

**REGIONAL COUNCIL 9 – STRIKE FORCE**

**MAY 29, 2020**

**11:00 am to NOON**

**Due to the COVID-19 State of Emergency this meeting will be held via Zoom link or call-in. Info attached.**

**AGENDA**

- |  |                               |
|--|-------------------------------|
| <b>1. Welcome</b>  | <b>Jim Cheng, Chair</b>       |
| <b>2. Roll Call</b>  | <b>Shannon Holland, Staff</b> |
| <b>3. Public Comment*</b>  | <b>Jim Cheng</b>              |
| <b>4. Approve Minutes from Prior Meeting</b>                       | <b>Jim Cheng</b>              |
| <b>5. Review Project Pipeline and Available Funds</b>              | <b>Jim Cheng</b>              |
| <b>6. Approve Proposal Revisions, if any</b>                       | <b>Jim Cheng</b>              |
| <b>7. Approve Application (ERR and/or ECB)</b>                     | <b>Jim Cheng</b>              |
| <b>8. Other Business - Emergency and Time Sensitive Items Only</b> | <b>Jim Cheng</b>              |
| <b>9. Adjourn</b>  | <b>Jim Cheng</b>              |

\* Submit Public Comments by completing the attached form to [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org) by 7:00 am on Thursday, May 15, 2020. Those received will be read into the record.

**Topic: Region 9 Strike Force COVID**  
**Time: May 15, 2020 11:00 AM to NOON**

Every week on Fri, until Jun 12, 2020, 5 occurrence(s)  
May 15, 2020 11:00 AM  
May 22, 2020 11:00 AM  
May 29, 2020 11:00 AM  
Jun 5, 2020 11:00 AM  
Jun 12, 2020 11:00 AM

Please download and import the following iCalendar (.ics) files to your calendar system.  
Weekly: <https://zoom.us/meeting/tJ0rdOChqD8uH9eBSm8l--6IBalaD3QtmswR/ics?icsToken=98tyKuChqDgjE9KRtByERox5BijCXfPwpilbgvpYvizoWwkeL1XfFONrM5Yslczd>

**Join Zoom Meeting**

<https://zoom.us/j/99639964453?pwd=QitTMUJlcFoycTdrSEcwYk9MNHA2UT09>

**Meeting ID: 996 3996 4453**

**Password: 480705**

**One tap mobile**

**+19292056099,,99639964453#,,1#,480705# US (New York)**

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**Dial by your location**

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**Meeting ID: 996 3996 4453**

**Password: 480705**

**Find your local number: <https://zoom.us/u/adBimT1qcl>**

# Region 9 Council Meeting PUBLIC COMMENT FORM



Provide your public comments below. These comments will be read during the May 29, 2020, Region 9 Strike Force Meeting. Please email as an attachment to [sholland@centralvirgina.org](mailto:sholland@centralvirgina.org) with the subject line "GO Virginia Comments". Submissions will be accepted until 7 AM on the day of the meeting.

Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Email: \_\_\_\_\_

Comments in the area below:

**REGIONAL COUNCIL 9**  
**MAY 22, 2020**  
**11:00 AM to NOON**

Due to the COVID-19 State of Emergency this meeting was held via Zoom link and conference line. The details were posted with the Agenda and is included herein.

**MINUTES**

**Attending Strike Force Council Members:** Jim Cheng, Cav Angels (Chair, Region 9); Ed Scott, EcoSeptix Alliance (Vice Chair, Region 9); Ed Dalrymple, Cedar Mountain Stone; Pace Lochte, University of Virginia Economic Development; Ray Knott, Union Bank & Trust; Tom Click, Patriot Aluminum

**Absent Council Members:** None

**Other Council Members:** Miles Friedman

**Staff:** Shannon Holland, Helen Cauthen

**Guests:** Michelle Coe, Jennifer Goldman

**1. Welcome**

Jim Cheng opened the meeting at 11:02 am. Jim Cheng stated that the meeting was being held electronically via Zoom video and call-in due to the State of Emergency declared by the Governor.

**2. Roll Call**

Jim Cheng asked Shannon Holland to complete a roll call of members. All members were present.

**3. Public Comment\***

Jim Cheng stated the meeting had been publicly noticed and a public comment form was made available. All public comments were to be emailed by 7 am today. Shannon Holland stated that no public comments had been received.

**4. Approve Minutes from Prior Meeting**

**Jim Cheng**

***Ray Knott made a motion to approve the Meeting Minutes as presented. Pace Lochte seconded the motion. The motion carried.***

**5. Review Project Pipeline**

Jim Cheng asked Shannon Holland to review the funding update and project pipeline included in the meeting packet. Shannon Holland advised the Strike Force that as of May 21, 2020, the Strike Force had received another project from VCW-Piedmont called Project Reconnect that would likely be on the agenda for review at the May 29, 2020 meeting. It would be a request for just under \$100,000 for ERR Fast Track funding. Shannon Holland noted that with this new project along with the two under review during this meeting represent total funding that exceeds remaining Region 9 ERR Fast Track. Shannon Holland also added she had a meeting regarding another potential project, Project Propel, following the meeting and she is unsure what funding stream it would target.

**6. Approve ERR and ECB Application**

Jim Cheng suggested that because of the limited remaining funding the group should discuss both applications and then vote at the end of the discussion. He asked if there was any discussion on that approach. None was offered. Jim Cheng then noted that he and Ed Scott had arranged for Zoom meetings with each applicant to discuss the projects. As a result, additional information was provided to reviewers for each application. (Included with official copy of minutes.)

A robust discussion about both projects ensued. Miles Friedman was present and able to answer some questions related to the Business Gateway project.

