscal distress” to reduce match required to 2-1 for projects where the following factors may be considered:
  - At least 50% of the participating localities meet the Virginia Economic Development Partnership’s definition for Economic Distress – Double Distress and will promote job and wage growth.

GO Virginia Region 6: Localities and Economic Distress



Source: [VEDP Thresholds for Localities with Above-Average Unemployment and Above-Average Poverty.]

Proposed Waiver Process for TOTAL Match Reduction – *Extraordinary Economic Opportunity*

- An application demonstrates strong alignment with the GO Virginia Program through one or more of the following methods:
  - The majority of the match being contributed is local match (cash or in-kind)
  - The majority of the match contributions for this effort are being contributed by industry partners
  - The project will increase employment in the industry cluster over a base, as described in the Regional G&D Plan
  - The project will lead to growth in a new or emerging industry cluster with potential to significantly diversify the regional economy

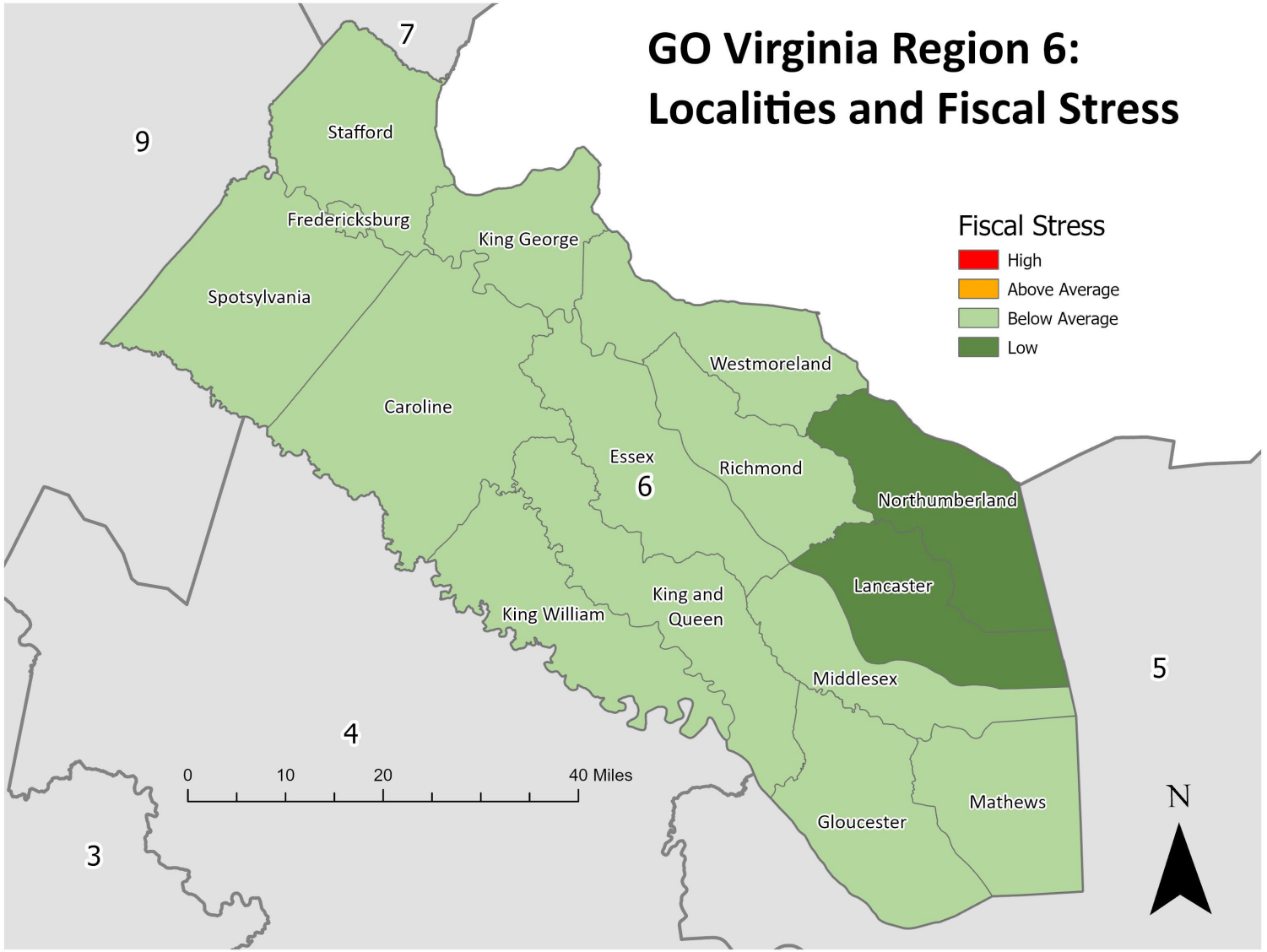
Proposed Waiver Process for TOTAL Match Reduction – *Extraordinary Economic Opportunity*

- An application aligns with the Commonwealth's InnoVAtive Framework for Economic Development and will support the expansion of the knowledge sector, manufacturing, or logistics industries.
- An application will enable the subgrantee to leverage the award to pursue a nonstate funding opportunity in an amount at least two times the amount of the GO Virginia grant requested.

Proposed Waiver Process for LOCAL Match Reduction

- Enact an objective waiver process for “fiscal stress” or “demonstrated inability to establish local match” to eliminate or reduce match required local match for projects via the following criteria:
  - At least 50% of the participating localities are experiencing High or Above Average as measured by the Fiscal Stress Index
  - The participating localities have demonstrated that the applicant has attempted to solicit the local match contribution but that the localities are unable to provide it
    - This effort must be described by each participating locality via a letter of support verifying the inability to contribute

GO Virginia Region 6: Localities and Fiscal Stress



Source: [DHCD Comparative Revenue Capacity, Revenue Effort, and Fiscal Stress of Virginia's Cities and Counties, FY2020]

Fiscal Stress Index

The fiscal stress index illustrates a locality's ability to generate additional local revenues from its current tax base relative to the rest of the Commonwealth based on three components:

- Revenue capacity per capita – or the theoretical ability of a locality to raise revenue
- Revenue effort – or the amount of theoretical revenue capacity that the locality actually collects through taxes and fees
- Median household income

GO VIRGINIA Per Capita Fund Summary

	Before October 1, 2023		After October 1, 2023	
Project Type	**Total Match**	**Local Match**	**Total Match**	**Local Match**
Enhanced Capacity Building (planning, pilots and feasibility studies)	1-1	No Local Match Required	1-1	No Local Match Required
Regional Entrepreneurship Initiative (planning)	2-1	No Local Match Required	2-1	No Local Match Required
Sites (planning)	1-1	No Local Match Required	1-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required	2-1	No Local Match Required
Project Implementation	1-1	20% or $50,000, whichever is greater.	1-1	20% of Total Match

GWRC and GO Virginia Region 6 Support Org Agreement (ACTION ITEM)

SUPPORT AGREEMENT

This SUPPORT AGREEMENT ("Agreement") made this 1st day of July 2023 ("effective date"), by and between the **MARY BALL WASHINGTON REGIONAL COUNCIL ("MBWRC")**, also known as Region Number 6, a public body and certified regional council established pursuant to the Virginia Growth and Opportunity Act (§ 2.2-2484, *et seq.*, of the *Code of Virginia*), and the **GEORGE WASHINGTON REGIONAL COMMISSION ("GWRC")**, a public body corporate and politic, also known as Planning District 16, a planning district commission established by its member jurisdictions, pursuant to the Regional Cooperation Act (§ 15.2-4200, *et seq.*, of the *Code of Virginia*), collectively referred to hereinafter as the "Parties".

