



REGION 9 COUNCIL MEETING

OCTOBER 28, 2025

9:30 am to 11:30 am

IN-PERSON

Orange County Public Safety Building, Board Room

11282 Government Center Drive, Suite D

Orange, VA 22960

For connection questions, call 434-979-5610 ext. 106

<https://us06web.zoom.us/j/81898488752>

AGENDA

1. **Opening** Rob Archer, Chair
 - Call to Order
 - Roll Call
 - Public Comment
 - GO Virginia Video
2. **Consent Agenda – ACTION ITEM** Rob Archer
 - Meeting Minutes, August 28, 2025
 - Financials through August 30, 2025
3. **Director Report** Shannon Holland, Director
 - Report & Project Pipeline
 - Infographic, Project Milestone Dashboard, and Project Spotlight (Christie Taylor)
4. **Updates** Rob Archer
 - Chair, Executive Committee
 - Nominating Committee
 - Task Forces
 - Other
5. **2025 Growth & Diversification Plan Approval – ACTION ITEM** Shannon Holland

<https://www.govirginia9.org/about/growth-diversification-plan/>
6. **Project Review: ACTION ITEM** Rob Archer
 - GO TEC Expansion to Region 9
 - Mobile AI Competitive Funding Project led by Region 6
7. **Project Presentation** Hope Lawrence, Venture Central
 - Food & Beverage Business Accelerator Planning Grant Update



8. Other Business

Rob Archer

9. Adjourn

Rob Archer

Upcoming Dates

GO Virginia Board Meetings – December 9, 2025
Region 9 Project Application Deadline – December 9, 2025
Region 9 Council Meeting – January 16, 2026 (All Virtual)

REGION 9 COUNCIL MEETING

AUGUST 28, 2025

9:30 am to 11:30 am

ALL-VIRTUAL MEETING

Virtual links in agenda posted at www.GOVirginia9.org/calendar

MINUTES

Attending:: Rob Archer, Codebase Coworking (Chair); Roque Castro, Elysium LD Technology, Inc. (Vice Chair); Cathy Schafrik, Greene County (Secretary/Treasurer); Kim Blosser, Laurel Ridge Community College; Ike Broaddus, Fauquier County; Christina Clough, Pioneer Bank; Ethan Dunstan, Capital River Advisors; Ned Gallaway, Albemarle County; Rahul Keshap, Shuru Law; Leslie Kidd, All Install; Cheryl Kirby, Atlantic Union Bank; Ray Knott, Blue Ridge Bank; Pace Lochte, UVA Economic Development; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Paige Read, Town of Culpeper; Jean Runyon, Piedmont Virginia Community College; Jennifer Schmack, Fluvanna County; Francoise Seillier-Moiseiwitsch, Revalation Vineyards; Tina Weaver, Papa Weaver's Pork, Inc.

Absent: Gizelle Curtis, Dominion Energy; Christine Jacobs, Thomas Jefferson Planning District Commission; Jonathon Weakley, Madison County; Gary Wood, Firefly Fiber Broadband

Staff: Shannon Holland, Christie Taylor

Guests: Sabawoon Ahmadzai, Albemarle County; Tom Berry; Helen Cauthen, CVPED; Kristy Dancy, CVPED; Katie Dulaney, CVPED, Joseph Dennie, DHCD; Sarah Dunnigan, DHCD; Shara Gibson, DHCD; Ian Ginger, Orange County; Jeanette Hastings, NBC29 News; Rebecca Haydock, Venture Central; Ashley Hernandorena, Albemarle County; Rachael Hobbs, UVA; Jack Honig, DHCD; Matt Johnson, City of Charlottesville; Emily Kilroy, Albemarle County; Hope Lawrence, Venture Central; Candace Spence, CVPED; Alan Yost, Greene County

1. Opening

a. Call to Order

Rob Archer called the meeting to order at 9:30 a.m.

b. Roll Call

A roll call was performed. A quorum was established, as noted above.

c. Public Comment

No public comment was submitted or presented.

Rob Archer sought a motion to edit the agenda by bringing Item #5 Project Review to be discussed before the Consent Agenda because Ray Knott, who co-led the project task force discussion, had to leave the meeting at 10 a.m.

Ethan Dunstan made the motion to amend the agenda to have Project Review as the next item. Kim Blosser seconded the motion. A roll call vote was performed. Motion carried.

2. Project Review: Project FUEL

Ray Knott noted that there was a project executive summary on page 51 and 52 within the agenda for reference. Ray Knott stated that he co-led a joint task force meeting as Chair of the Grow Existing Business Task Force, along with Rahul Keshap as Chair of the Entrepreneurship Task Force on August 7. The main effort of that meeting was to review the proposal and prepare a recommendation for full council to consider. Both task forces decided to recommend not to proceed with the proposal at this time, emphasizing the need for clearer project details, defined outcomes, and confirmation that all project collaborators be in good standing with current grants.

Ray Knott made the motion to decline the Project FUEL proposal. Rahul Keshap seconded the motion. A roll call vote was performed. Motion carried.

Rob Archer welcomed the following new Council members to their first council meeting:

- Leslie Kidd
- Christina Clough
- Rahul Keshap
- Gary Wood
- Jennifer Schmack

3. Consent Agenda – ACTION ITEM

There was no motion to discuss any item separately.

a. Meeting Minutes, Annual Meeting, June 17, 2025

There was no discussion on the meeting minutes.

b. Financials through June 30, 2025

Cathy Schafrik shared that the Executive Committee received the June financials at the end of July. All the FY 2024 Capacity Building funds were expended in early June. Therefore, the council has begun drawing on FY 2025 capacity building funds during the latter part of June to cover operational expenses. That is why there are two capacity building budgets in the agenda. FY 2024 Capacity Building Funds are now fully utilized, with \$250,000 in total expenditures. FY 2025 Capacity Building Funds were activated with \$17,639.84 expended in June, representing 7.06% of the annual budget. Key expense categories include salaries, rent/lease, and general administration. Project Budgets begin on page 10. Several projects are approaching their end dates, while others are ramping up activity. Staff received the July financials on Monday and the Executive Committee will review soon.

c. MEMO: Request to Approve FY 2026 Capacity Building Contract

Shannon Holland explained that the FY 2026 Capacity Building Contract remains the same as the previous year. Annually CVPED, the Council, and DHCD sign this.

d. MEMO: Request Approval for Project Contract Templates

Shannon Holland shared that the contract templates have changed for future grants. The two applicable contracts were provided with track changes. DHCD made changes to improve

clarity on when project expenses can be incurred and when final remittances are due for closeout processing.

e. MEMO: Request Approval for Task Force Charter

Shannon Holland reported that this charter is to serve as a guiding document to clarify the roles of the collective task force effort, and the objective for each task force, including resources and tools available. Feedback has been solicited at the Joint Entrepreneurship and Grow Existing Business Task Force Meeting in August as well as during a meeting with the Talent Development Task Force Chair.

Paige Read made the motion to approve the consent agenda. Ray Knott seconded the motion. A roll call vote was performed. Motion carried.

