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

Region 6 Regional Council Meeting
Monday, April 24, 2023
10:00am – 12:30pm
In Person Location:
Virtual Meeting Location - Virginia Institute of Marine Science, 1375 Greate Rd., Gloucester Point, VA 23062
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
	Removal of Council Members Out of Compliance **(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 January 23, 2023 Minutes	
10:20am-11:25am	**Presentations**	
10:20am	Fredericksburg Regional Alliance Entrepreneurship Ecosystem	Todd Gillingham
10:30am	Bay Consortium Workforce Development Board TPI Project Update	Jackie Davis & Mason Bishop
10:50 am	Coastal Resilience and Adaptation Economy Project Update	Troy Hartley
11:20am-11:50am	**New Business**	Ian Ginger
11:20am-11:30am	**Nominating Committee Report**	Kim McClellan
	Re-elect Jackie Davis to the Regional Council (**ACTION ITEM)**	Kim McClellan
	Elect Joel Griffin, Jackie Davis, & Jeff Szyperski to the Executive Committee **(ACTION ITEM)**	Kim McClellan
	Elect Taryn Brice-Rowland & Lindsey Watson to Regional Council **(ACTION ITEM)**	Kim McClellan
11:30am-11:50am	**Application Discussion and Determinations (ACTION ITEM)**	Billy Beale
	Stafford County Economic Development – Smart Technology Discovery ECB	Dale Herndon
11:50am-12:00pm	**Information Items**	Ian Ginger
	2023 Growth & Diversification Plan Update	
12:00pm	**Adjourn Meeting**	William Beale
12:00pm-12:30pm	**Lunch**	
1:00pm-2:00pm	**VIMS Tour (optional)**	

Next Meeting: Monday, July 24, 2023 | Location: TBD

Approval of Members Participating Remotely (ACTION ITEM)

Members Participating Remotely

DATE: 4/24/2023

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)**
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 Davis	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

Approval of January 23, 2023 Minutes (ACTION ITEM)

Region 6 Regional Council Meeting
Monday, January 23, 2023
10:00am – 12:30pm
This meeting was 100% Virtual
Virtual Meeting Location -
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
Meeting ID: 989 9257 9452 | **Passcode**: govirginia
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MINUTES

MEMBERS PRESENT AND VOTING: Chair - William Beale, **Vice Chair** – Rob Quartel, John Anzivino, Sarah Calveric, Bruce Davis, Jackie Davis, Jan Erkert, Val Foulds, Lisa Hull, Shannon Kennedy, Kim McClellan, Jeff Szyperski, Linda Worrell, Kimberly Young.

MEMBERS ABSENT: Dr. Derek Aday, Felicia Ainsa, Steve Goodall Merthia Haynie, Morgan Quicke.

STAFF: GWRC –Ian Ginger, Sarah Oldaker, Chip Boyles

OTHERS IN ATTENDANCE: Neal Barber; Annie Weidhaas, Sara Dunnigan, Andrea Devening - DHCD; Vernon Green Jr., Devon Heholt- GCUBED; Jenn Morgan, Tom Snyder - RIoT; Dr. Thomas Taylor, Rebecca Towery - Stafford County Schools; Perry Hickman, Joe Boatwright – USDA; Uma Marques – Virginia Smart Community Testbed; Dale Hernon – Stafford County Economic Development;

CALL TO ORDER
Mr. Beale called the meeting to order at 10:00 a.m. Mr. Beale asked Mr. Ginger to call the roll.

ROLL CALL
Mr. Ginger called roll and stated a quorum was present. Mr. Ginger reminded everyone to keep their camera on during the duration of the meeting.

PUBLIC COMMENT
No comment was received.

CONSENT AGENDA
Mr. Beale presented approval of Minutes from October 24, 2022. Jeff Szyperski Motions made a motion to approve minutes, and Shannon Kennedy seconded. Motion carried unanimously.

PRESENTATIONS:
Mr. Beale directed Mr. Ginger to introduce the presenters from USDA, Perry Hickman and Joe Boatwright, on the Rural Business Development Grant. Mr. Boatwright introduced the program and he and Mr. Hickman presented slides on the Rural Business Development Grant and how there could be common interest with GO Virginia projects. Lisa Hull commented after the presentation how these funds were used on the GO Virginia projects such as the commercial kitchen feasibility study and welding program in Westmoreland County.

Mr. Beale then introduced Jenn Morgan from RIoT on the two GO Virginia projects funded in part by GO Virginia. Ms. Morgan touched on current cohorts and metrics in the project. Dale Herndon from Stafford

County Economic Development spoke on the Rapp RIoT Accelerator Program. Uma Marques then presented current projects through the Virginia Smart Testbed Community Center where Riot works out of.

Mr. Beale then introduced Sara Dunnigan from DHCD who presented a GO Virginia Project Development Framework. Ms. Dunnigan took some questions from the Council.

EXEUTIVE COMMITTEE REPORT AND ACTIONS TAKEN

Mr. Beale directed the Council to the Executive Committee Report and Actions Taken in the packet. He drew their attention to the updated 2023 meeting schedule and remote meeting policy, and the two remote meetings being in January and July.

OLD BUSINESS

Mr. Ginger gave the council an update and summary of actions taken by the GO Virginia State Board meeting on December 13, 2022. Mr. Ginger updated all council members on the two new ECB projects, Young Entrepreneurs and Pathways to Success.

Mr. Ginger then gave the Council an update on three applications that were in front of the GO Virginia State Board in December. Two were deferred and are being resubmitted in March, and the Talent Pathways Initiative was approved and currently under contract.

NEW BUSINESS

Stafford County Public Schools Innovation Pathways Implementation Application

Mr. Beale introduced Dr. Thomas Taylor, Superintendent of Stafford County Public Schools. Dr. Taylor introduced the project and turned the floor over to Vernon Green, Jr. with GCubed and G3CS. Mr. Green went over the updates/changes in the application since he first presented it in October. Mr. Green and Dr. Taylor took questions and comments from the Council.

Mr. Beale asked for a Motion to approve the application. Kim McClellan motioned for the application to be approved, Val Foulds Seconded the Motion The motion passed with a roll call vote with 13 voting yes and 3 recusals. Bruce Davis, Shannon Kennedy, and Kimberly Young recusing themselves.

Middle Peninsula Planning District Commission West Point Site Development Planning Grant

Mr. Beale introduced Neal Barber with MPPDC to present on the West Point Site Development Planning Grant. Mr. Barber informed the Council about the old airport site in King & Queen County that is owned by the town of West Point. The Concil asked questions about the site and the application.

Mr. Beale asked for a Motion to approve the application. Linda Worrell Motioned for approval of the application, and John Anzivino seconded. The Motion passed unanimously with 16 voting yes.

INFORMATION ITEMS IN PACKET

Mr. Ginger updated the Council on the project pipeline and directed the Council to the packet for project updates. Ms. Hull updated the Council on a Food and Beverage Expo in the Northern Neck.

ADJOURNMENT

Being no further business, the meeting adjourned at 12:00 pm.

DRAFT

Application Discussion & Determination (ACTION ITEM)

Stafford County EDA – SMART Technology Discovery ECB

STAFF REVIEW

Application Name: Smart Technology Discovery for Economic Development

Application Submitted: 4/17/23

Date of Staff Review: 4/19/23

Applicant: Stafford County EDA

Contact Person: Dale Hendon

G**rant Type:** Enhanced Capacity Building

Growth and Diversification Plan Strategy Area (s): Entrepreneurship

Localities Served: The aim of this project is to serve the entirety of Region 6

Localities Participating in Project: Stafford, King George, Colonial Beach, Gloucester County

Other Partners and Responsibilities: ***Smart Community Test Bed*** – The Test Bed will provide consulting services throughout the project, specifically providing guidance on how issues faced in the region can leverage the test bed for solutions; ***RIoT*** – We have a well-established relationship with RIoT through their Pre-Accelerator and Accelerator projects. The organization will help to match issues faced by communities in the region to entrepreneurs including Virginia and non-Virginia based companies; ***Virginia Innovation Partnership Corporation (VIPC) –*** VIPC was a founding member of the test bed in Stafford and will continue to play a consultative role on this project, specifically providing guidance on the connection between technology and entrepreneurship – and the future implications of that for the region; ***Virginia Sea Grant*** – There's a lot of synergy between this project and Sea Grant's Coastal Resiliency and Adaptation project. The extension of the test bed represents an opportunity for Sea Grant to commercialize ongoing R&D efforts in the coastal resiliency and aquaculture space.