WHEREAS, Region Number 6 was designated and established by the Virginia Growth and Opportunity Board ("GO Virginia Board"), to include the member jurisdictions within the GWRC, the Northern Neck Planning District Commission, and the Middle Peninsula Planning District Commission (collectively, the "PDCs"), pursuant to its authority under the Virginia Growth and Opportunity Act; and,

WHEREAS, the Region Number 6 Regional Council Formation Committee, comprising a diverse group of business, private sector, educational, and governmental interests, representing the economic character of the region, was organized and timely submitted its Statement of Intent of Formation ("Letter of Intent") to the GO Virginia Board through the Virginia Department of Housing and Community Development ("DHCD"), with all necessary components included, noting that the Region 6 committee would be known as the Mary Ball Washington Regional Council; and,

WHEREAS, at its March 14, 2017 meeting, the GO Virginia Board reviewed the MBWRC's Letter of Intent and certified the MBWRC as the Region 6 Council, pursuant to the Virginia Growth and Opportunity Act; and,

WHEREAS, the MBWRC must be affiliated with or supported by an organization whose purposes and competences include collaborative planning, economic development, or workforce activities within its region, pursuant to the GO Virginia Board's approved Regional Council Guidelines; and,

WHEREAS, the GWRC was organized and established on January 1, 1970, by mutual agreement among the Counties of Spotsylvania, Stafford, King George, and Caroline and the City of Fredericksburg, pursuant to the Regional Cooperation Act (§ 15.2-4200, *et seq.* of the *Code of Virginia*), which agreement was amended, pursuant to the Amended and Restated Charter Agreement approved in 2006, which was also amended in 2007; and,

WHEREAS, pursuant to the Regional Cooperation Act and its Charter Agreement, the purpose of the GWRC is to encourage and facilitate local and state-local government cooperation in addressing, on a regional basis, matters of greater than local significance in the areas of economic, transportation, and physical infrastructure planning and development, and to provide administrative, management, financial, and staff support for member jurisdictions and interdistrict entities which perform governmental or quasi-governmental functions directly benefiting the commission's district, and to cooperate with other localities, the Commonwealth of Virginia and its agencies, including the Department of Housing and Community Development; and,

WHEREAS, the GWRC is authorized and empowered to enter into contracts or agreements and to provide the services set forth herein, pursuant to the Regional Cooperation Act and its Amended and Restated Charter Agreement;

NOW, THEREFORE, IN CONSIDERATION OF THE MUTUAL COMMITMENTS HEREIN CONTAINED AND OTHER GOOD AND VALUABLE CONSIDERATION, THE RECEIPT OF WHICH IS HEREBY ACKNOWLEDGED, AND INTENDING TO BE LEGALLY BOUND, THE PARTIES AGREE AS FOLLOWS:

1. The GWRC shall serve as the MBWRC's "support organization" and perform the duties incumbent upon such "support organizations", as prescribed by the GO Virginia Regional Council Guidelines and the MBWRC's Bylaws.

2. The GWRC shall support the MBWRC by providing the following services to the council and all of its sub council organizations and committees:

    a. Providing administrative and staff support services, including but not limited to securing meeting space, sending notifications, recording meeting minutes, maintaining records, correspondence and communications deemed necessary to fulfill the duties of the MBWRC;
    b. Providing fiduciary management and oversight and administrative services for activities funded by monies received from the Virginia Growth and Opportunity Fund and other sources of matching funds;
    c. Receiving and managing the use of funds received and auditing accounts utilized for these purposes on an annual or as-needed basis;
    d. Reviewing and making recommendations concerning best practices;
    e. Assisting with and providing for the development and ongoing maintenance and updating of the MBWRC's economic growth and diversification plan, including the procurement of consultancy services for this purpose, if necessary;
    f. Reviewing and analyzing project proposals, including but not limited to:
        i. Application acknowledgement,

ii. Initial application review to assure compliance with application criteria,
iii. Prepare and present an analysis of qualified proposals to the MBWRC
iv. Notification to applicants of MBWRC action

g. Providing project recommendations for submission to the GO Virginia Board;
h. Providing project oversight, tracking progress metrics, monitoring impacts of projects in carrying out the economic growth and diversification plan, and reporting;
i. Assisting with and providing for the development and submission of the MBWRC's annual report to the GO Virginia Board;
j. Procuring goods and services necessary for the operation of the MBWRC;
k. Providing for compliance with applicable provisions of the Virginia Freedom of Information Act, including meeting notices, open meeting requirements, and meeting facilities;
l. Providing for compliance with the State and Local Government Conflicts of Interest Act;
m. Providing other duties and services as determined by the MBWRC and agreed to by the GWRC.

3. The GWRC shall demonstrate good accounting practices, grant administration, project management experience, tracking and reporting of performance metrics and audit protocols.

4. In matters related to the Virginia Growth and Opportunity Act, the GWRC shall operate and provide the services set forth herein with the advice and consent of the MBWRC.

5. The MBWRC and its members shall comply with applicable provisions of the Virginia Freedom of Information Act and the State and Local Government Conflicts of Interest Act and shall cooperate with and support GWRC's efforts to assure compliance therewith.

6. The MBWRC shall approve an annual budget. Payments for goods purchased or services rendered in compliance with the approved budget shall be made by the GWRC and approved by the Chairman of the MBWRC, with monthly expenditure reports provided to the MBWRC. Other expenses must be approved by the MBWRC and the budget amended accordingly.

7. The MBWRC shall pay the GWRC promptly for the services rendered under this Agreement, pursuant to monthly invoices to be submitted to and approved by the MBWRC, from funds derived from any and all sources.

8. The term of this Agreement shall be from the effective date to June 30, 2025 and may be renewed for additional 2-year terms, by mutual consent of the Parties, in writing. Either party may terminate this Agreement without ramification or recourse by the other Party with 60 days

advanced notice. The GWRC shall be entitled to payment for services rendered up to the date of notice of termination.

9. Notice shall be effective if delivered in writing to the other Party by regular mail at their last known address or via electronic mail sent to the Party's last known e-mail address.

10. This Agreement may be amended, in writing, by mutual agreement of the Parties.

11. By signing below, the agent or representative of each Party certifies that he is authorized to do so by his respective organization.

MARY BALL WASHINGTON REGIONAL COUNCIL

BY: _____ DATE: _____

G. William Beale
Chairman
Mary Ball Washington Regional Council

GEORGE WASHINGTON REGIONAL COMMISSION

BY: _____ DATE: _____

Chip Boyles
Executive Director
George Washington Regional Commission

GO Virginia Region 6 FY 2024 Budget (ACTION ITEM)

Memorandum

To: GO Virginia Region 6 Council

From: Ian Ginger, Region 6 Program Director

Date: July 18, 2023

Re: Approving Carryover and Grant Year 2024 Funds

Region 6 Council:

The purpose of this memo is to explain the budget approval process for this year. In years past, we've asked the Council to simply pass the $250,000 that's allocated to each GO Virginia region for capacity building. However, as many of you know, we carry over funds each year from previous fiscal years. This often leads to a complexity in processing remittances as we get further into the budget. We are, thus, being more intentional in what line items we allocate our full allotment to this year.

To this end, we are asking that the Council do two things: 1. Approve the $250,000 in funds for Grant Year 2024. Approval of the DHCD budget template and narrative in your packet is a requirement for us to access capacity building funds for the 2024 Grant Year and 2. Approve an overall budget of $286,987 (excluding $95,290.65 in contingency) for Fiscal Year 2024 (July 1, 2023-June 30, 2024) which will allow us to draw down the appropriate amount of funds per line item across Grant Year 2023 and 2024. Included in your packet is a spreadsheet detailing how much we anticipate we'll pull from each year.

	FY24 Budget	2023 Grant Year	2024 Grant Year
Expenses			
Salaries, Fringe, Indirect	$237,445.00	$109,442.82	$128,002.18
Marketing	$7,000	$3,226.43	$3,773.57
G&D Plan Update	$12,000	$5,531.02	$6,468.98
Equipment and Supplies	$4,150	$1,912.81	$2,237.19
Meetings and Workshops	$17,960	$8,278.10	$9,681.90
Travel	$8,432	$3,886.47	$4,545.53
Contingency	$95,290.65		$95,290.65
Total	**$382,277.65**	**$132,277.65**	**$250,000.00**

Mary Ball Washington Regional Council
GO Virginia Region 6
FY24 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 FY24 capacity building funding allocated to Region 6, $148,240.37 is budgeted for Administration and $101,759.64 is budgeted for Planning Services.

Administration Line Items

Salaries (Fringe if applicable) - $128,002.18
These funds will be used to support salary and fringe for the GO Virginia Program Director (1 FTE), and Program Coordinator (.7 FTE). These costs include indirect costs such as audit, fiscal/accounting services, general legal expenses, rent, supplies and equipment, taxes and insurance.

Marketing, Outreach, and Websites - $3,773.57
These funds will be used for website and marketing costs.

Meetings and Workshops - $9,681.90
These funds will be used for costs associated with the Regional Council, subcommittee, and other stakeholder meetings, including meals and other meeting costs. In addition, these funds also cover the cost of staff membership in the International Economic Development Council and the Virginia Developers Association. They also include staff registration for professional development conferences and webinars including two courses through the IEDC, the VEDA Fall and Spring conferences, the Resilience Conference in August, and the Governor's Rural Summit in October.

Supplies & Equipment - $2,237.19
These funds will be used for necessary supplies and equipment required to carry out the daily activities of the Council.

Travel - $4,545.53
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.

Planning Services Line Items

G&D Plan Update - $6,468.98
These funds will go towards the 2023 Growth and Diversification Plan update including hiring a consultant to facilitate the July 2023 Retreat, which includes the update as the centerpiece.

Planning Grants (Contingency)- $95,290.65
These funds will be held in contingency until allocated for planning activities by Council.

