



**GO Virginia Region 7 Council Annual Report
Fiscal Year 2023
July 1, 2022- June 30, 2023**

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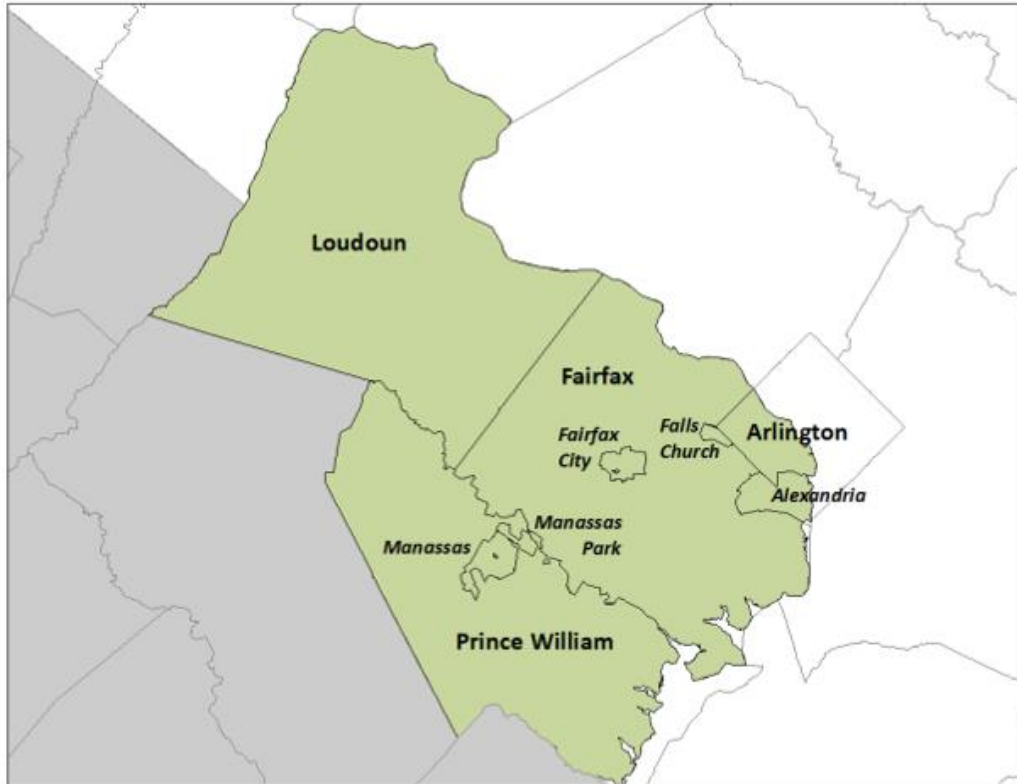
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(Virginia Tech Innovation Campus – National Landing)

I. INTRODUCTION

GO Virginia is a bipartisan, business-led economic development initiative that is changing the way the Commonwealth's diverse regions collaborate on economic and workforce development activities. The objective of the GO Virginia program is to foster private sector growth and job creation through state incentives for strategic regional collaboration.



GO Virginia Region 7 includes the counties of Arlington, Fairfax, Prince William, and Loudoun, the cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park and the towns within those borders. The region is home to more than 2.5 million residents, which represents about 30 percent of the state's population. It is the wealthiest region in the state with median household income of \$132,128 – a figure 42 percent higher than the rest of the state. Its workforce is highly educated with 56 percent of the working population possessing at least a bachelor's degree.

The Region 7 Council is responsible for overseeing development and implementation of the GO Virginia program in Northern Virginia, including receiving and assessing proposals for funding. The Northern Virginia Regional Commission (NVRC) serves as the fiscal Support Organization for the GO Virginia Region 7 Council. The SkillSource Group is an independent contractor assigned to provide administrative, operational, programmatic, and support in collaboration with NVRC staff and the Region 7 Council.

The purpose of this Annual Report is to summarize activities and milestones accomplished during fiscal year 2023 from July 1, 2022, to June 30, 2023 (FY 2023 or FY23). These activities are designed to drive the creation of higher-paying jobs, expand capacity in target traded sectors, promote entrepreneurship, and incentivize collaboration between business, education, and local government.



