



## I. Introduction

Sixteen independent cities and counties form GO Virginia Region 5. The cities in GO Virginia Region 5 include Chesapeake, Franklin, Newport News, Norfolk, Hampton, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg. The counties include Accomack, Isle of Wight, James City, Northampton, Southampton, and York.

These localities comprise a dynamic metropolitan area with a rich history, a diverse landscape, and a growing population of more than 1.7 million people. The vibrant mix of people, places, and employment opportunities combine to make the region a popular destination for people to live, work, and play. As with any metropolitan region, there are many factors that influence the region's quality of life, such as economic conditions, education, and the environment. The table below will provide a snapshot of the region's target industry sectors. For more detail, please refer to the [Economic Growth and Diversification Plan](#), updated in 2021.

Industry Sector	Employment	Average Wages	Average Annual Employment Growth Q2 2011-Q2 2021	Employment Location Quotient	Wage Location Quotient
Ship Repair and Ship Building	41,512	\$74,910	2.4%	44.9	56.2
Unmanned Systems and Aerospace	27,764	\$93,665	2.7%	3.6	4.2
Advanced Manufacturing	10,048	\$72,696	0.3%	2.7	3.6
Water Technologies	37,484	\$80,994	0.8%	1.3	1.2
Port Operations, Logistics, and Warehousing	17,614	\$63,304	2.6%	1.1	1.6
Cyber Security, Data Analytics and Modeling and Simulation	4,511	\$72,215	4.3%	0.6	0.5
Clean Energy	23,637	\$77,752	0.02%	1.3	1.3
All Industries	766,238	\$52,705	0.1%	--	--

*Source: JobsEq and Dragas Center for Economic Analysis and Policy. Data as of 2021 Q2 and based on a four-quarter moving average. Annual growth is the compound annual growth rate.*

**Section III** of the annual report will summarize the GO Virginia projects funded and launched between July 1, 2021 and June 30, 2022 that are tied to the goals, opportunities and industry sectors outlined in the 2021 Economic Growth and Diversification Plan.



Reinvent Hampton Roads (RHR) formed as a 501(c)(3) in 2016 and serves as the support organization for GO Virginia Region 5. The mission of Reinvent Hampton Roads and GO Virginia closely align – *to create more higher paying jobs through collaboration and innovation*. The RHR Board has twenty-two business, local government, and organization leaders that geographically and ethnically represent the region. Currently, there is one member who serves on both the RHR Board and the Regional Council. Many of RHR's priority initiatives are directly connected to the GO Virginia program and to the Region's Economic Growth and Diversification Plan

This annual report is intended to capture GO Virginia activity and outcomes for the period from July 1, 2021, through June 30, 2022. Region 5, with the help of Reinvent Hampton Roads, applied for and received one Competitive grant totaling **\$ 1,450,000**; two GO Virginia Per Capita grants totaling **\$ 2,920,572**; three Enhanced Capacity Building grants totaling **\$ 284,000**; and one Economic Recovery and Resilience (ERR) FAST Access grant in the amount of **\$ 85,222**. These GO Virginia funds, leveraged with an additional **\$ 3,498,034** in local and non-local match, brings the total investment to **\$ 8,237,828**, to support the Cybersecurity Job Creation System (CJCS); 757 COLLAB; Campus757 Implementation Project; Setting Pathways that Activate Real World Knowledge (SPARK); Hampton Roads Energy Needs Assessment; Unmanned Autonomous Systems (UxS) Route/Corridor Network Study; and Career and Community Development Program.

## **II. Economic Growth and Diversification Plan**

Leveraging Region 5's priority industry sectors is a foundational element of the diversification strategy outlined in the Economic Growth and Diversification Plan. Region 5's strengths are in industries related to water, technology, and energy. Ship Repair and Ship Building, Port Operations, Logistics and Warehousing, and Water Technologies employed approximately 100,000 workers at above average wages in the second quarter of 2021. Advanced Manufacturing, Cyber Security, Data Analytics, Modeling and Simulation, and Unmanned Systems and Aerospace are industries poised for growth nationally and, if we take concerted action, regionally. A new industry cluster in Clean Energy employed more than 23,000 workers at an average annual wage of almost \$78,000 in the second quarter of 2021. However, as might be expected, the level of employment has largely been unchanged over the last decade, illustrating the need for Region 5 to invest in projects that will bolster growth in this industry. Given the growth potential of this industry cluster, competition will be fierce, but Region 5 can make the case that it can be the home of the manufacturing and assembly of products of the Clean Energy cluster and can potentially become a hub for the Offshore Wind (OSW) industry as it establishes itself in the United States. Region 5 has enormous comparative advantages in these industries, and if we continue to focus on clean energy, it can become a major center on the East Coast.

### *Process*

As the support organization for Region 5, Reinvent Hampton Roads (RHR) proposed a more collaborative approach to update the Economic Growth and Diversification Plan supported by the Regional Council on

August 5, 2021. The two previous Economic Growth and Diversification Plans were prepared with the help of outside consultants. The original plan was with a partnership between Stephen Fuller of George Mason University and Dr. Chip Filer of Old Dominion University. For the most recent update, the Virginia Department of Housing and Community Development (DHCD) contracted with TEconomy Partners, on behalf of the GO Virginia Program, to prepare a dataset covering key variables—employment and income changes by region and sectors for the nine GO VA Regions across Virginia. This simplified the process, making it more consistent throughout Virginia and reduced costs.

The new approach took advantage of the exceptional collaboration that developed between the Executive Directors of the regional agencies present in Hampton Roads by forming a taskforce to prepare the update and increase ownership of the document. Participants on the taskforce and collaboration going forward is highlighted in section IV: *Regional Collaboration & Partner Support*.

### III. Summary of Projects

The following projects were advanced to the GO Virginia Board in the last fiscal year:

#### COMPETITIVE

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Cybersecurity Job Creation System	\$ 1,450,000	\$ 297,600	\$ 1,346,037	\$ 3,664,776

[Cybersecurity Job Creation System \(CJCS\)](#) - Old Dominion University (ODU) and Eastern Shore Community College (ESCC), will offer the Cybersecurity Job Creation System (CJCS) statewide, utilizing a two-pronged approach for achieving workforce and economic development goals: (1) The CJCS Education Program educates veterans to fill the talent pipeline; and 2) The CJCS Compliance System provides an affordable, A-I guided tool and technical support for DoD contractors to comply with rigorous standards. Veterans graduating from the program will have the capability to utilize the compliance system. The CJCS will generate the talent and provides the tools contractors need to remain or become competitive in GO Virginia Regions 3,4, and 5 as well as throughout the Commonwealth. **866 jobs created in five years with estimated State ROI at 866.57%.** The project won a [Government Innovation Award](#) earlier this year.