ATTACHMENT 1: FY24 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: 07/01/23 **Through:** 06/30/24

	Budget Item	**Amount**
A	Administration	
	Salaries (Fringe if applicable)	$128,002.18
	Marketing, Outreach, and Websites	$3,773.57
	Supplies & Equipment	$2,237.19
	Meetings and Workshops	$9,681.90
	Travel	$4,545.53
	Total Administration Budget:	$148,240.37
B	Planning Services:	
	Growth and Diversification Plan Development	$6,468.98
	Planning Grants	$95,290.65
	Total Planning Services Budget:	$101,759.63
	TOTAL Expense Budget:	**$ 250,000.00**

Narrative:

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

Bylaws Update – Change in Quorum Requirements Discussion

Virginia Growth and Opportunity Act

Mary Ball Washington Regional Council – Region 6

Bylaws

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NAME

The name of this organization is the Mary Ball Washington GO Virginia Region 6 Council (hereafter referred to as "Council").

ORGANIZATION

GOVERNANCE

The Council is organized according to these bylaws and is a public body certified by the Virginia Growth and Opportunity Board to receive grants pursuant to Code of Virginia section 2.2-2485 the Virginia Growth and Opportunity Act (hereafter referred to as "GO VA"). The Council will be supported or affiliated with an existing or newly established organization that engages in collaborative planning or execution of economic or workforce development activities within a region to support the Council's activities and to ensure proper administration of the Council's funds. The Council serves the Fredericksburg area, the Northern Neck, and the Middle Peninsula (Planning Districts 16, 17, and 18).

ORGANIZATIONAL STRUCTURE

The Council shall conduct its business through the combined efforts of the following:

- The Region 6 Council
- Committees and Working Groups

During the inaugural meeting, the Council shall elect from among its members; a Chair and a Vice-Chair. The Chair and Vice Chair shall be a Council member with significant private-sector experience.

The Chair shall preside over all meetings. The Vice-Chair shall preside over all meetings in the absence of the Chair.

The Chair and Vice-Chair shall serve four-year terms, and shall not serve more than (2) consecutive four-year terms.

PURPOSE

MISSION

The mission of GO Virginia is to create more higher paying jobs through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens the economy in the region.

MEMBERSHIP

COMPOSITION

The Council should include representatives from (i) the education sector, including school divisions, community colleges, public institutions of higher education, and private institutions of higher education as appropriate; (ii) the public economic and workforce development sector; (iii) local government; (iv) planning district commissions; (v) nonprofit organizations; and (vi) other entities that significantly affect regional economic or workforce development

1. The following sector group representatives shall serve as members of the Council:
    a. Business
        i. Representation should include both small (up to 50 employees) and large businesses
        ii. Representation should include entrepreneurs, innovators in growing industries, and experienced professionals
        iii. Leadership/management experience required
    b. Education
        i. Representation should include public higher education institutions and private higher education institutions as appropriate, VCCS and PK-12 should be represented
    c. Civic or community leaders
    d. Local and/or regional economic development professionals
    e. Workforce development professionals
        i. A private citizen member of the local workforce development board
    f. Local government representatives (elected officials, administrators)
    g. Regional planning entities
    h. Non-profits and other organizations that impact economic or workforce development in the region
2. A majority of members must be private sector with significant business experience (5 or more years in private business, entrepreneur).

3. The chairman, vice chairman, and majority of members must have significant private sector business experience. Included among the business members should be persons experienced in managing small and large enterprises.

4. The Regional Council shall have no fewer than 15 members and no more than 25 members upon formation. If the number of members is outside of this range the Council must make a justification to be approved by the Board.
    a. In recognition that many regions will have multiple entities with similar missions, care should be taken to select one that will be representative of the group and will be responsible for communication within that network.
    b. Councils should propose a policy on how vacancies will be filled and whether a member's service is tied to the individual member or the service on the council is related to the position the member holds at the time of appointment.
    c. If a regional council proposes a change in structure, leadership, or membership, that change will be included as part of the annual report reviewed by the Board. The Board may then approve the change.

5. The Council will ensure gender and ethnic diversity in its membership.

Membership may include one or more non-legislative citizen members of the GO VA Board from the region. A majority of the members of the Council shall be from the private sector with demonstrated significant private-sector business experience. The Council shall be chaired and vice chaired by a citizen member from the region with significant private-sector business experience.

The Council will consist of 15-25 members. The GO VA Board will approve the member selection process, structure, composition, and leadership to meet the requirements of COV section 2.2-2485 of the Virginia Growth and

Opportunity Act and the guidelines set forth by the GO VA Board. Council membership is subject to GO VA Board review and approval.

Council members shall have knowledge of workforce and economic development.

MEMBERSHIP STATUS

To remain a member of the Council, the member must maintain their membership status as a member "in good standing."

A member may lose their "in good standing" status if the member has not attended 75% of full Council or committee meetings.

A member will reestablish their "in good standing" membership status by attending two consecutive full Council or committee meetings.

A Council member may be removed by the Council with a majority vote. The reasons for removal must be documented by the Council.

RECUSAL PROCESS

Any member of the Council may recuse themselves from voting or otherwise participating in some action of the Council due to some conflict of interest that may preclude the member from taking an objective, unbiased action. Council members may also recuse themselves from the Council by notifying the Chair in writing that they no longer want to remain on the Council.

ELECTION PROCESS

Council members shall be nominated by the Nominating Committee and elected by a majority of the votes cast by the full membership at a meeting at which a quorum is present. Once approved by the Council, new members may begin participating in Council activities. The Nominating Committee will present a slate of Executive Committee members to be elected by a majority of the votes cast by the full Council at a meeting at which a quorum is present. Nominating Committee members will be elected through nomination at a full Council meeting by a majority of the votes cast by the full Council at a meeting at which a quorum is present.

MEMBERSHIP TERMS

Council members shall serve staggered four-year terms as determined by the Council. Council members shall not serve more than (2) consecutive four-year terms. The time served by Chair/Vice-Chair will not count against the limit of two (2) consecutive terms. A Chair/Vice-Chair who has reached his or her term limit may serve another consecutive term.

DUTIES AND RESPONSIBILITIES

The Council Chair shall preside at all meetings of the full membership and Executive Committee meetings.

The Vice-Chair shall perform all duties of the Chair in absence of the Chair. They may perform such other duties as assigned by the Chair.

The Council shall be responsible for the following:

- The Council shall fulfill the responsibilities of regional councils pursuant to Code of Virginia section 2.2-2485 the Virginia Growth and Opportunity Act (hereafter referred to as "GO VA").
- Demonstrate extensive knowledge of the region's potential for growth that lead to high paying jobs. Identify economic/regional projects that support or encourage collaboration and yield significant new job creation deliverables.
- Review and understand the authority, governance, and administrative role of the GO VA Board in certifying qualified regions and regional councils; including how the Board develops and implements guidelines or procedures for such certification.
- Partner with existing or newly established economic/workforce development organizations to create a focused collaborative project or programs consistent with the Council's economic growth and diversification plan.
- Identify the region's economic growth potential independently or in partnership with neighboring regions. Identify the competitive advantages for collaboration with private-sector investments to accelerate job growth/economic development.
- Advise the Board on best practice initiatives, projects, etc. that encourage collaboration and yield measurable outcomes for job growth in the region.
- Have the authority to enter into agreements through the support organization in order to pursue the goals and objectives of the Virginia Growth and Opportunity Act pursuant to the Code of Virginia and guidelines adopted by the GO VA Board.
- Adhere to the Freedom of Information Act (FOIA) and the Conflict-of-Interest Act (COIA) except as exempted pursuant to §2.2-3711.A.48 of the Code of Virginia.
- Provide for public participation as directed by the Code of Virginia and the Board.
- Conform with guidelines as adopted by the Board.
- Attend full membership meetings on a regular basis.
- Approve meeting minutes of full membership meetings.
- Vote on projects to be recommended for approval by the GO VA Board, denied by the Council, or deferred until a later time.

COMMITTEES AND WORKING GROUPS

GENERAL RESPONSIBILITIES

All committees and working groups shall consist of sufficient numbers to provide broad representation of the Council as appropriate. Committees make recommendations to the Council. Membership in committees must be approved by the Council. Working groups serve to coordinate resources, projects, and direct services. Membership in working groups is determined based on the responsibilities of the working group and in consultation with the Council.

Each committee or working group will elect a Chair to set meeting agendas, coordinate activities, and provide updates at full Council meetings. Chairs will be elected by a majority of the votes cast by that committee or working group's membership at any meeting at which a quorum is present. Chairs shall serve two-year terms and may serve up to two (2) consecutive terms.

STANDING COMMITTEES

The Council will have two standing committees:

- Region 6 Executive Committee
- Region 6 Nominating Committee

Each committee shall appoint a Chair and set meeting dates, times, and locations.

The duties of each committee member shall be implied by the name and function of the committee. Each committee shall report to the full Council.

Committee members shall serve two-year terms.

REGION 6 EXECUTIVE COMMITTEE

PURPOSE

The Executive Committee shall have the power to exercise the powers of the Council where action is necessary or advisable to conduct the day-to-day business of the Council between meetings of the Council, subject to any limitations on the authority of the Executive Committee established by the Council.

