



Region 6 Regional Council Meeting

Monday, January 24, 2022

10:00am – 12:30pm

Virtual Meeting Location -

<https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszd09>

Meeting ID: 989 9257 9452 | **Passcode:** govirginia

To Join by Phone: +1 301 715 8592 US (Washington DC) | **Meeting ID:** 989 9257 9452 | **Passcode:** 0951530548

AGENDA

Call to Order	William Beale
Roll Call	Kate Gibson
Public Involvement	William Beale
Consent Agenda (ACTION ITEM)	William Beale
Approval of July 26 th , 2021 Minutes	
Executive Committee Report and Actions Taken	William Beale
Old Business	Chip Boyles
Growth and Diversification Plan (ACTION ITEM)	
New Business	Kate Gibson
Application Discussion & Determinations (ACTION ITEM)	
Presentation of Applications and Interview Panel Recommendations	
RIOT Pre-Accelerator Program	
Nominating Committee Appointments (ACTION ITEM)	
Bylaws Update (ACTION ITEM)	
State Board Stakeholder Input Sessions	
Information Items	Kate Gibson
Project Status Update	
Council COIA and Information	
Workforce Development Board Nomination	
State Board Update	
Financial Report	
Letters of Support	

Next Meeting: Monday, April 25th, 2022

Location: VIMS Davis Hall Boardroom | 7539 Spencer Rd, Gloucester Point, VA 23062



Approval of July 26th, 2021 Minutes



Region 6 Regional Council Meeting

Monday, July 26th, 2021

12:00pm – 2:00pm

In-Person Location - 101 Court Cir, Warsaw, VA 22572

Virtual Meeting Location -

<https://georgewashingtonregionalcommission.my.webex.com/georgewashingtonregionalcommission.my/j.php?MTID=m08c6f0d005619b36c8c82b4301fe28e1>

Meeting Password: GOVirginia6 (46847446 from phones and video systems)

To Join by Phone: +1-415-655-0001 US Toll | Access code: 182 483 0917

MINUTES

MEMBERS PRESENT IN PERSON AND VOTING: Vice Chair – Rob Quartel, Bruce Davis, Jackie Davis, Sarah Calveric, Jan Erkurt, Val Foulds, Steve Goodall, Merthia Haynie, Lisa Hull, Shannon Kennedy, Ann Lewis, Kim McClellan, Morgan Quicke, Linda Worrell, and Kimberly Young

MEMBERS PRESENT AND PARTICIPATING VIRTUALLY - John Anzivino and John Wells

MEMBERS ABSENT: Chair - William Beale, Rene Daniels, Joel Griffin, and Jeff Szyperski

STAFF: GWRC – Jennifer Morgan and Kate Gibson | **Community Features** – Neal Barber

OTHERS IN ATTENDANCE: In Person: Billy Gammel, DHCD; Sara Dunnigan, DHCD; Eric Pollitt, Town of Tappahannock; Frank Sanders, Town of Tappahannock | **Virtually:** Deborah Flippo, Draper Aden; Megan Bergen, Rappahannock Goodwill; Faith McClintic, Consultant; Mallory Tuttle, Virginia Tech; John Holden, Stafford Economic Development; Liz Povar, Riverlink

CALL TO ORDER

Mr. Quartel called the meeting to order at 12:00 p.m. Mr. Quartel asked Ms. Morgan to call the roll.

ROLL CALL

Ms. Morgan called roll and stated a quorum was present.

APPROVAL OF MEMBERS PARTICIPATING REMOTELY (ACTION ITEM)

Mr. Quartel stated pursuant to Code 2.2.-3708.2 during meetings held through electronic communication means, the Regional Council must approve members participating remotely. Their names, locations, and reasons for participating remotely must be included in the minutes. Mr. Quartel gave the floor to Ms. Morgan to read the names, locations, and reason for remote participation.

Ms. Morgan called the names of the members of participating remotely:

Name	Reason for Remote Participation	Location of Participation	Location Open to Public (Yes/No)
John Wells	Meeting location is more than 60 miles from principal residence	Williamsburg, VA	No
John Anzivino	Unable to attend due to personal matter - limit 2 meetings per year	Work Trip, Nottoway, VA	No

Mr. Quartel asked for a motion to approve the members of the Council participating remotely. Mr. Quicke motioned to approve the members participating remotely and Ms. Davis seconded the motion. The motion passed unanimously.

PUBLIC COMMENT

No comment was received.

CONSENT AGENDA

Mr. Quartel introduced the consent agenda items, including the April 26th Meeting. The Council elected to vote on all of the items in the consent agenda as a block. Ms. Foulds motioned to accept all of the items on the consent agenda and Ms. Worrell seconded the motion. The motion passed unanimously. Ms. Morgan called the role of members participating remotely and Mr. Anzivino and Mr. Wells both responded yes. The motion passed unanimously.

EXECUTIVE COMMITTEE REPORT AND ACTIONS TAKEN

Mr. Quartel summarized the Executive Committee meetings held between the last full council meeting and July 26th, 2021. A copy of these meetings minutes were included in the Council's meeting packet.

PRESENTATION ON CLOSED PROJECTS

Ms. Morgan presented summaries of the outcomes and reports of two closed projects, the Fredericksburg Cyber and Smart Tech project and Middle Peninsula Seafood and Ag E-Market. Mr. John Holden, Stafford County Economic Development summarized the outcomes of the Fredericksburg Cyber and Smart Tech project. Ms. Morgan informed the Council that a vote would be needed to approve the final deliverable "Market Assessment Report", found in the Council's packet to allow the sub-grantee to enter into their contract for their implementation project "Establishing a RIoT Accelerator Program in the Rappahannock Regional Entrepreneur Ecosystem" that was approved by the Region 6 Council and the State Board contingent on the Region 6 Council approving the ECB final report. Mr. Davis motioned to approve the final deliverable "Market Assessment Report" and Ms. Hull seconded the motion. Ms. Morgan called the role of members participating remotely and Mr. Anzivino and Mr. Wells both responded yes. The motion passed unanimously. Ms. Morgan informed the Council that Mr. Lewis Lawrence, Middle Peninsula PDC was unable to attend and Ms. Morgan summarized the outcomes of the Middle Peninsula Seafood and Ag E-Market.