***Ed Scott made a motion to table the vote for each project until the next Strike Force meeting while also asking Shannon Holland to procure responses to the following Crafting project questions: How is this project not duplicative of initiatives currently underway through state associations, such as Craft Brewer's Association? Expand on proposed budget expenses? Ed Dalrymple seconded the motion. Through a roll call vote, the motion carried.***

**7. Other Business - Limited to Emergency Items Only**

No other business was presented by Council Members.

**8. Adjourn**

**Jim Cheng**

***Ray Knott made a motion to adjourn the meeting at 11:59. Tom Click seconded the motion. The motion carried.***

DRAFT

Shannon Holland is inviting you to a scheduled Zoom meeting.

Topic: Reg. 9 Strike Force - COVID

Time: May 8, 2020 11:00 AM

Join Zoom Meeting

<https://zoom.us/j/92047069478?pwd=bHhwS1NCS3luUUUnVjZ4VGlsdTJSQT09>

Meeting ID: 920 4706 9478

Password: 937755

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Password: 937755

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**GO Virginia Region 9 – ERR + ECB Pipeline as of May 26, 2020**

**Strike Force Meeting – May 29, 2020**

<b>Project Title</b>	<b>Possible Applicant Org.</b>	<b>Frame</b>	<b>Industry</b>	<b>Possible Application Date</b>	<b>Type</b>	<b>GO VA \$</b>	<b>Status/Note</b>
Renewable Energy Cluster	CvilleREA			5/26/2020	ECB	100,000	
Project Reconnect	VCW-Piedmont (CVPED admin)	TD	all	5/24/2020	ERR	99,500	Submitted for review
Crafting a New Normal	TJPDC	G/E	Food/Bev	5/13/2020	ERR	100,000	Tabled for 5/29/20 review
Business Gateway	Fauquier County			5/13/2020	ERR	98,280	Tabled for 5/29/20 review
Project Rebound	Charlottesville Regional Chamber of Commerce				ERR	80,000	DHCD requested scope revision to include implementation activity/expenditures

## MEMORANDUM

TO: Virginia Department of Housing & Community Development  
FROM: Elizabeth Cromwell, President & CEO  
Charlottesville Regional Chamber of Commerce  
DATE: May 28, 2020  
RE: Follow-up to grant request for Project Rebound

In follow-up to the grant request we submitted last week to support the efforts of Project Rebound. I would like to address two issues that arose during your review of the request last Friday and believe this additional information will enable you to make a positive decision for funding.

I am re-submitting the Sources and Uses worksheet to more clearly demonstrate the project's broad support. With contributions from the Chamber, City of Charlottesville and Albemarle County, along with additional leverage from the University of Virginia, the revised worksheet reflects those contributions in addition to KPMG's.

In follow-up to your feedback, we plan to deduct \$5,000 from the KPMG line, as well as the \$5,000 for report printing production. Instead, we would like to redirect that \$10,000 towards *implementation*.

This implementation includes hiring a web designer to compile training video and other reference tools online. In doing so, we can capture the number of people viewing videos, click rates, and also register businesses as Project Rebound partners. This web presence can be housed on the Chamber's website. We will also engage a professional video production firm to create the virtual walkthroughs to demonstrate best practices.

These implementation items provide clear, reportable ROI for businesses served as demonstrated by the web statistics.



Uses of GO Virginia Funds	Amount (\$)	Description
<b>Contract for advisory services to synthesize inputs from business leaders from public forums , providing hypotheses around the path forward by business classification, drafting a report and summary presentation</b>	\$ 70,000.00	Contract with KPMG at highly discounted rate
<b>Web designer to build web presence for training videos and dynamic resources</b>	\$ 5,000.00	Web designer tbd
<b>Professional videography to create training materials</b>	\$5,000.00	Professional videographer
	<b>\$ 80,000.00</b>	<b>Total GO Virginia Request</b>

**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.**





Type of Funds	Totals	
GO Virginia	\$	80,000.00
Matching Funds	\$	40,000.00
<b>Total CAMS Budget</b>	<b>\$</b>	<b>120,000.00</b>
Additional Leverage	\$	90,500.00
<b>Total Project Budget</b>	<b>\$</b>	<b>210,500.00</b>

*\*These answers will autofill from previous tabs.*

Type of Match	Totals	
<b>Matching Funds</b>	\$	40,000.00
At least \$1:1	<b>NO</b>	
<b>Local Match</b>	\$	7,500.00
At least \$50,000	<b>NO</b>	
At least 20% of GO VA Request	<b>NO</b>	
Local Match Waiver Requested?	<b>YES</b>	

*Select answer from dropdown menu.*

MEMORANDUM

To: Jim Cheng, Chair, GO Virginia Region 9

From: Maureen Kelley

Date: 25 May 2020

RE: Crafting the New Normal

Thank you for reviewing the grant application. We understand the delay for a decision until Friday, May 29, 2020, but ask that you understand the necessity of the ERR fast track process for the craft beverage industry. Time is truly of the essence. The weekend after Phase 1 opened, I contacted a sampling of Nelson 151 businesses to ask how their revenues and expenses compared to the same weekend in 2019. One business, who has an established brand and is a strong regional attraction, noted that in 2019 sales for that weekend were \$130,000. 2020 sales for the same weekend were \$30,000 with labor costs nearly double. After having been closed for two months, while still having to pay overhead and albeit reduced labor costs and no relief from business interruption insurance, a \$100,000 a week loss is not sustainable. Another example: one day before the Memorial Day weekend, OSHA and other agencies sent further mandates and guidance (one was a 60-page document). These businesses do not have the bandwidth to operate in this economic environment while interpreting such bodies of knowledge in real time. This program is laser-focused on the industry; its leadership is knowledgeable and will assign and manage the roles and responsibilities; all will be nimble and responsive to the needs identified by the industry, with data and resources delivered to offset the quickly changing needs that will continue to emerge.