II. GROWTH & DIVERSIFICATION PLAN UPDATE 2023

The FY23 Growth and Diversification plan will continue to focus on the nine (9) key industry sectors that were defined in the 2021 plan; however, after multiple meetings with the Region 7 Council and stakeholders, our focus will now be on four (4) of the industry sectors over the next two years. The industries include Computer Software and Services, Cybersecurity, Emerging Technologies, and Life Sciences. At the September 12, 2023, State Board Meeting, Region 7 was awarded \$250,000 in GO Virginia funding to pursue a Talent Pathways Initiative (TPI) planning grant to focus on digital technology skills, gaps, and workforce strategy in the areas of Computer Software, Cybersecurity, and Emerging Technologies. In addition, an ECB grant was funded to better understand career pathways in Life and Health Sciences. These planning grants will be useful guides for funded projects over the next two years.

Maintaining and enhancing Region 7’s competitive position for attracting growth and investment in these key regional sectors will require collaborative action and innovative approaches for meeting long term challenges and responding to labor market and business operating disruptions that linger from the COVID-19 pandemic. The persistent challenges of skilled labor availability, taking advantage of existing regional competitive assets, and supporting creative solutions to address market weaknesses direct the priority goals for Region 7.

9 Target Industries for Region 7
<ul style="list-style-type: none"> • Computer software (including data sciences, artificial intelligence, and autonomy) • Cybersecurity (including services and products) • Emerging Technologies (nano, material sciences, and quantum computing) • Life Sciences • Consulting Services • Engineering • Financial Services • Research Organizations • Health Sciences (healthcare services, medical devices, genomics, proteomics and other life sciences)

Investment Strategies
Talent Development/Workforce Development Growing Existing Business / Cluster scale-up Entrepreneurship and Innovation



III. SUMMARY OF PROJECTS

Project Name	Applicant	Investment strategy	Regional Funding Request
Virginia Alliance of Semiconductor Technology (VAST)	Virginia Tech	Cluster Scale-up	\$ 3,300,000.00
Life Sciences Workforce Preparedness	George Mason University	Workforce Development	\$ 100,000.00
Building a Sustainable Cybersecurity Ecosystem	Cyberguild	Workforce Development	\$ 100,000.00
Quantitative Metrics on Foreign Investment in Northern VA	NVRC	Cluster Scale-up	\$ 30,000.00
Accelerate 2023/2024	George Mason University	Entrepreneurship	\$ 534,084.00
			\$ 4,064,084.00

In FY23, the Region 7 Council advanced five (5) proposals to the Virginia Growth and Opportunity (GO Virginia) Board for review. One project was deferred for further development and was approved at the September 2022 State Board Meeting. The five (5) funded projects include three (3) Enhanced Capacity Building (ECB) projects totaling \$230,000 and (2) Per Capita projects totaling \$3,834,084. The total funding awarded for FY23 was \$4,064,084.



VAST Clean room representation

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
VAST (formerly VNNI)	\$3,300,000		\$1,675,000	

Virginia Alliance of Semiconductor Technology (VAST), Virginia Tech University

Participating localities: Arlington County (in-kind) Loudoun County (in-kind), Prince William County (in-kind), and Fairfax County (in-kind).

Virginia Tech University will create and offer a nanotechnology workforce readiness program to include:

- Creation and launch of a Nano-Cleanroom certification, primarily for 2-year degree graduates.
- Development and modification of 26 graduate and undergraduate classes that address nanotechnologies in life sciences and engineering. Modifications will include hands-on learning in the clean room laboratory.
- Establishment of a nano-STEM educational boot camp for high school students, to inspire the next generation of nanotechnology technicians and engineers, engaging them with hands-on active learning in a clean room environment.
- Mason’s Nanofabrication Facility (NFF) will offer access to startup companies in Region 7.



Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
ACCELERATE 2023/2024	\$534,083	\$93,500	\$408,500	116,000

ACCELERATE 2023/2024, George Mason University

Participating localities: Arlington County (cash match), Fairfax County (cash and in-kind match), and Prince William County (cash match)

ACCELERATE seeks to strengthen and advance Northern Virginia as a center of excellence for innovative emerging technologies, benefitting the regional community and promoting economic growth by drawing capital from around the country to a showcase of the top technology companies in Virginia.

