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

**Region 6 Regional Council Meeting**
**Monday, January 27, 2025**
**10:00 am – 12:00 pm**
**In Person:** Rappahannock Community College Warsaw Campus, 52 Campus Drive, Warsaw, VA 22572
**Zoom:** https://us06web.zoom.us/j/82315662797?pwd=AOAmy2izGteH7LPV21jcaXqkK2wJ7s.1

**Meeting ID**: 823 1566 2797| **Passcode**: 446991
**To Join by Phone:** +1 305 224 1968 | **Meeting ID**: 823 1566 2797| **Passcode**: 446991

# AGENDA

| | | |
|---|---|---|
| 10:00 am | **Call to Order** | John Anzivino |
| 10:00 am | **Roll Call** | Sarah Oldaker |
| | Approval of Members Participating Remotely **(ACTION ITEM)** | |
| 10:05 am | **Introductions** | John Anzivino |
| 10:10 am | **Public Involvement** | John Anzivino |
| 10:15 am | **Consent Agenda (ACTON ITEM)** | John Anzivino |
| | Approval of October 21, 2024 Minutes | |
| 10:20 am-10:45 am | **Presentations** | |
| 10:20 am-10:30 am | GO Virginia Dashboard | Billy Gammel and Shara Gibson |
| 10:30 am-10:45 am | West Point Airport Site Planning Project Update | Neal Barber |
| 10:45 am-10:55 am | **Executive Committee Report** | John Anzivino |
| | Planning Grant Applications Approved by Executive Committee | |
| 10:55 am-11:15 am | **New Business** | |
| 10:55 am-11:05 am | Update By-laws to Combine Executive Committee and Nominating Committee **(ACTION ITEM)** | Ian Ginger |
| 11:05 am-11:15 am | Creation of an Application Review Committee | Ian Ginger |
| 11:15 am-11:25 am | **Old Business** | |
| | Appointee to the State Regional Council Committee **(ACTION ITEM)** | John Anzivino |
| 11:25 am-11:45 am | **Application Discussion and Determinations (ACTION ITEM)** | |
| | Statewide Competitive Application from Region 4 – Minority Small Business Center **(ACTION ITEM)** | Dr. Patrice Perry-Rivers |
| 11:45 am-12:00 pm | **Information Items** | Ian Ginger |
| | 2025 Region 6 Economic Development Summit Update | |
| | Financial Report | |
| | Project Pipeline Update | |
| 12:00 pm | **Adjourn Meeting and Lunch at Big City Chuck Wagon** | John Anzivino |

**Next Meeting: Monday, April 21, 2025 | Location: Jepson Alumni Executive Center, Fredericksburg, VA**

# Approval of Members Participating Remotely (ACTION ITEM)

# Members Participating Remotely

DATE: 1/27/2025

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. The member has a temporary or permanent disability or other medical condition that prevents the member's physical attendance. For purposes of determining whether a quorum is physically assembled, an individual member of a public body who is a person with a disability as defined in § 51.5-40.1 and uses remote participation counts toward the quorum as if the individual was physically present;

b. A medical condition of a member of the member's family requires the member to provide care that prevents the member's physical attendance, or the member is a caregiver who must provide care for a person with a disability at the time the public meeting is being held thereby preventing the member's physical attendance. For purposes of determining whether a quorum is physically assembled, an individual member of a public body who is a caregiver for a person with a disability and uses remote participation counts toward the quorum as if the individual was physically present;

c. The member's principal residence is more than 60 miles from the meeting location identified in the required notice for such meeting; or

d. The member is unable to attend the meeting due to a personal matter and identifies with specificity the nature of the personal matter. However, the member may not use remote participation due to personal matters more than two meetings per calendar year or 25 percent of the meetings held per calendar year rounded up to the next whole number, whichever is greater.

Notice has been given to the Region 6 Chair, John Anzivino, 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)** |
|---|---|---|---|
| Val Foulds | Unable to attend due to a personal matter. | Irvington, VA | No |
| Rob Quartel | Unable to attend due to a personal matter. | In Transit | No |
| | | | |
| | | | |

# Approval of October 21, 2024 Minutes (ACTION ITEM)

**Region 6 Regional Council Meeting**
**Monday, October 21, 2024**
**10:00 am – 12:00 pm**
**Virtual Meeting Location -**
https://zoom.us/j/98992579452?pwd=cnY2em1JRE1XYVFsMDJRTDQ4Mkszdz09
**Meeting ID**: 989 9257 9452 | **Passcode**: govirginia
**To Join by Phone:** +1 301 715 8592 | **Meeting ID**: 989 9257 9452 | **Passcode**: 0951530548

# MINUTES

**MEMBERS PRESENT AND VOTING: Chair –** John Anzivino, Rene Daniels (arrived after roll call), Jackie Davis, Val Foulds, Vernon Green Jr., Joel Griffin, Lisa Hull, Dr. Shannon Kennedy, Kim McClellan, Rob Quartel, Jeff Szyperski, Lindsey Watson, Monty Mason (Proxy for Dr. Derek Aday).

**MEMBERS ABSENT**: Taryn Bryce-Rowland, Jan Erkert, Dr. Janet Gullickson, Dr. Kimberly Young

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

**OTHERS IN ATTENDANCE:** Billy Gammell – **DHCD**; Ernisha Hall – **Virginia Black Chamber of Commerce**; Nancy Pattillo, Dr. Frederick White – **CyberBytes**; Pete Humes – **Atlantic Union Bank**

**CALL TO ORDER**
Mr. Anzivino called the meeting to order at 10:05 am. Mr. Anzivino asked Ms. Oldaker to call the roll. Ms. Oldaker indicated there was a quorum present.

**PUBLIC COMMENT**
No public comment was received.

**CONSENT AGENDA**
Mr. Anzivino presented approval of Minutes from July 22nd, 2024 MBWRC meeting. Mr. Quartel made a motion to approve the Consent Agenda, and Mr. Szyperski seconded. Motion carried unanimously.