4. Director Report +

a. Report & Project Pipeline

Shannon Holland highlighted the current amount available for Region 9 projects at the top of the report page on page 44. Related to that is the project pipeline on page 46 to give a sense of potential incoming projects that could be vying for those funds. The newest one added is GO TEC. GO TEC will be a collaboration between schools of Albemarle County, Greene County, and the City of Charlottesville to set up technical career introduction labs in locality middle schools.

b. Infographic, Project Milestone Dashboard, and Project Spotlight

Christie Taylor reported that the infographic was updated for Q2 reports. Brief project updates were shared for the dashboard. The Wine Industry Implementation Grant was the project spotlight, with note that recent successes included sale of Virginia wines by a DC vendor, coalition meetings underway, and the project's first attributed hire.

5. Updates

a. Chair, Executive Committee

Rob Archer shared that the executive committee has not met since the last Council meeting. Rob Archer also noted that he, as Chair, and Roque Castro as Vice Chair, along with staff will attend a the GO Virginia Board Retreat on September 8 and 9. We'll report back at the next meeting. Rob Archer added that the Council received a request from Region 2 to sign a letter to the Board requesting an opening to support childcare grants. Since this has not been previously raised as a council priority and there was no Council meeting before their deadline, he declined to sign but asked to stay informed.

b. Nominating Committee

Rob Archer shared that Tina Weaver has agreed to serve as the Chair of the Nominating Committee now that Tom Click has left the Council.

c. Task Forces

There were no updates from Task Forces outside of the project review previously in the meeting.

d. Other

- GO Virginia Board Regional Council Committee: Rob Archer shared Ethan Dunstan volunteered to serve on this committee in lieu of Rob.
- GO Virginia Blueprint Tour: Roque Castro reported that the Virginia Chamber hosted their Blueprint Tour at PVCC in late July. Many Council members also attended. Shannon Holland emailed a copy of the event presentation.
- AISLA: Roque Castro reported that the AI Landscape Assessment Grant has engaged a consultant to review the AI landscape in Virginia alongside the Virginia Chamber Blueprint efforts. He is representing the Council on the advisory committee, which has met twice. A report with assessment by GO Virginia Region is expected in November.

6. 2025 Growth & Diversification Plan – Draft & Presentation

Shannon Holland reviewed the Growth & Diversification Plan presentation. The main goal of the presentation was to share provide a high level overview of what has been accomplished thus far and to present the draft grant opportunities for the coming two years. The presentation was posted with meeting materials. Staff is requesting feedback on the draft growth plan opportunities by September 10. A draft is due to DHCD by September 15.

7. Other Business

No other council business was presented.

8. Adjourn

Cathy Schafrik made the motion to adjourn the meeting. Ike Broaddus seconded the motion. Motion carried. The meeting adjourned at 10:32 a.m.

GO Virginia
Statement of Financial Position
As of August 31, 2025

	<u>August 31, 2025</u>
ASSETS	
Current Assets	
Checking/Savings	
11200 · GO VA Operating Account - Union ¹	54,814.84
Total Checking/Savings	<u>54,814.84</u>
Accounts Receivable	
11000 · Accounts Receivable	71,047.37
Total Accounts Receivable	<u>71,047.37</u>
Other Current Assets	
11100 · Accrued Receivable	10,815.50
12000 · Undeposited Funds	-
Total Other Current Assets	<u>10,815.50</u>
Total Current Assets	<u>136,677.71</u>
TOTAL ASSETS	<u>136,677.71</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20002 · Accounts Payable	33,590.60
20004 · Due to CVPED	92,099.40
Total Accounts Payable	<u>125,690.00</u>
Other Current Liabilities	
25060 · Accrued Expenses - Other	10,815.50
25500 · Unearned Rev - Advanced Funds	167.51
Total Other Current Liabilities	<u>10,983.01</u>
Total Current Liabilities	<u>136,673.01</u>
Total Liabilities	136,673.01
Equity	
32000 · Unrestricted Net Assets	4.70
Total Equity	<u>4.70</u>
TOTAL LIABILITIES & EQUITY	<u>136,677.71</u>

¹ Funds are disbursed within two business days of receiving an approved invoice from a Subgrantee.

GO Virginia
Capacity Building - Statement of Income and Expense (Summary)
TOTAL FY2025 SPENDING: June 2025 - August 2025

Capacity Building				
	Jun '25 - Aug '25	Budget	% of Budget	Remaining
Income				
41520 · State Grants	78,519.29	250,000.00	31.41%	171,480.71
Total Income	78,519.29	250,000.00	31.41%	171,480.71
Gross Profit	78,519.29	250,000.00	31.41%	171,480.71
Expense				
01250 · General Administration	10,502.61	37,000.00	28.39%	26,497.39
54400 · Project Support expenses				
54426 · Audit	0.00	6,500.00	0.0%	6,500.00
54430 · Contract Services	1,600.19	9,500.00	16.84%	7,899.81
54449 · Meetings and Facilitation	746.09	3,750.00	19.9%	3,003.91
54450 · Supplies	31.90	2,000.00	1.6%	1,968.10
54451 · Travel	174.86	3,500.00	5.0%	3,325.14
54452 · Rent/Lease	2,240.25	12,000.00	18.67%	9,759.75
54453 · Salaries	62,723.39	172,250.00	36.41%	109,526.61
54457 · Marketing/Advertising/Promotion	500.00	3,000.00	16.67%	2,500.00
54462 · Legal Expenses	0.00	500.00	0.0%	500.00
Total 54400 · Project Support expenses	68,016.68	213,000.00	31.93%	144,983.32
54500 · Planning expenses				
54501 · Contract Services	0.00	0.00	0.0%	0.00
54502 · Technical Assistance	0.00	0.00	0.0%	0.00
54503 · Growth and Diversification Plan Development	0.00	0.00	0.0%	0.00
54504 · Planning Grant	0.00	0.00	0.0%	0.00
Total 54400 · Planning expenses	0.00	0.00	0.0%	0.00
Total Expense	78,519.29	250,000.00	31.41%	171,480.71
Net Income	0.00	0.00	0.0%	0.00

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

	BioBridge TPI			Project VITAL - Biotech Accelerator		
	End Date: 2/1/2026			End Date: 10/1/2027		
	(Projects)			(Projects)		
	Feb '25 - Aug '25	Budget	% of Budget	Oct '24 - Aug '25	Budget	% of Budget
Income						
41520 · State Grants	43,712.59	244,400.00	17.89%	588,495.43	4,302,887.00	13.68%
Total Income	43,712.59	244,400.00	17.89%	588,495.43	4,302,887.00	13.68%
Gross Profit	43,712.59	244,400.00	17.89%	588,495.43	4,302,887.00	13.68%
Expense						
01250 · General Administration	4,778.16	14,666.00	32.58%	10,541.52	295,000.00	3.57%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit					40,000.00	0.0%
54425 · Architectural and Engineering						
54430 · Contract Services	36,040.00	153,640.00	23.46%	187,606.91	1,178,500.00	15.92%
54440 · Equipment				29,532.43	688,300.00	4.29%
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies				40,676.57	441,000.00	9.22%
54451 · Travel				8,111.56	21,000.00	38.63%
54452 · Rent/Lease						
54453 · Salaries	2,820.54	46,875.00	6.02%	182,691.34	874,446.00	20.89%
54454 · Other - Website				10,200.00	30,000.00	34.0%
54455 · Fringe Benefits	73.89	4,219.00	1.75%	10,160.22	78,700.00	12.91%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses				25,273.50	137,000.00	18.45%
54463 · Outreach and Promotion		4,200.00	0.0%			
54464 · Taxes & Insurance				10,219.12	62,100.00	16.46%
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services				23,347.01	100,000.00	23.35%
54468 · Indirect Costs		20,800.00	0.0%	37,085.48	125,211.00	29.62%
54469 · Studies						
54470 · Hardware/Software				13,049.77	41,250.00	31.64%
54471 · Contingencies					190,380.00	0.0%
Total 54400 · Project related expenses	38,934.43	229,734.00	16.95%	577,953.91	4,007,887.00	14.42%
Total 54000 · Program expenses	38,934.43	229,734.00	16.95%	577,953.91	4,007,887.00	14.42%
Total Expense	43,712.59	244,400.00	17.89%	588,495.43	4,302,887.00	13.68%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