ACCELERATE is a year-long process of engaging tech entrepreneurs, investors, and ecosystem partners that culminates in an investor conference and student/high growth startup competition showcasing Virginia as a powerhouse for innovation and business opportunity. The conference convenes angel and venture investors from Region 7 and across the US to learn, network, and connect with a rich pipeline of local tech-focused high-growth companies. The competition targets entrepreneurs with early through mid-stage businesses with the potential to have an immediate, positive, and significant impact on our local economy.



Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Life Sciences Workforce Preparedness	\$100,000		\$50,000	

Life Sciences Workforce Preparedness, George Mason University

Participating Localities: Fairfax County, Prince William County

The workforce development project is led by GMU’s Center for Health Workforce and Institute for Biohealth Innovation in partnership with Phoenix Advantage, providing contract services, will conduct a workforce gap analysis in the life sciences industry by assessing employer needs, employment trends, workforce supply, and demand projections. Findings will support the design of a program that enables the region to augment and strengthen life science workforce development using an “employer-led” workforce preparedness model. The team will develop mechanisms to bring employers, trainers, local economic developers and workforce specialists quarterly to share information and brainstorm potential implementation approaches, create communication materials to inform employers and the workforce about existing resources that can help address identified gaps, and host a culminating retreat to define a strategy to support a robust life science workforce pipeline in a follow-on GO VA implementation grant. The project team aims to leverage investments and collaborate with existing GO Virginia efforts VA Bio-Connect and the Community Medi-Corps Program. GO Virginia funds will be used for salaries and fringe, contract services, outreach, program administration and indirect.

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Building a Sustainable Cybersecurity Ecosystem	\$100,000		\$50,000	\$30,000

Building a Sustainable Cybersecurity Ecosystem, Cyberguild

Participating Localities: Arlington, Fairfax, and Prince William Counties

This cluster scale-up project will create a 2023 – 2027 strategic plan that focuses organizational leadership and resources on programs that will most advance the mission, evaluate robust metrics to show value and information future work, while establishing the core resources and staff to deliver successful implementation. Three main areas of activity include: strategic planning with a diverse stakeholder group; defining organizational structure; and implementation planning.

The planning project will assess and build upon existing programming including CyberTunity, CyberQuest Leaders, Uniting Women in Cyber, and the CyberGuild Annual Celebration and Recognition Awards. GO Virginia funds will be used for contract services to develop the strategic plan.

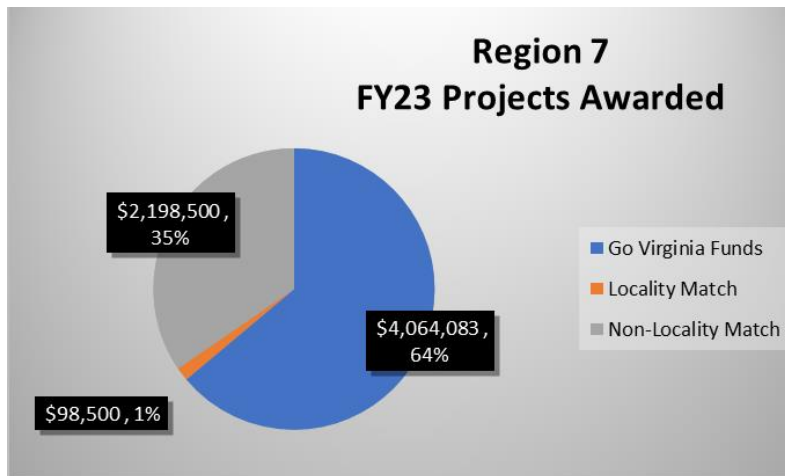
Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Quantitative Metrics on Foreign Investment	\$30,000	\$5,000	\$15,000	

Quantitative Metrics on Foreign Investment

Participating Localities: Arlington, Fairfax County, Northern Virginia Regional Commission.

The cluster scale-up project will analyze data to understand the impact of FDI in Region 7 and help the region understand the role international business plays in its economy. The region will be able to identify strategies to diversify economic development and move the region to less dependency on the federal government.

Among nine targeted industries identified in the 2021 G&D Plan Update, five (5) projects were awarded and funded in FY23, as noted above.