Answers to the three (3) questions from the Council are below. Thank you again for the consideration of this application.

1. Compare what the statewide associations are doing to respond to COVID 19 vs what this project will be doing. The Crafters website was referenced today.

The Virginia Wineries Association, Nelson 151, Monticello Wine Trail, Virginia Craft Brewers Guild and Virginia Distillers Association were each contacted prior to the submission of the grant application to enlist their support and gain a better understanding of the needs of their particular industry. The grant application harnesses and leverages the power of these organizations to help Region 9 businesses. As the application was written, the Craft Brewers Guild sent a survey to its members, while the other state, regional and local association directors responded on behalf of their members, outlining the short time and near term critical needs of that sector. This information was used to create the grant application and the project deliverables so that there is not overlap or duplication of efforts. These organizations are committed to making sure that their industries survive this pandemic and beyond, as well as are prepared for a most uncertain near term and long term future. Further, the project administrator for the grant is the director of the Virginia Wineries Association; she has certified that there will be careful study of the industries' existing programs and assets. The director of the Virginia Distillers Association responded to this direct question by saying that that while "necessary" overlap of information may occur on individual industry websites, that duplication of efforts will not occur intentionally; instead, it is critical to share information across the industries. The Virginia Craft Brewers website contains good information about the topic, but does not have the real time resources that this program will offer. All

agree that it is in everyone's best interest not to waste time or energy. Finally, it should be noted that the statewide organizations are membership-based and not all of the regional businesses are members and therefore would not have access to those project deliverables. This project will use state government funding to deliver services to taxpayers, not members of organizations.

## 2. Reference to Project Rebound efforts

From the website: Project Rebound was launched to engage business leaders to share insights, identify challenges, and build actionable strategies to restore the local economy in the wake of the COVID-19 crisis.

Seven teams will address specific industries and sectors, working to identify and help craft solutions that can assist businesses in Charlottesville and Albemarle County to emerge from the current stay-at-home order.

Team discussions will build upon those findings to shape a plan for future business resiliency, with the goal to Identify best practices and responses with proven success; solutions for known challenges and pain points; and future opportunities across multiple economic sectors in order to develop a blueprint for restoring local business operations and building economic resiliency in the wake of COVID-19.

While the project is specific to the Charlottesville-Albemarle area, the Central Virginia Economic Development Partnership asked each of the economic development directors in the region to participate in one of the committees. Both Madison and Nelson County economic development directors participated in the hospitality and tourism committee discussions. Its findings were more specific to the restaurants and lodging sectors than to the craft beverage sectors.

Hunter Smith, owner of Champion Brewery and grant supporter, was co-leader in the discussion specific to the food and beverage manufacturing sector. He replied in an email, "To me, it's not duplicative of Project Rebound because Project Rebound doesn't offer any financial support or direct advice to any businesses; it's a think tank of industry leaders to help create guidelines."

Crafting a New Normal is specific to the needs and challenges of Region 9's craft beverage industry. While the timeframes are similar, the outcomes and program deliverables are different. We have committed to continue to participate in Project Rebound and will monitor the deliverables that each program offers so that there is not any intentional duplication of effort.

## 3. Get more specific on budgeted expenses.

Below is a list of sample activities and estimated costs. Note that until the subject experts weigh in on specific topics, these are just samples and estimates. Further, with the different requirements of the various phases of re-opening and myriad of guidance documents from federal and state agencies arriving daily, these activities may change. All changes will be submitted for approval, with documentation regarding purpose and changes to the budget.

- Translating services \$1,000
- De-escalation education, scripts, development and training. \$2,500
- On line e-commerce and web solutions will include alcohol compliance issues \$2,000
- Providing researched resources on reservation systems, online selling software etc. \$2,000

- Obtain vendors discounts for the region with multiple buys \$1,000
- Purchase of Zoom to serve all businesses in Region 9 \$250
- Printing of laminated signage \$750
- Social media plan development of unified messaging for the regional implementation and training \$5000
- Video production of best practices and sanitation methodology \$4000
- Project administration tasks such as coordination, organization, speakers, vendors, research, development of content, materials, meetings, marketing, video etc. \$15,000
- Employment attorney for legal consultation, training, protocols, interpretation and more \$24,000
- Compliance attorney education and resources documentation and more \$22,000

MEMO

TO: Chairman Cheng, GO VA Region 9

FROM: Miles Friedman

RE: Business Gateway Proposal

DATE: 5-28-20

In reviewing my notes and thoughts, I have come to realize that I may not have presented strongly enough, how proactive and hands on this project is meant to be. I think we have inadvertently conveyed the impression that this project is centered around a website that adds to the clutter of information already clogging the airwaves.

In fact, the heart of this project is the coalition of multiple counties and towns, plus other key partners for the purpose of making more hands-on assistance available to businesses. This is especially important as businesses face a new set of challenges in the face of a widening window of opportunity to open as fully as possible.

The key to success is not that we procure more info on grants and loans, though this is still important, it is that we have assembled an all star team of economic developers and other key agencies who can help a broader array of businesses with an ever growing number of issues. Thus, what one of us might fail to cover in one area of business need, another may be able to step up. All of us are committed to help businesses throughout the mini-region we identified and the website has, as its first and core function, the ability to make all of us available and findable.