	Carver Food			Food & Beverage Business Accelerator		
	End Date: 10/31/2025			End Date: 2/1/2026		
	(Projects)			(Projects)		
	Nov '22 - Aug '25	Budget	% of Budget	Feb '25 - Aug '25	Budget	% of Budget
Income						
41520 · State Grants	152,065.37	199,727.00	76.14%	41,962.57	100,000.00	41.96%
Total Income	152,065.37	199,727.00	76.14%	41,962.57	100,000.00	41.96%
Gross Profit	152,065.37	199,727.00	76.14%	41,962.57	100,000.00	41.96%
Expense						
01250 · General Administration	14,795.00	14,795.00	100.0%	4,042.65	7,400.00	54.63%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services				3,512.59	8,168.00	43.0%
54440 · Equipment	137,270.37	184,932.00	74.23%			
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						
54453 · Salaries				27,750.00	70,000.00	39.64%
54454 · Other - Website						
54455 · Fringe Benefits				6,657.33	14,432.00	46.13%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion						
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	137,270.37	184,932.00	74.23%	37,919.92	92,600.00	40.95%
Total 54000 · Program expenses	137,270.37	184,932.00	74.23%	37,919.92	92,600.00	40.95%
Total Expense	152,065.37	199,727.00	76.14%	41,962.57	100,000.00	41.96%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

	Innovation Corridor Roadmap			Regional Entrepreneurship Initiative		
	End Date: 7/1/2026			End Date: 6/12/2025		
	(Projects)			(Projects)		
	Jul '25 - Aug '25	Budget	% of Budget	Jun '23 - Aug '25	Budget	% of Budget
Income						
41520 · State Grants	1,335.31	100,000.00	1.34%	298,197.81	300,000.00	99.4%
Total Income	1,335.31	100,000.00	1.34%	298,197.81	300,000.00	99.4%
Gross Profit	1,335.31	100,000.00	1.34%	298,197.81	300,000.00	99.4%
Expense						
01250 · General Administration	1,335.31	7,400.00	18.05%	22,080.00	22,080.00	100.0%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration				1,737.33	2,500.00	69.49%
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services		92,600.00	0.0%	100,000.00	100,000.00	100.0%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				1,380.48	2,420.00	57.05%
54452 · Rent/Lease						
54453 · Salaries				167,000.00	167,000.00	100.0%
54454 · Other - Website						
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion				6,000.00	6,000.00	100.0%
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	0.00	92,600.00	0.0%	276,117.81	277,920.00	99.35%
Total 54000 · Program expenses	0.00	92,600.00	0.0%	276,117.81	277,920.00	99.35%
Total Expense	1,335.31	100,000.00	1.34%	298,197.81	300,000.00	99.4%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

	Rivanna Futures			Rural Entrepreneur Ecosystem		
	End Date: 3/24/2027			End Date: 4/30/2025		
	(Projects)			(Projects)		
	Mar '25 - Aug '25	Budget	% of Budget	May '23 - Aug '25	Budget	% of Budget
Income						
41520 · State Grants	112,018.59	613,570.00	18.26%	167,862.32	200,000.00	83.93%
Total Income	112,018.59	613,570.00	18.26%	167,862.32	200,000.00	83.93%
Gross Profit	112,018.59	613,570.00	18.26%	167,862.32	200,000.00	83.93%
Expense						
01250 · General Administration	2,335.59	17,000.00	13.74%	14,720.00	14,720.00	100.0%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering	109,683.00	596,570.00	18.39%			
54430 · Contract Services				5,551.96	5,551.96	100.0%
54440 · Equipment						
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel				7,789.29	11,960.00	65.13%
54452 · Rent/Lease						0.0%
54453 · Salaries				130,296.28	153,000.00	85.16%
54454 · Other - Website						
54455 · Fringe Benefits				9,504.79	14,768.04	64.36%
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion						
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	109,683.00	596,570.00	18.39%	153,142.32	185,280.00	82.66%
Total 54000 · Program expenses	109,683.00	596,570.00	18.39%	153,142.32	185,280.00	82.66%
Total Expense	112,018.59	613,570.00	18.26%	167,862.32	200,000.00	83.93%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

Technology Academies				Wine Industry Implementation		
End Date: 2/24/2026				End Date: 3/11/2027		
(Projects)				(Projects)		
	Jul '22 - Aug '25	Budget	% of Budget	Mar '25 - Aug '25	Budget	% of Budget
Income						
41520 · State Grants	254,270.90	402,075.00	63.24%	2,937.19	224,125.00	1.31%
Total Income	254,270.90	402,075.00	63.24%	2,937.19	224,125.00	1.31%
Gross Profit	254,270.90	402,075.00	63.24%	2,937.19	224,125.00	1.31%
Expense						
01250 · General Administration	20,894.14	29,783.00	70.16%	2,937.19	16,600.00	17.69%
54000 · Program expenses						
51280 · Plannning Grant Activites						
54400 · Project related expenses						
54424 · Administration						
54426 · Audit						
54425 · Architectural and Engineering						
54430 · Contract Services					207,525.00	0.0%
54440 · Equipment	233,376.76	329,360.00	70.86%			
54442 · Training						
54447 · Other - Programming						
54448 · Other - Workspace						
54449 · Meetings and Facilitation						
54450 · Supplies						
54451 · Travel						
54452 · Rent/Lease						
54453 · Salaries	0.00	42,932.00	0.0%			
54454 · Other - Website						
54455 · Fringe Benefits						
54456 · Machinery/Tools						
54457 · Marketing/Advertising/Promotion						
54458 · Planning Assessment						
54462 · Legal Expenses						
54463 · Outreach and Promotion						
54464 · Taxes & Insurance						
54465 · Collaboration						
54466 · Management & General						
54467 · Fiscal/Account Mgmt Services						
54468 · Indirect Costs						
54469 · Studies						
54470 · Hardware/Software						
54471 · Contingencies						
Total 54400 · Project related expenses	233,376.76	372,292.00	62.69%	0.00	207,525.00	0.0%
Total 54000 · Program expenses	233,376.76	372,292.00	62.69%	0.00	207,525.00	0.0%
Total Expense	254,270.90	402,075.00	63.24%	2,937.19	224,125.00	1.31%
Net Income	0.00	0.00	0.0%	0.00	0.00	0.0%