**PRESENTATIONS**

GO Virginia State Board Policy #17 – Use of GO Virginia Funds for the Healthcare sector
Billy Gammel from DHCD gave a presentation on the recently approved State Board Policy #17 allowing for the Healthcare sector to be included in GO Virginia projects. Mr. Gammell went over the four criteria required for projects including Healthcare to qualify for GO Virgnia funding, including the VOEE dashboard of High Demand Occupations. The Council members asked questions regarding overlap with VDH grants, capacity for areas to apply, and allowable occupations. Council members also commented on the narrow scope of the policy. Mr. Gammell answered Councilmember questions and stated he would relay concerns back to DHCD staff and State Board.

**NEW BUSINESS**

Appointee to State Regional Council Committee
Mr. Anzivino lead a discussion regarding the State Board's Regional Council Committee request to have a representative from the Region 6 Council to attend a meeting on November 7th in the Shenandoah Valley.

The Council expressed concern over the short notice from the State Board for an appointee and location of the meeting. Mr. Gammell confirmed that there is a virtual option, but the meeting is a public meeting and must follow FOIA meeting requirements and therefore the first meeting must be in person. The Council agreed that Mr. Anzivino as Chair will represent Region 6 at the meeting and attend virtually.

**APPLICATION DISUCSSION AND DETERMINATIONS – ACTION ITEMS**

BCWDB Regional Talent Strategy Implementation Application – Re-submission

Mr. Ginger introduced the revised application from the BCWDB for the Regional Talent Strategy (RTS) project. Mr. Ginger indicated that the State Board deferred the project and the applicant was submitting it again for approval. The Council asked what had changed in the application and the reason for the deferral. Mr. Ginger and Ms. Davis indicated that they needed to narrow the scope of work of the project. After a brief discussion, Mr. Anzivino asked for a Motion. Mr. Quartel made a motion to approve the updated RTS application. Mr. Szyperski seconded. Motion carried unanimously after a roll call vote with Ms. Davis abstaining.

VBCC Economic Business Empowerment (EBE) Accelerator Implementation Application

Ms. Hall presented the EBE Accelerator Implementation application to the Council, including results of the pilot program that was funded by a GO Virginia Planning Grant. Ms. Hall covered activities in the application and budget in detail. Council members asked questions, which Ms. Hall answered regarding coordination with other agencies. Mr. Anzivino asked for a motion. Mr. Szyperski motioned to approve the EBE Accelerator project to submit to DHCD, Mr. Quartel seconded. Motion carried unanimously after a roll call vote.

**NOMINATING COMMITTEE REPORT (ACTION ITEM)**

Kim McClellan, Chair of the Nominating Committee, gave a report on the Nominating Committee meeting held on October 1st, 2024.

The Nominating Committee made a Motion to approve the slate of nominations which included:
Election of Pete Humes to the Regional Council
Election of Donna Hart to the Regional Council
Election of Gini Matern to the Regional Council

Mr. Quartel made a motion to approve the slate of nominees to the Regional Council, Mr. Griffin seconded. Motion carried unanimously.

**INFORMATION ITEMS IN PACKET**

Mr. Ginger went over the Information items in the packet. He informed the Council that the date for the second annual GO Virginia Region 6 Economic Development Summit was set for April 21st and 22nd in Fredericksburg, VA. He also went over the FY 2024 Annual Report and addressed Council's comments and questions. The council also discussed the FY24 Per Capita recapture by the State and the financial report, including future project pipeline.

DRAFT

Mr. Boyles from GWRC informed the Council that the GWRC received a US EDA grant of $50,000 with $50,000 in locality match to develop a Comprehensive Economic Development Strategy for Planning District 16.

Mr. Ginger informed the Council he was completing the VRLI with a Community Impact Project involving workforce housing in the Northern Neck, and Ms. Oldaker's participation with Ready Regions North Central addressing Childcare shortage. The council discussed the importance of affordable housing and childcare in the region.

Mr. Griffin informed the Council of the work of Mike Purello as Executive Director of the Rivers Region Entrepreneurial Ecosystem Council and encouraged Councilmembers to reach out and be involved.

**ADJOURNMENT**
Being no further business, Mr. Anzivino adjourned the meeting at 11:50 am.

DRAFT

# West Point Airport Site Planning Project Update

# West Point Airport Industrial Sites

## MPPDC & Town of West Point

Neal J. Barber

January 27,2025

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

# West Point Airport Industrial Site Evaluation

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

GO VIRGINIA
REGION 6

## ECB Grant - $100,000

## Purpose:

## Raise the VEDP VA Business Rady Sites Program Tier Level from 2 to 3

# West Point Airport Industrial Site

- 348 ac.
- Owner – Town of West Point
- South of Middle Peninsula Regional Airport
- Zoned Industrial – K&Q Co.
- Access
  - 1 mi. to St Rt 606 –York River Rd.
  - 3.68 mi. to St Rt 33
  - 12.89 mi. to I-64