#### PER CAPITA

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
757 COLLAB	\$ 2,420,572	\$ 150,000	\$ 1,240,286	\$ 195,245

**757 COLLAB** is a collaborative funding vehicle that will provide coordination services for three critical entrepreneurial support resources – *757 Angels*, *757 Accelerate* and *757 Startup Studios* – all of whom have demonstrative impacts in diversifying the regional economy and creating high paying jobs. 757 COLLAB structure follows the recommendations from the REI:757, also supported with GO Virginia grant. **500 jobs created in five years with an estimated State ROI at 181.64%.**

[757 Angels](#) offers a centralized source of angel capital, receiving nearly 400 applications, investing \$74M into 32 companies, creating over 550 high-paying jobs, and leading efforts to enhance Hampton Roads’ regional reputation since 2015.

[757 Accelerate](#) offers a three-month rigorous, mentorship driven (180 mentors), milestone-based program that has received over 300 applications, held 13 pitch events, and deployed over \$320,000 in non-dilutive capital into 19 companies who have gone on to raise over \$12M in private capital and create 60 high-paying jobs since 2018.

[757 Startup Studios](#) serves as a new “front door” to the Hampton Roads entrepreneurial ecosystem housing 757 resources, the Mid-Atlantic Tech Bridge (MATB), and Hampton Roads Biomedical Research Consortium (HRBRC), who – along with regional corporates, 30 aspiring founders, over 180 mentors, and an investor network – will collaborate in downtown Norfolk at *Assembly* to offer rent-free space for up to 12 months.

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Campus757 Implementation	\$ 500,000	0	\$ 250,000	0

[Campus757](#) is a dynamic and multifaceted talent retention program focused on keeping college students in the region after they have completed their studies. Students currently enrolled in one of Hampton Roads’ many higher education institutions represent one of the largest and strongest pools of talent in the region. Unfortunately, a key takeaway from the 2019 Talent Alignment Strategy report for Hampton Roads indicated that “high school and college graduates leaving the region represent a source of talent that is not currently being utilized to its full potential.” As the Hampton Roads Workforce Council strategized to solve this critical problem, a specific program identified has successfully combated the flight of college graduates from a region post-matriculation in Philadelphia. Campus Philly, founded in 2004, helped effect meaningful change in their area. Cleveland, Greensboro, and other markets followed suit with the Campus Philly prototype, as did Richmond, thanks in part to a 2019 GO Virginia Per Capita grant. Addressing the significant need for the 757 to embrace a similar retention initiative, the HRWC began building the pilot for Campus757 with a GO Virginia Enhanced Capacity Building Grant (ECB) in 2020.

#### **ENHANCED CAPACITY BUILDING**

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
SPARK	\$ 100,000	0	\$ 55,000	0

[Setting Pathways that Activate Real-World Knowledge \(SPARK\)](#) grant will be used to develop, launch and implement the first module of the SPARK Advanced Manufacturing program, with the active involvement of multiple public and private partners including Newport News Shipbuilding, Fairlead Integrated, Virginia Ship Repair Association, Tidewater Community College, SimIS, VMASC, and the Hampton Roads Workforce Council. SPARK will not only prepare students with the technical know-how they need to access available jobs but will also develop the “soft skills” employers’ value, such as creativity, innovation, critical thinking, initiative, communication, and leadership. ***Outcomes: A digital course module ready for distribution and a teacher training module developed and delivered to 100 educators.***

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Hampton Roads Energy Needs Assessment	\$ 84,000	\$ 42,000	0	0

**Hampton Roads Energy Needs Assessment** – Funds will be used to engage a qualified, third-party consultant to evaluate projected growth of the region and analyze the energy infrastructure required to support this level of growth. The goal is to produce a baseline of the existing regional energy supply system, create a clear understanding of the capacity of that system and identify options to deliver energy to meet future demand and inform critical decisions to ensure an energy-secure future for Hampton Roads. **Outcome: An Energy Supply Analysis covering historical context, current conditions, and projected energy needs.**

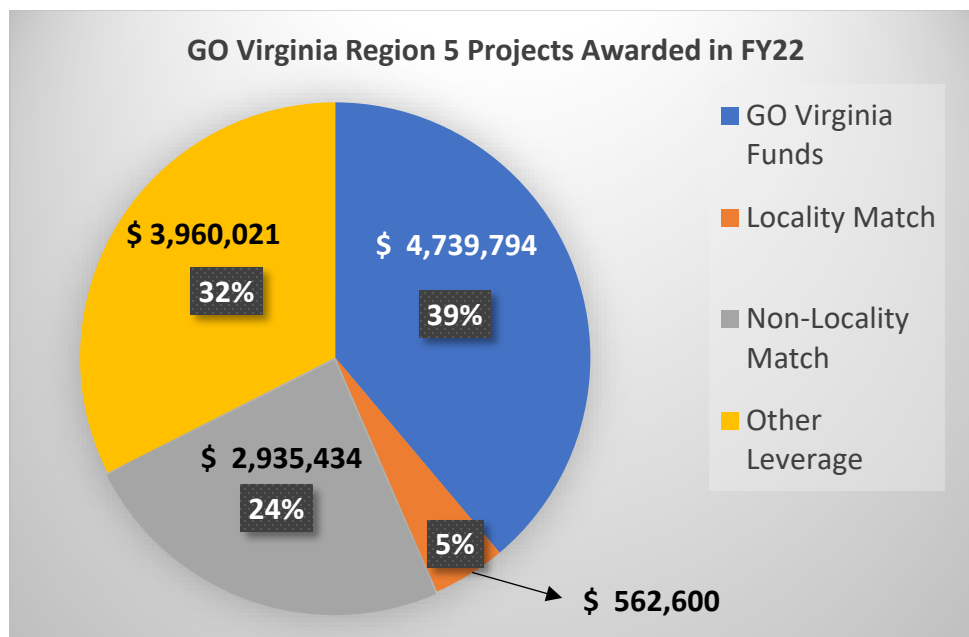
Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
UxS Route Corridor Network Study	\$ 100,000	\$ 73,000	\$ 1,500	\$ 100,000

**Unmanned Autonomous Systems (UxS) Route/Corridor Network Study** will examine how a network comprised of air, ground, and maritime unmanned systems could leverage upper Chesapeake Bay routes, assess critical operational and technical requirements, and evaluate communications infrastructure capabilities. **Outcome: An actionable implementation plan that identifies key benefits, applications, plans, barriers/gaps, and resources needed to establish UxS corridors.**