COMPOSITION

The Executive Committee will include the Chair, Vice Chair, and three Regional Council members elected by the Council.

DUTIES

The Executive Committee shall be responsible for the following:

- Review and approve projects that do not need to be voted on by the GO Virginia State Board and projects that need GO Virginia State Board approval if the Region 6 Council is unable to meet, conditional on Region 6 Council approval at their next meetingProvide organizational direction and act on behalf of the Council.
- Recommend Council members to the full Council if the Nominating Committee is unable to meet.

NOMINATING COMMITTEE

PURPOSE

The Nominating Committee is responsible for recruiting qualified, willing members to serve on the Council.

COMPOSITION

The Nominating Committee will be composed of three members of the Council.

DUTIES

The Nominating Committee shall be responsible for the following:

- Securing candidates for the Council.
- Presenting a slate of qualified, acceptable candidates to the full membership for approval and vote.

CREATION/DISSOLUTION OF COMMITTEES & WORKING GROUPS

The Council may establish ad hoc committees and working groups as the need arises by a majority of the votes cast by the Council at any meeting at which a quorum is present. The Council must update these bylaws if it wishes to create or dissolve any standing committee.

MEETINGS

MEETING TIMES

The Council shall meet on a regular basis and at a minimum quarterly at a predetermined location and time. The meeting notice of time, location and purpose shall be given to all Council members at least 30 days prior to the date of meeting.

The Council will meet all of the Code of Virginia public meeting requirements (§2.2-3707). Meetings will be advertised a minimum of three business days in advance of the meeting at the following locations: George Washington Regional Commission Website, Middle Peninsula Planning District Commission Website and Northern Neck Planning District Commission Website.

QUORUM

Attendance of a majority of Council members shall constitute a quorum and, unless a greater proportion is required by the GO VA Board for a particular act/vote, the majority (super majority) vote of the Council present and voting at any meeting, at which there is a quorum, shall constitute the Act of the Council (Council may decide if vote is majority or super majority).

SUPPORT ORGANIZATION

The support organization can be a new or existing organization with purposes and competencies including collaborative planning, economic development, or workforce activities within the region.

The support organization may provide data analysis, review of best practices, review and analysis of project proposals, and other duties as determined by the Regional Council.

The support organization will make project recommendations to the Regional Council for submission to the Board and will be responsible for monitoring the impacts of projects in carrying out the economic growth and diversification plan.

The support organization will be responsible for the receiving, use of, and auditing of funds received.

The support organization will have a contract with the regional council that provides for its role as outlined above.

PARLIAMENTARY PROCEDURE

In all matters of procedure not specifically covered by these By-Laws, the most recent edition of Roberts Rules of Order shall be observed.

BYLAWS

The bylaws shall not be amended, modified, or replaced except by a majority action of the Regional Council in an official meeting. Action on amended bylaws may not take place at the meeting in which they are introduced. Action on amended bylaws shall take place a minimum of thirty days after their introduction. The bylaws shall be amended to conform to statutory requirements as required. The Board shall review and approve amendments to the Bylaws.

SEVERABILITY

In the event that any portions of the bylaws are deemed invalid, the remaining portion shall stand.

Application Discussion and Determination (ACTION ITEM)

Regional Entrepreneurial Initiative – River's Region Entrepreneurial Ecosystem

STAFF REVIEW

Application Name: FRA Regional Entrepreneurship Initiative

Application Submitted: 7/14/23

Date of Staff Review:7/18/23

Applicant: Fredericksburg Regional Alliance (FRA)

Contact Person: Todd Gillingham

G**rant Type:** Regional Entrepreneurship Initiative (Implementation)

Growth and Diversification Plan Strategy Area (s): Entrepreneurship

Localities Served: All Region 6 localities

Localities Participating in Project: Planning District 16 as represented by FRA and Germanna

Other Partners and Responsibilities:

GO Virginia Request: $300,000

Match: $150,000

Source of Match: Local and Private

Additional Leverage:

Total Project Cost: $450,000

Threshold Review	Yes or No. Why?	Discussion/Questions
Does the applicant demonstrate capacity to manage the grant?	Yes. The applicant has managed previous GO Virginia grants.	
Does the project align with GO Virginia strategies?	Yes. The application is for the Regional Entrepreneurship Initiative, which is a state originated, GO Virginia program for entrepreneurial ecosystem development.	
Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	Yes. It addresses many of the goals laid out in the Entrepreneurship section of the Growth and Diversification Plan.	
Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for the region? What is the targeted industry and pay rate?	Yes. The project will result in a regional plan for entrepreneurship with the potential to positively affect several,	

	potentially all Region 6 priority industry clusters.	
Does the project have non-state source(s) of revenue at least equal to the requested GO Virginia grant? If no, is there a fiscal distress or unique economic opportunity justification for the reduced match? (In no instance will the match be less than half of the requested GO Virginia grant request.)	Yes.	
Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	Yes. PD16 localities are represented by the meaningful participation of FRA and Germanna. These organizations are multi-jurisdictional by nature.	
Are the participating localities contributing at least 20%, or $50,000, whichever is greater, of the required match? (Not required for Enhanced Capacity Building Projects seeking administrative approval.) If no, does the project demonstrate the ability to benefit the majority of the region or region(s) and that the benefitting localities were approached but unable to financially contribute to the project? This requirement is currently waived by the GO Virginia State Board.	Not applicable.	
Does the project outline both behavioral and anticipated tangible results that will come from the collaboration?	Yes.	
Does the project demonstrate involvement in the project by businesses, colleges and universities, and other public and private entities within the region in the conceptualization of and the implementation of the project?	Yes.	
Does the project outline a positive ROI within 3 years?	N/A	
Will this project be completed within two years?	Yes.	
Is the project sustainable after GO Virginia funds? This does not relate to ECB's.	Yes. FRA established a 501(c)(3) so that the organization can go after additional funding streams following the conclusion of the grant.	

Application Scoring Sheet – July 2023

Summary of Application

Project Description: The application is to complete the activities outlined in the Regional Entrepreneurship Initiative guidance as provided by the GO Virginia State Board. By approving the application, Council will be approving FRA as the lead convening entity for entrepreneurial ecosystem development in the region.

Project Goal(s): To hold stakeholder meetings across the region aimed at ascertaining how to implement the recommendations of the TEConomy report, creating an infrastructure for entrepreneurial ecosystem building, and developing a sustainability model.

Outcomes: A regional plan to build the entrepreneurial ecosystem.

Council Review Summary

In 2021, the Regional Council approved the Fredericksburg Regional Alliance as the lead on the entrepreneurship section of the 2021-2023 Growth and Diversification Plan. As the lead, FRA partnered with Chapman & Co. to hold stakeholder meetings in assessing the current environment for entrepreneurship in the region and building upon the TEConomy report.

The activities undertaken in the G&D Plan laid the groundwork for the FRA to apply as the convening entity for the Regional Entrepreneurship Initiative. In the lead up to this application, and in addition to the G&D Plan stakeholder meetings, the organization has accomplished the following: 1. Created a new 501(c)(3) including creating a board to lead entrepreneurial ecosystem development in the region, 2. Raised funds to support the match for the project, 3. Acted as an intermediary for Dahlgren and the entrepreneurial community in the region with the goal of commercializing patents at the base.

The core goal of this project is to organize region-wide stakeholder meetings to develop a Region 6 plan to build its entrepreneurial ecosystem. Current guidance for REI states that each region will select an organization to lead the effort and conduct the following activities:

1. Develop a strategy for implementing the TEConomy recommendations or other concepts derived from the Stakeholder engagement process that aligns with the regional growth and diversification plan
2. Develop a structure for advancing the entrepreneurial ecosystem
3. Develop strategies to sustain the initiative after the initial GO Virginia grant

Staff Considerations

Staff feels that FRA is the appropriate organization to serve as the convening entity for entrepreneurial ecosystem building in the GO Virginia region. This is evidenced partially in the organization's selection by the Council in 2021 to build upon the TEConomy report, but also by its leadership role in facilitating

meetings with Dahlgren – which is essentially an implementation effort – and creating a new non-profit tasked with ecosystem building. The creation of the non-profit alone shows FRA's commitment to leading entrepreneurial efforts in the region and in sustaining ecosystem building efforts. They've further shown their commitment by frequently updating Council in the run up to this application over the past few years.

Council members on the project review team raised two critical and similarly oriented questions: 1. How did FRA engage with the entire GO Virginia region in developing the application and 2. What's the plan for engaging the entire region during the project period – and after?

Although there was representation from the Northern Neck and Middle Peninsula in the stakeholder meetings held as part of the G&D Plan, staff could foresee the State Board raising some concerns about input from areas outside of Planning District 16 in developing the application. At this point, the only meaningful contribution is from PD16. On the contrary, FRA noted that the bulk of the planning efforts in this project will go towards developing an approach to entrepreneurial ecosystem building that will include PDs 16,17, and 18.