PRESENTATION ON GO VIRGINIA

Ms. Sara Dunnigan, Deputy Director of GO Virginia and Economic Development, Department of Housing and Community Development and Mr. Billy Gammel, GO Virginia Policy Analyst, Department of Housing and Community Development presented to the Region 6 Council a summary of GO Virginia, the role of the Regional Council, Support Organization, and projects across the State. Mr. Quartel asked Ms. Dunnigan about site development in regards to hotels and rural tourism. Ms. Dunnigan stated that GO Virginia would not be able to fund those projects. Ms. Dunnigan suggested ERR funding for tourism related projects.

OLD BUSINESS

Growth and Diversification Plan

Ms. Morgan presented a summary on Growth and Diversification stakeholder engagement sessions. From May 25th through July 14th Region 6 held seven stakeholder engagement sessions with partners throughout the region to provide input and share views about the current and future state of the Region's economy. Ms. Morgan stated the FRA and Chapman Company held stakeholder engagement sessions, 1 on 1s, and sent a survey to stakeholders in the region. A final analysis plan will be submitted to Region 6 Staff on August 15. Draper Aden found preliminary results that the Regional Council members should initiate outreach to elected officials and local governments about GO Virginia and Site Development and the Regional Council and staff should meet with local governments and regional economic development organizations to discuss prioritized sites and begin characterizing and moving sites up the tier ranking scale. Virginia Tech found the region should focus on internship training programs that connect students with employers in the region; connect soft skills training into work-based learning opportunities; and develop career pathways programs with high schools and community colleges with employers in region.

summarized for the Council term limits, Executive Committee and Council members up for reappointment, and actions taken at the Nominating Committee meetings on April 13th and April 26th. Mr. Beale moved that the Mary Ball Washington Regional Council convene in Closed Meeting, pursuant to Virginia Code Section 2.2-3711(A)(1) of the Virginia Freedom of Information Act (FOIA), for purposes of discussion or consideration of prospective candidates for appointment to the Mary Ball Washington Regional Council.

Project Status Update

Ms. Morgan presented a summary on all projects in Region 6. Mr. Quartel asked how the Westmoreland Workforce Training Center Expansion project was tracking those who have been trained and hired. Ms. Hull responded that they are not able to track these people due to confidentiality issues. Ms. Kennedy stated that RCC did not have the manpower to track these participants. Ms. Davis suggested working with the Workforce Development Board on tracking these students. Mr. Quartel stated that a new tracking system needed to be developed.

INFORMATION ITEMS IN PACKET**Project Pipeline Contracts**

Ms. Morgan stated that on August 1, 2020, GO Virginia Region 6 approved and entered into individual contracts with the Fredericksburg Regional Alliance (FRA) and the Northern Neck Planning District Commission (NNPDC) for the purposes of developing a project pipeline and the submission of two projects per contract to the Region 6 Council. These contracts have ended and all work is completed.

State Board Update

Ms. Morgan summarized the GO Virginia State Board meeting on June 15th.

Financial Report

Ms. Morgan presented a summary of the financials of the GO Virginia Region 6 Council. Currently, Region 6 has \$2,356,360.97 in available funding.

NEW BUSINESS

Ms. Morgan informed the Council that new COIA guidance has been issued.



ADJOURNMENT

Being no further business, the meeting adjourned at 1:55 p.m.

DRAFT



Growth & Diversification Plan (ACTION ITEM)

EXECUTIVE SUMMARY

This Amendment to the 2017 and 2019 Growth and Diversification Plans focuses on strategies and opportunities for Region 6 to pursue over the next two years.

This report was written in August 2021 with much of the data used taken from Q32020, during the height of the COVID-19 pandemic. Nevertheless, a review of the data and recent activities across the region, through both GO Virginia and non-GO Virginia funding, reaffirm the targeted industries for Region 6:

- Aquaculture/Seafood/Commercial Fishing/Marine Industries
- Forestry/Wood Products and Paper
- Manufacturing
- Distribution/Logistics
- Information/Data Centers
- Professional, Scientific and Technical Services

From May 25th, 2021 through July 14th, 2021 Region 6 held seven stakeholder engagement sessions with partners throughout the region to provide input and share views about the current and future state of the Region's economy.

Session 1 laid the groundwork for stakeholders to understand the importance of all three priority areas as fundamental tools for successful economic development; understand the current status of assets of these priority areas in GO Virginia Region 6; and understand the linkage of all three priority areas as it relates to the economic health of the entire Region.

Sessions 2 and 3 divided stakeholders into the priority investment areas of Entrepreneurship Ecosystem Development, Site Development, and Workforce Development. Each investment area held individual meetings in which stakeholders discussed the gaps in the region and actionable strategies to recommend to the Council to help close these gaps.

Below outlines the priorities for the region identified through these stakeholder engagement sessions.

ENTREPRENEURSHIP ECOSYSTEM

***Problem: What activities can we undertake to foster the development of entrepreneurial companies?
How can we foster an environment where existing small and medium businesses can grow?***

GOAL	OBJECTIVE	STRATEGIES
Develop a strong entrepreneurial ecosystem	Establish an entrepreneurship ecosystem hub in the region.	• Develop an entrepreneurial ecosystem development plan for the region. • Develop a robust network of entrepreneurs from both 'main street businesses' and 'high growth businesses' • Develop programming to help businesses at all stages develop and grow.