#### **ECONOMIC RESILIENCE AND RECOVERY FAST ACCESS**

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Career and Community Development Program	\$ 85,222	0	\$ 42,611	0

**Career and Community Development Program** prepares unemployed and under-employed residents of South Norfolk and beyond for meaningful jobs that will allow them to provide for themselves and their families, and that have long-term potential for career growth and stability. As a result of the COVID pandemic, residents of South Norfolk have been impacted disproportionately from residents of other neighborhoods in the city of Chesapeake, when it comes to unemployment and underemployment, housing and food insecurity, and poverty. **Outcomes: Retrofit space to accommodate administrative, training, and other program activity needs to meet workforce demands and train 36 to 40 leaders in two 6-month cohorts in high demand occupations.**



#### IV. Regional Collaboration & Partner Support

As referenced in the process used to update the Economic Growth and Diversification Plan under section II, a Hampton Roads taskforce was led by Reinvent Hampton Roads on behalf of the Region 5 Council. The following organizations actively participated on the taskforce:

- The Hampton Roads Alliance
- The Hampton Roads Workforce Council
- The Hampton Roads Planning District Commission
- The Hampton Roads and Greater Peninsula Chamber of Commerce
- The Hampton Roads Military and Federal Facilities Alliance
- Hampton Roads Transit (representing public transit-Williamsburg and Suffolk)
- The Hampton Roads Transportation Accountability Commission
- Old Dominion University (representing Higher Education/ODU prepared previous plan)
- Chairs (or designee) of the Regional Economic Development Directors (RED Team)

Other organizations and individuals were added, based on specific topics requiring expertise.

Over the last 5+ years, our region has developed a very collaborative approach to regional economic performance. The pace of this collaboration accelerated and took on an increased sense of urgency and importance during the pandemic. A collaboration among regional agencies, non-profits, and educational institutions pulled together in the development of the [757 Recovery and Resilience Action Framework](#). This effort was, in part funded by a GO Virginia grant. The action plan was rolled out during the last fiscal year and progress continues to be made and monitored. Multiple organizational partners are implementing 30 identified initiatives across five “pillar” areas constantly monitoring progress.

Key elements such as economic performance, workforce, data analysis and sites were agreed to by the partner organizations. This approach increased awareness and ownership of the updated Economic Growth and Diversification Plan.

The Hampton Roads task force also worked to insure the 757 Recovery and Resilience Action Framework plan, Comprehensive Economic Development Strategy (CEDS) and the Economic Growth and Diversification Plan were aligned.

## **V. Outcomes & Impact**

Each quarter, the Region 5 Regional Council receives a summary update on all awards made since the GO Virginia program started. A copy of the report that was presented on August 4<sup>th</sup> is attached for reference ([ATTACHMENT A](#)). It includes the outcomes/milestones achieved to date on each project, compared to the deliverables/products at the end of the grant, as listed in the executed agreement. Future reports will include the GO Virginia funds drawn to date, to support each project.

It should be noted that the 757 COLLAB has far exceeded all outcomes/deliverables, beyond the grant closing date of June 14, 2023. The 757 COLLAB Impact Report 2021-2022 can be accessed [here](#).

## **VI. Communication and Outreach**

In addition to the [website](#), Reinvent Hampton Roads posts GO Virginia news and information on [Facebook](#) and [LinkedIn](#). Photos of events/activities are included in [ATTACHMENT D](#). Region 5 Council members and Reinvent Hampton Roads continually include background information, opportunities for application, and results reporting as part of community event panels and other communication. Council members routinely hear updates and outcomes from current sub-grantees, which in turn are shared across the community. Sub-grantees promote GO Virginia on their websites and materials, which further expands the outreach and impact of awards.

## **VII. Project Pipeline**

The Hampton Roads task force, in addition to the RED Team (local government Economic Development Directors coordinated through the Hampton Roads Alliance) meet regularly to solicit ideas to advance Region 5 priorities. Some ideas are developed, resulting in potential GO Virginia projects that are vetted and prioritized. Projects like *757 Recovery and Resilience Action Framework*, *Hampton Roads Economic Development Sites Readiness Program Phase 1 and Phase 2*, *Regional Robotics Hub Study*, *Offshore Wind Supply Chain Hub Development Program*, and the *Hampton Roads Energy Needs Assessment* went through this process.

GO Virginia grants awarded in Region 5 successfully lead to federal grant opportunities. One federal planning grant opportunity, recently submitted to the National Science Foundation for the [Regional Innovation Engines](#) pilot project (Type-1), applied what has been learned from the Coastal Resilience & Adaptation Economy GO Virginia competitive grant. The partnership included, but not limited to, Reinvent Hampton Roads, ODU, Norfolk State University, Urban League, RISE, Black BRAND, Institute for Coastal Adaptation and Resilience, the Hampton Roads Planning District Commission, and the Hampton Roads Workforce Council. In addition, a recent major success that can be attributed to several GO Virginia grants is the \$11 Million [American Rescue Plan Good Jobs Challenge](#) grant to the Hampton Roads Workforce Council from the U.S. Department of Commerce Economic Development Administration (EDA). HRWC took a collaborative regional approach to the application and with a focus on maritime-related training, development, and placement; they are one of only 32 awards nationally.

Two situation analyses and strategic roadmap studies have further identified growth and innovation opportunities for our maritime/water-related industries, as well as for data sciences, which cuts across all

of our key industry clusters. Both studies were prepared by TEconomy Partners, were sourced by the Hampton Roads Maritime Collaborative for Growth & Innovation, Reinvent Hampton Roads, and Old Dominion University, and have been instrumental in providing foundational information and strategic direction for Region 5 GO Virginia projects.

### **VIII. Council Members**

Refer to ATTACHMENT B for the list of Regional Council members and their contact information.

### **IX. Support Organization**

Refer to ATTACHMENT C for the contact information for the support organization staff of Reinvent Hampton Roads.

### **ADDITIONAL INFORMATION:**

Photos from GO Virginia projects in ATTACHMENT D include:



1. Ribbon cutting by Mayor Rick West for new *Career and Community Development Center* in South Norfolk neighborhood in the City of Chesapeake on March 31, 2022.
2. Campus757 visits the Port of Virginia's International Gateway.
3. Startup Stability Program – Grant opening of Bloom co-working space in Portsmouth.
4. 757 COLLAB – 757 Accelerate Community Pitch event, 757 Startup Studios orientation, and 757 Angels membership meeting.