**GO Virginia Projects - Statement of Income and Expense
From Beginning of All Projects through August 31, 2025**

Total Projects			
	Jul '22 - Aug '25	Budget	% of Budget
Income			
41520 · State Grants	1,662,858.08	6,686,784.00	24.87%
Total Income	1,662,858.08	6,686,784.00	24.87%
Gross Profit	1,662,858.08	6,686,784.00	24.87%
Expense			
01250 · General Administration	98,459.56	439,444.00	22.41%
54000 · Program expenses			
51280 · Planning Grant Activities			
54400 · Project related expenses			
54424 · Administration	1,737.33	2,500.00	69.49%
54426 · Audit	0.00	40,000.00	0.0%
54425 · Architectural and Engineering	109,683.00	596,570.00	18.39%
54430 · Contract Services	332,711.46	1,745,984.96	19.06%
54440 · Equipment	400,179.56	1,202,592.00	33.28%
54442 · Training	0.00	0.00	0.0%
54447 · Other - Programming	0.00	0.00	0.0%
54448 · Other - Workspace	0.00	0.00	0.0%
54449 · Meetings and Facilitation	0.00	0.00	0.0%
54450 · Supplies	40,676.57	441,000.00	9.22%
54451 · Travel	17,281.33	35,380.00	48.85%
54452 · Rent/Lease	0.00	0.00	0.0%
54453 · Salaries	510,558.16	1,354,253.00	37.7%
54454 · Other - Website	10,200.00	30,000.00	34.0%
54455 · Fringe Benefits	26,396.23	112,119.04	23.54%
54456 · Machinery/Tools	0.00	0.00	0.0%
54457 · Marketing/Advertising/Promotion	0.00	0.00	0.0%
54458 · Planning Assessment	0.00	0.00	0.0%
54462 · Legal Expenses	25,273.50	137,000.00	18.45%
54463 · Outreach and Promotion	6,000.00	10,200.00	58.82%
54464 · Taxes & Insurance	10,219.12	62,100.00	16.46%
54465 · Collaboration	0.00	0.00	0.0%
54466 · Management & General	0.00	0.00	0.0%
54467 · Fiscal/Account Mgmt Services	23,347.01	100,000.00	23.35%
54468 · Indirect Costs	37,085.48	146,011.00	25.4%
54469 · Studies	0.00	0.00	0.0%
54470 · Hardware/Software	13,049.77	41,250.00	31.64%
54471 · Contingencies	0.00	190,380.00	0.0%
Total 54400 · Project related expenses	2,142,352.43	6,247,340.00	34.29%
Total 54000 · Program expenses	2,142,352.43	6,247,340.00	34.29%
Total Expense	2,251,353.51	6,686,784.00	33.67%
Net Income	0.00	0.00	0.0%

**DIRECTOR REPORT
REGIONAL COUNCIL 9 MEETING
MEETING: OCTOBER 28, 2025**

Region 9 Per Capita Available	\$1,016,607.56.
--------------------------------------	-----------------

Quarterly Progress Reports: submitted October 20, 2025

Capacity Building Budget Revision: n/a

Project Changes/Updates:

Budget Revisions:

- Rural Entrepreneurship revision completed 9/25 in preparation for closeout

Contracts:

- New Contracts: n/a
- Pending: n/a
- Extensions: n/a
- Milestones:
 - BioBridge: TEconomy initial strategies presented. CvilleBioHub will lead implementation project.
 - Carver: Revised equipment list submitted with final remittance.
 - Commonwealth Bio Accelerator: Second Advisory Committee 10/20
 - Food & Beverage Business Accelerator: Findings presented in advisory meeting 9/26. Implementation proposal expected by December deadline.
 - Innovation Corridor: Early findings presented 10/17 to coalition.
 - Rivanna Futures: Preliminary Site Plan approved.
 - Rural Entrepreneurship: Preparing for closeout. Outcomes achieved. Impact on target traded sector may be limited (see project dashboard).
 - Tech Academies: Bootcamps are an effective model to replace dual enrollment, as outcomes are returning to be on track and on pace for 2/2026 closeout. Working on AUVSI accreditation.
 - Wine Implementation: Robust activities, increasing partnerships, investments, and collaboration.

• Outcomes/Deliverables:

- Infographic as of 2025 Q2 Outcomes

Closeouts:

- Completed:
 - REI
- In Progress: Rural Entrepreneurship Ecosystem Building
- Funds Not Spent at Closeout: n/a

Key Staff Activity:

- Participated at State Board GO Virginia Retreat with Rob Archer, Chair, and Roque Castro Vice Chair Region 9
- Submitted Draft Growth Plan to DHCD and responded to final feedback
- Presented Region 9's Cluster Based Economic Development Model to Region 7 Council and State Board Committee

LinkedIn: Followers: 507 (+13)



Project Pipeline

October 28, 2025

Project			Region 9 Deadlines							
Grant Title	Planning Grant*	End Date	2025			2026				
			7/16	9/24	12/9	3/18	5/13	7/15	9/23	12/10
Food & Beverage Business Accelerator (Entrepreneurship)	Yes	2/1/2026			x					
Bio Bridge (TPI) (Talent Development)	Yes	2/1/2026			x					
Innovation Corridor Road Map (Grow Existing Business)	Yes	7/1/2026					x	x		
GO TEC (Talent Development)	No			x						

*Planning Grants should be followed quickly by an implementation grant, except when findings advise otherwise. Target proposal dates are estimates and can change.



VIRGINIA INITIATIVE FOR
GROWTH & OPPORTUNITY
IN EACH REGION
REGIONAL COUNCIL 9

GO Virginia offers state-funded grants to drive the creation of higher-paying jobs in target traded sectors and incentivize regional collaboration between business, education, and local government.

\$11.9M GO Virginia 9 funds invested in **33 projects**

\$10.5M Matching funds and **\$2.9M additional leverage**

3,655 Businesses served and **64 businesses created**

1,183 Jobs created and **500 existing jobs retained**

568 Entrepreneurs served and **19 businesses expanded**

64 New internships and **613 students trained**

751 Acres evaluated for site development plus **1,451 acres** advanced on Virginia Business Ready Sites scale

\$25.5M Capital raised by 3 entrepreneurship projects and **\$3.76M venture capital invested** in new businesses served by innovation projects

Making key investments in high-paying, leading industries in Region 9.



Biomedical & Biotechnology

\$5,278,827 invested in 5 projects
419 jobs created, 168 businesses served



Financial & Business Services

15 Projects serving the sector



IT & Communications

\$502,075 invested in 2 projects



Food & Beverage Manufacturing

\$1,106,324 invested in 7 projects
241 jobs created, 116 businesses served



Light Manufacturing

\$302,975 invested in 2 projects; plus
\$391,528 in 1 project jointly serving
Food & Beverage Manufacturing
7 jobs created, 129 businesses served

+ 479 jobs and 2,942 businesses served in projects serving all sectors.