		• Capitalize on the large concentration of veteran population in the region to foster prospective entrepreneurs.
Identify, empower, and support entrepreneurs	Promote the development of 'main street businesses' and 'high growth businesses'	• Connect to existing and develop new activities aimed to support entrepreneurs. • Build awareness around existing business support programs and resources in the region.
Enhance technology commercialization from research centers and institutions	Develop and construct a technology commercialization system	• Provide counseling, mentoring and other instructional programs for technology and venture-backed startups, to facilitate innovators bringing new technologies to the marketplace. • Create industry review council to provide insight and expertise on technology commercialization opportunities. • Foster the development of maker's spaces for idea exploration.

SITE DEVELOPMENT

Problem: How can the region collaborate regionally to increase the inventory of shovel ready sites in the region to attract prospects? Keep in mind that the VEDP's VBRS and GO Virginia are not mutually exclusive and can be combined to solve this problem.

GOAL	OBJECTIVE	STRATEGIES
Increase the number of business ready sites within the region to either Tier 3, Tier 4, or Tier 5 sites.	Fund regionally significant sites grouped around priority industry clusters to move up the Virginia Business Ready Sites Program (VBRSP) tier scale to either Tier 3, Tier 4, or Tier 5 sites within 24 months.	• Ensure the understanding of the importance of site development and available sites with local elected officials and county administrators; public and private utility companies; utility cooperatives; regional planning organizations; and local and regional economic development organizations. • Support localities efforts in determining best grouping of sites from prioritization list. • Develop list of uncharacterized sites and determine regional significance. • Within 24 months, fund 10 regionally significant sites based on prioritized list to either Tier 3, Tier 4, or Tier 5 sites.
		•
Increase the number of site characterizations across the region.	Fund regionally significant sites grouped around priority industry	• Develop list of uncharacterized sites and determine regional significance.

	clusters to become characterized as defined by the Virginia Business Ready Sites Program (VBRSP) tier scale.	Support localities in characterizing previously uncharacterized sites and define a prioritization list.
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WORKFORCE DEVELOPMENT

Problem: How can we solve the three major workforce challenges that the region faces: 1. Aligning Virginia talent with current and prospective job opportunities, 2. Adapting education and training programs to meet current and prospective Virginia business needs, and 3. Attracting and retaining talent from outside Virginia.

GOAL	OBJECTIVE	STRATEGIES
Adapt education and training programs to meet current and prospective business needs	Strengthen and expand non-degree programs (e.g., certifications and credentials) that meet the needs of regional employers.	- Complete Rappahannock Workforce Study - Implement Action Items Determined in Rappahannock Workforce Study - Examine current course offerings and gaps amongst Community Colleges and Universities with the needs of employers. - Determine training gaps based on needs from employers. - Organize regional cluster networks to promote collaborative workforce development and training solutions.
Align Region 6 Talent with Current and Prospective Job Opportunities.	Establish internship programs that connect students with employers in the region in priority industry sectors.	- Engage employers in priority industries and determine current programs. - Develop internship programs for employers in small to mid-sized companies.
	Establish programs for high school students to learn about jobs in the region and a pathway to entry.	- Engage K-12 schools to strengthen and expand non-college degree programs (e.g., certifications and credentials) - Enhance job shadowing programs with employers. - Establish regional career exhibitions to connect students with summer job opportunities.
Attract and Retain Talent in the Region	Establish pathway programs for workers within the region for career advancement.	- Develop work-based learning opportunities that incorporate soft skills training to keep employees. - Strengthen and expand programs that prepare mid-career personnel with the skills and certifications necessary to enter priority industry fields.



Application Discussion & Determinations (ACTION ITEM)

STAFF REVIEW

Application Name: RIOT Pre Accelerator Program

Application Submitted: 10/6/21

Date of Staff Review: 10/6/21

Applicant: RIOT

Contact Person: Rachael Newberry

Grant Type: Implementation

Growth and Diversification Plan Strategy Area (s): Information/Data Centers and Professional, Scientific, and Technical Services

Localities Served: Caroline, Fredericksburg, King George, Spotsylvania, Stafford, Westmoreland

Localities Participating in Project: Fredericksburg, King George, Stafford

Other Partners and Responsibilities: Cyber Bytes Foundation, University of Mary Washington, Germanna Community College, CIT

GO Virginia Request: \$96,907

1. \$43,928 – Salaries for RIOT personnel to implement pre-accelerator services in region
2. \$14,496 – Fringe Benefits for RIOT
3. \$7,483 – RIOT Indirect Rate
4. \$2,700 – Travel for RIOT
5. \$4,500 – Materials and Supplies
6. \$10,200 – Venue rentals, catering, session materials
7. \$13,500 – Marketing

Match: \$80,791

Source of Match: RIOT (\$29,621, in-kind staff time); Stafford EDA (\$51,170, in-kind rental space)

Additional Leverage:

Total Project Cost: \$177,598

Threshold Review	Yes or No. Why?	Discussion/Questions
Does the applicant demonstrate capacity to manage the grant?	Yes	
Does the project align with GO Virginia strategies?	Yes	
Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	Yes. This project targets ideas around expanding programming to develop new product lines and business in the region.	
Does the project contribute, either directly or indirectly, to the creation of higher-paying jobs for	Yes. This project will allow entrepreneurs to scale up and expand	

Application Scoring Sheet – April 2021

the region? What is the targeted industry and pay rate?	therefore creating more jobs.	
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. Fredericksburg, King George, and Stafford will participate in advising how RIOT will build relations in the region and help connect RIOT to new localities.	
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 needed due to reduced match but Stafford EDA is matching with in-kind space.	
Does the project outline both behavioral and anticipated tangible results that will come from the collaboration?		
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. The collaboration will expand entrepreneurship resources for the localities.	
Does the project outline a positive ROI within 3 years?	Yes. 272.45%	
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. Sustainability is outlined through collaboration efforts that RIOT is currently building. This project will be incorporated into the broader effort long term.	

Summary of Application

Project Description: RIOT will launch three 6-week programs to help idea-stage entrepreneurs launch new businesses. In addition, RIOT will hold 18 information sessions to assist people into the program.