1. **Who is the regional coordinating entity for this initiative?**
The applicant for this proposal is the Rivers Region Entrepreneurial Ecosystem Council ("Council") in partnership with the Fredericksburg Regional Alliance at the University of Mary Washington ("FRA").

2. **Who is the primary point of contact?**
Todd Gillingham, Vice President, Marketing and Operations
Fredericksburg Regional Alliance at the University of Mary Washington
1125 Emancipation Highway, Suite 240
Fredericksburg, VA 22401

3. **What process did the regional council utilize to identify and select their coordinating entity?**
The Regional Council and Region 6 staff issued a request for proposals in early 2021 for a consultant to lead the Entrepreneurial Ecosystem Planning as part of the 2021-2023 Growth and Diversification Plan update.
Specifically, the consultant would lead the following activities: 1. Review the 2018 TEConomy report for Region 6 and determine what has happened since that plan, 2. Inventory all the entrepreneurial assets and identify gaps in Region 6, 3. Facilitate 3 to 4 stakeholder sessions in coordination with Regio 6 staff to determine priorities in the Growth and Diversification Plan, 4. Propose initiatives that can be undertaken by the region to build the entrepreneurial ecosystem. The request for proposal was open to anyone in the region but was specifically disseminated to four organizations with the capacity and expertise to carry out the planning. The Fredericksburg Regional Alliance was the only organization to submit a proposal. After submission, they met with Region 6 staff in March of 2021 and were subsequently reviewed and voted on by the Region 6 Executive Committee. A contract was executed in April of 2021 for the FRA to carry out the objectives above.
The entrepreneurial ecosystem planning efforts laid the foundation for FRA to act as the coordinating entity for the Regional Entrepreneurship Initiative. Council members were impressed with the organization's leadership and subject matter expertise in leading the stakeholder sessions. As a result, FRA has been the de facto entrepreneurial ecosystem leader in the region and has updated the Regional Council at almost every Council meeting over the past few years about additional planning efforts leading up to this application.

4. **Were all entities interested in serving in a coordinating role considered and what criteria was applied to determine the most appropriate coordinating entity?** The Regional Council must utilize a selection process that ensures competing organizations are encouraged to strengthen regional collaboration through this application process. Documentation of the selection process must be included in the application.

Yes, only four total organizations expressed interest in leading the region's entrepreneurial ecosystem efforts. The FRA was the only organization to submit a formal response to a request for proposal in 2021 as Council and staff were updating the Growth and Diversification Plan.

5. **What qualifications were considered and why was this entity selected?**

FRA is one of the leading economic development agencies in the region and is the only official regional economic development organization. As such, it is a key stakeholder in all areas of economic development including forwarding the region's efforts in entrepreneurship. In addition to this, FRA has been a leader in conversations about entrepreneurial ecosystem building vis-à-vis its role in the 2021-2023 Growth and Diversification Plan update. The organization is particularly adept at building coalitions to facilitate impactful stakeholder sessions and in leveraging those planning meetings to build a strategy for regional entrepreneurship growth.

6. **What experience does the coordinating entity have in entrepreneurial ecosystem development?**

The Fredericksburg Regional Alliance at the University of Mary Washington is a public/private regional economic development organization serving Planning District 16 and has over a 20 year history of collaborating with local governments, planning organizations, the private sector business community, and has also built strong relationships with the region's military installations including NSWC Dahlgren Division. The FRA has also established close working relationships with other key collaborators throughout the Commonwealth related to entrepreneurial activities and planning.

In 2021, FRA received a GO Virginia grant to perform an inventory analysis of entrepreneurial activities throughout GO Virginia's Region 6 (report attached). As a result, the FRA facilitated the creation of a separate 501(c)3 entity named the "Rivers Region Entrepreneurial Ecosystem Council" to lead in the continued effort to generate, promote, and expand entrepreneurial activity and growth. The Council is governed by a Private Sector-led Board of Directors (list of directors and bios attached) representing both main street and high growth businesses throughout the Region 6 geography.

7. **Will the regional coordinating entity utilize existing capacity, or create new position(s) for this effort?**

While the FRA will serve as the subcontracted fiscal agent for this grant opportunity, the funding requested will be used, in part, to augment staffing and another person (officially the Executive Director or the RREC) who will be dedicated to ecosystem building. Future steps would also include 1-2 additional "Ecosystem Builders" to help implement plans developed as a result of this current planning grant request.

8. **How will the regional council financially sustain the coordinator's efforts beyond this GO Virginia funding?**

Developing a strategy for sustainable ecosystem funding is core to this project and has been discussed by the Council and FRA. With the expertise of an experienced Executive Director, the Council believes that utilizing the organization's 501(c)3 tax status will be instrumental in applying for future state and federal grant opportunities, attracting new investors, and leveraging existing private funding pathways.

The REI Strategy will strengthen the regional entrepreneur ecosystem by focusing its work over the next 1-2 years and establishing a clear pathway for future GO Virginia Region 6 grant investments. The regional system will provide the larger infrastructure necessary for the local systems to plug into, creating opportunities for focused local growth based on the needs of each community in Region 6. The application team acknowledges that future GO Virginia grant proposals for advancing new priorities and implementation are expected to be collaborative amongst stakeholders and supportive of the regional ecosystem.

9. **Outline the method that the regional council will use to oversee the coordinating entity and which will actively work to develop potential projects for future funding.**
   The applicant has committed to updating the Region 6 Council at regularly scheduled GOVA council meetings, as noted in the timeline. Additionally, there is at least one GOVA Region 6 Councilmember who also serves on the Rivers Region Entrepreneurial Ecosystem Council.

10. **Attachment: Project Metrics and Outcomes**

11. **Attachment: Project Timeline with Milestones**

Project Deliverables

	Deliverable	Responsible Party	Due Date
1	Add Executive Director to carry-out duties of RREC	RREEC	September/October 2023
2	Review Current Ecosystem and TEConomy Reports and Compare with Current Conditions	RREEC Exec Dir / FRA	November 2023
3	Engage with Current Stakeholders	RREEC Exec Dir	January 2024
4	Identify additional planning stategies within startups, financial capital, partnerships, and reporting	RREEC Council/Exec Dir/FRA	April 2024
5	Initial recommendations and priorities	RREEC Exec Dir	June 2024
6	Identify funding needs for new strategies	RREEC Council/Exec Dir	July 2024
7	Present engagement strategy to stakeholders	RREEC Council/Exec Dir	September 2024
8	REI Strategy and Report	RREEC Council/Exec Dir	October 2024
9	Actionable Strategies Plan prioritized for next 2-4 years including: Committed strategy leaders, potential funding sources (including GO Virginia, potential match sources, sustainability, and timelines)	RREEC Council/Exec Dir	December 2024
10	Develop GO Virginia Implementation grant proposal	RREEC Council/Exec Dir	April 2025

PROJECT MILESTONES & 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:
Project End Date:

CY, Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	TOTAL
2023, Q3	Salary of Executive Director	$60,000	$30,000	$90,000
2023, Q4 – 2024, Q1	Review of Current Ecosystem Report(s) and Additional Stakeholder Engagements	$100,000	$50,000	$150,000
2024, Q2	Analyze Regional Assessment	$60,000	$30,000	$90,000
2024, Q3	Draft and Finalize Implementation Plan/Strategy	$80,000	$40,000	$120,000
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$
		$	$	$

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
Salaries	**Salaries**	$200,000	Executive Director
Outreach	**Travel/Mileage/Accommodations/Venue**	$33,000	Add'l Stakeholder Engagement based on study recommendations/Build add'l program capacity
Planning/Assessment	**Exec Director time spent on task**	$33,000	Advanced planning based on current and future findings
Rent/Lease	**Office space for two years**	$13,200	Provide office space for Ecosystem
Administration	**Grant administration/management**	$13,200	Grant administration
Fiscal Management/Accounting Services	**Payroll/Accounting/IRS Filings/Organization Fees**	$7,600	IRS Filings and Quarterly Accounting
	$	**300,000.00**	**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)
Salaries	**Salaries**	$30,000.00	Other	Germanna Community College	
Salaries	**Salaries**	$30,000.00	Other	Stafford EDA	
Salaries	**Salaries**	$15,000.00	Other	King George EDA	
Planning/Assessment	**Advanced Planning Based on Current Findings**	$15,000.00	Other	City of Fredericksburg EDA	
Outreach	**Travel/Mileage/Accommodations/Venue**	$ 10,000.00	Private	Jamie Scully	
Rent/Lease	**Provide Office Space for Ecosystem for up to Two Years**	$20,000.00	Other	FRA In-Kind	
Administration	**Grant Administration**	$20,000.00	Other	FRA In-Kind	
Fiscal Management/Accounting Services	**IRS Filings and Quarterly Accounting**	$ 10,000.00	Other	FRA In-Kind	
		$ 150,000.00	**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.