We feel strongly that the team we have assembled is the right team of economic development talent that can proactively work together to make more assistance available to businesses throughout the region. We are engaging multiple County and town departments, SBDCs, merchants groups, chambers and others in sharing their expertise and knowledge of what Works well for different kinds of businesses and what does not. This shared knowledge and experience can play a key role in helping our region's businesses to make successful comebacks

We want results...and will produce them...

Miles Friedman  
Director, Economic Development  
Fauquier County, VA  
540-422-8270

And

Chair  
Quantico/Belvoir Regional Business Alliance  
703-881-2607



## ERR/ECB Proposal Review

**Project Name: Project Reconnect**

**Applicant:** Virginia Career Works – Piedmont Region (CVPED as fiscal and admin agent)

**Contact Name:** Sarah Morton, Director, Virginia Career Works Piedmont Region

**Grant Amount Requested:** \$ 99,500

**Match Amount Proposed:** \$50,000 (50%)

**Locality Match:** \$25,000 ; \$25,000 federal funds

**Regional Impact Area:** All localities in Region 9; VCW-P footprint is the same as GO Virginia Region 9

**Locality Letters of Support:** Leigh Frame, Chair, VCW Piedmont; Liz Walters, Human Capital Manager, Bingham & Taylor; City of Charlottesville Economic Development; Jeff Richardson, Albemarle County Administrator; Ted Vorhees, Orange County Administrator; Phil Sheridan, Culpeper County Economic Administrator; Andy Wade, Louisa County Economic Development; Alan Yost, Greene County Economic Development; Tracey Gardner, Madison Economic Development

**Non-Locality Partners:** Central Virginia Partnership for Economic Development

**Length of Project:** 11 months

**PROPOSAL:** Project Reconnect (PR) will address a significant gap in the workforce ecosystem in Region 9 exacerbated by the COVID-19 economic crisis. PR will connect dislocated workers not served by WIOA federal program to employment opportunities with regional employers. PR will bridge the needs of disenfranchised workers with employment opportunities across the entire GO Virginia Region 9 footprint. It help connect and align disenfranchised workers from locally traded sectors, such as retail, tourism, etc. to jobs offered in targeted sectors and other industries.

<b>ERR:</b>	
Will help mitigate economic impact of COVID-19 in near and mid-term?	x
Connection made to advancing opportunities in Region 9 Growth Plan?	x
Advances critical needs in important locally traded sectors or priorities set by Council?	x
<b>State Goals:</b>	
Higher Paying Jobs	
Out of State Investment	
Transformative Project	
Collaboration between government, business, education, etc.	x
<b>Region 9 Project Categories:</b>	
Talent Development	x
Innovation/Entrepreneurship	
Growing Existing Business	
Sites	
<b>Region 9 Target Industries:</b>	
Information Technology	x
Food & Beverage Mfg	x
Financial & Business Services	x
Light Mfg	x

Biotechnology	X
Budget is reasonable and realistic for scope of project. Efficiencies and Narrative supports proposed budget.	X

**REVIEWER COMMENTS**

ERR (Y/N) Yes

ECB (Y/N) Uncertain

**Economic Impact**

- Responsive to COVID 19 gap

**Regional Collaboration**

- VCW –P has same locality footprint as Region 9
- Letters of Support provided

**Readiness**

- VCW-Piedmont is the mechanism for regional workforce initiatives with a significant number of partners serving on the Council and the Board

**Sustainability**

- COVID 19 related; however, it is likely a service that can be supported post COVID through other sources

**FOR ERR GRANTS:**

**How will this grant mitigate the economic impact of COVID 19 in the region?**

- Help connect workers who have lost their jobs in locally traded sectors identify employment opportunities / and retraining if necessary in other sectors including targeted sectors

**How does this grant advance opportunities identified in the Region 9 Plan?**

- The project serves all sectors; though target sectors will also be targeted

**Advances critical needs in locally traded sectors and / or priorities identified by Council (caused by COVID-19?)**

- Yes. See above

**STAFF COMMENTS**

- Recommend for approval

## ECONOMIC RESILIENCY AND RECOVERY (ERR) (<100k) FAST ACCESS APPLICATION

### GENERAL

Date: May 22, 2020

Project Name: **Project Reconnect**

Applying Organization: Virginia Career Works – Piedmont Region

Address: 1001 Research Park Boulevard, Suite 301

Zip Code (+4): 22911

City: Charlottesville

#### Project Primary Contact:

Full Name: Sarah Morton

Title: Director

Email: smorton@vcwpiedmont.com

Phone: 434-979-5610

### Select the framework(s), target industries, program goals and participating localities for this project

#### Project Frameworks

X	Talent Development		Growing Existing Business		Other: (specify)
	Innovation/Entrepreneurship		Business Ready Sites		

#### Region 9 Target Industries

X	Information Technology	X	Food & Beverage Mfg.	X	Other: Locally traded sectors
X	Financial & Business Services	X	Light Mfg.		Other: (specify)
X	Biotechnology	X	Other: Emerging		Other: (specify)

#### GO Virginia Program Goals (if any)

	Create Higher Paying Jobs		Attract Out of State Investment
	Regional Transformational	X	Collaboration between business, government, education

#### Participating Localities (minimum of two)

X	Albemarle	X	Charlottesville	X	Culpeper	X	Fauquier
X	Fluvanna	X	Greene	X	Louisa	X	Madison
X	Nelson	X	Orange	X	Rappahannock		Other: Specify

## ECONOMIC IMPACT

### 1. Insert an Executive Summary style narrative of the project here limited to one page and include:

- Brief, overarching goal(s), activities, possible metrics, and expected outcomes/products
- Name key collaborative partners and roles
- Describe how the project aligns with Region 9's Growth Plan.
- Outline the total GO Virginia \$ requested, total match committed and how funds will be spent
- COVID-19 Response
  - Describe how this project will mitigate the regional economic impact of the COVID-19 crisis in the short and mid-term.
  - Describe why this project should be a priority in Region 9.