**GO Virginia Project Status Report**  
**Through June 30, 2022 (2<sup>nd</sup> quarter, 2022)**









TAB A




Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
<b>Virginia Cyber Alliance</b> <u>Grant 1:</u> \$ 642,713 <u>Match:</u> \$ 642,713 <b>2/21/2018 – 2/20/2020</b>	<ul style="list-style-type: none"> <li>• Cyber Arena established as a component of the COVA CCI.</li> <li>• Cyber Trail website established.</li> <li>• VCA Advisory Board created.</li> <li>• VCA Industry Association created.</li> <li>• <b>20</b> Digital Entrants placed.</li> <li>• <b>69</b> college/university/military interns placed.</li> <li>• <b>61</b> High School interns placed.</li> </ul>	COVID-19 restrictions prevented VCA from placing the 70 high school interns projected, but overall goal was exceeded.	Deliverables for the entire scope of the project: <ul style="list-style-type: none"> <li>• Cyber Trail Website</li> <li>• Virginia Cyber Alliance and Advisory Board created</li> <li>• Cyber Arena</li> <li>• 16 Digital Entrants placed/jobs created (<b>EXCEEDED</b>)</li> <li>• 110 high school and college Interns placed (<b>EXCEEDED</b>)</li> </ul>	 <b>COMPLETE</b>
<u>Grant 2:</u> \$ 642,713 <u>Match:</u> \$ 642,713 <b>2/21/2019 – 12/31/2021</b>				
<b>Virginia Digital Shipbuilding Program</b> <u>Grant 1:</u> \$ 647,540 <u>Match:</u> \$ 647,540 <b>3/1/2018 – 2/20/2020</b>	<ul style="list-style-type: none"> <li>• VDSP website developed, and three distinct advisory boards created.</li> <li>• Career Pathways Gap Analysis completed.</li> <li>• 3 Labs established.</li> <li>• 225 Interns and Ambassadors engaged.</li> <li>• 27,980 over 2 years and three months participated in DSB Curriculum and STEM Outreach events.</li> <li>• 322 businesses and 58 organizations engaged.</li> <li>• 9 institutions adopt VDSP curriculum.</li> <li>• 43 school districts, 10 community colleges, and 5 universities engaged.</li> <li>• 8,000 hired at HII-NNS to fill positions using digital platforms, 628 of which are certified Digital Shipbuilding employees</li> <li>• VDSP has been awarded multiple contracts, engaged in 5 research areas, publishing journals, abstracts, demos, and conference materials.</li> </ul>	COVID-19 has limited outreach but VDSP has developed innovative ways to continue the mission	Deliverables for the entire scope of the project: <ul style="list-style-type: none"> <li>• VDSP Website</li> <li>• VDSP Advisory Board created</li> <li>• Career pathways, curriculum, and Gap analysis</li> <li>• Internships</li> <li>• Ambassadors</li> <li>• 8,500 <b>digital skills-related</b> jobs created in 5 years, paying an average wage of \$ 74,000</li> </ul> <p align="center"><b><u>ALL BENCHMARK METRICS EXCEEDED</u></b></p>	 <b>COMPLETE</b>
<u>Grant 2:</u> \$ 647,540 <u>Match:</u> \$ 647,540 <b>2/21/2019 – 12/31/2021</b>				




Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
<b>Kings Creek Commerce Center</b> (formerly HR Unmanned Systems Facility) <u>Grant:</u> \$ 150,000 <u>Match:</u> \$ 150,000 <b>2/25/2018 – 6/30/2023</b>	<ul style="list-style-type: none"> <li>Eastern Virginia Regional Industrial Facility Authority (EVRIFA) established, with 6 of 10 localities participating in revenue-sharing.</li> <li>EVRIFA closed on the 432-acre property and executed a 37-year ground lease with CI Renewables for 250 acres to develop a solar facility.</li> <li>Dominion Energy site evaluation and layout work underway for the installation of solar panels.</li> </ul>	Delay in closing on the property but a grant agreement extension was requested.	<ul style="list-style-type: none"> <li>➤ Regional Industrial Facility Authority (RIFA) established</li> <li>➤ Architecture and Engineering Plans complete</li> <li>➤ Completion of studies/plans required to bring the approximately 82 acres of potentially developable property to a Tier 3 along the Virginia Business Ready Sites Program (VBRSP) scale.</li> </ul>	 <b>PROGRESS DESPITE DELAYS</b>
<b>Accomack-Northampton Sewer and Sites Study</b> <u>Grant:</u> \$ 65,000 <u>Match:</u> \$ 65,000 <b>3/12/2019 – 3/11/2020</b>	<u>Three products completed, to include:</u> <ul style="list-style-type: none"> <li>Eastern Shore Sewer Transmission Study</li> <li>Sites Study Report</li> <li>Cost estimate for the Extension to Town of Wachapreague Waterfront &amp; Downtown sites</li> </ul>		<ul style="list-style-type: none"> <li>➤ Eastern Shore Main Force Sewer Transmission Line Study</li> <li>➤ VA Business Ready Site tier characterization for each site</li> <li>➤ Site advancement recommendations and costs</li> </ul>	 <b>COMPLETE</b>
<b>Hampton Roads Coalition for Talent Development</b> <u>Grant:</u> \$ 99,705 <u>Match:</u> \$ 100,000 <b>3/12/2019 – 5/15/2020</b>	<u>Three products completed, to include:</u> <ul style="list-style-type: none"> <li>Formation of Coalition for Talent Development</li> <li>Senior Director hired</li> <li>Communication and Implementation Plan</li> </ul>		<ul style="list-style-type: none"> <li>➤ Formation of Coalition for Talent Development</li> <li>➤ Senior Director hired</li> <li>➤ Communication and Implementation Plan Annual Symposium &amp; Quarterly meetings</li> </ul>	 <b>COMPLETE</b>
<b>757 Seed Fund</b> <u>Grant:</u> \$ 140,000 <i>(only \$ 46,559.19 drawn)</i> <u>Match:</u> \$ 331,000 <b>4/15/2018 – 2/6/2019</b>	<b>Following action taken by the Region 5 Regional Council on 2/6/2020 the 757 Seed Fund grant was closed out with the remaining balance of \$ 93,440.81 allocated to the project transferred back into the per capita funding pool for Region 5.</b>		<ul style="list-style-type: none"> <li>➤ Establishment of Seed Fund</li> <li>➤ Closing of Seed Fund</li> <li>➤ 1 Funding Round</li> <li>➤ 4 Investments placed</li> </ul>	

Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to Date	Barriers	Products/Deliverables At Completion	Status
<b>757 Angel Network</b>  <u>Grant:</u> \$ 240,000  <u>Match:</u> \$ 240,000  <b>5/13/2019 – 6/30/2022</b>	<ul style="list-style-type: none"> <li>757 Angel Network Program Director hired</li> <li>149 investments made.</li> <li>33 companies in 757 Angels portfolio.</li> <li>New <i>Young Professional</i> membership level added to encourage diversity.</li> <li>\$134 MM in total outside capital raised.</li> <li>\$ 26,896,662 in capital deployed.</li> <li>647 new jobs created by funded companies</li> </ul>	COVID Infection rate surge and other economic challenges create uncertainty	<ul style="list-style-type: none"> <li>➤ 757 Angel Network Program Director hired</li> <li>➤ 104 jobs created by all portfolio companies. <b>(EXCEEDED)</b></li> <li>➤ 4 portfolio companies receiving investment from 757 Angel members per year <b>(EXCEEDED)</b></li> </ul> <b>ALL BENCHMARK METRICS EXCEEDED</b>	 <b>COMPLETE</b>
<b>TheGIG (Gather Innovate Grow) Initiative</b>  <u>Grant:</u> \$ 85,816  <u>Match:</u> \$ 142,443  <b>10/15/2019 – 3/31/2021</b>	<ul style="list-style-type: none"> <li>Created a 3D printing training/maker space and incubator for technical talent in &amp; beyond Northampton (NH) County</li> <li>TheGIG is a partner location for the delivery of online HU Virginia Workforce Innovation and Entrepreneurship Center programs.</li> <li>Two subscribers started businesses on ES</li> <li>ODU Business Development Center to offer direct support to Eastern Shore entrepreneurs through theGIG.</li> </ul>	COVID-19 placed restrictions on location and impacted finance and growth plans	<ul style="list-style-type: none"> <li>➤ Business model and sustainability plan</li> <li>➤ Recruitment strategy</li> <li>➤ Expansion plan</li> <li>➤ Maker Space market research report</li> <li>➤ Co-working/entrepreneurial space outfitted and operational</li> </ul>	 <b>COMPLETE</b>
<b>Coastal Virginia Maritime Advancement Programs (COVA MAP)</b>  <u>Grant:</u> \$ 1,532,500  <u>Match:</u> \$ 1,617,470  <b>2/24/2020 – 2/23/2023</b>	<ul style="list-style-type: none"> <li>All three courses are publicly available online and used with a fourth is complete and under review (Weight handling/Riggers).</li> <li>Products introduced and being used by New College Institute in Martinsville as well as Adult Learning Center (in seven localities)</li> <li>Approximately 320 students trained.</li> <li>320 employees upskilled/jobs retained.</li> <li>3 businesses served.</li> <li>2 employers adopting framework.</li> </ul>	Restrictions imposed by COVID ended but not until after this school year.  Lack of DOE endorsement prevents educators from using courses.	<ul style="list-style-type: none"> <li>➤ Collaborative training framework and platform</li> <li>➤ 320 individuals trained by partners using the platform in 3 years</li> </ul>	 <b>ON TRACK</b>




Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>REI:757 (Regional Entrepreneurship Initiative)</b>  <u>Grant:</u> \$ 266,667  <u>Match:</u> \$ 133,333  <b>10/1/2020 – 12/31/2021</b>	<ul style="list-style-type: none"> <li>• Techstars Executive Director hired.</li> <li>• Delivered final assessment report and roadmap.</li> <li>• Completed three comarketing activities.</li> <li>• Community Creators Fund launched, seeding 6 projects.</li> <li>• Partnered with Black Brand for first Tech Track for Black Diamond Weekend.</li> <li>• 3 Hampton Roads -based companies in Techstars accelerator top 20.</li> </ul>	No significant barriers outside of COVID-19	<ul style="list-style-type: none"> <li>➤ Sustainable financial plan</li> <li>➤ Entrepreneurial Eco-system plan</li> </ul>	  <b>COMPLETE</b>
<b>Campus757 Planning Grant</b>  <u>Grant:</u> \$ 95,838  <u>Match:</u> \$ 96,500  <b>5/1/2020 – 8/31/2021</b>	<ul style="list-style-type: none"> <li>• Hired Campus757 director.</li> <li>• Launched brand and website.</li> <li>• Engaged six higher ed institutions.</li> <li>• Comprehensive job and internship listings for students created.</li> <li>• Collaborating with successful Campus programs.</li> <li>• Campus757 GO VA per capita grant award</li> </ul>	NONE	<ul style="list-style-type: none"> <li>➤ Campus757 Business Plan</li> </ul>	  <b>COMPLETE</b>
<b>Eastern Shore Hydro Drone Project</b>  <u>Grant:</u> \$ 99,300  <u>Match:</u> \$ 92,680  <b>5/7/2020 -9/30/2021</b>	<ul style="list-style-type: none"> <li>• Designed cost effective autonomous ESM Hydrodrone compatible with ODU hydro drone.</li> <li>• Plans underway for ESM Hydrodrone Summer Camp at Eastern Shore Yacht.</li> <li>• SWPP manual created, edited, and tested for safe operations.</li> <li>• Instructed students and faculty at ODU on how to assemble, operate and collect data using Hydrodrone.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>➤ Evaluation Plan and Platform Tool</li> </ul>	  <b>COMPLETE</b>

Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Offshore Wind Supply Chain Hub Development</b>  <u>Grant:</u> \$ 529,788  <u>Match:</u> \$ 290,840  <b>7/1/2020- 12/31/2022</b>	<ul style="list-style-type: none"> <li>Held 253 prospect meetings plus 12 regional visits with OSW companies.</li> <li>Held 10 OSW supply chain education events w/ Dominion Energy, attracting over 1,182.</li> <li>Distributed bi-monthly newsletter to over 800 people.</li> <li>Hosted OSW local business expo with 200 attendees.</li> <li>Conducted supplier engagement event with over 100 companies participating.</li> <li>Hosted a foreign government delegation.</li> <li>Held matchmaking event with 11 OSW specific and 29 Virginia companies.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Comprehensive OSW supply chain marketing materials</li> <li>\$50M in capital investment over 5-10 years</li> <li>1,625 jobs created over 5-10 years.</li> <li>25 companies retained or expanded, and 5 companies attracted over 5 years.</li> <li>Creation of 2 full-times positions at the Alliance</li> <li>Development of target company list and prioritization of company list</li> </ul>	  <b>ON TRACK</b>
<b>757 Recovery &amp; Resilience Framework</b>  <u>Grant:</u> \$ 100,000  <u>Match:</u> \$ 100,000  <b>6/3/2020-4/30/2021</b>	<ul style="list-style-type: none"> <li>23 micro-site Development meetings held to prepare for Action Framework rollout.</li> <li>200+ Creators &amp; Steering Committee Members Critique Action Framework.</li> <li>Soft launch with Mayors, City Managers &amp; Community Leaders, followed by Full Launch with the 757 Business Community.</li> <li>Created <a href="http://www.757recovery.com/forward">www.757recovery.com/forward</a> as a basecamp for all committee members.</li> <li><a href="http://www.framework.hamptonroadsalliance.com">www.framework.hamptonroadsalliance.com</a> created as the host location for access.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Creation of Resilience and Recovery Action Plan</li> <li>Creation of a website to support the work of committees across all phases of the Action Framework.</li> <li>Complete, analyze, and disseminate the results of Wave 3 Business Leaders Survey</li> <li>Production of short videos made available to regional leaders and businesses.</li> </ul>	  <b>COMPLETE</b>
<b>GWP Regional Target Industry Analysis</b>  <u>Grant:</u> \$ 36,375  <u>Match:</u> \$ 18,244  <b>9/2/2020 – 9/30/2021</b>	<ul style="list-style-type: none"> <li>Chmura Economics &amp; Analytics finalized COVID-19 Economic Impact Report. The report will be used by three participating localities to assist with FY2022 Budget Forecasts. A virtual public briefing was held March 31<sup>st</sup>.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Greater Williamsburg Target Industry Sector Analysis Report</li> <li>By updating this Analysis, targeted sectors and related workforce data can be re- evaluated to serve as a blueprint to guide diversification of the Greater Williamsburg economy</li> </ul>	  <b>COMPLETE</b>




Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Regional Robotics Hub Innovation Study</b>  <u>Grant:</u> \$ 73,000 (\$26,676.85 applied)  <u>Match:</u> \$ 38,000 (\$ 13,338.34 applied)  <b>10/19/2020 -10/18/2021</b>	<ul style="list-style-type: none"> <li>Feasibility study revised, finalized and completed.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Regional Robotics Innovation Hub Feasibility Study</li> </ul>	  <b>COMPLETE</b>
<b>Hampton Roads Economic Development Sites Readiness Program</b>  <u>Grant:</u> \$1,122,240 <u>Match:</u> \$8,056,960  <b>11/2/2020-12/30/2022</b> <i>(Extension requested 12/30/2023)</i>	<ul style="list-style-type: none"> <li>Overall Estimated Project Progress – 90%</li> <li>Shirley T. Holland Intermodal Park Phase II – Isle of Wight County. DRAFT VBRSP Tier certification report in progress.</li> <li>Tech Center Corporate Research Center– Newport News. DRAFT VBRSP Tier certification report in progress.</li> <li>Innovation Park – Virginia Beach. DRAFT VBRSP Tier certification report in progress.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Advance 495 acres to <b>VBRSP's</b> Tier 4 scale.  Virginia Business Ready Sites Program (<b>VBRSP</b>)</li> </ul>	  <b>ON TRACK</b>
<b>Hampton Roads Workforce Council Talent Pipeline Development Program</b> <u>Grant:</u> \$ 663,696  <u>Match:</u> \$ 332,000  <b>11/1/2020-10/31/2022</b>	<ul style="list-style-type: none"> <li>Completed Talent Pipeline Management Strategy defining competencies, credentials and hiring requirements for jobs identified by the collaborative.</li> <li>2 maritime employer collaboratives formed.</li> <li>28 credentials from HR Strong (MTT) program awarded to 15 trainees.</li> <li>126 new registrants on HRWC access platform with 86% immediately matched to one or more local jobs (majority were Veterans)</li> <li>Completed inventory of 33+ regional providers</li> </ul>	Maritime talent analysis incomplete due to data limitations	<ul style="list-style-type: none"> <li>3,300 full time jobs created in Maritime Industry in 3 years</li> <li>15% increase in On-the-Job OJT Training for Maritime positions</li> <li>15% increase in Incumbent Worker Training (IWT) for Maritime positions</li> <li>New training program for 3 maritime employers and 1 new training provider</li> <li>Apprenticeships 757 Inventory</li> <li>Maritime Training Inventory</li> <li>2 Maritime Employer Collaboratives formed</li> </ul>	  <b>ON TRACK</b>




Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Maritime Trades Program Expansion</b>  <u>Grant:</u> \$ 99,137 (ERR)  <u>Match:</u> \$ 49,569  <b>1/1/2021 -12/31/2021</b>	<ul style="list-style-type: none"> <li>Capacity expanded in welding &amp; coatings classes.</li> <li>Spaces are available in the MTT Coatings courses to serve job seekers not referred by employers, increasing access to training.</li> <li>121 students served in welding classes.</li> <li>54 students served in MTT Coatings classes.</li> </ul>	Enrollment numbers down due to reduced employer referrals. COVID vaccine requirements is one reason for the referral reduction.	<ul style="list-style-type: none"> <li>Purchase of 11 welding booths at Skilled Trades Academy. <b>(100% OF GOAL MET)</b></li> <li>Relocation of 2 training programs to the Skilled Trades Academy. <b>(100% OF GOAL MET)</b></li> <li>40 students trained in welding program within one year. <b>(76% OF GOAL MET)</b></li> <li>84 students trained in marine coatings program within one year. <b>(30% OF GOAL MET)</b></li> </ul>	  <b>COMPLETE</b>
<b>Virginia Virtual Maritime Trades Training</b>  <u>Grant:</u> \$ 100,000 (ERR)  <u>Match:</u> \$ 200,000  <b>1/4/2021- 10/3/2022</b>	<ul style="list-style-type: none"> <li>Contract executed with ODU VMASC Digital Ship to develop modules.</li> <li>Craft &amp; educational instructors assigned to Virtual Lab and Pre-Apprenticeship programs.</li> <li>3D model pipefitting simulation tool and engineering design challenge under development by the Digital Ship team.</li> <li>Interactive modules under development.</li> </ul>	Restructuring at NNS caused delays in project timeline. As a result, the grant end date was extended.	<ul style="list-style-type: none"> <li>50 students complete the VVMTT digital / virtual /immersive program, with 90% earning VSRA Level 1 Training credentials.</li> <li>24-50 students complete Pre-Apprenticeship School courses</li> <li>100-150 Students experience Virtual Craft Exploration.</li> <li>12 maritime businesses served</li> </ul>	  <b>PROGRESS DESPITE BARRIERS</b>
<b>757 Collab Bridge</b>  <u>Grant:</u> \$ 32,000  <u>Match:</u> \$ 120,024  <b>12/18/2020 – 12/17/2021</b>	<ul style="list-style-type: none"> <li>Hired SUS Program Manager</li> <li>SUS hosted 1,600 visitors and surpassed 30,000 impressions on social media.</li> <li>Facilitated 50 unique SUS program offerings.</li> <li>10 Underrepresented Founders</li> <li>74 Mentors engaged.</li> <li>143 jobs created (98 /SUS &amp; 45 /57 Accelerate)</li> <li>\$ 7.5MM in capital raised.</li> <li>21 businesses receiving investment.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Hiring of a fractional 757 Startup Studios (SUS) Program Manager.</li> <li>Six months of continued operations of 757 Accelerate and 757 Startup Studios.</li> </ul>	  <b>COMPLETE</b>







Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>RVA-757 Connects I-64 Talent Pipeline Innovation Corridor Talent Pipeline Study</b>  <u>Grant:</u> \$ 90,000  <u>Match:</u> \$ 45,000  <b>1/1/2021 -12/31/2021</b>	<ul style="list-style-type: none"> <li>• Research Council established.</li> <li>• COMPLETED Report 1: Current Talent Trends</li> <li>• COMPLETED Report 2: Future Talent Trends and Needs</li> </ul>	NONE	<ul style="list-style-type: none"> <li>• Profile the RVA-757 Connects megaregion's existing talent pool report.</li> <li>• Identify the megaregion's talent needs of tomorrow report.</li> </ul>	 <b>COMPLETE</b>
<b>Startup Stability Program</b>  <u>Grant:</u> \$ 197,000  <u>Match:</u> \$ 235,295  <b>5/1/2021 – 9/1/2022</b>	<ul style="list-style-type: none"> <li>• 37 enrolled in the program.</li> <li>• 91% of applicants are minority and women owned.</li> <li>• 28 Business Start-up classes provided</li> <li>• B-Force Accelerator program offered to all 73 applicants (49 completed series; 10 pitched for capital; 44 paired with mentors).</li> <li>• 6 localities in Region 5 represented in SSP.</li> <li>• Portsmouth and Norfolk Cohort established</li> </ul>	NONE	<ul style="list-style-type: none"> <li>• Mentor 30 startup/small business entrepreneurs.</li> <li>• Provide office space rental assistance and wraparound services.</li> </ul>	 <b>ON TRACK</b>
<b>Campus757 Implementation</b>  Grant: \$ 500,000  Match: \$ 250,000  <b>7/1/2021 – 6/30/2023</b>	<ul style="list-style-type: none"> <li>• 398 students trained/ 87% receiving credentials</li> <li>• 73 businesses served</li> <li>• 2 new jobs created</li> <li>• 57 internships in progress, 4 completed</li> <li>• Partnerships established with Volunteer Hampton Roads; Oplign; CIVIC Leadership Institute; Hampton Roads Alliance; and four successful <i>Campus</i> programs around the country. 16 partnership prospects approached.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>• 450 new internships completed</li> <li>• 50 mentors engaged</li> <li>• 200-400 of businesses served (# of companies assisted)</li> <li>• 700 jobs created/filled within 3 years</li> </ul>	 <b>ON TRACK</b>



Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Cybersecurity Job Creation System</b> <i>COMPETITIVE (R5)</i>  Grant: \$1,450,000  Match: \$1,643,637  <b>6/15/2021 – 6/14/2023</b>	<ul style="list-style-type: none"> <li>• SCHEV and SACS approve CRM Graduate Certificate.</li> <li>• FCEDA Military Career Fair generates 69 prospects with 23 completing assessment.</li> <li>• Upon launch, 6215 prospects were identified for program.</li> <li>• Military vets &amp; spouses job fair produced 1675 prospects, 126 interviews &amp; 44 applicants.</li> <li>• Completed beta test of compliance system training module.</li> </ul>	Online ODU applicant tracking process needs improvement	<ul style="list-style-type: none"> <li>• CMMC/NIST 800-53 education program delivered online by at least two Virginia universities.</li> <li>• Cost-effective, cloud-based compliance system for DoD contractors.</li> <li>• 144 new cybersecurity positions and 328 retained in three years.</li> <li>• 169 CMMC credentials awarded in three years.</li> <li>• 55 CMMC level 1 Compliant DoD contractor subscribers.</li> </ul>	 <b>ON TRACK</b>
<b>757 COLLAB</b>  Grant: \$ 2,415,573  Match: 1,390,286  <b>6/15/2021 – 6/14/2023</b>	<ul style="list-style-type: none"> <li>• <b>\$ 16.2 M</b> capital deployed</li> <li>• <b>\$ 36.7M</b> capital raised</li> <li>• <b>178</b> businesses served</li> <li>• <b>751</b> jobs created</li> <li>• <b>21</b> internships created</li> <li>• <b>159</b> mentors engaged</li> <li>• <b>1490</b> entrepreneurs engaged</li> <li>• <b>35</b> Underrepresented Founders</li> </ul>	NONE	<ul style="list-style-type: none"> <li>• \$ 4M capital deployed (<b>EXCEEDED</b>)</li> <li>• \$ 500,000 capital raised (<b>EXCEEDED</b>)</li> <li>• 78 businesses served (<b>ACHIEVED</b>)</li> <li>• 200 jobs created (<b>EXCEEDED</b>)</li> <li>• 150 mentors engaged (<b>EXCEEDED</b>)</li> <li>• 13 underrepresented founders served through Startup Studios (<b>EXCEEDED</b>)</li> <li>• 370 entrepreneurs engaged (<b>EXCEEDED</b>)</li> <li>• 12 internships created (<b>EXCEEDED</b>)</li> </ul>	 <b>ON TRACK</b>
<b>Career &amp; Community Development Program Expansion</b>  Grant: \$ 85,222  Match: \$ 42,611  <b>8/5/2021 – 8/4/2022</b>	<ul style="list-style-type: none"> <li>• Moved into and equipped the new training facility &amp; secured addition space for training, programs &amp; childcare.</li> <li>• Hired Career Coach to support expansion.</li> <li>• 12 Leaders enrolled, all working their way towards a credential or completion of an apprenticeship in Commercial Driving; IT; Healthcare; Office Management/Bookkeeping; or Construction.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>• New facility in South Norfolk neighborhood operational.</li> <li>• Train 36-40 leaders in the next two 6-month cohorts (16 in the first cohort and 20 in the following) in high demand occupations.</li> </ul>	 <b>COMPLETE</b>

Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Setting Pathways that Activate Real-World Knowledge (SPARK)</b>  Grant: \$ 100,000  Match: \$ 55,000  <b>10/1/2021 – 9/30/2022</b>	<ul style="list-style-type: none"> <li>Advisory Board formed, holding first meeting April 27<sup>th</sup>.</li> <li>Modules 1 and 2 are complete with a draft curriculum in place ready to pilot.</li> <li>Module 3 and Module 4 have storylines.</li> <li>Storyline for Module 4 is complete.</li> <li>Teacher Training Workshop designed for Module 1 on June 22-23 at STARBASE Victory.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Development &amp; delivery of the JASON Learning module – Intro to Industry 4.0</li> <li>Establishment of an Advisory Committee to include partner school divisions to oversee and scale up the model.</li> <li>100 educators trained on the JASON digital platform.</li> </ul>	 <b>ON TRACK</b>
<b>Hampton Roads Energy Needs Assessment</b>  Grant: \$ 84,000  Match: \$ 42,000  <b>10/1/2021 – 9/30/2022</b>	<ul style="list-style-type: none"> <li>Contract awarded to PA Consulting to perform the Hampton Roads Energy Needs Assessment</li> <li>Results of Phase 1: <i>Current Energy Demand and Supply Assessment</i> presented (feedback provided includes adding Eastern Shore counties)</li> </ul>	Analysis timeline to be extended three weeks due to logistics stakeholder interviews	<ul style="list-style-type: none"> <li>Hampton Roads Regional Energy Needs Assessment</li> </ul>	 <b>ON TRACK</b>
<b>GENEDGE Retooling Virginia's Manufacturers for Strategic Industries COMPETITIVE (R1)</b>  Grant: \$ 2,950,000  Match: \$1,475,000  <b>6/23/2020 – 7/1/2022</b>	Phase 2 Summary <ul style="list-style-type: none"> <li>36 applications, 31 assessments completed</li> <li>35 approved companies (8 accepted from Region 5/thru 2/2022)</li> </ul>		<ul style="list-style-type: none"> <li>50 businesses served</li> <li>500 jobs created or retained</li> <li>\$81,250,000 in new or retained revenues from new product capacity</li> <li>\$10,000,000 invested in machinery, tooling, workforce &amp; working capital</li> <li>Third party impact tracking</li> <li>\$2.52 tax dollars per grant dollar 3yr. ROI</li> <li>\$ 5.97 tax dollars per grant dollar 5yr. ROI</li> </ul>	 <b>ON TRACK</b>

Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Virginia BIO Connect</b> <i>COMPETITIVE (R4)</i>  Grant: \$ 1,599,663  Match: \$ 1,599,663  <b>12/7/2020 – 12/2022</b>	<ul style="list-style-type: none"> <li>Hired 3<sup>rd</sup> entrepreneur-in-residence network (VERN) mentor.</li> <li>Website developed.</li> <li>17 internships awarded including matches with three Region 5-based companies.</li> <li>25 businesses served.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>255 bio-health sector industry jobs created</li> <li>100 internships</li> <li>15 new life science companies in Virginia</li> <li>\$25M brought in by companies supported by VERN activities</li> <li>50 new inter-regional collaborations</li> </ul>	 <b>ON TRACK</b>
<b>Unmanned Autonomous Systems (UxS) Route/Corridor Study</b>  Grant: \$100,000  Match: 74,500  <b>1/1/2022 – 12-31-2022</b>	<ul style="list-style-type: none"> <li>GO Virginia Grant Agreement executed.</li> <li>Formalized process to award contracts for Focus Group Leadership &amp; Key Subject Matter Experts.</li> <li>Established 4 focus groups.</li> <li>Website update underway that will enable input and provide focal point for outreach.</li> </ul>	NONE	<ul style="list-style-type: none"> <li>Development and delivery of Unmanned Systems (UxS) Route/Corridor Study to include modeling/route planning, and market and feasibility study.</li> </ul>	 <b>ON TRACK</b>
<b>SBDC ICAP Economic Recovery &amp; Resilience</b> <i>COMPETITIVE (R7)</i>  Grant: \$ 1,000,000  Match: \$ 600,000  <b>1/1/2021 – 12/31/2022</b>	<ul style="list-style-type: none"> <li>7414 <b>(796)</b> Businesses Counseled</li> <li>6168 <b>(446)</b> Jobs Retained</li> <li>3568 <b>(335)</b> Jobs Created</li> <li>9387 <b>(758)</b> Individuals Trained</li> <li>428 <b>(26)</b> New Businesses Created</li> <li>\$188,205,434 in New Capital Generated</li> <li><b>10 ICAP CLIENTS</b></li> </ul> <p style="text-align: center;"><b>NUMBERS FOR REGION 5</b></p>	NONE	<ul style="list-style-type: none"> <li>8800 Businesses Counseled</li> <li>5600 Jobs Retained <b>(EXCEEDED)</b></li> <li>3600 Jobs Created</li> <li>8000 Individuals Trained <b>(EXCEEDED)</b></li> <li>600 New Businesses Created</li> <li>\$ 138,000,000 in New Capital Generated <b>(EXCEEDED)</b></li> </ul>	 <b>ON TRACK</b>

Project Name GO Virginia Award Match Grant Period	Outcomes Achieved to date	Barriers	Products/Deliverables At Completion	Status
<b>Launching a Coastal Resilience and Adaptation Economy</b> <i>COMPETITIVE (R6)</i>  Grant: \$ 2,937,163  Match: \$ 3,696,411  <b>4/1/2021 – 3/31/3023</b>	<ul style="list-style-type: none"> <li>• Business Plan Competition completed</li> <li>• Consortium Steering Committee formed.</li> <li>• MOU between VA Sea Grant and Middle Peninsula Public Access Authority executed.</li> <li>• Water Adaptation &amp; Innovation website launched</li> </ul>	Shift in timeline due to COVID	<ul style="list-style-type: none"> <li>• Execute Business Plan Competition</li> <li>• Establish Consortium &amp; launch outreach</li> <li>• Finalize governance systems &amp; procedures</li> <li>• Develop public access land product validation</li> <li>• 10 companies supported in two years</li> <li>• 10 companies trained in business development principles</li> <li>• 10 companies attracted/retained</li> <li>• 576 jobs created/filled within 3 years</li> <li>• 100 businesses served by Consortium</li> </ul>	 <b>ON TRACK</b>

**IMPORTANT NOTE:** This quarterly report has been updated as of 2:00pm on July 28, 2022.  
 Any remaining updates provided before August 4<sup>th</sup> will be included in a revised report to be distributed to the Regional Council.



The Project Spotlight for the August 4<sup>th</sup> meeting will be a report on findings from the  
 UxS Route Corridor Study

Presented by David Bowles, John Costulis and Danette Allen  
 Virginia Institute for Spaceflight & Autonomy (VISA)

[HAMPTON ROADS EASTERN SHORE \(HRES\) AUTONOMOUS SYSTEMS STRATEGIC PLAYBOOK](#)