Project Goal(s): Introduction of pre-accelerator/business support services to the northern part of Region 6.

Outcomes:

- Information Sessions Held: minimum 18 with 10+ participants per session (At least one per county per Pre-Accelerator)
- Idea-stage Entrepreneurs supported: 18 idea stage ventures (often a venture has more than one founder, so total people participating will be higher)
- New business established: 12 (these are companies that actually incorporate)
- Jobs created: 25 over the 2 year project period with an additional 10 in startup growth in Y3
- Idea-stage Entrepreneurs that apply to RAP: 12
- Revenue driven by new businesses: \$1.5M
- Percentage of women participating: >50%
- Percentage of URM participating: >40%
- Percentage of veterans participating: >10%

Council Review Summary

Staff Considerations

- Question regarding mentoring sessions – what are they? How are they different from info sessions?
- Staff recommends showing staff time from the participating localities or a formal agreement to document what they are doing.
- Why wasn't this project included in the currently funded program?
- Stafford EDA In-Kind – how is occupying the space half the time different from what you are currently doing?

COUNCIL REVIEW – IMPLEMENTATION APPLICATION

REVIEWERS: Check all goals /opportunities demonstrated in proposal.

State Goals:

- ☐ Higher Paying Jobs
- ☐ Out of state investment
- ☐ Transformative project
- ☐ Collaboration between government, business, education, etc.
- ☐ Minimum two localities participating in project

Region 6 Project Categories:

- ☐ Workforce Development
- ☐ Innovation/Entrepreneurship
- ☐ Growing Existing Business
- ☐ Site Development

Region 6 Target Industries:

- ☐ Aquaculture / Seafood / Commercial Fishing / Marine Industries
- ☐ Forestry / Wood Products / Paper
- ☐ Manufacturing
- ☐ Distribution / Logistics
- ☐ Information / Data Centers
- ☐ Professional, Scientific and Technical Services

Region 6 Task Force Reviewing

- ☐ Workforce Development
- ☐ Innovation/Entrepreneurship
- ☐ Growing Existing Business
- ☐ Site Development

Individual Reviewer Name:

REVIEWER FINAL SCORE: _____ / 70 POINTS

Comments:

Proposed Application Scoring Sheet – January 2021

SCORING GUIDELINES	Score each section up to the stated point value. Make notes to support rating.
ECONOMIC IMPACT – 35% REFER TO APPLICATION QUESTIONS: 1-4	UP TO 35 TOTAL POINTS
Project outlines project activities and relates to the project budget.	This project is related to, but not duplicating the RIoT Accelerator Program that is outlined and partially funded by a prior grant that was awarded to Stafford EDA. This project specifically is targeting earlier stage entrepreneurs and in a broader region than that other grant. Specific project activities defined as deliverables are the hosting of information sessions and running of 3 pre-accelerator programs. Ancillary activities that may not be as clear include that the local staff members that are working on this program will be regularly convening, networking, meeting and working alongside local government partners and building local industry relationships. This enables us to cast a much broader net as we recruit participation and to foster a network of mentors and advisors to companies in the program, that can support them during the grant period and beyond.
Applicant identifies project goals, approach, and outcomes.	Ultimate goals include creation of new companies and new jobs as outlined in section 5, Performance Measures and ROI.
Project application demonstrates the proposed project's alignment with and how it will address the prioritized needs and opportunities of the growth and diversification plan.	RIoT reviewed the consulting report that FRA solicited. We believe that this program, and other associated RIoT programs align closely with the recommendations posed. This includes, conducting regular convening across the ecosystem, developing public-private partnerships, and engaging the investment community. Not every element of the priorities defined in that report are encompassed in this program. One key finding is important as it relates to this application – that being the importance of engaging entrepreneurs early in their journey, and engaging a diverse mix of entrepreneurs, including those who may not have seen avenues of support in the past.
Applicant describes a realistic project timeline for the activities outlined above.	The project timeline is architected to be complementary to the existing RAP program to maximize success. The most important factor in the schedule is hiring the right person before the end of 2021 – ideally a local hire with an established network in the region.

Proposed Application Scoring Sheet – January 2021

Project application outlines the expected return on investment of the proposed project and the timeline for achieving that return. Grant requests that have a larger impact with regard to the creation of higher paying jobs and economic diversification, based on a return on investment model, in a smaller economic region shall receive higher scores.	The calculated job-based ROI is documented in the provided template with the algorithm provided by EDA. There is additional, “Soft ROI” that results from the marketing and promotion of these kinds of programs in the region, and authentic support to startups that succeed. It provides positive branding of the region as one of inclusivity and support for startups and entrepreneurs. That can have a snowball effect over time.
REGIONAL COLLABORATION – 30% REFER TO APPLICATION QUESTIONS: 5-7	UP TO 30 TOTAL POINTS
The number and percentage of localities within the region that are participating in the proposed project and the portion of the region’s population represented by the participating localities. Project outlines both behavioral as well as anticipated tangible results that will come from the collaboration.	Through our prior capacity evaluation project with Stafford EDA, we have already seen great collaboration between King George, Fredericksburg and Stafford develop and all parties have been engaged as RIoT has developed this proposal. We anticipate even greater regional collaboration as this program engages Spotsylvania, Westmoreland and Caroline counties.
Participation of localities or regions (including interstate collaborations) that are outside the applying region.	The project focuses within Region 6, but it is worth noting that we can bring industry expert voices as mentors from across the full RIoT sponsor network which is global. For the idea stage startup (this program), that is less critical. But as these companies progress, it becomes increasingly important to have a national and global support network. This project sets that stage.
Cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the proposed project.	As described in the first row of this table, this program is highly complementary to the full RAP program. Additionally, it leverages corporate sponsorships of RIoT that fund general networking events and other convening that build an entrepreneurial ecosystem. Since RIoT began work in the region in 2019, ~\$100k in sponsorship funds have been raised, that contribute towards future sustainability of all RIoT programs. With more traction and more entrepreneurs engaged, more funding opportunities exist.
The amount of 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.	RIoT has spent considerable time speaking with the economic development leadership in Stafford, Fredericksburg and King George. They understand that a plurality of programs must be implemented in order to build a healthy ecosystem. This proposed project addresses the very early stage of entrepreneurship in action. Prior to the action stage is the education stage. RIoT has spoken with UMW and local community colleges and has commitment to hold information sessions at those educational