GO Virginia Request: $96,250

Match: $66,250

> **Source of Match:** Stafford County – Cash; Stafford EDA – Cash; RIoT – In-kind; Stafford County – In-kind (Grant administration); Colonial Beach – In-kind; Gloucester County – In-kind

Additional Leverage: $20,000

Total Project Cost: $182,500

Threshold Review	Yes or No. Why?	Discussion/Questions
Does the applicant demonstrate capacity to manage the grant?	Yes. The applicant has successfully managed GO Virginia grants in the past.	
Does the project align with GO Virginia strategies?	Yes. The project aligns with GO Virginia focus on entrepreneurship. Specifically, it ties technology adoption to entrepreneurship and	

	leveraged the Test Bed to match "smart technology" with problems faced in more rural parts of the region.	
Does the project carry out the goals/objectives of the Region 6 Economic Growth & Diversification Plan?	Yes. Broadly, the project further establishes the relatively nascent entrepreneurial ecosystem in the GO Virginia region – especially in the Northern Neck and Middle Peninsula. It also furthers both the Professional, Scientific, and Technical Services and IT/Data Center industry clusters by bridging the gap between technology and business creation and expansion. It does this by providing opportunities for entrepreneurs to create new companies while also attracting technology-oriented firms from outside the region.	
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?	This is less applicable because the project is a planning grant; however, as alluded to above, the vision for the project is to capitalize on the trend of smart communities and grow/attract tech companies to the region.	
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. The project has a mix of cash and in-kind match that meets the current 2:1 match requirement.	

Does the project have at least two participating localities, political subdivisions, or public bodies corporate and politic?	Yes. Stafford, King George, Colonial Beach, and Gloucester are active participants in the project.	
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.	N/A	
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.	N/A as this is an ECB; however, depending on the results of the pilot created by this project's activities, we see a clear path to an implementation grant in the future.	

Summary of Application

Project Description: The Testbed has been firmly established as a state-wide initiative spearheaded by VIPC and Stafford EDA to foster and deploy new Technology in support of Smart Communities and the entrepreneurs that develop it. We want to share the resources of the Testbed and encourage those opportunities and collaboration across Region 6.

Specifically, we propose to host a series of four local area community "discovery" and "project shaping" meetings that will engage local leaders to identify community issues that may be improved through the use of smart technology (Q2 of project). We will engage in discussions with local leaders, and professional staff to identify and prioritize environmental management, water, stormwater, public safety, traffic and other community issues. Testbed staff and RIoT will then identify possible technology solutions in the field of smart technology from our region and beyond. We will reconvene the leaders

and possible technical solution entrepreneurs or providers and identify potential Pilot Projects (Q3 of project).

Project Goal(s): Further expansion of the test bed's reach and engagement of local communities across Region 6 in identifying possible solutions to community issues and matching technologies, sectors, or "verticals," that may provide those solutions.

Outcomes: Draft of an entrepreneurial development and business marketing plan to seek out businesses that may provide smart technology solutions to issues faced by communities. The project will identify areas of interest to encourage and engage entrepreneurs in Region 6 and provide a marketing strategy for the Testbed to identify companies outside Virginia - including a foreign direct investment component - that may be used by the FRA and other economic development departments across the Region.

Council Review Summary

Staff Considerations

Enhanced Capacity Building (ECB) Application

APPLICATION INFORMATION

PROJECT NAME: EXPANDING SMART COMMUNITY TECH ENTREPRENEURSHIP ACROSS REGION 6

DATE: APRIL 17, 2023

PROJECT APPLICANT

Legal Name: Stafford Economic Development Authority (EDA)
EIN/TIN: 54-1244413
Address: 1300 Courthouse Road, Stafford, Virginia 22554 (PO Box 339, 22555)
Website: https://staffordeda.com/

APPLICATION CONTACT

Name: Dale Hendon
Title: Specialist
Phone: 540-658-4633
Email: dhendon@staffordcountyva.gov

WHAT GROWTH & DIVERSIFICATION PLAN PRIORITY INDUSTRY CLUSTER/S IS YOUR PROJECT IN?

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

WHAT CATEGORY DOES YOUR PROJECT FALL INTO?

☒ Entrepreneurial Activities
☐ Site Development
☐ Workforce Development

PARTICIPATING LOCALITIES (MINIMUM 2 REQUIRED)

Projects must have at least two participating localities. "Participation" can include financial participation, in-kind contribution, participation on a project advisory team, and/or administration of the project.

Caroline County	☐	King William County	☐	Spotsylvania County	☐
Essex County	☐	Lancaster County	☐	Stafford County	X
City of Fredericksburg	☐	Mathews County	☐	Westmoreland County	☐
Gloucester County	X	Middlesex County	X	Other (Colonial Beach):	X
King and Queen County	☐	Northumberland County	☐	Other (specify):	☐
King George County	☐	Richmond County	☐	Other (specify):	☐

PLEASE DEFINE THE LEVEL OF PARTICIPATION BY EACH OF THE LOCALITIES.

Locality	Resource Contribution	Cash	Non-Cash
Colonial Beach	Assist, host Workshops		$5,000
Gloucester County	Assist, host Workshops		$5,000
Stafford County EDA	Applicant, Contractors	$15,000	
Stafford County Econ Dev	Project Mgt		$10,000
Middlesex County	Assist, host workshops		$5,090

PROPOSED LOCALITIES TO BE SERVED BY PROJECT

Caroline County	☒	King William County	☒	Spotsylvania County	☒
Essex County	☒	Lancaster County	☒	Stafford County	☒
City of Fredericksburg	☒	Mathews County	☒	Westmoreland County	☒
Gloucester County	☒	Middlesex County	☒	Other (specify):	☐
King and Queen County	☒	Northumberland County	☒	Other (specify):	☐
King George County	☒	Richmond County	☒	Other (specify):	☐

OTHER PROPOSED PARTNERS AND COLLABORATORS:

Organization Name	Resource Contribution	Cash	Non-Cash
Virginia Sea Grant	Additional Leverage		$5,000
Virginia Innovation Partnership Corporation	Additional Leverage		$15,000
RIoT	Time, direct costs		$15,000

APPLICATION SECTIONS AND REQUIRED ATTACHMENTS

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

OPTIONAL ATTACHMENTS

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

PROJECT DESCRIPTION

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

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

The Stafford Economic Development Authority (EDA), the Virginia Innovation Partnership Corporation (VIPC), and RIot are completing the "Establishing a RIoT Accelerator Program in the Virginia Smart Community Testbed to serve the Rappahannock Regional Entrepreneur Ecosystem" project. This project has been wildly successful in establishing the Virginia Smart Community Testbed (Testbed) and launching the RIoT accelerator program(s) in the Rappahannock Region (what we called VA-RAP).

As we wind down that Go Virginia project, we have seen tremendous success in fostering entrepreneurship and attracting the attention of international companies to our Region via the Testbed program. The Testbed has been firmly established as a state-wide initiative spearheaded by VIPC and Stafford EDA to foster and deploy new Technology in support of Smart Communities and the entrepreneurs that develop it. We want to share the resources of the Testbed and encourage those opportunities and collaboration across Region 6.