IV. REGIONAL COLLABORATION & PARTNER SUPPORT COLLABORATION

The objective of the GO Virginia program is to foster private sector growth through state incentives for strategic regional collaboration among business, education, and local government.

Business: GO Virginia’s work in Region 7 is possible due to strong support from the business community. The Region 7 Council, with 25 active members in FY 22, was comprised of 62% private sector leaders. Staff is working to ensure businesses are meaningfully engaged in project development to guarantee initiatives, support growth, and address problems identified by the private sector. There was a strong focus on attracting more diverse leadership to serve on the Region 7 Council. This diversity was strategically added and will greatly strengthen our initiatives in FY24.



Education: There are five public institutions of higher education that serve Region 7, including Northern Virginia Community College, George Mason University, the University of Virginia, Virginia Tech University, and Marymount University. Representatives from these institutions serve as members of the Region 7 Council, in addition to one Public School K-12 Superintendent. In FY 23, Dr. Francisco Duran represents Arlington County Public Schools on the Region 7 Council.

Local Government: Region 7 includes the Cities of Alexandria, Falls Church, Manassas, Manassas Park, and Fairfax and the Counties of Fairfax, Arlington, Prince William, and Loudoun, as well as the towns within those borders. Projects must engage at least two localities to be considered for funding. In addition, the new Northern Virginia Economic Development Alliance was created to evaluate projects that will be important and impactful for all localities in Region 7.

The Region 7 Council provided letters of support for several grant proposals designed to stimulate private sector growth and job creation. The Council supported George Mason University's application for the Regional Entrepreneurship Innovation Fund (REI), a grant that will identify gaps and weaknesses in Region 7's entrepreneurship ecosystem and will lay the foundation for future GO Virginia funding to strengthen and solve these challenges. Ultimately, the Region 7 Council will select a consultant or an organization to spearhead this effort after the information and findings have been collected, reviewed, and evaluated by stakeholders and the Northern Virginia Economic Development Alliance.

Region 7 also works closely with the VA BioHub statewide initiative, GENEDGE, the Virginia Innovation Partnership Corporation (VIPPC), and Virginia Economic Development Partnership (VEDP).

Region 7 Partners and Stakeholders

- Northern Virginia Economic Development Alliance
- Northern Virginia Technology Council
- Northern Virginia Community College
- George Mason University
- Marymount University
- George Washington University
- Arlington County Chamber
- Arlington Public Schools
- Alexandria City Schools
- Ballston BID
- Fairfax County Department of Economic Initiatives
- Fairfax County, Franconia District
- Fairfax County Public Schools
- Prince William County Public Schools
- Loudoun County Public School



V. OUTCOMES AND IMPACT

Region 7 tracked metrics and outcomes on 16 projects in FY23. Of those, we conducted performance closeouts on five (5) projects including:

1. **Innovation Center Roadmap**, (12/15/2021 – 9/14/2022), used the 100k planning grant to create a roadmap and timeline for an Innovation Center to grow startups and the technical workforce for physical product makers in Northern Virginia. (performance close 12/2022)
2. **Future Kings STEM Pipeline Project**, (12/1/2021 – 11/30/2022) used its 97k to create a document - The Future Kings STEM Pipeline Project Focused on Black and Latino Boys - to research how to increase the number of students entering STEM careers. This document will lead to a per capita project in early 2024. In addition to the document, they were able to train 70 students in cybersecurity, biomedical science, drone engineering, and computer game design in Woodbridge. In 2022 they launched an instructional program in NVCC Manassas campus (performance close 2/2023)

Metric/Outcome	Achieved
Students Trained	70
New Internships Created	5
New Programs/Credentials Implemented	3
Number of credentials awarded	3
Number of businesses attracted	5
Demonstrate increased membership	58
Increase engaged businesses	21
Students with interest in STEM	35
Increase parent engagement	30
Graduates enrolling in STEM major	5

3. **Virginia SBDC Recovery Effort**, (1/1/2021 – 12/31/22) a 1-million-dollar statewide competitive project ensured that fundamental SBDC services remained intact and available to small businesses during the pandemic. The demand for SBDC services doubled in 2020 over 2018 and 2019 because many businesses that were 'new to the SBDC' needed help responding to the unprecedented economic fluctuations due to the pandemic. The Virginia SBDC network successfully deployed the GO Virginia grant in support of advising over 9000 small businesses and training more than 15,000 individuals. This project exceeded all outcomes. (performance close 3/2023)