Proposed Application Scoring Sheet – January 2021

	institutions, to engage students. We see entrepreneurship students as a high potential source of participants in the pre-accelerator. We leverage the local business community for expertise and participation as volunteer mentors and advisors to the startups in the program. We have historically found that industry veterans love to offer advice to first time founders and small business owners, but need a connector like RIoT to help make connections that are the right fit for their expertise.
The amount, timing, and form of the proposed project match that outlines the depth of the commitment by the public and private funding partners to the effort.	RIoT is providing our own match to the project, as a show of commitment. Additional match comes as in-kind space usage from Stafford EDA. It is worth noting that there is no budget match related to the Smart Community Testbed in the prior EDA grant. i.e. there is no “double-counting” of match between the grants. RIoT utilizes a federal government approved formal time tracking software tool (eBility Time Tracker). This tool assures that no RIoT staff member ever charges the same time against multiple projects. If a RIoT team member were to work on both this project (if awarded) and the existing Stafford EDA RAP project – we are able to capture and differentiate that time accurately between projects and can provide periodic time accounting reports (and access to auditors to verify these). This proposed project captures the anticipated budget needs related to the specific activities outlined in the grant (3 cycles of pre-accelerator and 18 information sessions) but also leverages a lot of additional ecosystem building effort that is related to, but outside this specific project. This further demonstrates RIoT’s larger commitment towards high-salary technology job creation in the region.
Inventory existing grant requests or programs with similar goals to ensure the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of more higher-paying jobs.	
PROJECT READINESS – 20% REFER TO APPLICATION QUESTIONS: 8-13	UP TO 20 TOTAL POINTS
Project application demonstrates that the project partners have the capability to successfully execute the project.	RIoT has successfully implemented similar programs in North Carolina. Our goal is to refine and update to needs of this region, but based on past experience and success.
Project application demonstrates that the regional council has consulted with subject matter experts regarding the efficacy and viability of the proposal.	We believe that this project aligns closely with recommendations that were made by the consulting group that FRA contracted. (Chapman and Company)

Proposed Application Scoring Sheet – January 2021

Project application outlines how the project may be coordinated with existing efforts in the region.	A key to success is to regularly communicate and coordinate with regional stakeholders. The coordinated marketing and promotion efforts described, for example, demonstrate commitment to that collaboration. RIoT already holds monthly meetings with many of the same stakeholders that are listed in this proposal and has a vehicle for adding this new project into that existing workflow. A part of these sessions is to identify and help support parallel efforts that are other components of the overall entrepreneurial ecosystem building objective.
Project application fully analyzes the barriers to successful implementation and other associated risks along with a plan to overcome them.	The risks and mitigations are addressed directly in the proposal in Section 10 - Project Barriers.
Project application reviews any prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and to ensure a deeper and consistent level of support for the project once launched.	We have regular, monthly check-ins with key stakeholders, including Stafford, King George and Fredericksburg. These sessions help assure real-time monitoring of performance and quality, as well as steering adjustment over time, should higher impact adjustments be identified.
Project application demonstrates the project partners, including the lead public or private administering entity, have sufficient financial management and personnel to ensure compliance with the grant agreement.	RIoT has the professional time and financial accounting tools in place. RIoT and WRC (the other part of our nonprofit) have been cashflow positive 501(c)(3) nonprofits since our founding in 2014 and 2010 respectively. RIoT and WRC merged into a single organization in late 2014. We regularly work on NSF, DoD and other federal programs with robust grant management requirements.
BUDGET	0 POINTS
Budget reasonable and realistic for scope of project and stated efficiencies and Budget Narrative supports proposed budget. ☐ Yes ☐ No ☐ Needs clarification	
PROJECT SUSTAINABILITY – 15%	UP TO 15 TOTAL POINTS
REFER TO APPLICATION QUESTION: 15	
Plan for how a project will be sustained after grant funds are exhausted.	The sustainability for this program is outlined in that section in the report. It is worth noting that RIoT can efficiently run a plurality of programs with a small team of 2-3 people. Each specific program does not consume 40 hours per week of full-time dedicated effort. Thus in our mind as job creators (directly and indirectly), we like to think of sustainability in terms of full-time, salaried employees with healthcare/401(k)/other benefits.

Proposed Application Scoring Sheet – January 2021

	For broader context, for RIoT efforts in Region 6, our goal is to establish that 2-3 person office at an annual budget of ~\$400k. The first hire will be in place in Q4 with job posting next week. In other markets, it takes about 3 years, with declining grant support year-over-year, to achieve financial sustainability of a team and a full suite of entrepreneurial ecosystem building programs. Sustainability historically is based on a combination of corporate sponsorships and government contracts. This specific proposal is one component of a broader grant strategy to seed the initial efforts that we embark on.
Demonstrated ability to meet the project performance metrics and to take remedial actions in the event those measures are not achieved.	Risks and mitigations are covered as described previously. Regular stakeholder progress meetings and reporting help inform of progress and create a vehicle for intervention if required.
Demonstrate leverage above the required amounts from any source.	Exceeded the match requirement in total and the local match requirement individually. Details are outlined in the budget narrative section.
TOTAL POINTS AWARDED	_____/ 100



Nominating Committee Appointments (ACTION ITEM)



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

Mary Ball Washington Regional Council New Member Application

Name: D. Derek Aday

Company/Agency: Virginia Institute of Marine Science

Position: Dean & Director

Company/Agency Address: 1370 Greate Road, Gloucester Point, Va 23062

If Private Business Sector, how many employees does your company have? _____

Preferred Telephone: (804) 684 - 7000 ☒ Work ☐ Home ☐ Cell

Preferred E-mail Address: aday@vims.edu

Description of Qualifications/Skills

(Please provide a brief description of why you are interested in serving on the Regional Council; you may include a statement as to what skills, education, knowledge, etc. you feel may contribute to the Council's work.)