Specifically, we propose to host a series of four local area community "discovery" and "project shaping" meetings that will engage local leaders to identify community issues that may be improved through the use of smart technology (Q2 of project). We will engage in discussions with local leaders, and professional staff to identify and prioritize environmental management, water, stormwater, public safety, traffic and other community issues. Testbed staff and RIoT will then identify possible technology solutions in the field of smart technology from our region and beyond. We will reconvene the leaders and possible technical solution entrepreneurs or providers and identify potential Pilot Projects (Q3 of project).

1. The expenses that GO Virginia funding and match will pay for EDA contractor and RIoT contracted time as well as direct costs for the discovery meetings.
2. The expected output/final product(s) of this project: at the conclusion of the project we will have (a) further expanded the reach and engaged local communities across Region 6 to identify possible solutions to community issues; (b) identified those technologies, sectors, or "verticals," that may provide those solutions; and (c) drafted an entrepreneurial development and business marketing plan to seek out those entrepreneurial businesses that may provide those technologies. The plan (ECP Deliverable) will identify areas of interest to encourage and engage entrepreneurs in Region 6 and provide a marketing strategy for the Testbed to identify companies outside Virginia (including a foreign direct investment, FDI, component) that may be used by the FRA and other economic development departments across the Region
3. This project will contribute to plans that will help create higher paying jobs by encouraging or attracting new tech entrepreneurs to provide solutions to issues identified.
4. The participating localities and how they will be engaged in the project:

   Stafford, King George, Colonial Beach, Gloucester County, …. Stafford (EDA) will organize and manage the project. Other communities will host and foster participation in the discovery and solution sessions.
5. The project budget and sources of matching funds. The Stafford and participating localities will provide cash and in-kind support.
6. Why this project should be a priority for the Regional Council: This project will support the development of the larger Region 6 Entrepreneurial Ecosystem, it will identify and offer solutions to local community issues, and identify technology opportunities for entrepreneurs and how the Region may attract new business to meet the identified needs.
7. How/if this project aligns with the Region's Economic Growth and Diversification Plan: This project aligns with the tech sector and small business entrepreneurship and attraction. The outcome will be a plan and recommendations on how to continue to encourage Smart Tech companies to the Region.

STATEMENT OF NEED

Describe how the project aligns with the region's Economic Growth and Diversification plan and why this project should be a priority for the Regional Council.

This project aligns with Professional, Scientific and Technical Services (technology sector), page 7. It also, as further outlined below, is focused on and helps continue to build a strong entrepreneurial ecosystem, page 8. Specific to the entrepreneurial ecosystem it aligns with Goal 1, Strategy 3 "Develop programming to help businesses at all stages develop and grow," Goal 2, "Identify, empower, and support entrepreneurs," and Goal 3, Strategy 1 "Provide counseling, mentoring and other instructional programs for technology and venture-backed startups, to facilitate innovators bringing new technologies to the marketplace," page 51. Our project includes participation and partnership with the FRA and RIoT, page 58.

This project should be a priority as it plans for, builds, and accomplishes the following opportunities:

1. It is a logical planning and capacity strategy and the next stage for the highly successful Virginia Smart Community Testbed and associated RIoT programs. The Testbed has been firmly established as a state-wide initiative spearheaded by VIPC to foster and deploy new Technology in support of Smart Communities (more commonly called Smart Cities) *and the entrepreneurs that develop it*. The partnership between the Stafford EDA, VIPC, RIoT and Testbed partners is becoming recognized across the globe as a model and offers an opportunity to grow and attract tech-based companies to test their products to support smart community development. The next stage of growth for the Testbed is to better serve and an encourage those opportunities and collaboration across Region 6.
2. This project is similar to the successful planning grant funded and completed by the Virginia Sea Grant (VASG), a seven-university coalition headquartered at Virginia Institute of Marine Sciences (VIMS). That planning grant lead to a current and successful program to develop entrepreneurial enterprises to solve issues of coastal resiliency. This project does the same for public services and infrastructure (aka "Smart Technology"). And, this project, is designed to foster participation, input, and collaboration across the entirety to Region 6. Furthermore, this project will help integrate and expand upon the good work at VASG by engaging the entrepreneurs from their program and the Middle Peninsula Chesapeake Bay Public Access Authority (MP-PAA) properties into the network of possible smart-tech pilot projects.
3. This project will support and provide a focused technology "industry" as the Region launches its region-wide entrepreneurial ecosystem. This project (and its report) will provide valuable insights into how this Smart-Tech Sector may be fostered in the communities and rural areas of Region 6. These insights will help encourage entrepreneurial development from within the Region and identify opportunities to attract new tech-entrepreneurs from outside the region and particularly may help document a Foreign Direct Investment strategy for the Region's localities. (The Testbed has attracted significant international attention from firms seeking to establish their US presence).
4. The project will provide additional ecosystem building in smart-technology that will compliment the regional ecosystem network under development by the FRA.

PROJECT TIMELINE/MILESTONES AND DRAWDOWN SCHEDULE

Describe the project timeline and the specific project milestones that will be utilized to track project progress and fund disbursement.

**GO Virginia is a reimbursement-based grant and funds will only be disbursed after funds are expended. Match funds must be expended prior to or in proportion to GO Virginia funds.*

****Milestones are project activities and deliverables, in the order they are completed.**

Project Start Date: July 1, 2023
Project End Date: June 30, 2024

CY, Quarter	Milestone	GO Virginia Amount Disbursed	Match Amount Disbursed	TOTAL
2023, Q3	Organizing and promotion of project and Discovery Workshops	$24,062	$30,647.50	$54,709.50
2023, Q4	Discovery Session and documentation of issues	$24,062	$30,647.50	$54,709.50
2024, Q1	Project Shaping Workshops and documentation of input, possible Pilot Projects	$24,062	$30,647.50	$54,709.50
2024, Q2	Smart Tech in Region 6 Strategic Plan	$24,064	$30,647.50	$54,709.50

FUTURE IMPLEMENTATION GRANT APPLICATIONS

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

We anticipate that this project will lead to a future Implementation grant and, most importantly, provide significant guidance and strategic planning to the future regional ecosystem.

As far as a future implementation grant, our final report will identify areas of interest and community needs in smart technology. It will include recommendations on refined technical market areas and recommendations on how the region might market to attract those technologies and companies to serve our communities. The project leaders have significant experience in business attraction and, specifically, foreign direct investment (FDI). The Testbed provides a mechanism to encourage new business enterprises to deploy ("pilot") their technologies. By having the interested local communities "needs" and "interests" in these technologies will help us market to those types of companies (and entrepreneurs). This provides additional "ecosystem building" capacity.

Specific Implementation grant activities are yet to be determined, but this project will recommend targeted technologies in demand in our region and how to target those technologies (companies and entrepreneurs). The Stafford EDA and the Testbed will partner with our regional partners to develop an entrepreneurial development and business (with heavy FDI component) attraction plan that may be funded, in part, by an Implementation Grant.

Some possible Implementation Grants may include:

1. Multi-Community collaborative FDI Marketing Activities.
2. Additional focused community and regionwide Smart Tech entrepreneurial development.
3. Smart Tech Pilot Projects across Region 6. Seek out companies to implement solutions via Pilot Projects and those that may more likely grow or locate.
4. The deployment and development of additional new technology companies that make use of test locations integrating shoreline resiliency technologies being developed by VASG and the Public Access Authority with smart-technology and IoT devices.
5. Region-wide marketing and branding to support the regional ecosystem.

PERFORMANCE METRICS

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

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

1. Number of businesses served 10/quarter
2. Number of entrepreneurs engaged 30/quarter

CASH COMMITMENT COVER SHEET

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

Partner Name	Amount of Cash Contribution	If Form Pending, Date Expected
Stafford EDA (Event Contractor)	$15,000	
Stafford Economic Development (Testbed Manager)	$16,250	
	$	
	$	
	$	
	$	
	$	

IN-KIND CONTRIBUTION COVER SHEET

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

Partner Name	Amount of In-Kind Contribution	If Form Pending, Date Expected
RIoT	$15,000	
Town of Colonial Beach	$5,000	
Gloucester County	$5,000	
Middlesex County	$ 5,090.00	
	$	
	$	
	$	

LETTERS OF SUPPORT COVER SHEET

Letters from organizations not providing financial or in-kind contribution. Please place letters of support in order behind this section of the application.