Metric/Outcome	Achieved
Number of jobs created/filled	6306
Number of existing jobs retained	10232
Number of businesses served	9203
Individuals Trained	15026
New businesses created	700
New capital investment	\$ 278,472,154



4. **Bioscience Center**, (11/1/2020 – 10/31/2022) a per capita, site development project, used its 500k to equip a new 30,000 square foot state of the art Level 2 wet lab facility to provide step-up spaces to existing life sciences companies that are outgrowing the Prince William County Life Sciences Accelerator and to attract new life sciences companies to the region. This facility provides an opportunity to recruit new life science/biotech companies looking for lab space that can accommodate their company expansion as well as provide them with the proximity to strategic partners in Prince William County/Northern Virginia. In a year after opening, the Center has brought in four (4) biotech companies, all of which are graduates of the Accelerator. The facility receives constant inquiries about available lab suites from local, regional as well as international companies because it is the only facility of its kind in Region 7. The Bioscience Center is a focal point for growing Region 7's life science/biotech industry. They created 50 jobs. (performance close 4/2023)

Metric/Outcome	Achieved
Number of jobs created	50
Number of firms attracted	4
Number of firms retained	4
\$ new capital investment	\$4,000,000.00
40 jobs retained	40
30,000 sq ft Class A BSL 2 research facility	30,000

5. **Innovation Forward**, (5/15/2021 – 3/31/2023) an ECB project, was awarded 100k to create a NOVA EDA Strategic Plan that included articles of incorporation, by-laws, legal documents and marketing assets, to determine the best approaches and included an implementation plan (performance close 6/2023)

FUNDING IMPACT

In FY 23, \$1,579,582 of the allocated \$4,969,819 in funding was not obligated. In FY24, Region 7's allocated budget of \$4,972,611 in per capita funds was allocated, for a total of \$8,362,848 in funding.

Per Capita	Original Allocation	Current Budget	Funds Obligated	Unobligated Balance	ECB Obligated Funds ²
FY23	\$ 4,969,819.00	\$ 4,969,819.00	\$ 1,579,582.00	\$ 3,390,237.00	\$ 230,000.00
FY24	\$ 4,972,611.00	\$ 4,972,611.00	\$ -	\$ 4,972,611.00	\$ -
				\$ 8,362,848.00	

VI. COMMUNICATIONS & OUTREACH

Outreach, partnership, and collaboration continue to be the central focus of activities undertaken to expand visibility and depth to the project portfolio for Region 7. On September 28 and 29 2022, Region 7 attended the “Women in Biotech” conference in Norfolk in partnership with Amy Adams and her team from George Mason University and the statewide Bio-Connect team. Both Region 7 Managing Directors attended the Accelerate 2023 conference and reception on November 2 and 3, 2022. They attended

three “Unconferences” for the Regional Entrepreneurship Initiative (REI) project. Both representatives were honored to meet with the Commonwealth’s Cybersecurity Initiative (CCI) leadership to discuss potential future cyber projects for the future. With the newly formed partnership with Deloitte’s Future of Work Program, Region 7 attended three webinars, as well as a luncheon and reception with select national workforce professionals on April 21, 2023.)

The Region 7 website is the information portal for all things GO Virginia Region 7, including Council meeting dates, application deadlines, Growth Plan Updates, project announcements, and press. The site features a simplified structure, branding for Region 7’s target sectors and project frameworks, and Council outreach. In FY23, a large edit was completed for the “How To Apply” section of the website.

In FY 2023, Region 7 staff maintained a strong presence across the region to market the GO Virginia program to potential partners and support existing subgrantees. This outreach included the new Regional Entrepreneurship Initiative with George Mason, the Accelerate Conference, the Small Business Development Centers (SBDCs), Innovation Commercialization Assistance Program (ICAP), and Virginia Innovation Partnership Corporation (VIPIC) to demonstrate a commitment to serving the local entrepreneurial ecosystem. Region 7 staff also met frequently with regional economic development partners to stay up to date on their activities and identify opportunities for collaboration.