## Overview

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

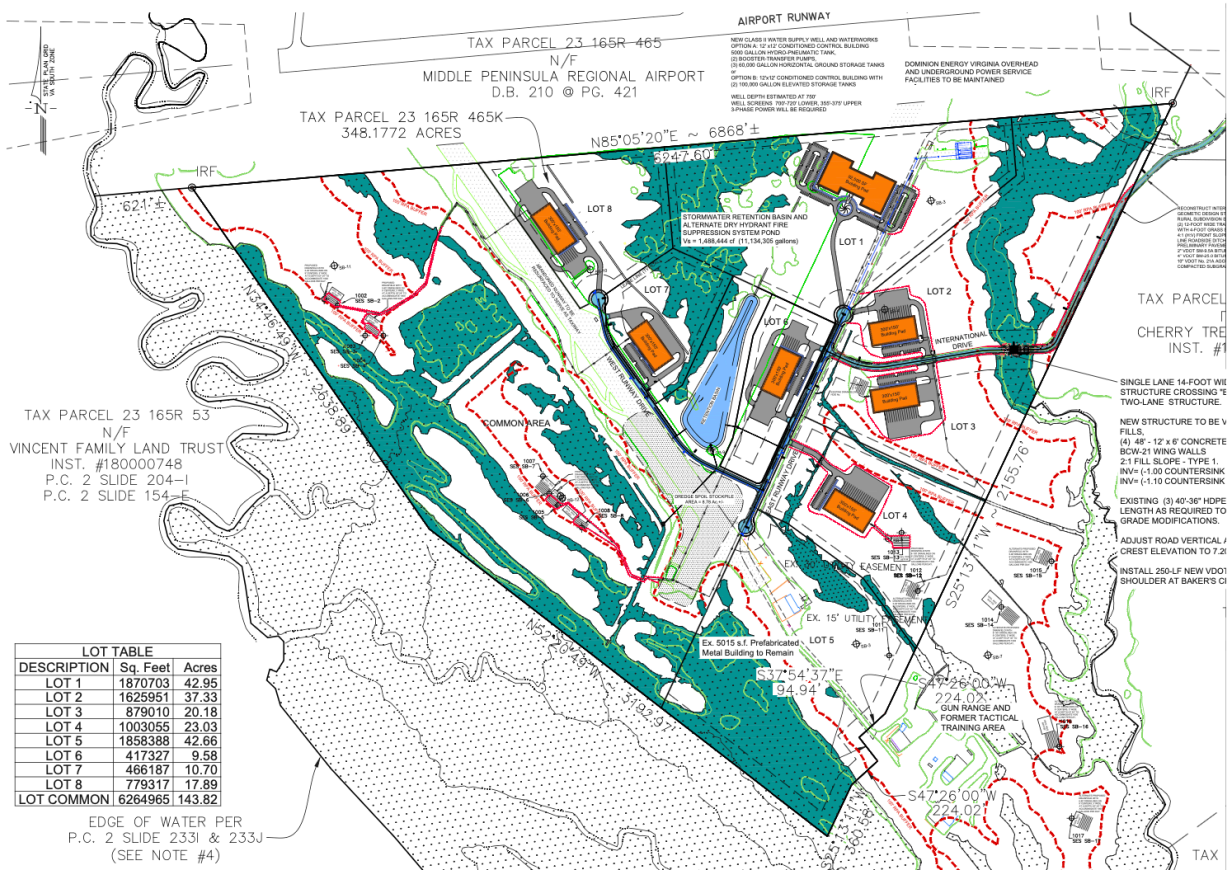
# West Point Airport Industrial Site Evaluation

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

## Deliverables:

- Master Pan of Development
- Preliminary Engineering Report
- Wetland Delineation
- Geotechnical Evaluation
- Soils Evaluation
- Title Report
- Cultural, Threatened and Endangered Species Review
- Phase I – Env. Site Assessment
- Existing Building Assessment
- H & H Analysis
- Baker Creek Bridge Analysis
- Topographic Mapping
- Site Characterization

# West Point Airport Industrial Site




| LOT TABLE | | |
|---|---|---|
| DESCRIPTION | Sq. Feet | Acres |
| LOT 1 | 1870703 | 42.95 |
| LOT 2 | 1625951 | 37.33 |
| LOT 3 | 879010 | 20.18 |
| LOT 4 | 1003055 | 23.03 |
| LOT 5 | 1858388 | 42.66 |
| LOT 6 | 417327 | 9.58 |
| LOT 7 | 466187 | 10.70 |
| LOT 8 | 779317 | 17.89 |
| LOT COMMON | 6264965 | 143.82 |

- 7 Sites
- Buildout – 368,000 sq. ft.
- Internal Water System
- On-site Sewer
- Industrial Drive Reconstruction
- Potential Access to York River

# Master Plan of Development

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

# West Point Airport Industrial Site

## Budget

- Bridge Improvements – $539,074
- Industrial Drive Reconstruction - $2,049,930
- Internal Roads and Site Infrastructure - $5,123,295
- Water Supply and Distribution - $1,460,482

**Total Development Cost - $9,152,781**

# Next Steps

- Detailed Designs of Industrial Drive
- Funding for the Bridge Replacement and Industrial Drive Reconstruction - $2,589,004
- Funding Sources – EDA and VDOT

# Advisory Group

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

## Members – Key Stakeholders

- MPPDC
- Gloucester County
- Triangle Environmental
- Home Mechanix
- VA Dept. of Health
- VA Tech – Virginia Center for Housing Research
- Consociate Media
- VA Sea Grant
- RISE
- Balzer and Associates

## Function

- Advisory
- Review and comment on "White Papers"

## Meetings - 3 times

- Today
- Early December – Review Draft "White Papers"
- Mid- January review final "White Papers"

# Q&A

MIDDLE PENINSULA
PLANNING DISTRICT COMMISSION

# Executive Committee Report

Planning Grant Applications Approved by Executive Committee

# Cyber Titans VIP Project

**Applicant: CyberBytes Foundation**

**GO Virginia Request: $99,826**

**Match: $49,913** **Leverage: $147,325.64**

**Project Description:** The Planning Grant will strategically develop Cyber Titans VIP as an internship program to prepare high school and college students, transitioning service members, and individuals seeking careers in cybersecurity. By collaborating with industry partners, educational institutions, and regional stakeholders, Cyberbytes will design a training curriculum and certification pathway that aligns with current and evolving industry needs. The applicant will effectively plan and pilot Cyber Titans VIP, ensuring that participants are equipped with comprehensive skills that prepare them to excel in the Cybersecurity workforce and become leaders in their chosen specialties.

**Project Outcomes/Goal(s):** Creation of a long-term cybersecurity internship program that will include curriculum and provide a model for work-based learning opportunities in the cyber space that can be scaled. The planning phase of the project will create 20 internships.