Partner Name
Virginia Innovation Partnership Corporation
OST, Inc.
Planet Defense
Cocoflo
Virginia Sea Grant
VisionCraft

PROPOSED BUDGET

GO Virginia Request:	$96,250
Total Match:	$71,340
Total Project Cost:	$167,590

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

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

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

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

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

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

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

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

BUDGET NARRATIVE

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

The fund will be used, primarily, for contracted services to organize and encourage participation in the “discovery” and “project shaping” workshops. This includes contracted (GO VA) funds and in-kind funds. A portion of the funds will be used to support overall project management and final report writing. Finally, a small portion will be used to provide per diem “stipends” to technology companies to attend the “project shaping” workshops.

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

EDA STAFFORD Virginia

Stafford County Economic Development Authority

April 14, 2023

Ian Ginger
Go Virginia Region 6

On behalf of the Stafford EDA, please accept this letter accompanying our application for our proposed Enhanced Capacity Grant, “Expanding the Smart Community Tech Entrepreneurship Across Region 6.”

The Stafford EDA has voted to make the application and provide $15,000 of cash match support to the project. Our cash match will be used to pay for a portion of our events and marketing coordinator and her work on the project.

Joel Griffin, Chairman

1300 Courthhouse Road, Stafford VA, 22554-0339 | Phone: 540.658.8681 | Fax: 540.658.6651 | www.StaffordEDA.com

April 10, 2023

Ian Ginger
Go Virginia Region 6

On behalf of Stafford County Economic Development Department (Department), please accept this letter of commitment and match support for the Stafford Economic Development Authority's proposed Enhanced Capacity Grant, "Expanding the Smart Community Tech Entrepreneurship Across Region 6."

You are well aware of the close working relationship between the Department and the EDA. The Department provides staff support to the EDA.

In support of this proposed project, the Department will provide $10,000 of in-kind support to this project.

Sincerely,

John P. Holden, Director

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

8 April 2023

RIoT is pleased to have been a part of the Go Virginia grant that helped launch the Virginia Smart Community Testbed. We like to think we are a part of helping make the Testbed a unique and incredible economic development engine in Region 6 and all of Virginia.

We look forward to helping expand the resources of the Testbed across Region 6.

RIoT has been a key partner in helping draw new business to Stafford and the Region as a result of our work and programs developed in the Testbed. We hope that we can continue to play that role ourselves, separate from this project, but also as a partner in this project.

RIoT has helped foster the expansion of entrepreneurial resources and attracted startups to visit and at times relocate in Virginia as part of our role and partnership with Stafford County EDA and VIPC in the Testbed. The proposed grant will help us expand that opportunity in communities across Region 6. In particular, our role will be in introducing new tech-companies to the Region and working with entrepreneurs to introduce them to the same opportunities. In the end, we will advise and assist in the "plan" of how the Testbed can be a regionwide asset for entrepreneurial development in "smart city" technologies.

We will provide project guidance and directly participate in this project by attending and offering input in the proposed "Project Discovery" phase. Our role will expand during the Project Development" phase as we will assist in bring possible technology companies and entrepreneurs to the Region that may help address issues raised during "discovery."

Specifically, RIoT is committing $15,000 of in-kind time and costs to this project.

We look forward to working with the Stafford EDA and all partners on this project.

Sincerely,

Tom Snyder, Executive Director, RIoT

MAYOR
Robin Schick

TOWN COUNCIL
Kenneth Allison – Vic Mayor
Thomas Moncue
Vicki Roberson
Caryn Self Sullivan
David Williams
Richard W. Wood

TOWN OF COLONIAL BEACH
315 Douglas Ave.
Colonial Beach, Virginia 22443
(804) 224-7181 FAX (804) 224-7185

TOWN MANAGER
India Adams-Jacobs

TOWN ATTORNEY
Stefan Calos

TOWN CLERK
Heather Oliver

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

April 12,2023

The Town of Colonial Beach is pleased and looks forward to participating the proposed Go Virginia project to expand the Pilot Projects and entrepreneurial opportunities of the Virginia Smart Community Testbed across Region 6.

For our part, we will encourage participation from local leaders from around our area to the Discovery and Project Planning Workshops. We understand the Stafford EDA will provide content and marketing materials and our role will be outreach to local leaders including department directors from area communities. Further, we will be pleased to host a Discovery and Pilot Planning meeting in our Town Center Facility, tentative for September 26 (Discovery) and a date to be determined in the spring of 2024 (Pilot Planning).

For the Town's part, including the market value of the space for the meetings ($750 per meeting = $1,500), our time for helping with outreach and any local coordination we will provide $5,000 of in-kind match to this project.

We look forward to working with the Stafford EDA and all partners on this project.

Sincerely,

Kelly K. Evko

Kelly K. Evko
Economic Development Manager
Town of Colonial Beach
Colonial Beach, Virginia
Kevko@Colonialbeachva.gov
540-604-4426

Economic Development
Trenton L. Funkhouser, AICP
Executive Director

877 General Puller Highway
P.O. Box 428
Saluda, Virginia 23149-0428
(804) 654-1363 (C)
t.funkhouser@co.middlesex.va.us

Economic Development Authority
John Anzivino, Chairman
James Reed Vice-Chairman
William Cawthorn, Treasurer
Celane Roden, Secretary
Gerald F. Crittenden
Joe Heyman
Jean Hallie-Holmes

April 11, 2023

Mr. John Holden - Director
Stafford County Economic Development
1300 Courthouse Road
Stafford, VA 22554

RE: Middlesex County EDA Support of Proposed Enhanced Capacity Planning Grant – GO Virginia

Dear Mr. Holden:

Thank you for including Middlesex County in your proposed Enhanced Capacity Planning Grant offered through Go Virginia. I appreciate your regional vision and look forward to participating in the project. My understanding is this project will help expand the value to our communities of the Virginia Smart Community Testbed and, with input from local leaders in our area, help design Pilot Projects and entrepreneurial opportunities to improve local services and infrastructure—AKA "smart community."

On behalf of the Middlesex County Economic Development Authority, my office will reach out and encourage participation from local leaders from around our area to the Discovery and Project Planning Workshops. My understanding is the Stafford EDA will provide content and marketing materials and the Middlesex County role will be outreach to local leaders including economic development department directors from area communities.

I will also help with any guidance and assistance in local coordination of the Discovery and Pilot Planning meetings to be held at the Rappahannock Community College campuses in Glenns and Warsaw.

As part of the Middlesex EDA role, I can offer in-kind support (staff time) of $5,000 to help with outreach and any local coordination for this project.

I look forward to working with the Stafford EDA and all partners on this project.

Sincerely,

Trenton L. Funkhouser

Trenton L. Funkhouser
Executive Director – EDA
Economic Development & Tourism Coordinator

C:\EDA\Middlesex\EDA\Workforce\Enhanced Community Planning Grant GO VA Support Ltr 230411.docx

VIPC
VIRGINIA INNOVATION PARTNERSHIP CORPORATION

313 East Broad Street
Richmond, VA 23219
February 28, 2023

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

April 10, 2023

The Virginia Innovation Partnership Corporation (VIPC) has been proud to help found and partner with Stafford County in the Virginia Smart Community Testbed. We have been pleased to support the Go Virginia grant that helped launch this wildly successful Testbed. The Testbed is a unique and incredible economic development engine for Region 6 and we look forward to helping expand the resources of the Testbed across Region 6 and all of Virginia.

My role in the Testbed is serving on the Executive Committee and helping secure funds and design Pilot Projects. We look forward to doing more of the latter in service to all of Virginia, not only from a technology perspective but also to share lessons on how to most productively engage local citizens and leaders in smart technology. I believe the proposed grant will help us (specifically the Stafford EDA) expand that opportunity in communities across Region 6.