Vims has a long history of connection to initiatives like GoVa that
work towards economic & workforce development in
communities around the state. Vims has a vested interest
in connecting communities to our science & outcomes through
initiatives like GoVa, and as Dean & Director I am particularly
interested in maintaining strong relationships with the
business community.



Mary Ball Washington Regional Council New Member Application

Name: Felicia Ainsa

Company/Agency: Rappahannock Electric Cooperative

Position: Director of Economic Development

Company/Agency Address: 247 Industrial Court, Fredericksburg, VA 22408 / PO Box 7388

If Private Business Sector, how many employees does your company have? ~430

Preferred Telephone: (540-419-6665 ☒ Work ☐ Home ☐ Cell

Preferred E-mail Address: fainsa@myrec.coop

Description of Qualifications/Skills

(Please provide a brief description of why you are interested in serving on the Regional Council; you may include a statement as to what skills, education, knowledge, etc. you feel may contribute to the Council's work.)

I'm interested in helping grow the economy of the region. My previous experience in workforce development, economic development, local government, and now the electric utility industry and site development should prove helpful. I enjoy finding solutions, building collaboration, and community outreach and marketing.



Bylaws Update (ACTION ITEM)

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. ~~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 by a citizen member from the region with significant private sector business experience.~~

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.

~~Each standing committee will develop an annual action plan in the first quarter of the year that will guide the work of the committee for the year. Annual action plans will be approved by the Council to ensure alignment with the Growth and Diversification plan. Final work products, policies, decisions, and reports of each standing committee will be approved by the Council.~~

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 meeting-
- Provide 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.



State Board Stakeholder Input Sessions (ACTION ITEM)



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street
Fredericksburg, VA 22401

www.govirginia6.org

August 20, 2020

Mr. Thomas F. Farrell, II, Chair
Virginia Growth and Opportunity Board
c/o Virginia Department of Housing & Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Chairman Farrell:

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

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

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

In Board Policy #11, we saw the reduction of at least a \$1 for \$1 match of non-state resources to a \$2 for \$1 match of non-state resources and the elimination of the local match requirement. Since the implementation of these changes in April 2020, Region 6 has been able to fund five enhanced capacity building projects and the submission for State Board approval of one per capita project at these reduced requirements. What took our region two years to accomplish has almost been met in under six months.

Furthermore, we would like to highlight the successes with the GO Virginia Economic Resilience and Recovery Program. Since April 2020, we have funded three ERR Fast Access projects. Our first project enabled seafood and agriculture producers in our region to connect with a market through a phone application, since many of their traditional markets closed due to COVID-19. Our next project examines the capability of a future telework center to also host telemedicine services to help employees return to work faster. Our third project assists the Westmoreland Workforce Training Center to continue to provide classes to students returning to the job market during COVID-19 in a safe manner.

All of these successes within Region 6 have been made possible by the reduction in match requirements, both non-state and local government match requirements, and the inclusion of healthcare as a sector focus. We recognize and commend the State Board for policy changes that have addressed some of these concerns and encouraged project applications.

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

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

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

Sincerely,

A handwritten signature in black ink, reading "G. William Beale". The signature is written in a cursive, flowing style.

G. William Beale, Chair
Mary Ball Washington Regional Council



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street

Fredericksburg, VA 22401

www.govirginia6.org

February 28, 2020

Mr. Thomas F. Farrell, II, Chair
Virginia Growth and Opportunity Board
c/o Virginia Department of Housing & Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Chairman Farrell:

Region 6 would first like to thank you for convening these workgroup sessions. Our region found these to be informative and productive meetings in better understanding GO Virginia. It is our belief that overall the comments provided by DHCD summarize the discussions accurately and fairly. I have summarized the points of emphasis of our region, staff, and myself below surrounding the stakeholder meeting topics discussed.

Talent Development

We agree with the recommendations that the Board revisit its outcome metrics with consideration for investments in secondary education/workforce training and the results that these programs could/should be driving and the degree to which the workforce project helped to retain jobs, in addition to creating new jobs, as an outcome. However, if this were to be revisited, there would need to be clear guidelines put in place by DHCD and communicated to the support organizations and potential applicants on how to measure this impact in a variety of projects.

Regional Collaboration and Project Match

Region 6 agrees with the requests to reduce match requirements to 2:1 for statewide competitive projects; revise the local match policy to eliminate the \$50,000 minimum; allow any locally contributed funds to count towards local match; allowing backdating of match; and modify Administrative Guidance to recognize the extraordinary opportunity associated with projects that impact economically distressed communities as a waiver condition.

Specifically, Region 6 would like to see the elimination of the \$50,000 minimum and clarification around what specifications are required to receive a match waiver. When examining statewide projects, 16 out of 39 Per Capita projects had to meet the \$50,000 threshold when what they were asking for was lower than \$250,000, the amount that 20% would equal \$50,000. That is nearly 50% of all per capita projects. While this is exciting in terms of match leveraged, this takes a toll on localities that on consistently being asked to contribute towards \$50,000 on smaller projects. We emphasize all or some combination of the following: the reduction of or elimination the required match on enhanced capacity-building grants; the reduction of or elimination of the local match requirement; the elimination of the local match requirement; and/or the elimination of the \$50,000 minimum for the local match requirement.