# RIVERE Rapp Smart River Initiative

**Applicant: RIVERE Ecological Center**

**GO Virginia Request: $72,100**

**Match: $36,050** **Leverage: $26,995**

**Project Description:** The proposed planning grant will fund an economic analysis to measure the impact in the next 10 to 20 years. The study will be used to inform development of the virtual center, identify future investor partnerships, and to communicate the mission and outputs of the center to diverse audiences with a focus on potential occupants so that presale of available spaces can be achieved before construction is complete.

**Project Outcomes/Goal(s):** Economic analysis study.

# Update By-laws to Combine Executive Committee and Nominating Committee (ACTION ITEM)

# Memorandum

To: GO Virginia Region 6 Council

From: Ian Ginger, Region 6 Program Director

Date: January 27, 2025

Re: Merging Nominating Committee with Executive Committee

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Region 6 Council:

Based on consideration by staff and deliberations by the Region 6 Executive Committee at its December 2024 meeting, we ask the Council to approve an update to the bylaws that will allow the Executive Committee to merge with the Nominating Committee. This would absolve any member of the Nominating Committee who isn't on the Executive Committee of their duties and put the full responsibility of Regional Council recruitment into the hands of the Executive Committee.

**Application Discussion and Determination (ACTION ITEM)**

Statewide Competitive Application from Region 4 – Minority Small Business Center

# Minority Small Business Launch Center Expansion Grant Proposal

GO VA APPLICATION - EXECUTIVE SUMMARY

PRINCIPAL INVESTIGATOR: PATRICE PERRY-RIVERS, PH.D., VIRGINIA COMMONWEALTH UNIVERSITY

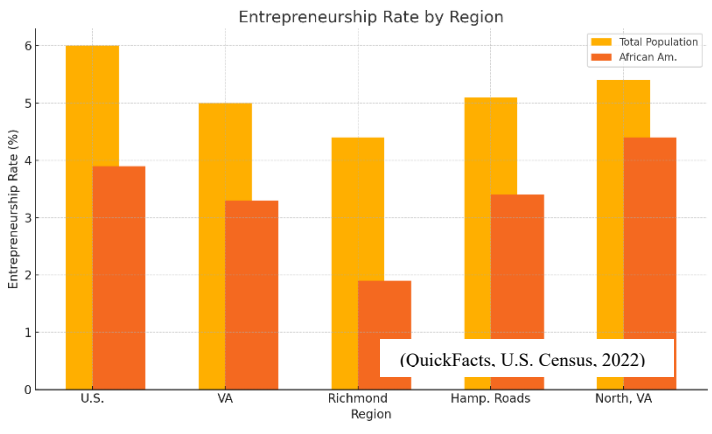
## PROGRAM PURPOSE

Entrepreneurship consistently has a positive impact on regional economic development (Porter, 2003). It can particularly positively impact minority and under-resourced communities for which entrepreneurship is a key source of income and economic mobility (Bates, 1997; Portes & Zhou, 1992; Perry-Rivers, 2016; Samila & Sorenson, 2017). Yet, because entrepreneurship is driven by wealth and resource access (Hurst, 2004) and not all groups have had equitable opportunity to accrue and transfer wealth or access to resources, self-employment rates and performance levels are lower for the largest groups of minorities than for non-minorities throughout the U.S. (Morelix, Hwang, & Tareque, 2017; Pantin & Lynnise, 2017).This is also true in Virginia even when educational attainment levels are higher among these groups (Perry-Rivers, 2016).

This disparity is highly important in Virginia given its disproportionately high and increasing percentage of the nation's largest minority groups--African Americans (13.7% in the U.S.; 20% in Virginia); and Hispanics (19.5% in the U.S.; 11.2% in Virginia) who will make up increasing shares of the total population and the workforce in the next decades. Further, though African Americans, the largest minority group in Virginia, are disproportionately college-educated in the state overall (25.4% in the U.S. compared to 28.5% with bachelor's or higher in Virginia), this higher education does not translate into higher entrepreneurship participation rates in Virginia or its largest markets. This results in a high percentage of minority-held firms in the state operating in lower-barrier, lower-skilled entrepreneurship with limited potential for scalability since those without higher education are largely pursuing entrepreneurship in minority groups.

Access to entrepreneurship-facilitating resources, in addition to wealth, spurs entrepreneurship. In the U.S., though, and in the regions of Virginia our program will serve, African Americans (and Hispanics) have lower household incomes, are less inclined to be homeowners (a key source of funding for entrepreneurship launch and growth), are less inclined to be automobile owners, and have lower home values than whites or the general population. Hispanics are also significantly less college educated than most other racial or ethnic groups. The lack or lower value of assets or entrepreneurship-facilitating resources (education, income, and wealth) among minorities in Virginia impacts minority group members' capacity to pursue successful, scalable entrepreneurship, and has led to the current low self-employment participation rates of the largest minority group, African-Americans, and the very limited industry diversity of Hispanics who are concentrated in lower-skill, lower-barrier industries. (See the spreadsheet at the end of this document: **Self-Employment & Resource Levels by Race in The U.S., Virginia, And the Richmond, Hampton Roads, & Northern VA Metros**.)

One means to redress this is to create a supportive entrepreneurship pre-accelerator with post-launch assistance customized to minority community needs. This will enable group members more opportunities to access resources so they can launch scalable, sustainable enterprises. This will have a positive impact on minority communities via the production of transgenerational wealth and on their regional economies. Thus, the Minority Small Business Launch Center (MSBLC) was launched in Region 4 and it had great success.




## WHAT IS THE MINORITY SMALL BUSINESS LAUNCH CENTER?

The MSBLC is an academic research-based pre-accelerator that also offers post launch assistance founded at Virginia State University (VSU) by the PI of this grant in 2021 to help minorities in Richmond Region 4 start and grow traded sector businesses that contribute to the VA economy. The MSBLC sought to create a system that provides resources that academic research on entrepreneurship indicates minority and other under-resourced entrepreneurs often lack to be successful with the end goal of helping to increase the self-employment rate of minorities in Richmond Region 4.