VIPC's role in this project will be both in oversight and guidance, helping introduce new technology companies to the Region, and then working with entrepreneurs to provide them access to these opportunities. VIPC will help advise and assist in the "plan" of how the Testbed can be a regionwide asset for entrepreneurial development in "smart city" technologies.

We will provide project guidance and directly participate in this project by offering input in the proposed "Project Discovery" phase. Our role will expand during the Project Development" phase as we will assist in bring interested technology companies and entrepreneurs to the Region that may help address issues raised during "discovery."

Specifically, VIPC will provide $15,000 of "additional leverage" in time and costs to this project, as well as connecting it as a springboard to the VIPC/VASEM Annual summit on smart communities to be held in Richmond on October 10, 2023.

We look forward to working with the Stafford EDA and all partners on this project.

Sincerely,

David Ihrie

David Ihrie, CTO
Virginia Innovation Partnership Corporation
David.Ihrie@VirginiaIPC.Org

CONVERGING MISSION, INNOVATION, AND TECHNOLOGY

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority
Stafford, VA

April 5, 2023

OST, Inc. is a private company and founding member of the Virginia Smart Community Testbed. The Testbed is model for field-testing and the development of new technologies for communities in Virginia. OST, Inc., as example, has developed and piloted the "Smart Tourism" AI based application in the Testbed.

OST, Inc. is pleased to provide this letter of support for the Virginia Smart Community Testbed's proposed Go Virginia Enhanced Capacity Grant to "spread" the work and opportunity or new business development across Region 6 and beyond.

The proposed grant will help share the expertise of OST, VIPC, RIoT, and a number of technology companies that have been and will be engaged in the Testbed. We are eager to participate in this project by attending and offering input in the proposed "Project Discovery".

Sincerely,

Vijay Narula

Vijay Narula,

President\CEO

2010 Corporate Ridge, 10th Floor | McLean, VA 22102 | 703.462.9700 | ostglobal.com

Planet Defense LLC

10640 Main Street, Suite 300, Fairfax, Virginia 22030

April 3, 2023

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

Dear John

On behalf of Planet Defense, I am pleased to provide this letter of support for the Virginia Smart Community Testbed's proposed Go Virginia Enhanced Capacity Grant to "spread" the work and opportunity or new business development across Region 6 and beyond.

I am a founding member, individual, of the Testbed in my previous role with OST, Inc. The Testbed is model for the expansion and delivery of new technologies for communities in Virginia. This provides a unique opportunity to encourage and attract new entrepreneurs and businesses to Virginia.

Of critical importance to communities is protecting their own assets. Local communities own most of the critical assets of the USA—from streets (not necessarily in Virginia), water, sewers, and of course public safety response. Planet Defense is eager to expand its business in Virginia and provide cyber protection for local communities.

The Testbed is unique in the US. The proposed grant will help share the expertise of VIPC, RIoT, and technology companies, like Planet Defense with other communities and potential new entrepreneurial companies from around the world.

Planet Defense will participate in this project by attending and offering input in the proposed "Project Discovery."

Sincerely,

Indu Singh
President & CEO

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

Wednesday, April 12, 2023

RE: Letter of Support

Dear John,

On behalf of Cocoflo, I am pleased to provide this letter of support for the Virginia Smart Community Testbed's proposed Go Virginia Enhanced Capacity Grant to "spread" the work and opportunity or new business development across Region 6 and beyond.

Cocoflo is a direct example and beneficiary of the Testbed—Stafford's, VIPC's, and Go Virginia's support for standing-up the Testbed. Had it not been for the previous Go Virginia grant support, VIPC, and Stafford County's efforts to attract new entrepreneurial enterprises we would not be launching our US operations from Stafford. We are also in the final phases of providing direct to citizen flood alerts through the Testbed on our new Smart Alerts platform. This platform can be scaled to provide citizens with unparalleled access to their government virtually.

The combination of Stafford and VIPC's commitment along with the dedicated work and support from RIoT makes the Testbed unique in the US. The proposed grant, as I understand it, will help share the experience we had in Stafford with other communities and potential new entrepreneurial companies from around the world to start their business in Region 6.

For our part, we will also, if you wish, participate in this project by attending and offering input in the proposed "Project Discovery" phase. In addition, if you wish, we will do our part to spread the word about this project at events we attend around the globe and encourage other smart-tech companies to participate and consider the opportunities to launch their business expansion in Stafford and Region 6. It worked for us.

Sincerely,

Jeff Martin
Co-Founder & President

April 10, 2023

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

Dear John,

Virginia Sea Grant (VASG) looks forward to supporting and participating in the proposed *Establishing a RIoT Accelerator Program in the Virginia Smart Community Testbed* project seeking to expand opportunities to work with the Smart Testbed across Region 6, and further to expand technology entrepreneurship, particularly around "smart" and IoT technology development for the environmental marketplace and community resiliency.

VASG, a seven-university collaborative headquartered at the Virginia Institute of Marine Science, has been engaged and expanding its role in entrepreneurship development around adaptation to increased flooding and sea level rise. We look forward to joining forces with Stafford County Economic Development and other partners to explore these opportunities.

Specifically, VASG will collaborate with project planning and participate in the Discovery and Project Planning Workshops. We would enable participation of the businesses and university partners from VASG's GO VA resilience and adaptation economy project in the workshops. With a GO VA grant, VASG is supporting entrepreneurs in living shoreline strategies, nature-based shoreline stabilization technologies, aquatic plant production, and alternatives to septic systems. While smart tech solutions to challenges these companies face may exist, they are beyond the scope of our teams' capacity and new opportunities for our companies will emerge from the Discovery and Project Planning Workshops. Further VASG is leading the development of Middle Peninsula Chesapeake Bay Public Access Authority's inventory of over 50 waterfront properties into a network of R&D field stations for resilience and adaptation innovation. We look forward to having discussion about making these waterfront R&D field sites available as pilot project locations.

VASG is committing to participate, engage our GO VA award team and businesses, and if helpful, host Workshops at our Gloucester Point office, in the Davis Hall Board Room. VASG is offering "additional leverage" in the amount of $5,000 for any of the above collaboration and work on this project.

We look forward to working with the Stafford EDA, Virginia Smart Community Testbed, and all partners on this project.

Sincerely,

Troy Hartley, PhD.
Director, Virginia Sea Grant

John Holden
Director, Stafford County Economic Development
Secretary, Stafford County Economic Development Authority

April 5th 2023

It is our pleasure to offer a letter of support for the Virginia Smart Community Testbed's Go Virginia Enhanced Capacity Grant. This effort will provide an opportunity for new business development across Region 6 and support smart community efforts.

VisionCraft is a direct example of success and beneficiary of Stafford's, VIPC's, and Go Virginia's support. Had it not been for the previous Go Virginia grant support, VIPC, and Stafford County's efforts to attract new entrepreneurial enterprises we would not be launching our US operations from Stafford. We are also providing artificial intelligence-based vision learning solutions to improve transportation congestion, provide predictive road maintenance, and support multi-modal business intelligence in Stafford.

The combination of Stafford and VIPCs commitment along with the dedicated work and support from RIoT makes the Testbed unique in the US. The proposed grant, as I understand it, will help share the experience we had in Stafford with other communities and potential new entrepreneurial companies from around the world to start their business in Region 6.

For our part, we will also, if you wish, will participate in this project by attending and offering input in the proposed "Project Discovery" phase. In addition, if you wish, we will do our part to spread the word about his project at events we attend around the globe and encourage other smart-tech companies to participate and consider the opportunities to launch their business expansion in Stafford and Region 6.

Sincerely,

Robert Pinkas, CEO

VISIONCRAFT

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

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

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

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

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

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

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

GO Virginia Region 6 Budget Overview - Project Revenues

Instructions: Below, please indicate total project revenues, including both GO Virginia funds and match contributions. For match contributions, indicate type, source, and status of match.