Budget Category (Dropdown)	Description of Uses of Additional Leverage	Amount ($)	Type of Leverage (Dropdown)	Source of Leverage	Documentation Submitted (Dropdown)
		$ -	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	$	300,000.00
Matching Funds	$	150,000.00
Total CAMS Budget	**$**	**450,000.00**
Additional Leverage	$	-
Total Project Budget	**$**	**450,000.00**

**These answers will autofill from previous tabs.*

Type of Match	Totals	
Matching Funds	$	150,000.00
At least $2:1	**YES**	
Local Match	$	-

GERMANNA
COMMUNITY COLLEGE

Mr. William Beale
Chair, GO Virginia Region 6 Council
George Washington Regional Commission
406 Princess Anne St, Fredericksburg, VA 22401

Dear Mr. Beale,

On behalf of Germanna Community College, I'm writing to express our support to the GO Virginia Region 6 Council for the Rivers Region Entrepreneurial Ecosystem Council (RREEC) grant application. The application, submitted by RREEC and the Fredericksburg Regional Alliance (FRA), supports the development of the Regional Entrepreneurship Investment (REI) Strategy for Region 6 and is inclusive towards the needs of all three sub-regions.

RREEC will be the applicant and will co-lead this planning initiative with the Fredericksburg Regional Alliance to bring together stakeholders from throughout the region to update this important strategy and identify opportunities for growing our entrepreneurial ecosystem.

I encourage the GO Virginia Region 6 Council to select RREEC and FRA to collaborate in developing an updated Regional Entrepreneurial Investment Strategy. If you have any questions, please feel free to contact me by phone or by email.

Thank you for your consideration,

Dr. Shashuna J. Gray
Acting President

Match Verification Form

Project Name Rivers Region Entrepreneurial Ecosystem

Support Organization: Rivers Region Entrepreneurial Ecosystem Council and

Regional Council: Mary Ball Washington Region 6 Council

Contributor Information

Name of Business/Individual/Locality/Entity: Germanna Community College

Name of Primary Contact: Dr. Shashuna Gray

Address: 10000 Germanna Point Drive

City: Fredericksburg **State:** VA **Zip:** 22408

Telephone: 540-891-3000 **Email:** Sgray@germanna.edu

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:

The cash match is provided through discretionary funds allocated to support regional programs that increase capacity within the Germanna service area.

Date(s) Contributed: 5/25/2022

Real or Estimated Value of Contribution: $ 30,000

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

Please explain: N/A

Who Made this Value Determination?: N/A

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

If yes, what are the restrictions?: The funds must be used in accordance with the grant guidelines.

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

Signature of Contributor

18-Jul-23

Date

Northern Neck PDC
The Regional Center
457 Main Street
P.O. Box 1600
Warsaw VA 22572
(804) 333-1900
(804) 333-5274 Fax
www.nnpdc17.state.va.us

"Serving the counties of Lancaster, Northumberland, Richmond, and Westmoreland"

July 19, 2023

William Beale, Chair
GO Virginia Region 6 Council
George Washington Regional Commission
406 Princess Anne Street
Fredericksburg, VA 22401

Dear Mr. Beale:

On behalf of the Northern Neck Planning District Commission and Northern Neck Chesapeake Bay Region Partnership, I am writing to express support for the GO Virginia Region 6 Council for the Rivers Region Entrepreneurial Ecosystem Council (RREEC) grant application. The application, submitted by RREEC and the Fredericksburg Regional Alliance (FRA), supports the development of the Regional Entrepreneurship Investment (REI) Strategy for Region 6 and is inclusive towards the needs of all three sub-regions.

RREEC and the Fredericksburg Regional Alliance will co-lead this planning initiative to bring together stakeholders from throughout the region to update this important strategy and identify opportunities for growing the entrepreneurial ecosystem.

I encourage the GO Virginia Region 6 Council to select RREEC and FRA to collaborate in developing an updated Regional Entrepreneurial Investment Strategy.

Thank you for your consideration.

Sincerely,

Jerry W. Davis, AICP
Executive Director

Dr. Janet Gullickson

President,
Germanna Community College

2130 Germanna Highway
Locust Grove, VA 22508

540-891-3000
jgullickson@germanna.edu

DR. JANET GULLICKSON

Dr. Gullickson was appointed the first woman President of Germanna Community College, beginning July 1, 2017. She previously held leadership positions with the Colorado Department of Higher Education and Community College System, the Minnesota State Colleges and Universities system and Community Colleges of Spokane.

Dr. Gullickson serves on the boards of the Fredericksburg Regional Alliance, Community Foundation of the Rappahannock River Region, Smart Beginnings of the Rappahannock Area, Central Virginia Partnership for Economic Development, and Culpeper Career Partners. In 2022, she was named to the Board of Visitors for Marine Corps University. She has been a featured keynote speaker for various events around the country and is a member of Phi Kappa Phi and Gamma Sigma Delta Honorary Scholastic Societies. She has been recognized by the Boys and Girls Clubs of America with a National Service to Youth award. She recently received the Virginia Business Women in Leadership Award, presented by the Virginia Business Magazine, one of 42 women recognized from across the Commonwealth.

Dr. Gullickson holds a Doctor of Leadership and Policy in Higher Education degree from the University of Minnesota, a Master of Science degree in Rural Sociology and Planning from South Dakota State University and she completed the Lean Six Sigma Enterprise certification.

Amit Kapoor

President & CEO
First Line Technology

487 Lendall Ln,
Fredericksburg, VA 22405

(703) 955-7510
akapoor@firstlinetech.com

AMIT KAPOOR

Amit Kapoor is President and CEO of First Line Technology, LLC. His company designs and manufactures disaster preparedness and response equipment. First Line has established itself as a leader in product development and deployment, focusing on emergency response missions, and prides itself on creating products that are comfortable, effective, and safe for use in hazardous environments. A core mission of First Line Technology is to take innovations from development in the Lab and turning them into Life Saving Products.

Amit holds a BS and an MS in computer science and a passion for problem solving. He created First Line Technology in order to provide first responders and military personnel with high-quality equipment so they can better serve those in need. The company gives Amit a platform to develop solutions to unique problems for customers like the U.S. Department of Homeland Security and the U.S. Department of Defense in the disaster preparedness and response arena.

In addition to his daily responsibilities at First Line Technology, Amit is past-Chairman of the Advanced Textiles Products Board of the Industrial Fabrics Association International, Past-Sector Chair for the Consequence Management Sector of the Chemical Biological Division Industry Acquisition Forum (CBDIAF) by NDIA and JPEO, a member of Mission Link, and was named one of the Washington, D.C. region's 40 Under 40 by the Washington Business Journal.

Under Amit's direction, First Line Technology has earned several Grants and Amit considered an industry expert and subject matter expert in textiles, dry decontamination, and disaster preparedness with several speaking and writing positions each year.

Joel Griffin

Founder/Partner
Riphean Investments

910 Charles Street,
Fredericksburg, VA 22401

jgriffin@ripheaninvestments.com

JOEL GRIFFIN

Entrepreneur, investor and philanthropist with 25 years of private industry consulting experience and 20 years in government contracting. Joel Griffin is the Founder and Partner of Riphean Investments and also serves as a Partner in its National Security Fund. He leads the overall strategy and direction of the firm in addition to managing all aspects of the Firm's investments and raising and managing venture funds.

Joel is Founder and CEO of Riphean, the parent company for Riphean Investments. Riphean is a growth investor with a diversified portfolio with investments in private companies, venture capital and real estate. Through Riphean, Joel seeks to bring new concepts into the region that enhance quality of life, support the growth of entrepreneurs and veteran-owned companies while also backing initiatives in education, workforce and technology.

Joel is also the Chairman and co-founder of Gwyneth's Gift Foundation, a nonprofit dedicated to raising awareness and education of Cardiopulmonary Resuscitation (CPR) and the use of Automated External Defibrillators (AEDs) in honor of his oldest daughter, Gwyneth.

Currently, Joel serves on the Stafford Economic Development Authority (EDA) as Chairman and on the Board of Directors for The Fredericksburg Regional Alliance, Fredericksburg Regional Chamber of Commerce, Stafford Hospital Foundation, Germanna Educational Foundation, Cyber Security Advisory Board for the Virginia Community College System, GO Virginia, and as part of the FAMPO Citizen Transportation Advisory Committee.

Beth Black

Founding Partner
Foode

900 Princess Anne St
Fredericksburg VA

540-479-1370
beth@foodeonline.com

BETH BLACK

Aside from a stint in Atlanta as an award-winning Producer of Television Network News, Black has been a Virginia resident since 1984. As such, she is well-versed in the culture, trends, socio-economic and political structure of the state as well as the mid-Atlantic region. With over 20 years combined experience in both journalism and the food industry, Black has a proven track record in research, management, operations, and marketing.