\$61,967 Average Annual Wages
(2024Q1)

443,709 Population (2024Q1)

GO Virginia Region 9 Target Sector Employment

Cluster 2022Q3 Data	Employment	Average Annual Wages	2-year forecast
Biomedical & Biotechnology	3,206	\$94,807	+ .5%
Food & Beverage Manufacturing	2,593	\$35,128	+ .2%
Financial & Business Services	18,904	\$92,578	+ .6%
IT Communications	12,920	\$95,028	+ .8%
Light Manufacturing	9,132	\$58,297	0
ALL INDUSTRIES	193,273 (2024Q1)	\$61,940	+ .5%



Talent Development



Entrepreneurship

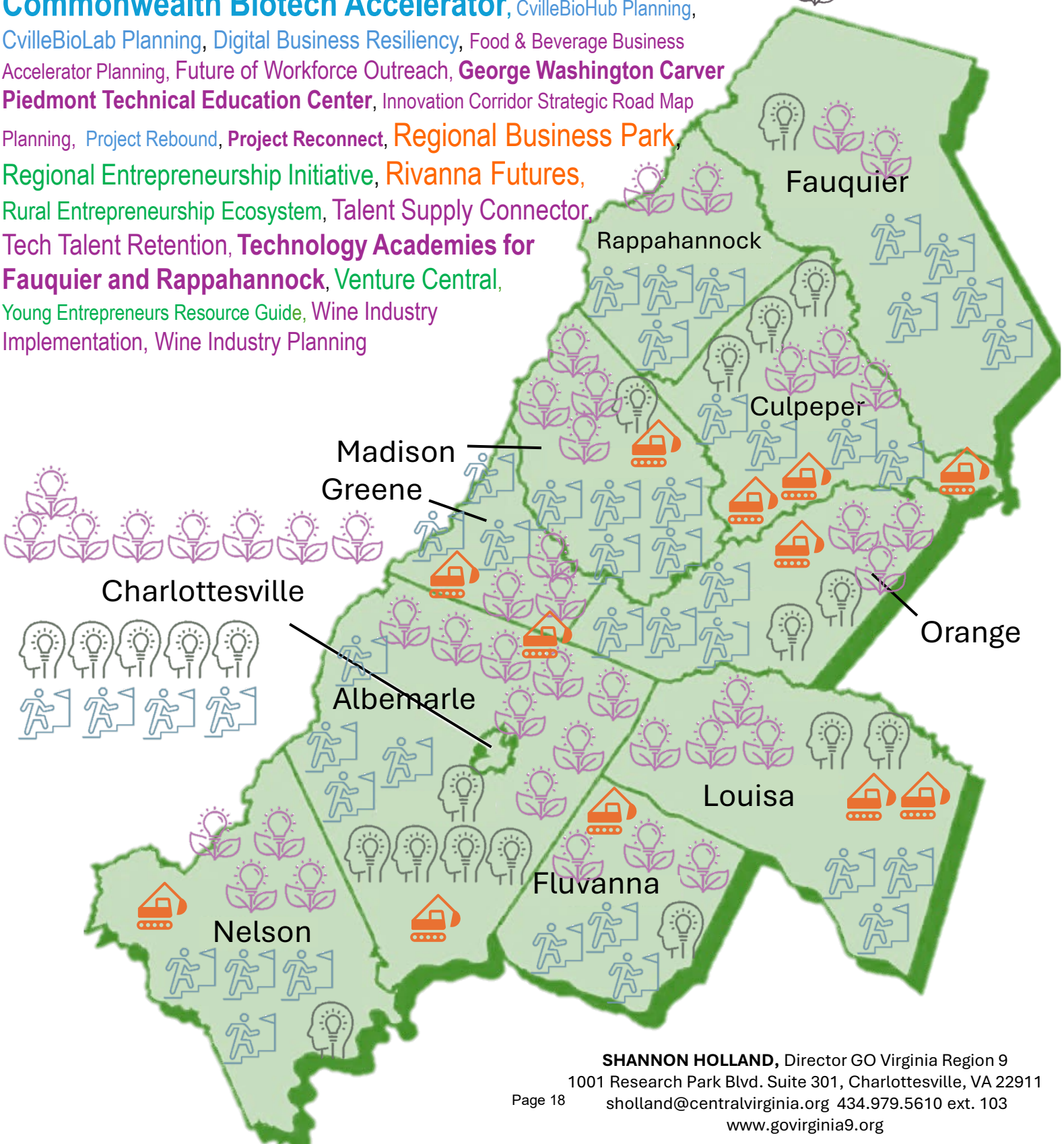


Site Readiness



Grow Existing Business

Accelerating Regionally Significant Sites, **BEACONs Kitchen**, **BioBridge TPI**, **Biotech Innovation Cluster Growth**, **Business-Driven Workforce Recovery**, **Carver Food Business Incubator**, **Catalyst Accelerator Program**, **Central VA Cybersecurity Partnership**, **Central VA Site Readiness**, **Connector Platform**, **Crafting a New Normal**, **Crafting Higher Paying Jobs**, **Commonwealth Biotech Accelerator**, **CvilleBioHub Planning**, **CvilleBioLab Planning**, **Digital Business Resiliency**, **Food & Beverage Business Accelerator Planning**, **Future of Workforce Outreach**, **George Washington Carver Piedmont Technical Education Center**, **Innovation Corridor Strategic Road Map Planning**, **Project Rebound**, **Project Reconnect**, **Regional Business Park**, **Regional Entrepreneurship Initiative**, **Rivanna Futures**, **Rural Entrepreneurship Ecosystem**, **Talent Supply Connector**, **Tech Talent Retention**, **Technology Academies for Fauquier and Rappahannock**, **Venture Central**, **Young Entrepreneurs Resource Guide**, **Wine Industry Implementation**, **Wine Industry Planning**



SHANNON HOLLAND, Director GO Virginia Region 9

1001 Research Park Blvd. Suite 301, Charlottesville, VA 22911

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Project Milestone Dashboard – Region 9

As of 2025Q3; Completed 10/21/2025

Grow Existing Businesses

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Wine Industry Implementation - Nelson County	\$ 224,125	Food & Beverage Manufacturing	104	10	20	2	Active	Green	Green	3/11/2025-3/11/2027	
Project VITAL - CvilleBioHub	\$ 4,302,887	Biosciences	60	37	68	3	Active	Green	Green	10/1/2024-10/1/2027	Project is hitting its stride for outcomes. Remittance procedures dialed in with DHCD.
Food & Beverage Business Accelerator - Venture Central	\$ 100,000	Food & Beverage Manufacturing	0		0		Active	Green	Green	2/1/2025-2/1/2026	On track to submit competitive proposal in December.
Innovation Corridor Road Map - CVPED	\$ 100,000	Biosciences, IT & Comm, Light Manufacturing	0		0		Active	Green	Green	7/1/2025-6/30/2026	Staff have requested placement on Advisory Committee.
	\$ 4,727,012		164	47	88	5					