Normally, match from non-state appropriated sources (cash or in-kind) must equal or exceed the GO Virginia fund request. Of the total match amount, 20% or $50,000 (whichever is greater) must be from local sources (cash or in-kind). *Note: The total match requirement has been reduced to 50% of the grant request, and the local match requirement has been waived until further notice.

State appropriated resources cannot be used as match but can be included as “additional leverage.”

Source of Revenue	Amount	Type of Revenue (Cash or In-Kind)	Type of Match (Local, Regional, Federal, Private, Non-Profit, Other)	If other, specify	Source of Match	Status of the Match
GO Virginia	$ 96,250.00	Cash				
Stafford EDA	$ 15,000.00	Cash	Local		EDA	Letter Attached/Needing Match Form
Stafford County Econ Dev	$ 16,250.00	Cash	Local		County	Letter Attached/Needing Match Form
Stafford County Econ Dev	$ 10,000.00	In-Kind	Local		County	Letter Attached/Needing Match Form
Colonial Beach	$ 5,000.00	In-Kind	Local		Town	Letter Attached/Needing Match Form
Gloucester	$ 5,000.00	In-Kind	Local		County	Letter Attached/Needing Match Form
RIoT	$ 15,000.00	In-Kind	Non-Profit		Non-Profit	Letter Attached/Needing Match Form
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					
	$ -					

GO Virginia Region 6 Budget Overview - Project Expenditures

Instructions: Below, please indicate total project expenditures by project activities in each line item.

Line Item (Dropdown)	If other, specify	Cost Estimate	Description	Funding Source(s) from Revenues	Type of Expenditure (Cash or In-Kind)
Contract Services		$ 16,250.00	Testbed Manager	Go VA	Cash
Contract Services		$ 16,250.00	Testbed Manager	Stafford County Econ Dev	Cash
Contract Services		$ 20,000.00	Testbed Event Coord	Go VA	Cash
Contract Services		$ 15,000.00	Testbed Event Coord	Stafford EDA	Cash
Contract Services		$ 25,000.00	Facilitating, organizing Workshops, Report recommendations	Go VA	Cash
Contract Services		$ 15,000.00	Facilitating, organizing Workshops, Report recommendations	RIoT	In-Kind
Contract Services		$ 35,000.00	Project Management, per diem for tech participants, Report	Go VA	Cash
Administration	Other Project Mgt	$ 10,000.00	Project Mgt	Stafford County Econ Dev	In-Kind
Outreach		$ 5,000.00	Outreach to area local leaders	Colonial Beach	In-Kind
Outreach		$ 5,000.00	Outreach to area local leaders	Gloucester	In-Kind
Outreach		$ 5,090.00	Outreach to area local leaders	Middlesex County	In-Kind
		$ -			
		$ -			
		$ -			
		$ -			
		$ -			

Uses of GO Virginia Funds		Amount ($)	Description
Contractors/Consultants	$	16,250.00	Testbed Manager
Contractors/Consultants	$	20,000.00	Event & Marketing contractor
Contractors/Consultants	$	25,000.00	Workshops, Report Recommendations
Contractors/Consultants	$	35,000.00	Project Mgt, per diems, Report Preparation
	$	**96,250.00**	**Total GO Virginia Request**

Directions: Please list all uses associated with GO Virginia Funds. The budget categories and amounts should match **"DHCD Request" column** in the CAMS application budget.

Cost/Activity Category	Match $	Type of Match - Dropdown	Description of Activity	Source of Match - Agency	Match Cash or In-Kind
Contract Services	$16,250.00	Local	Stafford County support for Testbed Manager	Stafford County	Cash
Contract Services	$15,000.00	Local	EDA Event and Marketing Coordinator	Stafford EDA	Cash
Contract Services	$ 15,000.00	Non-Profit	Facilitating, organizing Workshops, Report recommendations	RIoT	In-Kind
Administration	$ 10,000.00	Local	Grant administration	Stafford County	In-Kind
Outreach	$ 5,000.00	Local	Outreach to area local leaders	Colonial Beach	In-Kind
Outreach	$ 5,000.00	Local	Outreach to area local leaders	Gloucester County	In-Kind
Outreach	$ 5,090.00	Local	Outreach to area local leaders	Middlesex County	In-Kind
	$ 71,340.00	**Total Match Funds**			
	$ 56,340.00	**Total Local Match**			

Uses of Additional Leverage	Amount ($)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Virginia Innovation Partnership Corporation	$15,000		VIPC	Letter
Virginia Institute of Marine Sciences	$5,000		VIMS	Letter
	$20,000	**Total Matching Funds**		

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

Type of Funds	Totals	
GO Virginia	$	96,250.00
Matching Funds	$	71,340.00
Total CAMS Budget	$	167,590.00
Additional Leverage	$	20,000.00
Total Project Budget	$	187,590.00

*These answers will autofill from previous tabs

Type of Match	Totals	
Matching Funds	$	71,340.00
At least $1:1	NO	
Local Match	$	56,350.00
At least $50,000	YES	
At least 20% of GOVA Request	YES	
Local Match Waiver Request?	NO	

Select answer from dropdown menu.

Budget Narrative: Please describe what each of the funds will be used for.

This project's budget is $200,000. Organization A is requesting $100,000 from GO Virginia to support a consultant to develop a cirrculum for workforce training. County A is providing $50,000 in local cash match to support the consultant's services. US FED is providing $25,000 in federal cash match to purchase training equipment. County B is providing $25,000 in local staff time to oversee the administration of the project.

Match Verification Form

Project Name Virginia Smart Community Testbed

Support Organization: Town of Colonial Beach

Regional Council: Go VA Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: Town of Colonial Beach Economic Development

Name of Primary Contact: Kelly Evko/ Economic Development Manager

Address: 315 Douglas Avenue

City: Colonial Beach **State:** VA **Zip:** 22443

Telephone: 540-604-4428 **Email:** Kevko@Colonialbeachva.gov

Match Information

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

Local Match: ☑ **No** ☐ **Yes**

Contributed Goods or Services

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

Staff time to assist with corodination of and participation in the four planned events- 2 in Colonial Beach at Town Hall Center

The use of Town Hall Center

Date(s) Contributed: Fall of 2023 and Spring 2024

Real or Estimated Value of Contribution: **$** Estimated- 5,000

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

Please explain: Cost to use the facility and 60 hours given by Economic Development Manager to hel

80 hours-X 35.00 $2,800. Use of Town Hall Center- $1500.00/ Staff hours 20X 25= 500.

Refreshments (donated)- $200.00

Who Made this Value Determination?: Kelly Evko - Economic Development Manager

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

If yes, what are the restrictions?:

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

Kelly Evko

Signature of Contributor

21-Apr-23

Date

Match Verification Form

Project Name Enhanced Community Planning Grant

Support Organization: Middlesex County Economic Development Authority

Regional Council: GO VA Region 6

Contributor Information

Name of Business/Individual/Locality/Entity: Middlesex County Economic Development Authority

Name of Primary Contact: Trenton L. Funkhouser - Executive Director

Address: P.O. Box 428

City: Saluda **State:** VA **Zip:** 23149

Telephone: (804) 654-1363 **Email:** t.funkhouser@co.middlesex.va.us

Match Information

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

Local Match: ☐ No ☑ Yes

Contributed Goods or Services

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

Staff time to assist with coordination of and participation in four planned events - 2 each at Glenns Campus of Rappahnnock Community College (or comparable Middlesex County facility) and 2 each at Colonial Beach Town Hall

Date(s) Contributed: Fall 2023 & Spring 2024

Real or Estimated Value of Contribution: $ 5,090

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

Please explain: In-Kind - 60 Hours by Exec Dir of Middlesex EDA 60 Hours X $28.00/Hour = $1,680 Facilities Use - $1,400 Hospitality (Food, Soda, Water, Meeting Supplies) - $1,000 EDA Consultant Time - Promotion/Publicity/Event Participation 30 Hours x $33.65/Hour = $1,010

Who Made this Value Determination?: Trenton L. Funkhouser, Executive Director - EDA

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

If yes, what are the restrictions?:

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

Trenton L. Funkhouser

Signature of Contributor

4/20/2023

Date

Match Verification Form

Project Name Expanding Smart Community Tech Entrepreneurship Across Region 6

Support Organization: Stafford County Department of Economic Development

Regional Council: 6

Contributor Information

Name of Business/Individual/Locality/Entity: Stafford County Department of Economic Development

Name of Primary Contact: John Holden

Address: 1300 Courthouse Rd

City: Stafford **State:** VA **Zip:** 22554

Telephone: 540-658-8681 **Email:** jholden@staffordcountyva.gov

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:

This match will provide a portion of the contract funds for the Testbed Manager at the Virginia Smart Community Testbed. The Testbed Manager will play a significant role in the discovery sessions and support the technical aspects of recommendations provided to localities in this grant.