Project Reconnect (PR) will address a significant gap in the workforce ecosystem in GO Virginia Region 9 that has been exacerbated by the COVID-19 pandemic and economic crisis. PR will connect dislocated workers not served by WIOA federal program to employment opportunities with regional employers; hence, building workforce interventions for all aspects of industry. Significantly, PR will bridge the needs of disenfranchised workers with employment opportunities across the entire GO Virginia Region 9 footprint. Through this newly funded initiative, it will help connect and align disenfranchised workers from locally traded sectors, such as retail, tourism, etc. to jobs offered in targeted sectors and other industries.

This project is designed to dovetail with the Business Workforce Recovery Initiative previously funded through GO Virginia Region 9's Enhanced Capacity Building (ECB) Grant. That project will focus on working with industries. This project will focus on working with workers. Together these projects are critical to address gaps and capacity issues in our regional workforce ecosystem.

This project is positioned to advance the Region 9 ERR priorities established by the Region 9 Council at the April 30, 2020 Council Meeting that included this priority: Helping connect the large number of displaced workers with available positions and/or help connect to retraining opportunities in in-demand career fields.

In addition to helping the Region 9 Community address and recover from COVID-19, this project also aligns with most of the Talent Development Opportunities outlined in the Region 9 Growth Plan. The project will dovetail with the approved Workforce Recovery Initiative and "support development of a regional workforce project to convene stakeholders for developing regional target sector-based strategies." It will also connect dislocated workers to possible credentialing, apprenticeship and internship programs as a part of this effort which helps meet the priority of "evaluate how credentialing, apprenticeship, and /or internship programs for target industries could support higher paying jobs and/or growth of the traded sector." Furthermore, driving dislocated talent to existing GO Virginia programs such as the George Washington Carver-Piedmont Technical Education Center (GWC-PTEC), Central Virginia Cybersecurity, and Crafting Higher Paying Jobs and Adult Beverage Exports will be a part of this initiative.

VCW – Piedmont Region was earmarked and under resourced before the pandemic and needs capacity on the team in order to serve new gaps that have developed. The GO Virginia funding will be used to hire a Workforce Transition Coordinator that will be charged with working with the unemployed and displaced workers who do not qualify for WIOA federal funds and developing outreach strategies. Staff will also lead collaborations with one-stop centers to direct dislocated workers to appropriate resources, including retraining and identifying apprenticeships, as needed. And, the staff will complement the Partnership's Workforce Recovery Director and help build workforce interventions for targeted industries and other businesses.

Regional partners already include the Central Virginia Partnership, the VCW-Piedmont Council of elected officials, Piedmont Workforce Development Board, regional economic developers, One-Stop Centers in Culpeper, Orange, and Charlottesville, Piedmont Virginia Community College, Germanna Community College, Lord Fairfax Community College, University of Virginia, and businesses from industries such as manufacturing, technology, agribusiness and financial/business services..

This approach was piloted in early 2020 with the One-Stop Center in Culpeper, VCW-Piedmont and Aerojet Rocketdyne, a missile defense technology company in the Manufacturing and Information Technology industry sectors. In February, Aerojet Rocketdyne was expanding and needed to hire 21 employees. With the promotional outreach of the VCW Piedmont and the One-Stop Center in Culpeper, two employer specific job fairs were heavily promoted and hosted by VCW-Piedmont. The first job fair was so successful, the second was not needed. Over 76 people attended and 76 were interviewed. Now that large gatherings, such as in-person job fairs, are not viable options in the short and near term, other channels must be developed, such as accessible websites, web-based information sessions, electronic job fairs, or other types of new and innovative outreach.

As of May 15, 2020, unemployment in Region 9 skyrocketed to 28,375 from 77 on March 14, 2020. As the impact of the pandemic unfolds, that number is expected to continue to rise. Though the sectors most affected, such as hospitality, tourism, retail, are not target sectors in the Region 9 Growth Plan, there is a significant opportunity to help these dislocated workers re-tool or find employment within the targeted industry sectors and others that are hiring. For example, manufacturing companies such as Bingham & Taylor and Masco in Culpeper are seeking to hire up to 65 people.

This Workforce Transition Coordinator, in collaboration with the Piedmont Workforce Development Board, the Partnership's Workforce Recovery Director, the VCW-Piedmont Director, and staff from the One-Stop Centers in Charlottesville, Orange and Culpeper, would work to connect and drive resiliency and recovery for both job seekers and employers.

Most of the funding requested will be used for salary to hire capacity to address this critical need. Additionally, expenses will include developing web-based solutions and outreach for promoting opportunities and connecting workers with businesses that are hiring.

## **2. Provide a monthly project timeline of planned milestones and fund disbursement.**

It is expected that these activities will be concurrently responding to employer and worker requests and building sustainability for this position, long term. We expect to be able to begin responding to dislocated workers immediately in addition to other major milestones listed for each month.