Entrepreneurship

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Carver Food Business Incubator - Culpeper County	\$ 199,727	Food & Beverage Manufacturing	68	65	93	92	Active	Green	Green	11/1/2022-10/31/2025	Final remittance submitted to zero out funds.
Rural Entrepreneur Ecosystem Building - CIC	\$ 200,000	All	200	301	30	76	Active	Yellow	Green	5/1/2023-10/30/2025	Budget revision completed. Committed outcomes achieved. Limited impact on traded industries within target sectors.
REI - CIC	\$ 300,000	All	0		0		Active	Yellow		6/13/2023-6/13/2025	Closed.
	\$ 699,727		268	366	123	168					

Talent Development

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Technology Academies for Fauquier and Rappahannock Counties - Laurel Ridge Community College	\$ 402,075	Food and Beverage Manufacturing, IT/Comm, Light Manufacturing	0		69	0	Active	Yellow	Yellow	7/25/2022-2/24/2026	Extended to 2/2026 to attain outcomes; pivoted from dual enrollment to bootcamps. 87 students served and 27 credentials awarded as of 2025Q3, so accelerating towards committed outcomes. No shift in outcomes for Q3 because mid-semester.
Bio Bridge TPI - CvilleBioHub	\$ 244,400	Biosciences	0		0		Active	Green	Green	2/1/2025-2/1/2026	Draft strategies submitted by TEconomy. CBH plans to lead implementation.
	\$ 646,475		0	0	69	0					

Sites

Project	Funding	Industry	Projected acres impacted	Actual Acres Impacted	Projected VBRSP	Actual VBRSP	Active/ Closed	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Rivanna Futures - Albemarle County	\$ 613,570	Food & Beverage Manufacturing, IT & Comm	50				Active	Green	Green	3/24/2025-3/24/2026	Site plan approved and billed.

PROJECT IMPACT SPOTLIGHT

Commonwealth BioAccelerator/ Project VITAL

Through tailored mentorship, operational support, and physical lab space, the Commonwealth BioAccelerator is designed to turn high-potential scientific discoveries into scalable life sciences businesses, keeping talent and intellectual property in Virginia while connecting startups to the broader Mid-Atlantic innovation ecosystem.

CvilleBioHub Announces Expansion of the Commonwealth BioAccelerator Following \$15M Investment from The Commonwealth of Virginia, UVA, and Regional Partners



- The \$15M state and UVA investment is in addition to GO Virginia funds.
- Related to this is the TPI project, which is moving towards a statewide application for implementation with VITAL partners.

Quick Facts:

- \$4,302,887 Region 9, \$14.3M three combined projects Regions 4, 2, and 9
- VITAL = statewide application; Commonwealth BioAccelerator = Region 9
- 10/1/2024-10/1/2027
- Entrepreneurship in Life Sciences
- Goal (Actual): 68 (3) jobs created; 60 (28) businesses served; 10 (1) businesses attracted; 90 (5) entrepreneurs served; 15 (1) internships created; 20 (1) mentors engaged; 10 patents filed; 5 patents awarded; 5 products to production; \$12M total capital

Key Activities:

- Space build-out
- Hiring key positions
- First cohort of 6 underway
- Internship program

Goals:

- Model for regional ecosystem between schools, research institutions, investors, and entrepreneurs
- Attract commercial opportunities for early-stage life science companies
- Nationally recognized and competitive life sciences cluster
- Sustainable model

Rob Archer
GO Virginia Region 9 Council Chair
1001 Research Park Boulevard, Suite 301
Charlottesville, Virginia 22911

September 12, 2025

Dear Rob,

Thank you for taking the time to meet. We are grateful to the council members and staff for their service via GO Virginia. As a region early in the development of private capital Virginia's investment is critical to help us build commercial success that fuels future funding. We recognize that the work every member of the council and the service providers are doing isn't easy!

We are inventing, pivoting, learning, and advancing - just like our growing startups and frankly, our country. At Venture Central, we are committed to technology-based economic development through collaborative leadership. Our primary goals include getting our region's important innovations through to commercial success to achieve expansion of future-focused jobs for Central Virginia's citizens.

I know you all care deeply about the work you do. All of us are leaders with a lot on our plates who don't always get an opportunity to ask for feedback or reflect. I am personally grateful when others make me aware of something I've missed or could consider to improve the experience of those I serve. It is with that intent that I'd like to offer some thoughts for the council to consider. I hope you find this helpful.

The Council does offer an opportunity for public comment. Shannon Holland works diligently to relay information back and forth. Knowing those two good things, unfortunately, our team invested hundreds of hours in an ultimately unsuccessful application. The cost of the time wasted for our team and our 30 supporters is real, so I'd like to offer some considerations to improve future experiences for the council, staff, and the applicants.

I would like to suggest four things for consideration.

- 1) Explore a way to get to "no" quicker if a project isn't of interest to the council. The cost is not only the hours of the applicants & their regional supporters, but the opportunity cost of the work they aren't doing for the region. In our region it is often the same humans who are doing the work and applying for the grant.
- 2) Allow potential applicants to present to the council for Q&A prior to developing an application to avoid wasted time on low priority projects. The collaborative nature of these projects takes well over a hundred hours to develop if an applicant is not already working with the entire region, and they are often paid by tax payer money.
- 3) Provide detailed feedback of any missing requirements prior to voting to decline an application. Allow adequate conversation time for mutual understanding of issues/concerns.

4) Offer a subject matter expert council member to be a liaison / champion for the project. Understanding that the council is also resource constrained, assigning a council liaison early in the process could ensure fair and consistent communication and guidance for all applicants.

Please let me know how I can support your work as we all roll up our sleeves and collaborate to build a region filled with resilient jobs for strong communities.

My best,



Rebecca Haydock
CEO, Venture Central



GO Virginia Region 9 Executive Project Summary – REVISED for 10.28.2025 Council Mtg

Project Name: Expanding the GO TEC Career Pathway in Region 9

Applicant: Albemarle County Public Schools (fiscal agent) in partnership with Charlottesville City Schools and Greene County Public Schools

Contact Name: Meagan Maynard

Grant Timeline: (months/years) 24 months (January 2026 – January 2028)

GO Virginia Amount Requested: \$1,016,000.00 (REVISED)

Match Amount Proposed: \$767,210.00

Local Match Subtotal: \$767,210.00

Match Breakdown: In-kind \$728,710.00 ; Cash - \$58,500.00

Localities Served: Albemarle County, City of Charlottesville, Greene County

Local Match Commitment From: Albemarle County Public Schools, Charlottesville City Schools, Greene County Public Schools

Other Match Commitment From:

Letters of Support From: Region 9 Council, GO TEC/IALR, PVCC, local industry partners, Virginia Career Works – Piedmont, Center for Community Partnerships - UVA, Cville BioHub, Charlottesville Office of Economic Development, Afton Scientific, Charlottesville Albemarle Visitors Bureau, Charlottesville City Schools, 100 Black Men of Central Virginia, County of Albemarle Economic Development Office, Region 9 Virginia Partnerships for Health Science Careers, Greene County Economic Development and Tourism, Greene County Public Schools, Piedmont Virginia Community College, Trades & Tech Education Foundations, Albemarle County Public Schools, Gaston & Wyatt, Rappahannock Electric Cooperative, Riddleberger Brothers, Inc., and Stryten Energy

STAFF NOTE: Pending Letters by 10/27/25- 4 from Food & Beverage Manufacturers; 5 from Financial & Business Services; and 1 from IT companies]

Strategy: Talent Development

Region 9 Target Sectors this project is focused on: Biomedical & Biotechnology, Financial & Business Services, Food & Beverage Manufacturing, IT & Communications, and Light Manufacturing.