The region's disproportionately high % of under-resourced minorities and their very low entrepreneurship rate, including among educated minorities, could inevitably have a long-term adverse impact on regional economic development and growth if not addressed.

Initial goals for the MSBLC were to create 40 new businesses, expand 40 businesses, create 40 jobs, train 300 entrepreneurs, provide 100 certifications, and deliver 2,496 training hours. From 2021 to 2023, the program exceeded expectations, creating over 240 businesses (610% of the goal), expanding 968 businesses (2420%), creating 244 jobs (610%), training 1,211 entrepreneurs (403%), issuing 410 certifications (410%), and delivering over 28,708 training hours (1150%).

With the success of the initial MSBLC program, the PI and founder of the program relocated to Virginia Commonwealth University (VCU), a larger institution in central Richmond with quality undergraduate and graduate entrepreneurship programming and the ability to facilitate expansion of the program statewide since Qualtrics data from the 1st grant indicates many entrepreneurs in the initial program were from Central Richmond or outside Richmond in other VA regions.

**MINORITY SMALL BUSINESS LAUNCH CENTER**

| MSBLC Performance Metrics 2021-2023 | | | |
|---|---|---|---|
| | Goals | Actual | % of goal |
| New Businesses | 40 | 244 | 610% |
| Expansions | 40 | 968 | 2420% |
| Jobs Created | 40 | 244 | 610% |
| # Trained | 300 | 1211 | 404% |
| Certifications | 100 | 410 | 410% |
| Training Hours | 2496 | 28,708 | 1150% |

## NEW, EXPANDED MSBLC GRANT BUSINESS MODEL SUMMARY

This grant application seeks $1.225 million to expand MSBLC into Regions 4, 5, 6, and 7, some of the most populous GO Virginia regions with large minority populations. The program will help minority entrepreneurs launch and expand traded sector businesses across the state.

In expanding the program, we will augment and not duplicate the efforts of entrepreneurship support organization (ESO) and University partners in other regions, and facilitate a statewide network through which leading entrepreneurship stakeholders work together to identify and prepare high potential minority entrepreneurs in each region's prioritized industries and traded sectors to operate sustainable, scalable businesses.

We will engage with, support, and offer entrepreneurship programming at 4-year state colleges in Regions 4, 5, 6, and 7 with high percentages of underrepresented minorities, many of which are designated as Minority Serving Institutions (MSI's). This includes Norfolk State University in Region 5; our institution, Virginia Commonwealth, and Virginia State in Region 4; University of Mary Washington in Region 6; and George Mason in Region 7. In addition to partnering with colleges, this program will actively work with key ESO's and chambers in each region, including Black BRAND in Region 5, the Metropolitan Business League in Region 4, the Fredericksburg Black Chamber in Region 6, and Virginia's MBDA Business Center in Region 7 as they have already been providing support to entrepreneurs and are experts in needs for their regions. Each partner will implement programming to support existing firms and grow the number of new entrepreneurs in each region's prioritized sectors.

We will provide each partner with a branded Minority Small Business Launch Center resource kiosk, including an enrollment portal, a municipal business licensing navigator, statewide asset map for under-resourced entrepreneurs, and perpetual access to our catalog of on-demand online training resources that can help with small business development and launch, industry-specific and Virginia-specific entrepreneurship. In addition, we will invite entrepreneurs across regions to hosted live events and programming at the da Vinci Center, online, and throughout the state, including co-sponsored events at our state colleges with regional entrepreneurship ecosystem partners. We will also assist our partners with producing high value training related to IP development and protection, scaling, doing business with the federal government or state, industry-specific training, and more that we share across the network. All programming for the expanded Minority Business Launch program will facilitate statewide entrepreneurship ecosystem connections, and connect high talent minority entrepreneurs with the resources and organizations in their respective regions and throughout the Commonwealth that can facilitate minority business success.

# PROGRAM COMPONENTS

**CURRENT**

Key existing offerings of the MSBLC program that we will expand across the state include:

- Student and faculty-led business support and technical assistance
- Entrepreneurship certification training
- Co-working spaces
- Investor, venture capital, and bank funding training
- Networking events and peer mentorship
- Workshops on intellectual property protection and legal business formation
- Innovation and entrepreneurship fellowships for college students (Google, Snapchat, Reddit, Dropbox, FedEx, Facebook, WordPress, were started while founders were in college)
- Access to regional chambers of commerce and trade associations
- Seed and expansion capital via bank partnerships, government funding, and private grants
- Scheduled maker space access
- Small business consulting services

**NEW**

The expanded MSBLC grant will also provide these new deliverables that will benefit minority entrepreneurs and VA long-term:

- The creation of a **statewide Business License Navigator website proposed in this grant** to benefit all small business owners in participating regions and provide a template for expansion of such a resource statewide. Such a resource does not currently exist for small businesses, though recommended by a 2022 JLARC study which found, based on statewide survey research that the PI of this grant conducted, that small business owners ranked VA "in the lowest scoring group for ease of finding information on how to obtain a [municipal] business license with a score of 1. The average score for all states was 3 [out of 5]." Statewide licensing resources exist in competing states, like PA, SC, and MD. See ***The Virginia Business One Stop Study*** here: http://dx.doi.org/10.13140/RG.2.2.11612.16008
- An **intraregional asset map of entrepreneurship resources** on the MSBLC site and kiosks, helping businesses access resources across regions.
- An **annual statewide entrepreneurship conference and regional conferences** connecting entrepreneurs to resources and networking opportunities.
- **MSBLC resource kiosks at partner locations** offering access to training, events, pitch competitions, and funding opportunities.
- An **on-demand training academy for under-resourced entrepreneurs**, covering key business topics.
- **A "Minority Entrepreneurship Board"** comprised of members of municipalities, state and federal agencies, and entrepreneurship support organizations for each region.