She owns several properties, has owned and operated three restaurants, and employed nearly 70 residents of Virginia. She is a sitting member of the Fredericksburg Economic Development Authority.

Elizabeth Povar

Principal
The RiverLink Group

804-399-8297

riverlinkllc@gmail.com

ELIZABETH POVAR

A native of Fort Wayne, Indiana, Liz Povar is the founder of The RiverLink Group, a Virginia solopreneur economic development consulting firm focusing on the intersection of intersection of higher education, workforce and community development.

The RiverLink Group's clients include economic development organizations across rural Virginia, as well as corporate, education and non-profit organizations.

With over 35 years in economic development, Liz serves and previously served in various leadership roles including:

- Previous Vice-President for Business Expansion with the Virginia Economic Development Partnership
- Previous Director the Emporia-Greensville Industrial Development Corporation
- Current Member, Board of Trustees for the Virginia Rural Center
- Current Member, Board of Directors for Virginia Ed Strategies
- Vice-Chairman for the Commonwealth Alliance for Rural Colleges
- Current Secretary, Rivers Region Entrepreneurial Ecosystem Council
- Current Member, Rappahannock Community College Advisory Board
- Current Member, Advisory Council for CARDINAL
- Advisory Committee on Rural Strategies for the Virginia Economic Development Partnership
- Past President of the Virginia Economic Developers Association
- Co-found of CARES, a rural business-education partnership
- Previous Board Member of LEAD Virginia
- Past Member, Board of Directors for the Virginia Bioscience Health Research Corporation (aka Catalyst)
- Ex-officio to the Commonwealth Center for Advanced Logistics Systems (CCALS)
- Past president of the Emporia Rotary Club

Michael Fitzpatrick

Freelance Consultant
AdvisoryCloud

804-456-7877

mjfitzpatrick401@gmail.com

MICHAEL FITZPATRICK

About Michael Fitzpatrick

- I was on the Colonial Beach Planning Commission in the early 2000's and served as Chairman for 2 of those years.

- I am a graduate of The University of Maryland with a BS in Microbiology and I have taken dozens of Leadership and Commercial Business classes throughout my career.

- My full-time career spanned over 40 years in the Biotech Industry with a focus on Genomics, Molecular Biology and Oncology. I was Vice President of Commercial Operations and built global commercial teams for four companies. I retired in April of 2020 following a successful IPO with the California-based Oncology start-up company where I built global sales and support team.

- My career required a significant amount of global travel and international business in Europe, South America and Asia as well as the Pharma and Government sectors in the US.

- Upon retirement, I joined the Colonial Beach Chamber of Commerce Board of Directors and formed an Economic Development Committee which I currently Chair.

- I recently joined the Alzheimer's Association and was asked to form and lead an Executive Leadership Team for Fredericksburg and the Northern Neck Region. My focus has been to engage the business communities and obtain sponsorships for the annual Alzheimer's Walk taking place each October. We have successfully received over 60 sponsorships totaling over $60,000 in just 4 months.

Information Items

SAVE THE DATE

January 22nd - 23rd 2024

GO VIRGINIA REGION 6 ECONOMIC DEVELOPMENT SUMMIT

COLONIAL BEACH, VA
DAHLGREN, VA

GO VIRGINIA
REGION 6

REPORT DATE 7/24/2023

PROJECTS IN THE PIPELINE

Project Name	Region 6 Approval	State Board Meeting Date	Issues
Rivers Region Entrepreneurship REI Application	7/24/2023	9/12/2023	None

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
Germanna Community College Engineering, Information Technology, Computer Science and Cyber - Tech Talent Pipeline Project (Implementation)	2/1/2021	7/31/2023	Project was granted a 6-month extension to complete some activities that were delayed due to COVID and Procurement system being down. New closeout date is 7/31/2023. The project is holding another summer camp, equipment purchases, and see additional students enrolled. Closeout process will begin this month.	On Track
Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)	4/1/2021	3/31/2024	In Q2, university partnership with RISE Winners started and are now up and running. The businesses have started testing of products. There are some challenges with permitting. Subgrantee is starting to look at options to help with permitting and is in contact with resources in Richmond.	On Track

			Project is looking at Federal Accelerator funding. There was a budget amendment to allow for more business roundtables which were requested from businesses and stakeholders after a successful project launch roundtable. These are in the process of being scheduled now.	
Rapp Region Entrepreneurship	7/1/2021	12/31/2023	In Q2 advertised and registered for the Fall RAP Cohort for the Accelerator program. This will begin at the end of August 2023. They had 25 applications. Working on more rural events in King George.	On Track
RIoT Pre-Accelerator Program	12/15/2021	12/14/2023	Cohort for the Foundations program completed in June of 2023. They are planning their last cohort in October of 2023. They had 7 participants. After the October 2023 cohort they will begin final reporting for closeout in December 2023.	On Track
RCC Promoting Careers in Aquaculture	5/16/2022	8/15/2023	In this quarter, the partnership delivered the online curriculum, completed two one-week, hands-on SPAT class, and placed students in their industry internships. Fourteen students completed the online learning curriculum through all 8 units. The feedback on the learning modules was positive and students expressed that the units were accessible, interesting and informative. Further, students felt the online curriculum fit into their schedules. At the end of the online learning, students matriculated into the one week, in person 'Summer Program for Aquaculture Training' SPAT class. The Northern Neck cohort consisted of 8 students and the Middle Peninsula cohort consisted of 6 students with varied interests and backgrounds. The SPAT class focused on 2 major themes- in class: getting to know oysters, algae, and water quality;	On Track

			and in the field: touring actual farms and hatcheries and learning how the industry operates. Time during the SPAT week was divided up between activities in the lab at RCC and field visits to industry partners. All 14 students created capstone projects that focused on an area of particular interest to them from the online learning, that they explored in more depth. None of the learning online or in class was evaluative in nature, not graded, but periodic and summative feedback was provided. At the end of each SPAT class, students were placed with industry partners for their internships, with the consideration of student interest and proximity to the work place being determining factors in placement. With one exception, each intern was able to meet their industry partner before the internship started, which helped students feel comfortable (and eager) about their placement. Students and industry partners were left to make their own work schedules, and industry partners have been wonderful to work with throughout the process. One student decided to leave the program after just a few days of internship stating that he had been offered a job that paid quite a bit more money and he wanted to leave to pursue that opportunity.	
RCC/GCC Patient Care Technician	9/1/2022	12/31/2023	In Q2, they completed the second cohort of students, and started the 3rd cohort. There was such large demand for the program and enough funding left over, that they are going to do a 4th cohort in the next quarter. The project is on track with outcomes/pass rates and metrics. They are in the process of	● On Track

			streamlining the curriculum and tracking job placement. RCC currently has a waitlist for the program and working on sustainability for future programs.	
SCPC & JASON Learning Pathways to Success	12/9/2022	12/8/2024	The JASON Learning Curriculum team has completed writing the course on 6/22/2023 and are currently in the process of loading all remaining content. Region 6 superintendents were notified on 4/27/2023 that they may give us a video to introduce the course and serve as a role model. We have completed training and advisory meetings for the second phase of the project. The writing of the course is completed. Please see below for more information on what has been developed. The curriculum tile is up and functioning. All role model videos have been completed: ● Vernon Green, Jr., CEO, GCubed, Inc. ● Peyton Mayson, Owner, Virginia Oyster Company ● Lindsey Long, Community and Urban Forrester, Virginia Department of Forestry ● Dale Hendon, Stafford Community Economic Development ● Jennifer Fetterhoff, Training Manager, Nestle' Purina PetCare ● Dr. Thomas W. Taylor, Superintendent of Stafford County Public Schools, VA	● On Track

			*Note: We have offered all superintendents in Region 6 the opportunity to have their own role model video. ● Module 1: Getting Started: Imagine YOUR Future! ● Module 2: Cyber Health: Digital Data Check Up ● Module 3: Seas of Opportunity: Sharing the Harvest ● Module 4: Branching Out: Growing and Building ● Module 5: Innovative Communities: Work, Play, Stay ● Module 6: Academic & Career Plan: Pursuing Opportunities	
King George Young Entrepreneur Program	1/18/2023	1/17/2024	At roughly the halfway point in this project. The Spring semester was a short one, given the lag in startup as project details were worked finalized, contracts were signed and the pilot communities acclimated to the new program. In King George County, the Spring semester allowed our team to put on a speaker series which featured presentations to the entire group of CTE classes, which addressed some of the issues that an entrepreneur must address before, during and after startup of a new business and some of the unique circumstances for starting a business in King George County. Key organizations such as the King George Economic Development Authority and Dahlgren Naval Base were involved in the project and were interviewed by the project team.	● On Track