Traded Sector and High Wage Jobs

The recommendations by staff to modify policy #8 to considerations for healthcare sector investments support the efforts of our region. Region 6 scores poorly on health outcome scores and in doing so has negatively impacted the region's ability to attract and retain businesses in our targeted sectors. By allowing projects in the healthcare sector, we can equip our facilities with the workforce they need to keep the workforce our targeted industries need.

Project Evaluation and Return on Investment (ROI)

We agree with the recommendation that the Board modify the Competitive Application Review Scoring Rubric Question 3 to better recognize the transformative nature of GO Virginia. With that said, a three year ROI negatively impacts the types and quality of projects GO Virginia can fund and it should be the determination of this board to extend the ROI to consider the degree to which project improves regional economic competitiveness (economic impact) and how the program has helped to advance cultural changes within and among regions (regional collaboration). Many early pipeline projects may not be able to demonstrate a near-term ROI but still be transformative in a region.

Chairman Farrell and members of the Board, I encourage you all to accept the recommendations before you. These recommendations will significantly help all of our regions continue to do the work GO Virginia has been diligently doing these past few years and take us into a prosperous future.

Sincerely,

A handwritten signature in black ink, reading "G. William Beale". The signature is written in a cursive, flowing style.

G. William Beale, Chair
Mary Ball Washington Regional Council



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street
Fredericksburg, VA 22401

www.govirginia6.org

October 7, 2019

Mr. Thomas F. Farrell, II, Chair
Virginia Growth and Opportunity Board
c/o Virginia Department of Housing & Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Chairman Farrell:

Since adopting our original Growth and Diversification Plan in September 2017, Region 6 has seen early successes from the eight projects that have been funded to date. Most are capacity building projects that are laying the foundation for larger implementation projects in the near future. These projects are focused on site development, broadband planning, water resiliency, and regional economic development planning, and all hold great promise to further the goals of the Growth and Diversification Plan. On the implementation project side, the Welding Training Program has garnered much attention; in its first year the project has successfully established a training center in Montross, trained 14 welders, and encouraged plant expansion and wage increases by the project's industry partner, Carry-On Trailer. The Cybersecurity Certification Program is in its initial phases, but is on track to meet a growing need in our region. We are proud that these projects have successfully encouraged regional collaboration to further the goals of GO Virginia, including the creation of higher paying jobs.

These early projects, however, exhausted the project pipeline in Region 6. Through the stakeholder engagement component of the Growth and Diversification Plan update, Region 6 received feedback that the process and requirements for applying for GO Virginia funding are onerous and have in cases discouraged partners from pursuing funding. We would like to highlight four program requirements that we believe have hindered project development and should be reconsidered:

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

We recognize and commend the State Board for policy changes that have addressed some of these concerns and encouraged project applications, including allowing a portion of per capita funding to be used for enhanced capacity building projects, with relaxed match requirements, that can be administratively approved and relaxing the match requirements for the Regional Entrepreneurship Initiative.

On our end, Region 6 has partnered with the three Regional Economic Development Organizations (REDOs) within our region to promote GO Virginia and provide technical assistance to interested applicants. We have contracted with the REDOs for these services through June 30, 2020, and hope to see at least twelve letters of intent and six project applications submitted by June 30 as a result of these efforts. However, we still feel the concerns listed above will hinder the success of these applications.

Our Council would like to recommend that the State Board consider the following as possible actions to address our concerns. We understand that some of these suggestions could be addressed through State Board policy changes, while others would require legislative amendments:

- Reduce the \$1 for \$1 match to \$.50 for \$1,
- Allow State discretionary resources as a match,
- Approve projects contingent upon receiving matching funds instead of requiring match to be committed upon submitting an application,
- Reduce or eliminate the required match on capacity building grants,
- Reduce or eliminate the local match requirement,
- Eliminate the \$50,000 minimum for the local match requirement,
- Define traded sector businesses as those that receive more than 50% of revenue from outside of the region rather than the state, and
- Expand the ROI timeframe from three years to five years, and recognize that early pipeline projects may not be able to demonstrate a near-term ROI.

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

Sincerely,

A handwritten signature in dark ink, appearing to read "G. William Beale". The signature is fluid and cursive, with the first name "G." and last name "Beale" clearly distinguishable.

G. William Beale, Chair

Mary Ball Washington Regional Council



Project Status Updates



Mary Ball Washington Regional Council

GO Virginia Region 6

www.govirginia6.org

REPORT DATE 1/24/2022

PROJECTS IN THE PIPELINE

Project Name	Region 6 Approval	State Board Meeting Date	Issues
FXBG Chamber Internship Project			

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS

Project Name	Region 6 Approval	State Approval	Issues
RIoT Pre-Accelerator Program	11/9/2021	12/15/2021	

OPEN PROJECTS

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



Mary Ball Washington Regional Council

GO Virginia Region 6

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



Mary Ball Washington Regional Council

GO Virginia Region 6

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



Mary Ball Washington Regional Council

GO Virginia Region 6

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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



Mary Ball Washington Regional Council

GO Virginia Region 6

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		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.