# INDUSTRY PRIORITIES

Economic research underscores the importance of prioritizing core clusters and related industries across regions to create a "cluster effect." This fosters synergies, collaboration, shared talent pools, stronger supply chains, and enhanced regional and statewide competitiveness. Thus, **this project will identify, train, and support entrepreneurs in three (3) prioritized sectors where there are synergies across regions: (1)** Manufacturing and Advanced Manufacturing; **(2)** Information and Emerging Technologies; and **(3)** Health/Bioscience/Life Sciences. Additionally, it aids entrepreneurs in essential industries within the Professional, Business, and Scientific Services supersector. Such firms provide critical infrastructure for supply chain, financing, and operations, enabling scalability and sustainability across industries. By providing access to resources, networks, and support to minority entrepreneurs to build scalable businesses in high-growth sectors, we will spur economic opportunity across regions.

Minority groups are disproportionately underrepresented in self-employment, including in prioritized industries.

- **Region 4 (Richmond)**: 53,051 self-employed individuals (8.2% of the workforce). African Americans account for **17.9%** of the self-employed (9,503), compared to 70.2% white (37,265). (Af. Am. represent a lower % of the self-employed than they do of the working age pop.-18.1%)
- **Region 5 (Hampton Roads)**: 63,974 self-employed (7.9% of the workforce). African Americans make up **20%** (12,976), compared to 65% white (41,674). (Af. Am. represent a lower % of the self-employed than they do of the working age pop.-34.5%)
- **Region 6 (Fredericksburg/Mary Ball Washington)**: 21,140 self-employed (8.3% of the workforce). African Americans represent **11.5%** (2,437), compared to 73.8% white (15,608). (Af. Am. represent a lower % of the self-employed than they do of the working age pop.-19.8%)
- **Region 7 (Northern Virginia)**: 117,712 self-employed (8% of the workforce). African Americans comprise **8.8%** (10,405), compared to 54% white (63,651). (Af. Am. represent a lower % of the self-employed than they do of the working age pop.-13%) (*American Community Survey, 2021)

Despite lower minority entrepreneurship participation and few minority-led firms in prioritized sectors, many under-resourced minorities in Virginia are highly educated and working in fields related to prioritized industries. Colleges and universities in the state enroll thousands of students in programs aligned with these sectors, making these institutions ideal partners to identify high-potential, well-educated minority entrepreneurs. These institutions are also key to developing quality training for existing or aspiring entrepreneurs in these priority areas.

Given Virginia's high minority population (35.7%) and significant college-educated minority workforce, this program presents a unique opportunity for Virginia to foster scalable, survivable businesses in diversified industries. The program aims to help each region meet its industry goals by increasing minority participation, which will enhance the number of minority suppliers and contribute to economic growth and job creation in minority communities. By providing access to quality training, resources, networks, and capital across regions, the program can drive significant economic impact.

# PROJECT OUTCOMES

- Number of entrepreneurs trained (Total 500)
  - Target: 150 businesses/entrepreneurs trained over 2 years in Region 4
  - Target: 125 businesses/entrepreneurs trained over 2 years in Region 5
  - Target: 50 businesses/entrepreneurs trained over 2 years in Region 6
  - Target: 175 businesses/entrepreneurs trained over 2 years in Region 7
- Number of credentials awarded (# of Small Business Launch Certificates and # of Start-Up Virginia or Other Regional Resource Provider Entrepreneurship Certificates)
  - Target: Awarding of 300 certifications across all markets over 2 years
- Number of businesses founded (Total 195)
  - Target: 55 new businesses founded over 2 years in Richmond; 50 new businesses founded over 2 years in Hampton Roads; 30 new businesses founded in Fredericksburg; 60 new businesses founded in Northern Virginia in prioritized/traded sectors
- Number of jobs created: 230 across all regions
- Number of businesses expanded* (Total 165)
  - Target: 50 businesses expanded over 2 years in Richmond; 40 businesses expanded over 2 years in Hampton Roads; 25 businesses expanded in Fredericksburg; 50 businesses expanded in Northern Virginia in prioritized/traded sectors
- Training contact hours provided to participants in the Minority Small Business Launch Center by program service providers, partners, and industry professionals (Total of 1300)
  - Target: 500 training contact hours over 2 years in Richmond; 300 training contact hours over 2 years in Hampton Roads; 150 training contact hours in Fredericksburg; 350 training contact hours in Northern Virginia.

GO VIRGINIA — VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

**Per Capita Return on Investment**

Region: 4,5,6 & 7

Project Name: The Expanded Minority Small Business Launch Center

| | |
|---|---|
| GO Virginia Request | $1,225,000 |
| Additional State Leverage (if applicable) | |
| Total State Investment | $1,225,000 |

| | Year 1 | Year 2 | Year 3 | Total |
|---|---|---|---|---|
| Direct Jobs Created | 55 | 120 | 55 | 230 |
| Average Annual Salary | $49,020 | $49,020 | $49,020 | |
| State Income Tax Revenue Generated | $140,863 | $448,201 | $589,065 | $1,178,129 |
| State Sales Tax Revenue Generated | $27,051 | $86,071 | $113,122 | $226,244 |
| Total State Revenue Generated | $167,914 | $534,272 | $702,186 | $1,404,373 |

| | |
|---|---|
| Commonwealth's ROI % | 14.64% |

**14.64%**
3 Year ROI

**128.04%**
5 Year ROI

# Information Items

GO VIRGINIA
REGION 6

# REGISTRATION NOW OPEN

## 2nd Annual

## GO VIRGINIA REGION 6 ECONOMIC DEVELOPMENT SUMMIT

**April 21st - 22nd, 2025**

**Downtown Fredericksburg, VA**

# GO Virginia Region 6 2nd Annual Economic Development Summit

**April 21st, 2025 6:00pm - 8:00pm**
**Evening Welcome Reception**
Rebellion Bourbon Bar & Kitchen Downtown Fredericksburg