- Month 1 Hire Workforce Transition Coordinator
- Month 2 Engage stakeholders to establish priorities and direction
- Month 3 Create written 9 month All Aspects Industry Outreach Plan for Disenfranchised Workers
- Month 4 Develop asset map and begin implementing 9-month outreach plan
- Month 5 Develop outline for web-based platform and advance outreach plan
- Month 6 Create Platform and advance outreach plan
- Month 7 Launch Workforce Resource Platform
- Month 8 Support Users (Industry and Workers) in using new resources
- Month 9 Assess results and adjust approaches
- Month 10 Assess results and adjust approaches
- Month 11 Assess results and adjust approaches

## **3. Expand on goals, activities, possible metrics, and expected outcomes noted above, as needed.**

The overarching goal is to serve the needs of disenfranchised workers not currently supported by federal WIOA funding and connect them to new industry opportunities by connecting to industry and career re-tooling resources. Metrics that we will measure to gauge success are:

- Number of target industry sector businesses engaged
- Number of dislocated workers engaged
- Number of dislocated workers placed in employment
- Implementation of Web based solution to connect workers and dislocated workers

Outcomes will include a new infrastructure to support dislocated workers that are not served by WIOA and funding options to support the endeavor long term.

## **REGIONAL COLLABORATION**

### **4. Describe the regional service area and roles of localities, business, higher education, and other partners. Note any Letters or Support attached.**

GO Virginia Region 9 and VCW-Piedmont have the exact same footprint including eleven localities: City of Charlottesville, and the Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock. This project would impact all of GO Virginia Region 9.

Letters of Supports attached include: the VCW-Piedmont Council, Bingham & Taylor, the City of Charlottesville, and the Counties of Albemarle, Culpeper, Greene, Louisa and Madison. An additional letter is expected from Orange County.

### **5. Describe how this project is additive, not duplicative of, other efforts, if any.**

VCW-Piedmont is viewed as the center for strategic initiatives and innovation in Region 9 for workforce development. That said, federal funding is earmarked to the degree that no new initiatives are feasible. Specifically, the organization is understaffed, as there is only one person supporting the Piedmont Workforce Development Board, and operating on a lean budget as funding has been cut every year while outcomes have not. Requests have been made repeatedly prior to and during the COVID pandemic for additional funding; however, additional funds have not been appropriated.

As mentioned, the Central Virginia Partnership is currently leading a Region 9 ECB project that will define specific workforce strategies for Region 9 Target Industries. This project is fully staged from the lens of industry needs and can be more effective with the implementation of a parallel effort focused on job seekers and connecting them to target industry opportunities. Project Reconnect will be working from the lens and needs of disenfranchised workers and enhance infrastructure and relationships already in place through VCW-Piedmont.

## **PROJECT READINESS**

### **6. Summarize other regional stakeholders and their related roles or the plan to engage other key stakeholders in this project. (I.e. businesses, school divisions, community colleges, higher education, economic and workforce development entities, regional organizations, planning districts, nonprofits, etc.)**

Many partners are already at the table, such as the regional economic development organization, local economic developers, workforce boards, and industry. Other stakeholders that will be engaged in the feedback loop, and re-tooling services piece will include regional technical schools, GWC PTEC, community colleges, and the University of Virginia.,

### **7. Discuss prerequisite activities completed to engage localities, subject matter experts, regional partners and other stakeholders in developing this proposal.**

As mentioned, this approach of working with industry, one-stop centers, regional economic developers, and the workforce board has already been tested and was very successful. Now, this model must be expanded to serve exponentially more disenfranchised workers, and repositioned in “the cloud” to deliver maximum services to as many people as possible.

This proposal was robustly discussed and approved unanimously by the VCW-Piedmont Council on May 20, 2020. The Council approved the use of its locality funds for this project. These funds have already been collected and are pooled from dollars received from Charlottesville and the Counties of Albemarle, Culpeper, Fluvanna, Madison, Orange and Rappahannock. One-third of the funds are specifically for the purpose of matching grant opportunities, and the Council has the authority as a group to decide the use of these funds. This Council is made up of 11 chief elected officials from the Charlottesville and ten counties including the Chair, Supervisor Lee Frame of Orange County. A letter stating Council approval of locality funding is provided.

8. Referencing the Budget Table and the Sources and Uses Worksheets (attached), describe how requested GO Virginia dollars will be spent as well as the sources and types of match funding.

The match funding is provided by \$25,000 in cash from the VCW-Piedmont locality funds and by \$25,000 in in-kind from VCW-Piedmont operations monies, which come from federal Workforce Innovation & Opportunity Act dollars. The locality cash match was approved by the VCW-Piedmont Council on May 20, 2020. The Council also approved in-kind match from VCW-Piedmont operations.

The GO Virginia funds have been allocated to cover the following costs: \$56,200 in salaries, \$11,000 in benefits, \$19,000 for contracted services, \$2,900 for rent, \$1,600 for operations, \$1,000 for travel and \$7,800 for grant administration.

## **PROJECT SUSTAINABILITY**

9. Discuss any potential barriers to a successful grant and the plan for addressing such challenges.

The effects of COVID on the economy and our ability to deliver services to large numbers of people are still unknown. This will, without a doubt, create some uncertainty of how this project will develop. The team we are putting together will regularly collaborate to address challenges and identify solutions.