Region 9 Growth Plan Opportunities Targeted: in bullet format

- **Strengthen the talent development pipeline** in target industry sectors by encouraging collaboration among education, business and workforce partners to develop in-demand skills, retain local talent and attract new talent to the region.

[STAFF NOTE: project advances 3 strategies identified in the 2025 Growth & Diversification Plan Draft for Talent Development:

- Establish workforce coalitions and initiatives that enhance collaboration and efficiency within the Region 9 talent development ecosystem for target sectors.
- Advance sector-specific talent pathway planning, ensuring alignment of education and training with industry-specified needs.
- Implement talent pathway strategies spanning from middle school awareness to senior-level employment opportunities.]

Description: This project will be transformational for Region 9 by expanding the GO TEC model into Charlottesville City Schools, Albemarle County Public Schools, and Greene County Public Schools. Developed by the Institute for Advanced Learning and Research, GO TEC brings advanced technology curriculum and industry-grade equipment into middle schools, creating early career exposure and skill-building experiences aligned with regional workforce needs. For the first time, thousands of students across our communities will have access to hands-on learning in emerging and high-demand fields that align with our target industry sectors. Funding will support teacher training, equipment purchases, curriculum resources, and regional coordination and technical support to ensure fidelity and long-term sustainability. This initiative will catalyze a pipeline, beginning in middle school, that connects education to industry, leading to advanced high school and postsecondary CTE and STEM programs, dual enrollment, industry-recognized credentials, and internships that drive the region's long-term economic growth and competitiveness.

Return on Investment: REVISED -100% at Year 3; -49% at Year 5; 288% at Year 7 (from [ROI Worksheet](#))

GO Virginia Core Metrics and Committed Outcomes: (list metrics with committed numbers; see Core Outcomes Worksheet)

- Number of people trained: 3,126 middle school students during the 2-year grant period
- Number of new programs implemented: 7 across GCPS, CCS, and ACPS middle schools

List Other Outcomes or Deliverables, if any:

- New regional collaboration model for talent pipeline development

Highlight Major Grant Activities in Bullet format:

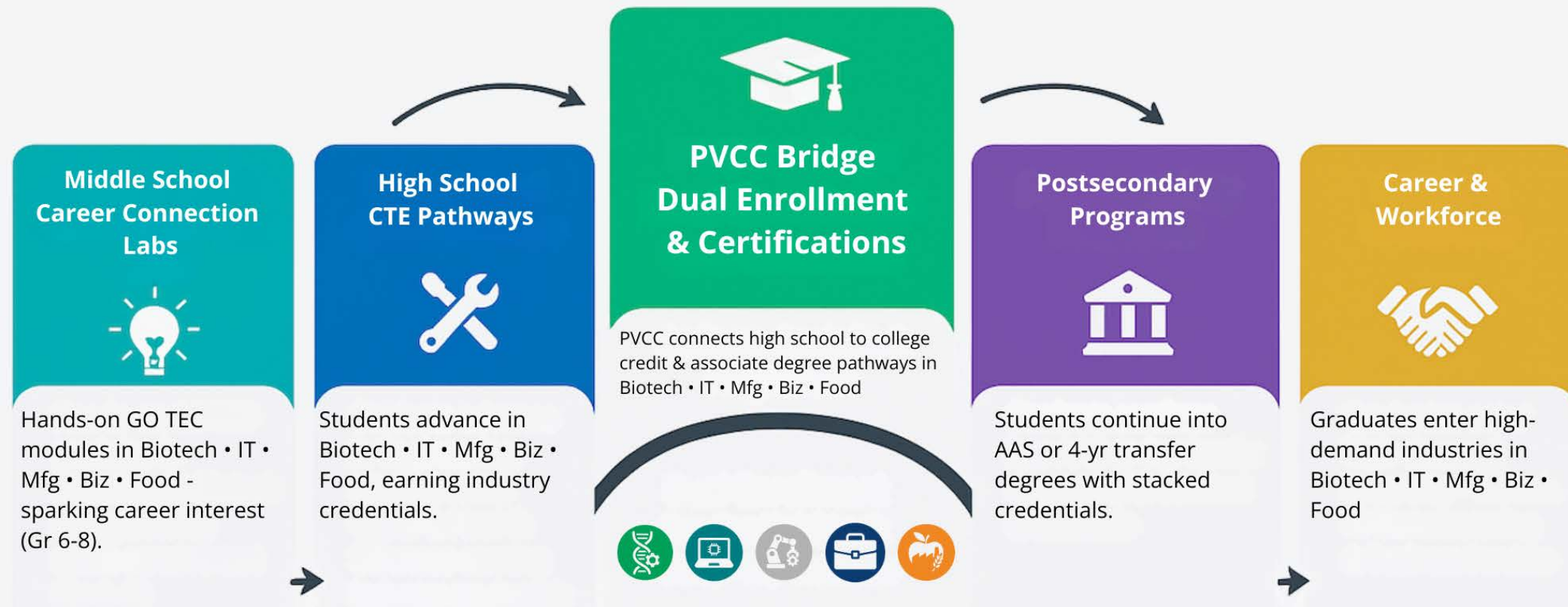
- **Launch seven GO TEC Career Connection Labs** in CCS, ACPS, and GCPS middle schools. These cutting-edge spaces are the region's first middle-school pipeline into high-demand technical fields, transforming career awareness for more than 1,500 students annually.
- **Teacher Training & Support:** Equip and support educators with the skills and confidence to deliver the GO TEC curriculum at the highest level. This professional development investment creates a cadre of regional teacher-leaders capable of sustaining and scaling workforce-aligned instruction for years to come.



- **Pathway and Sector Alignment.** Integrate learning experiences with Region 9's priority industry sectors to create seamless transitions to high school programs, dual enrollment, and work-based learning opportunities, catalyzing long-term workforce development.
- **Grant Management and Administration:** ACPS will serve as the in-region coordinating entity, providing a dedicated coordinator to ensure efficient implementation and a unified regional approach to advancing workforce readiness.
- **IALR Support:** The Institute for Advanced Learning and Research (IALR), as the statewide GO TEC lead, will deliver critical technical assistance and implementation support. Their expertise accelerates regional capacity to deliver innovative workforce solutions.