Date(s) Contributed: 8/1/2023

Real or Estimated Value of Contribution: $ 16,250

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

Please explain:

This (along with grant funds) accounts for the contracted time dedicated to the grant project.

Who Made this Value Determination?: John Holden

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

If yes, what are the restrictions?:

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

Signature of Contributor

4/10/2023

Date

EDA STAFFORD Virginia

Stafford County Economic Development Authority

April 14, 2023

Ian Ginger
Go Virginia Region 6

On behalf of the Stafford EDA, please accept this letter accompanying our application for our proposed Enhanced Capacity Grant, “Expanding the Smart Community Tech Entrepreneurship Across Region 6.”

The Stafford EDA has voted to make the application and provide $15,000 of cash match support to the project. Our cash match will be used to pay for a portion of our events and marketing coordinator and her work on the project.

Joel Griffin, Chairman

1300 Courthhouse Road, Stafford VA, 22554-0339 | Phone: 540.658.8681 | Fax: 540.658.6651 | www.StaffordEDA.com

Match Verification Form

Project Name Expanding Smart Community Tech Entrepreneurship Across Region 6

Support Organization: Stafford Count Economic Development Authority

Regional Council: 6

Contributor Information

Name of Business/Individual/Locality/Entity: Stafford County Economic Development Authority

Name of Primary Contact: Joel Griffin

Address: 1300 Courthouse Rd

City: Stafford **State:** VA **Zip:** 22554

Telephone: 540-658-8681 **Email:** jgstaffordeda@yahoo.com

Match Information

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

Local Match: ☐ No ☑ Yes

Contributed Goods or Services

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

This match will provide a portion of the contract funds for the EDA Marketing Manager who supports the Virginia Smart Community Testbed. The Marketing Manager will play a critical role as the event manager for the discovery sessions and supporting the outreach efforts for the meetings.

Date(s) Contributed: 8/1/2023

Real or Estimated Value of Contribution: $ 15,000

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

Please explain: This (along with the grant funds) accounts for the contracted time dedicated the grant project.

Who Made this Value Determination?: Joel Griffin

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

If yes, what are the restrictions?:

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

Signature of Contributor

4/14/2023

Date

2023 Growth and Diversification Plan Update

Virginia Growth and Opportunity Fund (GO Virginia)
Growth & Diversification Plan - 2023 Review Guidance

Section 1: Overview

GO Virginia is a collaborative economic development program that promotes private sector growth in targeted, traded industry clusters and creates high-paying jobs through regional collaboration. Each region has a Growth & Diversification Plan - the guiding strategy to achieve its economic development goals. **Every project recommended by the Regional Councils and approved by the GO Virginia state board should be consistent with the strategies and goals outlined in the region's Growth and Diversification Plan.**

Each Regional Council is required to review their G&D Plan biennially while receiving grants from the GO Virginia fund. For the required 2023 review, each Regional Council will submit an review of their growth and diversification plan to DHCD no later than October 15, 2023 for consideration at the December 2023 GO Virginia Board meeting, based on the accompanying template. The overall goal of this review is to provide Regional Councils an opportunity to reflect on the plan, restate their commitment to the targeted industries, plan goals and strategies, and revise their 2021 Growth and Diversification Plan if needed to ensure it is a living document that will shape strong project development and impact existing regional economic development goals.

Section 2: General G&D Plan Criteria

The following G&D Plan criteria are required (VA Code § 2.2-2489). If any of these criteria are not covered in a region's existing plan, the plan should be updated to include the missing criteria - DHCD staff will review each plan to ensure all criteria are met. If regional councils are satisfied with the coverage of each criteria, they can submit the 2023 G & D Plan Review alongside their 2021 G&D Plan document.

Requirement	Description (see 2021 Update Guidelines for more information)
Performance of regional economy	Reflect on the performance of their regional economy with a focus on the performance of their previously identified targeted industry sectors.
Situational analysis for each targeted industry sector	Consider current targeted sectors, as well as any potential new targeted sectors identified in the data analysis, and are encouraged to conduct a situational analysis that identifies strengths, weaknesses, opportunities, and threats to the future economic performance of each sector.

DRAFT

Skills gap analysis for targeted industry sector	Evaluate labor requirements and regional capacity to train workers. Update the previously identified workforce gaps in the availability of immediately employable talent in the targeted sectors or clusters. Specifics include the skills/credentialing/ experience/education required, and whether these efforts are adequate to address the shortage and to support long-term growth.
Plan goals + strategies	Provide priority goals and strategies to advance the goals of the GO Virginia Program. Map your active project portfolio against these strategies, including those in your project pipeline. Use the GO Virginia program's four priority investment areas (Talent Development, Start Up Ecosystem, Cluster Scale Up, and Sites/Infrastructure) as a framework.
Partners for collaboration	The plan should identify opportunities for collaboration or complementary efforts for each of the strategies. Councils should identify organizations and other non-GO Virginia activities to support goals.

Section 3: 2023 Review & Summary

Regional Councils may choose to update and amend their Growth & Diversification plans beyond what is required in this review, however, at a minimum, each council should 1) review their current plan and 2) complete the corresponding template. The template is intended to provide Regional Councils the opportunity to reflect on their current plan, address any updates, evaluate what is working, and summarize their key goals and how they will be addressed through project development.

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Virginia Growth and Opportunity Fund (GO Virginia)
Growth & Diversification Plan - 2023 Review Template

INSTRUCTIONS: *Please use the following template to guide your plan review. Please attach the Review Template to the front of your 2021 G&D Plan as a cover sheet or to a revised G&D Plan or revised section, if changes are made.*

TITLE PAGE:

- Include Region, 2023 Growth & Diversification Plan Review, Support Organization contact information

PRIORITY INDUSTRY CLUSTERS:

- Please summarize the region's priority industry clusters identified in the Growth & Diversification Plan using the below table format. Please note any NEW clusters. If clusters have been removed, please name and describe the reason for the removal in the narrative. Example:

Priority Industry Cluster	NAICS Sector & Description (2-digit or 3-digit level)

WHERE WE ARE - STATE OF THE REGIONAL ECONOMY:

- Please summarize the state of the regional economy *as presented in your plan*, and reflect on any major trends, shifts, or developments that impact the picture, if any.

SKILLS GAP ANALYSIS AND TALENT PATHWAYS - TARGETED INDUSTRY SECTOR PATHWAYS:

- Please discuss the **skills gap analysis for targeted industry sectors** *as presented in the 2021 plan* and in the context of the new Talent Pathways Initiative Planning funding opportunity. What existing goals and strategies in the plan could be addressed through the new TPI Planning funding?

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GOALS, STRATEGIES, AND HOW TO ACHIEVE THEM:

- Please as succinctly as possible summarize the identified goals and strategies *as presented in the 2021 plan,* using a table format. You should have at least one row for each targeted industry but could have multiple rows and repeated industry sectors listed, if a goal and/or strategy applies to multiple industries. If strategies or goals are updated in this process, please highlight any new goals or strategies and explain these changes from the previous plan version.