## **REQUIRED**

- Letters of Support
- Letters of Financial Commitment, if needed
- Budget Table
- Budget Overview: Sources & Uses (an optional Excel format can be downloaded)
- In-Kind Commitment Form(s), if needed (complete for each source of In-kind match)

<b>TOTAL REQUESTED</b>	<b>\$0.0</b>			
		<b>GO Virginia Amount</b>	<b>Other Funding</b>	<b>Total</b>
<b>COST/ACTIVITY CATEGORY</b>				
<b>Administration* (8% limit)</b>		\$7,800		\$7,800
Other				\$0
<b>Program Operations</b>				
Acquisition				\$0
Architectural and Engineering Fees				\$0
Clearance and Demolition				\$0
Construction				\$0
Contract Services		\$19,000	\$2,000	\$21,000
Equipment				\$0
Fringe Benefits		\$11,000	\$8,400	\$19,400
Legal Expenses				\$0
Machinery/Tools				\$0
Planning/Assessment				\$0
Rent/Lease		\$2,900	\$1,700	\$4,600
Salaries		56,200	\$37,000	\$93,200
Site Work				\$0
Studies				
Training				\$0
Travel		\$1,000		\$1,000
Other - Operations		\$1,600	\$900	\$2,500
<b>TOTAL</b>		<b>\$99,500</b>	<b>\$50,000</b>	<b>\$149,500</b>





1001 Research Park Blvd, Suite 301, Charlottesville, VA 22911  
434.979.5610  
www.vwcpiedmont.com

PIEDMONT REGION

May 21, 2020

Mr. Jim Cheng, Chair  
GO Virginia Regional Council 9  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22911

Dear Mr. Cheng:

As Chair of the Virginia Career Works-Piedmont Region Council, I am writing to inform the GO Virginia Region 9 Council of yesterday's decision by the VCW-Piedmont Council in support of Project Reconnect. The VCW-Piedmont Council is the region's Council of Elected Officials for matters pertaining to regional workforce development. Our Council consists of the Chair of each Board of Supervisors and the Mayor of the City Council, or their designees, and represents ten counties and the City of Charlottesville.

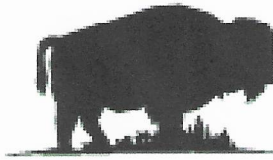
On May 20, 2020, this Council approved an allocation of \$25,000 of locality funds, already collected by VCW-Piedmont, as matching funds for Project Reconnect. This approval was unanimous. Our Council believes this project is absolutely vital to help our region respond to COVID-19 and begin to recover from it. Project Reconnect is an initiative that will connect eligible job seekers with local employers, particularly those businesses in Region 9's target industry sectors, who are seeking qualified employees as well as identify skills gaps that can be met by enhanced workforce training.

The project will benefit Orange County and our entire region. I strongly urge the Region 9 Council to approve this project for GO Virginia ERR funding. Thank you very much for your consideration, and please let me know if I can answer any questions.

Sincerely,

A handwritten signature in cursive script that reads "Lee Frame".

The Honorable Lee Frame  
Orange County Supervisor  
Chair, VCW-Piedmont Council



## Bingham & Taylor

601 Nalle Place • PO Box 939 • Culpeper, VA 22701 • Phone (540) 825-8334 • Fax (540) 825-2173

May 21, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

Bingham and Taylor is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,

Elizabeth A. Walters  
Human Capital Manager

May 21, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

The City of Charlottesville is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,



Chris Engel  
Director of Economic Development



Heather Hill  
City Councilor and  
Chief Local Elected Official, VCW-Piedmont Council



County of Albemarle  
County Executive Office

tel: 434-296-5841  
fax: 434-296-5800

May 22, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901


Dear Ms. Morton:

Albemarle County is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID-19. This project will provide pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career-ladder opportunities.

The dramatic impacts to employment resulting from COVID-19 have forced both job seekers and talent development professionals to look at creative solutions. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly in Region 9’s target industry sectors. This connection between skilled talent and career-ladder opportunities will be a critical step to rebuilding our local economy.

We remain committed to collaborating with VCW-Piedmont to deliver critical workforce services to all workers, and especially those workers displaced as a result of the pandemic. Thank you for the opportunity to collaborate on this effort.

Sincerely,



Jeffrey B. Richardson  
County Executive

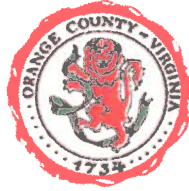
CC: Doug Walker, Deputy County Executive  
Roger Johnson, Director of Economic Development



ORANGE COUNTY, VIRGINIA  
OFFICE OF THE COUNTY ADMINISTRATOR

THEODORE L. VOORHEES  
COUNTY ADMINISTRATOR

tvoorhees@orangecountyva.gov  
PHONE: (540) 672-3313  
FAX: (540) 672-1679  
[orangecountyva.gov](http://orangecountyva.gov)



MAILING ADDRESS:  
P. O. Box 111  
ORANGE, VA 22960

PHYSICAL ADDRESS:  
112 WEST MAIN STREET  
ORANGE, VA 22960

May 22, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

The County of Orange is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,

Theodore L Voorhees  
County Administrator

May 22, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

Culpeper County Economic Development is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,

*Phil Sheridan*

Phil Sheridan  
Director, Culpeper County Economic Development

May 22, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

Louisa County is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,

*/Andy Wade/*

Andy Wade  
Louisa County, Economic Development Director



May 21, 2020

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

The County of Greene's Economic Development and Tourism Office would like to express full support for Virginia Career Works – Piedmont Region's GO Virginia application for Project Reconnect. This initiative will assist with essential response to job seekers impacted by COVID. Project Reconnect will provide assistance for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

We look to VCW-Piedmont as a vital resource for employees displaced, such as retail and restaurant employees, who likely will have difficulties with employment as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9's target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

VCW-Piedmont will remain our locality's primary resource to provide critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

Sincerely,

A handwritten signature in black ink, appearing to be "A. J. P.", is written below the word "Sincerely,".