On September 28 and 29, 2022, Region 7 attended the “Women in Biotech” conference in Norfolk in partnership with Amy Adams and her team from George Mason University and the statewide Bio-Connect team. Staff attended the Accelerate 2023 conference and reception on November 3-4, 2022; three (3) REI “Unconferences” for the Regional Entrepreneurship Initiative (REI) project; the Commonwealth’s Cybersecurity Initiative (CCI) leadership meeting to discuss potential future cyber projects; and the GO Virginia Retreat in Richmond April 17-18, 2023, and the Uniting Women in Cyber conference. With Deloitte’s newly formed Future of Work Program partnership, Region 7 attended three webinars, as well as a luncheon and reception with select national workforce professionals on April 21, 2023.

Region 7 Chair, Danny Vargas, presented to the Board of Supervisors at the Northern Virginia Regional Commission.

This fiscal year, Region 7 staff coordinated meetings with support staff from all GO Virginia regions to identify best practices and explore opportunities for statewide competitive projects. Region 7 led the Economic Resilience and Recovery (ERR) statewide competitive projects focused on SBDC’s and ICAP, so this allowed for productive communications with colleagues across the state and with DHCD. Support staff participation in LEAD Virginia 2023, for the second year in a row, greatly contributed to program visibility, understanding of other GO Virginia regions, and the opportunity to nurture long-lasting relationships in all regions of the state.

In June 2023 the Region 7 Council leadership and staff hosted our first formal orientation at the Tower Club for all new members. It was highly successful, and this will become an annual event.

VII. PROJECT PIPELINE

As of July 1, 2023, two projects were in the Region 7 pipeline to include the Talent Pipeline Initiative (TPI) planning grant and the Biomedical Sciences Workforce Development Per Capita project submitted by Future Kings. The TPI project was approved by the State Board on September 12, 2023. The Future Kings project was deferred until the December 12, 2023 State Board meeting and their 2:1 match requirement was grandfathered. There are two large George Mason Per Capita projects that may be submitted for the March or June 2024 State Board meetings and a statewide ICAP project that will be submitted for the March 2024 meeting.

VIII. FY 2023 COUNCIL MEMBERS

	Name	Last name	Company/Agency	Sector
1	Kate	Bates	CEO, Arlington County Chamber of Commerce	Civic/Community Leader
2	Dario	Compolattaro	Hilb Group Mid-Atlantic	Private sector
3	Mike	Forehand	VP of Government and Community Affairs, Inova	Non-profit
4	John	Foust	Drainesville District Supervisor	Local Government
5	David	Guernsey	Guernsey Office Products	Private Sector
6	Todd	House	Cyrus 1 O	Private Sector
7	Anne	Kress	President, Northern VA Community College	Higher education
8	Paul	Liberty, Vice Chairman	George Mason University	Higher education
9	Marty	Nohe, Treasurer; Finance Committee Chair	Appliance Connection	Private Sector
10	Buddy	Rizer, Secretary	Loudoun Co Economic Development Authority	Local / Regional Economic Development
11	Sumeet	Shrivastava, Projects Committee Vice Chair	Array Information Technology	Private Sector
12	Danny	Vargas, Projects Chair	VARCom Solution	Private sector
13	Sonja	Caison	The Cleaning Authority	Private sector
14	Hesham	El-Rewini	Provost and Senior VP of Academic Affairs Marymount University	Higher Education
15	Tina	Leone	Ballston BID	Economic Development
16	Delbert	Parks	Micron Technology, Inc. Vice President and Site Executive	Private Sector
17	Scott	Price, Outreach & Education Committee Chair	Dominion Energy	Private Sector
18	Glenn	Davidson	Deloitte	Private Sector
19	Francisco	Duran	Arlington County Public Schools	Education
20	Ellen	Grealish	FlexProfessionals	Private Sector
21	Rodney	Lusk	Supervisor, Franconia District	Local Government
22	Lisa	Roger	Dewberry	Private Sector
23	Laila	Salguero	Peraton	Private Sector
24	Jordan	Snelling Tate	Amazon	Private Sector
25	Tien	Wong	Opus8	Private Sector

IX. SUPPORT ORGANIZATIONS

Northern Virginia Regional Commission (NVRC) – Fiscal Administration

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