**April 22nd, 2025 8:00am-3:00pm**
**Economic Development Summit**
UMW Jepson Alumni Executive Center

**8:00am - 9:00am**
Breakfast & Registration

**9:00am - 9:30am**
Welcome: TBD

**9:30am - 10:30am**
Childcare and the Workforce Panel

**10:30am - 11:00am**
Break/Visit Sponsor Tables

**11:00am - 12:00pm**
Work-Based Learning Panel

**12:00pm - 1:00 pm**
Lunch

**12:30pm - 1:00pm**
Lunch Keynote: Stephanie Heinatz Telling Your Story in Economic Development

**1:00pm - 2:00pm**
Regional Tourism Panel

**2:00pm - 3:00pm**
Industry Sector Panel

GO VIRGINIA REGION 6

# Financial Report - Project Funding

**Mary Ball Washington Regional Council (GO Virginia Region 6)**

**Report Period: April 2017 - Present**

**Report Date: 1/22/2025**

GO VIRGINIA

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

| Per Capita Funding | Total |
|---|---|
| **Region 6 Allocation** | |
| Total | $ 8,184,706.00 |
| Total after DHCD recapture ($2,469,292.77 FY22 + $533,164.78 FY24)) | $ 5,182,248.45 |
| | |
| **Projects Funded** | |
| Flexible Office Space Due Diligence | $ 50,000.00 |
| PamunkeyNet Business Plan | $ 43,305.20 |
| VASG Planning Grant | $ 49,890.85 |
| Welding Training Program | $ 130,000.00 |
| Cybersecurity Certification Program | $ 95,908.87 |
| Stafford Cyber & Smart Tech | $ 73,258.18 |
| Northern Neck Workforce Training ECB | $ 62,500.00 |
| NN Commercial Kitchen ECB | $ 50,000.00 |
| FRA RIFA | $ 14,665.00 |
| FRA Cluster Analysis | $ 26,052.00 |
| Germanna Workforce Training | $ 570,688.63 |
| Rapp Region Accelerator | $ 214,996.00 |
| RIOT Pre-Accelerator | $ 96,803.61 |
| FXBG Chamber Intern Expo | $ 36,000.00 |
| RCC Careers in Aquaculture | $ 92,915.60 |
| Pathways to Success | $ 100,000.00 |
| King George County Young Entrepreneurs ECB | $ 35,824.42 |
| FXBG Area Chamber Workforce Now Implementation | $ 250,000.00 |
| G3 Community Services Innovation Pathways Implementation | $ 978,449.00 |
| West Point Airport Industrial Site Evaluation | $ 100,000.00 |
| Expanding Smart Community Tech Entrepreneurship Across Region 6 | $ 96,250.00 |
| Rivers Region Entrepreneurship Ecosystem (REI) | $ 300,000.00 |
| Empowering Black Entrepreneurs Business Accelerator Pilot | $ 92,203.05 |
| RCC New Career Center | $ 290,000.00 |
| BCWDB CARES Project | $ 307,857.00 |
| EBE Accelerator Implementation | $ 300,000.00 |
| Total Spent | $ 4,457,567.41 |
| **Under/Over** | |
| | $ 724,681.04 |
| **Projects in Pipeline** | |
| CyberBytes Cyber Titans Planning | $ 99,826.00 |
| REVERE Rapp Smart River Planning | $ 72,100.00 |
| FRA Data Center Modules | $ 275,000.00 |
| Festival Halle Restoration | $ 280,800.00 |
| UMW Health Care Management Program Planning Grant | $ 70,000.00 |
| Blue Catfish Study Planning Grant | $ 75,000.00 |
| Total Spent | $ 872,726.00 |
| **Under/Over if Pipeline Approved** | |
| Total | $ (148,044.96) |

| Planning Grant Funding | Total |
|---|---|
| **Region 6 Allocation** | |
| Total for FY25 | $250,000 |
| | |
| **Projects Funded** | |
| | |
| Total Spent | $ - |
| **Under/Over** | |
| | |
| Total | $ 250,000.00 |
| **Projects in Pipeline** | |
| CyberBytes Cyber Titans Planning | $99,997.00 |
| REVERE Rapp Smart River Planning | $72,100.00 |
| Blue Catfish Study Planning | $75,000.00 |
| Total Spent: | $247,097.00 |
| **Under/Over if Pipeline Approved** | $ 2,903.00 |

For vote at today's Meeting

Waiting on DHCD Approval

| Original Allocations | |
|---|---|
| PamunkeyNet Business Plan | $ 50,000.00 |
| VASG Planning Grant | $ 49,996.00 |
| Stafford Cyber & Smart Tech | $ 75,000.00 |
| FRA Cluster Analysis | $ 30,000.00 |
| Cybersecurity Certification Program | $ 110,000.00 |
| Germanna Tech Talent Pipeline | $ 634,938.00 |
| Promoting Careers in Aquaculture | $ 100,000.00 |
| Rapp Region Accelerator | $ 215,000.00 |
| KG Young Entrepreneurs | $ 98,000.00 |
| Empowering Black Entrepreneurs Pilot Accelerator | $98,438.00 |