**Madison County Economic Development and Tourism Dept**  
**110 N Main St.**  
**Madison, VA 22727**  
**540-948-7500 Ext. 169**  
**[tgardner@madisonco.virginia.gov](mailto:tgardner@madisonco.virginia.gov)**

Sarah Morton  
Workforce Development Director  
VCW-Piedmont Region  
1001 Research Park Blvd, Suite 301  
Charlottesville, VA 22901

Dear Ms. Morton:

Madison County is pleased to support Virginia Career Works – Piedmont Region’s GO Virginia application for Project Reconnect. This initiative provides a critical response to job seekers whose employment options have been disrupted by COVID. Project Reconnect provides pathways for job seekers, who otherwise may opt for unskilled positions, to connect with companies that can provide skills-based training and career ladder opportunities.

VCW-Piedmont is a vital support line to displaced workers, such as retail and restaurant employees, who likely will have no job to return to as the pandemic settles. The sudden job losses and business demands resulting from COVID restrictions have forced both job seekers and talent development professionals to look at creative solutions and strategies to address their skills gaps. Project Reconnect is an initiative that will connect eligible job seekers with local employers – particularly those in Region 9’s target industry sectors, who are seeking qualified employees – a critical step to rebuilding our economy.

We remain committed to collaborating with VCW-Piedmont to enhance and deliver critical workforce services to all workers, but especially those recently displaced. Thank you for the opportunity to collaborate on this effort and we look forward to supporting Project Reconnect.

*Tracey*

Tracey Gardner, Director



**In-Kind Commitment Form**

**Support Organization:** Central Virginia Partnership for Economic Development  
**Regional Council:** Region 9

**Contributor Information**

**Name of Business/Individual:** Virginia Career Works - Piedmont Region  
**Name of Primary Contact:** Sarah Morton  
**Address:** 1001 Research Park Boulevard, Suite 301  
**City:** Charlottesville **State:** VA **Zip:** 22911  
**Telephone:** 434-979-5610 **Email:** smorton@vcwpiedmont.com

**Contributed Goods or Services**

**Description of Contributed Goods or Services:** \_\_\_\_\_  
Salaries, benefits, rent, and operation expenses based on personnel time

**Date(s) Contributed:** June 1, 2020-June 30, 2021

**Real or Estimated Value of Contribution:** \$ 25,000

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

**If other, please explain:** \_\_\_\_\_

**Who Made this Value Determination?:** Virginia Career Works Operations

**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**

**If yes, please provide the name of the State agency and grant/contract number:** \_\_\_\_\_

*[Signature]*

May 21, 2020





Uses of Matching Funds	Amount (\$)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
Contract Service	\$ 2,000.00	cash	Local	no
Fringe Benefits	\$ 4,200.00	cash	Local	no
Fringe Benefits	\$ 4,200.00	in-kind	Federal	no
Rent/Lease	\$ 850.00	cash	Local	no
Rent/Lease	\$ 850.00	in-kind	Federal	no
Salaries	\$ 17,500.00	cash	Local	
Salaries	\$ 19,500.00	in-kind	Federal	
Operations	\$ 450.00	cash	Local	
Operations	\$ 450.00	in-kind	Federal	
	<b>\$ 50,000.00</b>	<b>Total Matching Funds</b>		
	<b>\$ 25,000.00</b>	<b>Total Local Match</b>		

Uses of Additional Leverage	Amount (\$)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
	\$ -	<b>Total Matching Funds</b>		

Type of Funds	Totals	
GO Virginia	\$	99,500.00
Matching Funds	\$	50,000.00
<b>Total CAMS Budget</b>	<b>\$</b>	<b>149,500.00</b>
Additional Leverage	\$	-
<b>Total Project Budget</b>	<b>\$</b>	<b>149,500.00</b>

Type of Match	Totals	
<b>Matching Funds</b>	\$	50,000.00
<b>Includes Local Match of:</b>	\$	50,000.00

# Workforce Innovation and Opportunity Act (WIOA) Programs

## WIOA Adult

### Income Based

- Living at or below the poverty level
- 70% of the lower living standard
- Priority: Basic Skills Deficient
- Public Assistance – Eligible

## WIOA Dislocated Worker

- Terminated or laid off, receiving unemployment benefits, and unlikely to return to previous occupation
- Closure of facility/reduction in force
- Self-employed and unable to maintain business
- Displaced Homemaker

## WIOA Youth

- Ages 14-24
- Low income (same as adult)
- Barrier to Employment
  - Basic Skills Deficient
  - English as a Second Language
  - School Dropout
  - Homeless or Runaway
  - In or Aged Out of Foster Care
  - Pregnant or Parenting
  - Offender
  - Disability/Additional Assistance
  - Out-of-School (75%)
  - In-School (25%)

# ERR FAST ACCESS STRIKE FORCE REVIEW 5/29

Applicant	Title	GO Va \$	Match	Match type/amount	Growth Plan Linkage
TJPDC (Foundation as fiscal)	Crafting a New Normal	\$100,000	\$40,000	In-kind Nelson/Madison (13.5k); Private sector (20k); Non-profit/Assocs. (6.5k)	Food & Beverage Mfg. Industry target sector
Fauquier County Economic Development	Business Gateway	\$98,280	\$67,825	In-kind Reg. 7-Prince William/Manassas; Reg. 9 Fauquier/Warrenton/Madison/Culpeper/RRRC (48,050); LFCC SBDC/Chamber (19,775)	ERR Priority: Explore opportunities to support locally traded sectors as suggested by DHCD
Virginia Career Works-Piedmont /Partnership as fiscal	Project Reconnect	\$99,500	\$50,000	Cash localities in Region 9 (25k) that fund VCW and Federal funding (25k)	ERR Priority: Helping connect the large number of displaced workers with available positions and/or help connect to retraining opportunities in in-demand career fields