TARGETED INDUSTRY(IES) *	GOALS	STRATEGIES	OUTCOMES / IMPACT MEASURES	STRATEGIC PARTNERS	CURRENT PROJECTS
Instructions: Fill in identified industry	*List goal identified in 2021 G&D Plan*	*List related strategy(ies) identified in 2021 G&D Plan*	*How will success be measured? Reference core GOVA Outcomes if relevant*	*List identified strategic partners for achieving goals and strategies*	*List current projects that are working in this industry and addressing the goal and/or strategy outlined*
PROVIDE EXAMPLE					

- *GO Virginia funds cannot be used for projects in non-traded sectors.*

PROJECT DEVELOPMENT

- Please discuss how this 2023 G&D Plan Review will impact project development. Please discuss current projects and how they relate to the Review.

FUTURE PLANNING/G&D PLAN EFFORTS:

- Please describe how this 2023 G&D Plan Review was facilitated. Please detail how regional council members and whether stakeholders were involved in the process.

DRAFT

Region 6 Project Pipeline and Status Update

Mary Ball Washington Regional Council

GO Virginia Region 6

www.govirginia6.org

REPORT DATE 4/24/2023

PROJECTS IN THE PIPELINE

Project Name	Region 6 Approval	State Board Meeting Date	Issues
Stafford County Expanding SMART Community Tech Entrepreneurship Across Region 6	4/24/2023	Administrative Approval	None

PROJECTS APPROVED IN CONTRACT NEGOTIATIONS

Project Name	Region 6 Approval	State Approval	Issues
SCPS & G(3) Community Svcs Innovation Pathways	1/23/2023	3/14/2023	none
FXBG Regional Chamber Workforce NOW	1/23/2023	3/14/2023	None

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 will hold another summer camp, equipment purchases, and see additional students enrolled.	● On Track

Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)	4/1/2021	3/31/2024	Project was granted a no-cost contract extension by DHCD, moving the metrics back. Project is on track. They held a kick-off meeting with business partners and universities in Richmond and finalized the work-plans. Project administrators will present an update to the Regional Council at the April meeting. They are also looking at NSF funding that could be used for future projects.	On Track
Rapp Region Entrepreneurship	7/1/2021	12/31/2023	This quarter was focused around maintaining steady entrepreneurial engagement (134) while increasing/growing the number of businesses we were able to serve/provide a "product" to. For some of these businesses served, that will be a product discovery call/meeting with County or other staff, working with RIoT in their program, or the Testbed providing the company with a reference implementation of their new product. The heavy focus is on delivering products and serving businesses at this juncture. The event highlight of the quarter was the RIoT Developer Day hosted in Fredericksburg for the first time in Virginia. There was an impressive amount of participation and is a sign on the ecosystem building momentum. Further, efforts around attracting entrepreneurial companies to the region continues and will result in more tangible results in the very near term. Requested a NCE to allow for additional time to complete the final cohort of the RIoT Accelerator Program, which will conclude November 1, 2023.	On Track

RIoT Pre-Accelerator Program	12/15/2021	12/14/2023	In Q1 2023 RIoT hosted cohort #3. 20 entrepreneurs registered and 11 participated. In February RIoT hosted Bagels & Business as an info session for Foundations; 2 people attended and converted into Foundations participants. 20 entrepreneurs were engaged; 20 registered to participate; 11 fully participated. 44 individual mentoring sessions were conducted with those participants	On Track
RCC Promoting Careers in Aquaculture	5/16/2022	8/15/2023	Student Recruitment. The interest in the Promoting Careers in Aquaculture course was strong across almost all districts, even with many younger students, who are not yet eligible. RCC navigators shared application materials with guidance counselors, STEM teachers, individual students, and parents while the college's marketing department promoted the program through social media. There were 21 initial applicants across all districts with 12 from the Northern Neck and 9 Middle Peninsula. Surprisingly, no Lancaster students applied despite outreach. Of the 21 applicants, 17 complete required enrollment and release paperwork. As of the end of March, the matriculated students have been actively participating in the program with all 17 having logged into the online platform; and 8 have completed the first unit.	On Track
RCC/GCC Patient Care Technician	9/1/2022	12/31/2023	During Q1, the program retained 27 of the 30 enrolled students. GCC plans to enroll thirty students instead of the projected twenty in	On Track

			cohort two. Faculty and Deans set up weekly meetings in Microsoft Teams to improve collaboration and communication. The equipment was successfully procured and labs set up with a quick turnaround time for the first cohort to begin. In Q1, the first cohort began and retained 90% of the enrolled students. Students will complete the first cohort April 14, 2023 and test the following week. Employers report creating new positions to hire the Patient Care Technician (PCT) students and have requested class time to speak with students. The project team was successful in coordinating contractual, financial, staffing, and scheduling between two colleges.	
SCPC & JASON Learning Pathways to Success	12/9/2022	12/8/2024	JASON Learning's curriculum development team has the initial design of the curriculum and drafted the content outline (see below). We interviewed Mr. Vernon Green, Founder & CEO, GCubed, Inc., and completed his role model video. Mr. Green will be featured in the "CyberHealth: Digital Data Check Up" module. We also have interviewed Mr. Peyton Mason, Founder of Virginia Oyster Company, and completed his role model video. We have selected additional role models, including Dale Herndon, Economic Development - Stafford County. Mr. Herndon will discuss the	● On Track

			Internet of Things, how thinking about the relationship between people and place as drivers of economic growth, and smart communities, innovation, and RIoT in Stafford County. a. December 15, 2022: The advisory board held their first meeting where JASON & Stafford gave a brief overview of the project. b. March 23, 2023: Branding has been sent to the Stafford team to finalize. c. Meeting Schedule established: i. April 20, 2023: Introduction to the first-course module ii. April 6th & April 13th: teacher training for any educator interested in carrying out instruction for this module. iii. June 2023: Review of completed course, finalization of Summer/Fall training dates and times iv. Fall 2023: Feedback after usage has started in classrooms.	
King George Young Entrepreneur Program	1/18/2023	1/17/2024	During Q1, the team was able to put together a summary of existing programs and outline best practices. They held their first events in March of 2023 at King Geroge High School and Gloucester High School, speaking to CTE and business students about entrepreneurship.	● On Track
Bay Consortium Workforce Development Board – Talent Pathways Initiative	1/16/2023	1/15/2024	The Bay Consortium Workforce Development Board put out an RFP for a contractor to complete the study needed. They selected a contractor who is set to begin work shortly.	● 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 - April 2023

Report Date: 4/19/2023

	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	$ 164,381.71	$736,829.57
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	$500.56	$6,549.11
Travel	$1,753.42	$2,262.67	$3,251.57	$105.55	$2,218.71	$ 2,613.75	$12,205.67
Equipment	$0.00	$0.00	$1,917.39	$8,703.88	$12,375.62	$ 13,258.67	$36,255.56
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	$180,754.69	$1,433,619.24
Under/Over							
Total	$251,527.70	$360,533.73	$219,549.89	$168,868.26	$147,135.45	$216,380.76	$216,380.76

Financial Report - Project Funding

Mary Ball Washington Regional Council (GO Virginia Region 6)

Report Period: April 2017 - Present

Report Date: 4/19/2023

GO VIRGINIA

Per Capita Funding

	Total
Region 6 Allocation	
Total	$ 6,080,979.00
Total after DHCD recapture ($2,469,292.77)	$ 3,611,686.23
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
G3 Community Services Innovation Pathways Implementation	$978,449.00
Total Spent	$ 3,084,774.10
Under/Over	
Total	$ 526,912.13
Projects in Pipeline	
FRA Entrepreneurial Ecosystem Implementation	$300,000.00
Smart Community Stem Camp ECB	$100,000.00
West Point Site Development	$100,000.00
Stafford ED Smart Community ECB	$100,000.00
Total Spent	$600,000
Under/Over if Pipline Approved	
Total	$ (73,087.87)

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