**Financial Report - Capacity Building Funding - Expenditures Detail**

**Mary Ball Washington Regional Council (GO Virginia Region 6)**

**Report Period: April 2017 - January 2025**

**Report Date: 1/22/2025**

| | GWRC FY17/18 | GWRC FY19 | GWRC FY20 | GWRC FY21 | GWRC FY22 | GWRC FY23 | GWRC FY 24 | GWRC FY 25 | Total |
|---|---|---|---|---|---|---|---|---|---|
| **Revenues** | | | | | | | | | |
| FY17 Capacity Building (No Match) | $400,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $400,000.00 |
| FY19 Capacity Building (No Match) | $0.00 | $250,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | $250,000.00 |
| FY20 Capacity Building (No Match) | $0.00 | $0.00 | $250,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 |
| FY21 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $250,000.00 | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 |
| FY22 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 | $0.00 | $0.00 | $0.00 | $250,000.00 |
| FY23 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 | $0.00 | $0.00 | $250,000.00 |
| FY24 Capacity Building (No Match) | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $250,000.00 | $0.00 | $250,000.00 |
| FY25 Capacity Building (No Match) | $0.00 | $0.00 | $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 | $132,277.63 | $114,746.73 | $114,746.73 |
| Total Revenue | $400,000.00 | $501,527.70 | $610,533.73 | $469,549.89 | $418,868.26 | $397,135.45 | $382,277.63 | $364,746.73 | $2,264,746.73 |
| **Expenditures (since April 2017)** | | | | | | | | | |
| GWRC Staffing (Salary, Fringe, and Indirect) | $49,850.69 | $82,437.98 | $147,183.38 | $126,984.27 | $165,991.54 | $ 243,596.36 | $ 227,533.71 | $ 124,664.28 | $1,168,242.21 |
| Project Review Services | $0.00 | $9,100.00 | $20,325.00 | $0.00 | $0.00 | $0.00 | | | $29,425.00 |
| Capacity Building Efforts (no match) | $0.00 | $23,156.70 | $91,808.29 | $105,564.13 | $0.00 | $0.00 | | | $220,529.12 |
| Project Pipeline Development | $0.00 | $0.00 | $125,000.00 | $57,500.00 | $12,500.00 | $0.00 | | | $195,000.00 |
| Meetings | $2,446.51 | $1,453.16 | $1,483.05 | $0.00 | $665.83 | $754.80 | $17,449.66 | $2,029.89 | $26,282.90 |
| Travel | $1,753.42 | $2,262.67 | $3,251.57 | $105.55 | $2,218.71 | $ 4,953.19 | $ 9,321.07 | $ 4,045.77 | $27,911.95 |
| Equipment | $0.00 | $0.00 | $1,917.39 | $8,703.88 | $12,375.62 | $ 15,553.47 | $ 3,291.30 | $ 3,512.88 | $45,354.54 |
| Marketing/Outreach | $521.68 | $583.46 | $15.16 | $73.80 | $2,231.11 | $0.00 | $9,935.16 | | $13,360.37 |
| G&D Plan Development | $93,900.00 | $22,000.00 | $0.00 | $1,750.00 | $75,750.00 | $0.00 | | | $193,400.00 |
| Legal Expenses | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | | $0.00 |
| Future Consulting Needs | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | | $0.00 |
| Contingency | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | | $0.00 |
| Project Reserves | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | | $0.00 |
| Total Expenditures | $148,472.30 | $140,993.97 | $390,983.84 | $300,681.63 | $271,732.81 | $264,857.82 | $267,530.90 | $134,252.82 | $1,919,506.09 |
| **Under/Over** | | | | | | | | | |
| Total | $251,527.70 | $360,533.73 | $219,549.89 | $168,868.26 | $147,135.45 | $132,277.63 | $114,746.73 | $230,493.91 | $345,240.64 |

# Mary Ball Washington Regional Council

**GO Virginia Region 6**

**www.govirginia6.org**

## REPORT DATE 1/27/2025

### PROJECTS IN THE PIPELINE

| Project Name | Region 6 Approval | State Board Meeting Date | Issues |
|---|---|---|---|

### OPEN PROJECTS

| Project Name | Start Date | End Date | Description of Activities this Quarter | Actions |
|---|---|---|---|---|
| **Launching a Coastal Resilience and Adaptation Economy (Statewide Competitive)** | 4/1/2021 | 3/31/2025 | Held Sea Grant Symposium in October 2024 with the University partners that worked on this project. University partners presented.<br>Triangle Environmental is now testing commercial unit in Saluda and King & King County. Biogenics is now working with Davey Resource Group (which bought Ready Reef). NATRX looking at expansion into the area. | ● On Track |
| **FXBG Chamber Workforce NOW** | 5/1/2023 | 4/30/2025 | In this last quarter, the Chamber has held workshops and began registration for the 4th annual internship expo in February. They have continued tracking internships and collecting data, as well as issued a RFP to create a database. Project is on track and is expected to close out on March 30, 2025. | ● On Track |
| **Stafford County Public Schools Innovation Pathways** | 4/15/2023 | 11/30/2025 | 891 people registered in Q4. 32 registrants opted for the live and on-demand sessions. 12 of 13 registrants successfully completed the post-assessment and received a testing voucher. Registrants with vouchers have reported testing dates that will occur after Q4 report will be released.<br>The number of adult learners increased by 60%. | ● On Track |

| | | | | |
|---|---|---|---|---|
| **Rivers Region Entrepreneurship Ecosystem Council REI** | 1/18/2024 | 10/15/2025 | Mike Purello has been meeting with stakeholders throughout the region, including the heads of the NNPDC and MPPDC. He is now participating in several entrepreneurship projects.<br><br>Current focus is completing the Initial recommendations and priorities. | On Track |
| **Rappahannock Community College New Career Training Center** | 12/12/2023 | 12/11/2025 | Engineering plans have been sent to the State Agency for review and approval. This could take 60-90 days or more, and then the architect will have to respond to feedback from State. Project team expects it will be another 4-5 months before they can put it out to bid.<br><br>Meanwhile, the project team is proceeding with classes at older facility. Were able to have 3 graduates from the Diesel program and two have been employed while the third is continuing their studies. They also were able to have 17 students in the Dual Enrolled Welding class from Mathews, Essex, and Lancaster counties. The students have completed 2 out of 4 credentials so far. They have also had more enrolled in the adult welding and diesel classes.<br><br>Project team expects to ask for a contract extension due to the construction delays because of State approval. Once they have a better idea of the timeline, they will make that request. | On Track, delay in building |
| **Promoting Careers in Aquaculture 2.0** | 12/12/2023 | 12/11/2025 | Project is currently recruiting students and teachers for the 2025 Cohort. They began marketing and recruitment in the last quarter. They were also able to gather data from the 2024 cohort participants and held a meeting to go over the data with stakeholders. Small changes are being made | On Track |

| | | | | |
|---|---|---|---|---|
| | | | to the program per the feedback from students, teachers, and companies.<br><br>So far have had good response from participants in Hampton Roads, but needs more company involvement in that region. | |