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



Financial Report

Financial Report - Capacity Building Funding - Budget Detail										
Mary Ball Washington Regional Council (GO Virginia Region 6)								GO VIRGINIA  VIRGINIA PARTNER FOR GROWTH & OPPORTUNITY IN EVERY REGION		
Report Period: April 2017 - December 2021										
Report Date: 1/24/2022										
	FY17 Capacity Building (No Match)	FY18 Capacity Building (100% Match) MOVED TO PROJECT FUNDING	FY19 Capacity Building (No Match)	FY19 Capacity Building (50% Match) MOVED TO PROJECT FUNDING	FY20 Capacity Building (No Match)	FY21 Capacity Building (No Match)	FY22 Capacity Building (No Match)	Total	Expenditures (since April 2017) by Line Item	Under/Over by Line Item
Region 6 Allocation										
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$250,000.00	\$1,400,000.00		
Budget										
GWRC Staffing (Salary, Fringe, and Indirect)	\$195,277.16	\$0.00	\$84,084.94	\$0.00	\$88,619.16	\$110,230.05	\$112,649.69	\$590,861.00	\$485,378.95	\$105,482.05
Project Review Services	\$24,100.00	\$0.00	\$0.00	\$0.00	\$5,325.00	\$0.00	\$20,000.00	\$49,425.00	\$29,425.00	\$20,000.00
Capacity Building Grants	\$40,315.82	\$0.00	\$74,649.17	\$0.00	\$77,525.68	\$28,038.45	\$0.00	\$220,529.12	\$220,529.12	\$0.00
Project Pipeline Contracts	\$10,750.05	\$0.00	\$89,249.95	\$0.00	\$70,000.00	\$25,000.00	\$0.00	\$195,000.00	\$195,000.00	\$0.00
Meetings & Facilitation	\$4,571.93	\$0.00	\$810.79	\$0.00	\$0.00	\$243.34	\$3,756.66	\$9,382.72	\$5,626.06	\$3,756.66
Travel	\$6,257.06	\$0.00	\$1,010.60	\$0.00	\$15.00	\$455.48	\$5,544.52	\$13,282.66	\$7,738.14	\$5,544.52
Equipment	\$1,722.84	\$0.00	\$194.55	\$0.00	\$8,500.00	\$8,458.88	\$2,041.12	\$20,917.39	\$22,691.07	-\$1,773.68
Marketing/Outreach	\$1,105.14	\$0.00	\$0.00	\$0.00	\$15.16	\$73.80	\$4,426.20	\$5,620.30	\$2,093.10	\$3,527.20
G&D Plan Development	\$115,900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$77,500.00	\$2,500.00	\$195,900.00	\$193,400.00	\$2,500.00
Legal Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$2,000.00	\$0.00	\$2,000.00
Future Consulting Needs	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$50,000.00	\$50,000.00	\$0.00	\$50,000.00
Contingency	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$47,081.81	\$47,081.81	\$0.00	\$47,081.81
Project Reserves	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$250,000.00	\$1,400,000.00	\$1,161,881.44	\$238,118.56
Expenditures (since April 2017)										
Total	\$400,000.00	\$0.00	\$250,000.00	\$0.00	\$250,000.00	\$250,000.00	\$11,881.44	\$1,161,881.44		
Under/Over										
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$238,118.56	\$238,118.56		

Financial Report - Capacity Building Funding - Expenditures Detail

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - December 2021

Report Date: 1/24/2022



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

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 1/24/2022

GO VIRGINIA



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION

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

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

Original Allocations	
KQ TeleMed Study	\$ 50,000.00



Letters of Support



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street

Fredericksburg, VA 22401

www.govirginia6.org

September 24, 2021

Dear NSF Racial Equity in STEM Education Proposal Review Committee:

I am writing to you all to show support in funding Germanna Community College's proposal entitled Racial Equity: A Regional Institute for Systemic Equity in STEM.

GO Virginia is an economic development initiative, that encourages collaboration between private industry, higher education, and government partners in each region to produce results that will grow and diversify the regional economies and ultimately the Commonwealth. GO Virginia Region 6 represents the localities in the Fredericksburg region, Northern Neck, and Middle Peninsula. There is a need to create more equity in STEM education at the K-12, community college and university transfer levels. Germanna's approach of creating a STEM Equity Institute will meet a large need within our region.

If the proposal submitted by Germanna Community College, entitled Racial Equity: A Regional Institute for Systemic Equity in STEM, is selected for funding by the NSF, it is our intent to collaborate as part of the Institute's Advisory Board as detailed in the Project Description and the Facilities, Equipment or Other Resources section of the proposal.

A handwritten signature in black ink, reading 'G. William Beale'.

Sincerely,

G. William Beale, Chair

Mary Ball Washington Regional Council



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street
Fredericksburg, VA 22401

www.govirginia6.org

Economic Development Administration
U.S. Department of Commerce
1401 Constitution Avenue, NW
Washington DC 20230

October 19, 2021

RE: Letter of Support – Partner

Dear Selection Committee:

I am writing this letter to express the GO Virginia Region 6 support for Virginia Sea Grant's (VASG) *Water Adaptation* Economy proposal to the Economic Development Administration's Build Back Better Regional Challenge program.

The Virginia Initiative for Growth and Opportunity in each Region, known as GO Virginia, is a statewide initiative to create more higher-paying jobs in Virginia through business-led regional collaboration. Region 6, also known as the Mary Ball Washington Regional Council, consists of the city of Fredericksburg; and the counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford, and Westmoreland.

We have read the concept paper, discussed our participation on the project with VASG, and feel strongly that this project will catalyze and expand the emerging regional adaptation industry cluster through business incubator and accelerator services, establish long-term innovation capacity with the expansion of public-private adaptation R&D, and grow tomorrow's diverse collaborative teams through workforce development and entrepreneurship capacity. GO Virginia Region 6's strategic plan focuses on expanding the Aquaculture / Seafood / Commercial Fishing / Marine Industries industry clusters and aligning workforce and growing entrepreneurs in this cluster.

The GO Virginia Region 6 may engage with this initiative, as a partner, by providing stakeholder input on strategic planning and visioning, disseminating information to our members and partners, facilitating connections with relevant members of our network to advance networking and technical assistance, as needed.

The broad coalition assembled by VASG includes collaborative leadership from industry, government, NGOs, and academic institutions. Leveraging Virginia's unique regional assets and current investments to nurture and expand a water adaptation industry cluster, this team has a strong long-term sustainability strategy, the capacity and experience to grow this economy, and



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street

Fredericksburg, VA 22401

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the commitment to impact distressed communities and reach historically excluded populations, racial minorities, and women.

If you have any questions about our enthusiastic support for this proposal or our role on the project, please contact Jennifer Morgan, morgan@gwregion.org.

Sincerely,

G. William Beale, Chair
Mary Ball Washington Regional Council