			In Gloucester County, the Phoenix Advantage team met multiple times with the relatively new entrepreneurship class, taught by the Gloucester high School business instructor. Most of our on-site participation was during class time with that highly motivated class. A major theme of our work in Gloucester focused on the class project: creating of a Business Plan for a new business that they hope to open: a School Spirit Store that will sell school-branded merchandise such as t-shirts, sweatshirts, caps and more. The final exam consisted of a Business Plan, developed by the class and presented to the Assistant Principal, the instructor and the Phoenix Advantage team. We also launched a speaker series that was presented in front of the CTE classes and, in some cases, directly to the entrepreneurship class. An entrepreneur's forum was also delivered to a large group, consisting of the class and other CTE classes. In Colonial Beach, Phoenix Advantage met with personnel in the Superintendent's office to brief them on the project and to pave the way for options that might be tested for introducing students to entrepreneurship. The key liaisons for Colonial Beach has been the Principal of Colonial Beach High School and the Director of Economic Development. Plans were being developed to launch an Entrepreneurship Club and to involve school business instructors and local businesses.	
Bay Consortium Workforce Development Board – Talent Pathways Initiative	1/16/2023	1/15/2024	BCWDB and their consultant, WorkED Consulting, began their roundtables with industry in the region. Some roundtables did not have as good of turnout as expected, so more roundtables have been scheduled for September 2023 and additional marketing planned.	● On Track

			Consultant started meeting one on one with businesses and has began collected good data from these meetings.	
FXBG Chamber Workforce NOW	5/1/2023	4/30/2025	This quarter the chamber was able to hold 3 Workforce Now workshops with great attendance. They have begun tracking data from the February 2023 Internship Expo and are planning for the 2024 intern expo. Planning has begun for smaller job fairs in in partnership with Germanna and UMW. A staffer has been hired to help with Workforce Now event planning. Held regular meetings of the Workforce Now committee and the Student Voice Committee.	● On Track
Stafford County Public Schools Innovation Pathways	4/15/2023	4/14/2025	The project underwent a budget amendment before the end of their first quarter. This was due to budget changes from SCPS and Stafford County Board of Supervisors. They were able to re-work the program to allow for more virtual learning due to issues with transportation. The project is currently working on getting a qualified teacher out of the UMW program or current Cyber professionals. They are going to work on a different advertising approach. Planning is progressing on placing the program into the school divisions and this should all be in place by the end of August 2023. All equipment and licensing/fees for CompTIA has been purchased, which is on track with project milestones. They also integrated JASON Learning into the project in order to accommodate for virtual learning. They purchased the JASON Learning Library to help.	● On Track

West Point Airport Industrial Site Evaluation	6/1/2023	5/31/2024	Contracts have been signed and scope of work is beginning. First Quarterly Report will be in October of 2023.	On Track
Expanding Smart Community Tech Entrepreneurship Across Region 6	7/15/2023	7/14/2024	Contracts have been signed and scope of work will begin on 7/15/2023.	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.
Fredericksburg Regional Alliance RIFA	5/11/2020 – 3/31/2022	This project successfully created the Rappahannock Regional Industrial Facilities Authority with the City of Fredericksburg and King George County serving as the first two members. Other localities have the ability to join the RIFA at any time.
Cybersecurity Certification Program (Implementation)	5/1/2019-1/31/2023	This project established CISSP certification offering at UMW and added feeder credentials from CompTIA. The grant supported 13 organizations and 32 individuals who were able to complete the program and receive certifications.
FXBG Chamber Internship Project	2/14/2022-2/13/2023	The FXBG Regional Chamber in partnership with five school dividions in PD 16, Germanna Community College, UMW, and Rappahannock Goodwill's Career Works program successfully held the first ever Intern Expo on April 26th, 2022. In addition, they held four Hiring Workshops with participation from students, industry leaders, and CTE directors. Final Metrics: Number of businesses served: 85 (goal was 50) Number of new internships created: 72 (goal was 75)

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - July 2023

Report Date: 7/17/2023

	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: 7/17/2023

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	$ 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
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	$ 3,281,024.10
Under/Over	
Total	$ 1,379,470.13
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	$100,000.00
Virginia Black Business Directory Accelerator Program	$100,000.00
RCC Manufacturing Technical Center	$250,000.00
Total Spent	$1,945,000
Under/Over if Pipeline Approved	
Total	$ (565,529.87)

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

Talent Pipeline Intiative (TPI) Funding	TPI	Total
Region 6 Allocation		
Total	$250,000	$ 250,000.00
Projects Funded		
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

GO Virginia Region 6 Council Retreat (Board Development/Strategic Thinking) 12:00-3:00p.m.

AGENDA

Welcome/Set the Stage

Part 1. Board Communication & Workstyles

DiSC

Team Competition

Part 2. Strategic Focus

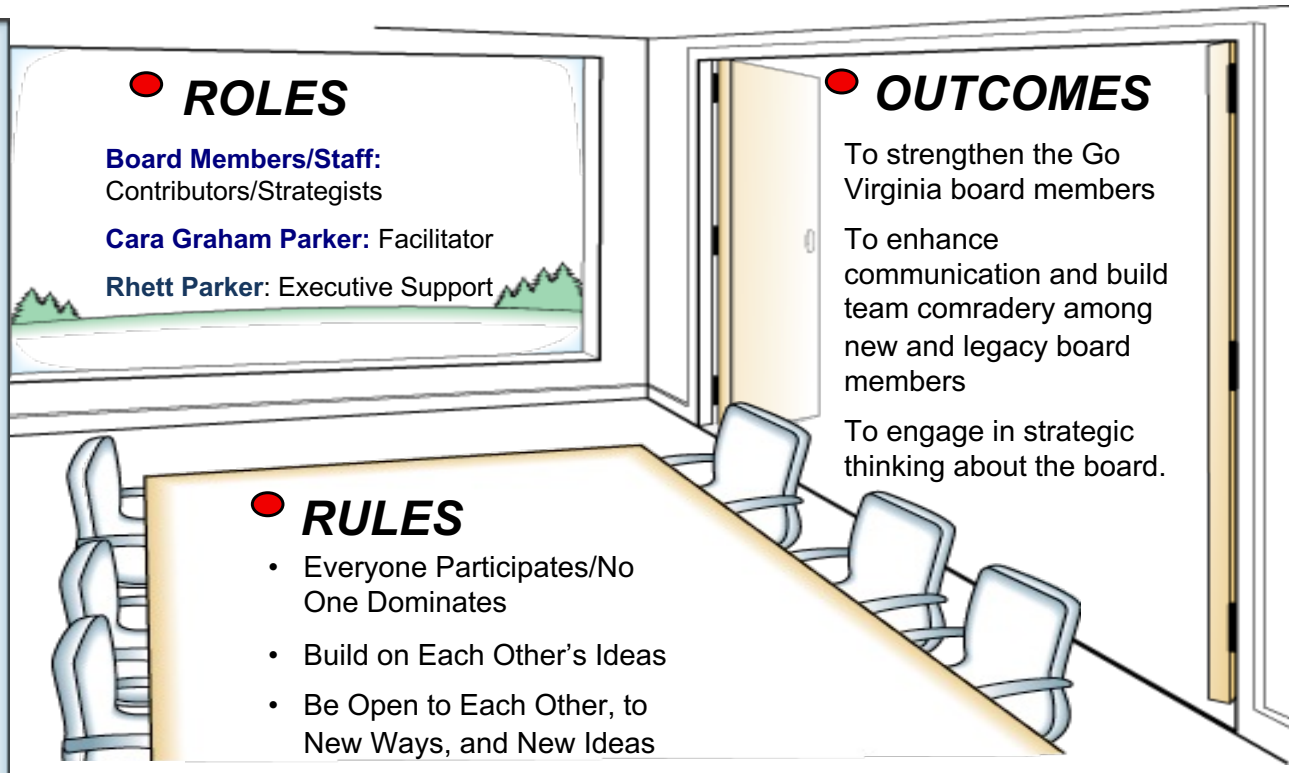
Race for Relevance

Mad Tea Party

The Future of Go Virginia Region 6 Council

Revisit/Reenergize

Wisdom Circle



ROLES

Board Members/Staff: Contributors/Strategists

Cara Graham Parker: Facilitator

Rhett Parker: Executive Support

OUTCOMES

To strengthen the Go Virginia board members

To enhance communication and build team comradery among new and legacy board members

To engage in strategic thinking about the board.

RULES

- Everyone Participates/No One Dominates
- Build on Each Other's Ideas
- Be Open to Each Other, to New Ways, and New Ideas

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- **Passion**: Moving Organizations to Higher Performance
- **Firm**: C Parker Consulting, Inc. (Fredericksburg, Va)
- **Clients**: Associations, Government, Corporate, Nonprofit
- **Education**: PhD in industrial organizational psychology, MBA in organizational and human behavior
- **Certifications**: PMP, EQi, Belbin Team Roles, DiSC, MBTI, Positivity Quotient
- **Memberships**: SHRM, ATD, OD Network, COC
- **Hobbies**: Family, Travel, Leukemia/Lymphoma Society

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