[STAFF NOTE: Drawdown scheduled revised in proposal to reflect revised projections]

GO TEC Region 9 Talent Pathway: From Middle School Labs to College & Career



PVCC strengthens the bridge between secondary and postsecondary education, helping Region 9 students move from **exploration → skills → college credit → career success.**





GO Virginia Region9 Executive Project Summary Form

Project Name: AI Mobile Unit for Worforce & Education

Applicant: Cyber Bytes Foundation (CBF), (Region 6)

Contact Name: Nancy Pattillio, Cyber Bytes Foundation

Grant Timeline: (months/years) 2 years

GO Virginia Amount Requested: \$ 1,317,887

Match Amount Proposed: \$ 659,742

Local Match Subtotal: \$ 35,087.34 (does not meet minimum 20% local match required – **requesting a match waiver**)

Region 9 Match: Orange County Economic Development - \$978 for staff time; Orange County Public Schools - \$2,000 in-kind for workshop space; \$8, 309 staff time ; \$5,000 cash COMP TIA credentials;

Letters of Support:

Region 9: Orange County Economic Development & Tourism; Orange County Public Schools; Fauquier County Economic Development & Tourism; Laurel Ridge Community College Workforce Development

Region 6: University Mary Washington; Rappahannock Community College; Bay Consortium Workforce Development Board; Stafford County Economic Development; King George Economic Development Authority; Stafford County Public Schools; GT EDGE AI; X Corp Solutions; GCubed; RPI; Intersec; HSOC; SmartX; The Honorable Eugene Vindman, 7th District, Virginia

Local Match Commitment From: Region 9: Orange County Economic Development & Tourism (staff time) Orange County Public Schools **In discussion:** Nelson County Economic Development; Fauquier County Schools

Strategy: Talent Development

Region 9 Target Sectors this project is focused on: Professional, Scientific, and Technical Services (Bio, Financial & Business Services, etc.) IT & Communications

Region 9 Growth Plan Opportunities Targeted:

Talent Development (2025 Draft)



Grow an AI-ready workforce to advance the competitiveness of region 9's target sectors informed by the AISLA Project Blueprint Report. (Fall 2025)

Description: Executive Summary from proposal attached.

Return on Investment: --83.87 % at Year 3; 4.39 % at Year 5 (from ROI Worksheet)

GO Virginia Core Metrics and Committed Outcomes: (list metrics with committed numbers; see Core Outcomes Worksheet)

List Other Outcomes or Deliverables, if any:

- 2,080 people trained
- 20 businesses served
- 1 new program implemented
- 280 number of credentials awarded

Status: **Approved by the Region 6 Council subject to applicant delivering one more Region 9 Locality School.**

Executive Summary

AI Mobile Unit for Workforce & Education

The AI Mobile Unit for Workforce & Education is a multi-regional initiative serving GO Virginia Regions 6 and 9, designed to expand access to AI literacy, ethics, and certification training across schools, workforce centers, and businesses. In alignment with Governor Glenn Youngkin's Executive Order 30 and the Virginia Department of Education's AI Integration Guidelines, the project equips students, educators, and adult learners with practical AI skills that strengthen Virginia's traded-sector industries—Professional, Scientific & Technical Services, IT/Data Centers, IT & Communications, Cybersecurity, and Advanced Manufacturing.

Supporting the Virginia Community College System's Accelerate Opportunity Plan, which aims to produce 300,000 credentials by 2030, the initiative delivers CompTIA AI Essentials and AI Prompting certifications that connect K–12 schools, community colleges, and employers in a seamless talent pipeline leading to high-wage, AI-enabled careers.

Purpose and Approach

Each mobile unit functions as a fully equipped classroom, complete with laptops, software, and a dedicated secure network that operates independently of host-site infrastructure—ensuring equitable access, especially in rural and underserved communities.

The curriculum, developed with GT Edge AI and aligned with CompTIA and AIEDU frameworks, provides hands-on, job-relevant learning in automation, data analytics, and ethical AI use. Students earn certifications linked to entry-level technology roles, while educators gain credentials that sustain AI instruction beyond the grant period.

Key Activities and Deliverables

Implementation (January 2026–January 2028) includes:

- Governance & Procurement: Launch Advisory Board, finalize CBF–ATI–UMW MOU, and deploy two mobile units.
- Teacher Training: Certify 80 educators through CompTIA workshops.
- Student Engagement: Conduct 80 annual workshops, serving 2,000 students and awarding 200 certifications per year.
- Community & Business Workshops: Train 20 employers and 10 community groups annually.
- Dual Enrollment: Establish AI coursework with ATI–UMW and Rappahannock Community College.
- Sustainability: Transfer mobile units and assets to ATI–UMW for continued regional use.

Regional Impact and Partnerships

The project strengthens talent pipelines, expands equitable access, enhances business competitiveness, and supports high-wage job growth across both regions.

Cyber Bytes Foundation (CBF) serves as fiscal agent and lead implementer, contributing nearly \$400,000 in match. The Academy of Technology and Innovation at UMW (ATI-UMW) provides curriculum and dual-enrollment leadership.

Key partners include GT Edge AI, local governments (Stafford, Orange, King George, Fauquier), education partners (OCPS, SCPS, RCC, Laurel Ridge), and industry collaborators (GCubed, X Corp, SCE, RPI, InterSec, HSOC Cyber).

Total Budget: \$2,018,429.91

- \$1,317,887.29 (GO Virginia) – Personnel, equipment, instruction, and operations
- \$659,742.62 (match) – Local, education, and industry contributions
- \$40,800 (leveraged) – RCC facilities for AI labs

Sustainability and Scalability

The project's long-term strategy combines:

- Industry Rental Model – Fee-based training for employers
- Federal/State Grant Diversification – NSF, DOL, DOE, DoD, and EDA alignment
- Institutional Integration – AI certifications embedded in K–12 and VCCS pathways
- Technology Transfer – Conveying equipment to ATI-UMW for continued delivery

Designed for replication, the model will expand to Regions 5 and 7, then statewide—creating a sustainable AI education and workforce network across Virginia.

Conclusion

The AI Mobile Unit for Workforce & Education provides a scalable, high-impact solution for building an AI-ready workforce. By merging industry credentials with mobile, equitable delivery, the project accelerates regional innovation, expands access to high-wage career pathways, and ensures that every learner in Virginia can participate in the AI-driven economy.



Local Match Waiver Request

10/09/2025

Attn: GO Virginia State Board

The GO Virginia Region 6 Council is requesting a state board waiver of the local match requirement on behalf of the Cyber Bytes Foundation for the AI Mobile Unit Initiative. This project is being performed by the subgrantee on behalf of the following participating localities: Orange County, Fauquier County, King George County and Stafford County.

We are requesting a local match waiver in the amount of \$96,861.18 under the following conditions (please check one) and are submitting a project budget aligned with our request.

- ☐ 50% or more of the participating localities have fiscal stress rated as High or Above Average as measured by the Fiscal Stress Index published by the Commission on Local Government and are unable to support this project.

OR

- ☒ 50% or more of the participating localities do NOT meet the above criteria for fiscal stress, however, the applicant has attempted to solicit the local contribution and they are unable to provide it.

Please describe why the participating localities have been unable to provide the local contribution as well as a letter of support from each describing how they will meaningfully participate in the project.

Local match contributions are still in progress due to several ongoing administrative processes. The King George EDA is currently undergoing a restructuring phase, delaying its ability to commit funds. Additionally, match commitments from partnering school systems are awaiting internal budget confirmation.

Even with these anticipated matches, there remains a significant funding gap. We expect only a few thousand dollars in total local match support and will therefore still require a waiver to meet the match requirement. We are asking for a local match waiver in the amount of \$228,490.12.

{Regional Council Chair Signature}