



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## Economic Resilience and Recovery Program

### Statewide Application Questions

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**PARTICIPATING REGIONS:**

**PARTICIPATING LOCALITIES:**

**LEAD REGION:**

**LEAD SUPPORT ORGANIZATION:**

**PROJECT NAME:**

**APPLICANT:**

**CONTACT PERSON/EMAIL/PHONE:**

**DATE OF SUBMISSION:**

### ECONOMIC IMPACT

1. Provide a detailed overview of the proposed project and project activities included in the project budget. If the full project scope goes beyond the reflected budget, please provide a breakdown of the current and later phases of project activities.

**ATTACHMENTS:** A 1-2-page Executive Summary should be uploaded with the application.



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2. Identify the project goals, approach, and outcomes, and how/if the project relates to the participating regions' Economic Growth and Diversification plans. Describe how it serves targeted industry sectors in those plans or other highly-impacted locally traded sectors, supports the goals of GO Virginia, and contributes to mitigate the economic impacts of the COVID-19 health crisis statewide.
  
3. Describe the project timeline and the specific project milestones that will be utilized to track project progress and fund disbursement. Address the applicant's ability to meet these milestones and to take remedial actions in the event that they are not achieved.  
**ATTACHMENTS:** Project Milestones including a proposed Drawdown Schedule should be uploaded with the application.
  
4. Provide a detailed description of any performance metrics that will be used to quantify success, both quantitative and qualitative, and how the metrics were developed.



5. In terms of interregional collaboration, how do the ROI, performance metrics, and/or economic impact take into consideration the varying populations of the participating localities and/or regions. How will the applicant ensure that project activities occur in each region and/or statewide?

## REGIONAL COLLABORATION

6. Describe the service area of the project. Identify localities participating in the project (financially or administratively) as well as those localities that are served by the project.  
**ATTACHMENTS:** Relevant letters of commitment (including in-kind contribution forms) or support from localities or local government entities should be uploaded with the application.
7. Identify cost efficiencies, repurposing of existing funds, drawdown of federal relief or stimulus funds, leveraging of existing assets, and/or other evidence of collaboration that can be demonstrated as a result of the project.



8. Discuss existing grant requests or programs with similar goals and indicate how the proposed project is not duplicative of, but additive to, other efforts to mitigate the economic impact of the COVID-19 crisis or assist in the economic recovery of the lead region and service area.

## PROJECT READINESS

9. Describe all partner organizations involved with the implementation of the project, including the entity's role, financial or in-kind commitment, and capacity to successfully execute their duties as they relate to the project. These may include but are not limited to school divisions, community colleges, public and private institutions of higher education, economic and workforce development entities, local governments, regional organizations, planning district commissions, nonprofit organizations, and private-sector entities.
  
10. Identify the primary project manager(s) from each region, and how they will facilitate project implementation across regions. Describe the division of responsibility and the plan for communication between project administrators, support organizations, higher education institutions, private businesses, etc. from across regions.





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- 15.** Identify the total project budget and the sources and uses for matching funds and leverage.
- Does the project have the required \$2:1 match? If so, what are the sources/uses for these funds?
  - Are any additional funds or in-kind contributions serving as leverage for the project? If so, what are the sources/uses for these funds?
  - ATTACHMENTS:** Financial commitment letters and In-Kind Contribution forms should be uploaded with the application.

## PROJECT SUSTAINABILITY

- 16.** While the ERR Program is designed to address regional economic recovery in near term, long term sustainability is less of a factor in the review process. If relevant, please describe if the program aspires to achieve stable, long-term sustainability beyond the initial funding period?



## **REQUIRED ATTACHMENTS**

Executive Summary  
Milestones Overview and Drawdown Schedule  
Performance Metrics  
Letters of Financial Commitment  
In-Kind Contributions Forms (DHCD Template)  
Budget Overview (DHCD Template)  
Letters of Support  
Letters of Endorsement from Partnering Regional Councils

## **OPTIONAL ATTACHMENTS**

- Resume for Project Managers
- CAMS allows space for up to 4 additional attachments

## Milestones & Deliverables

Milestones	Deliverables	Anticipated Completion Date
1) Develop and publish guidance for companies as they re-open	<ul style="list-style-type: none"> <li>• Playbook addressing concerns for re-opening</li> <li>• Webinar series to prepare businesses to reopen</li> <li>• On-site or remotely delivered client support services</li> </ul>	<p>June 2020</p> <p>As required.</p>
Phase 1, Medical PPE - July 1, 2020 – June 30, 2021		
1) Identify strategic critical products and raw material and technology requirements	<ul style="list-style-type: none"> <li>• List of products and the materials that are needed to produce them</li> <li>• Identification of items most at risk of supply interruption in imported supply,</li> <li>• Documented understanding of current supply chain capacity.</li> <li>• Competitive profile describing both technical and commercial requirements by product and material.</li> </ul>	<p>Initial completion: October 2020</p> <p>Updates: Ongoing</p>
2) Identify and prioritize capacity needs at the product and/or material level	<ul style="list-style-type: none"> <li>• Demand requirements over time and under stress (steady state, seasonal, surge, etc.)</li> <li>• Evaluation of existing vs. potential capacity relative to demand</li> <li>• System in place to measure current utilization of existing capacity (purchases/capacity at a product level).</li> <li>• Identified process improvements to reduce capacity gaps (i.e. decontamination)</li> </ul>	<p>Initial completion: October 2020</p> <p>Updates: Ongoing</p>
3) Complete an analysis of workforce requirements	<ul style="list-style-type: none"> <li>• Documented training needs within each region to support business expansion.</li> </ul>	October 2020
4) Identify and engage suppliers to develop capacity	<p>For each supplier engaged:</p> <ul style="list-style-type: none"> <li>• Capability analysis relative to opportunity</li> <li>• Re-tooling/commercialization plan</li> <li>• Business case validation</li> <li>• Support prototyping development to qualify products for supply</li> <li>• Complete regulatory compliance certification to ensure product is ready for medical market</li> <li>• Achieve production readiness so that re-tooled suppliers can be utilized</li> </ul>	Ongoing: July 2020 to June 2021
5) Match suppliers to demand to utilize capacity created	<ul style="list-style-type: none"> <li>• Documented supplier capacity developed to replace higher risk imports</li> <li>• Strategic stockpile procurement of products and/or raw materials</li> </ul>	Ongoing: August 2020 – July 2021



	<ul style="list-style-type: none"> <li>Implement supply agreements for surge capacity where applicable</li> </ul>	
6) Identify target(s) for Phase 2 effort	<ul style="list-style-type: none"> <li>Target industry agreed upon by Region and State Go Virginia boards</li> </ul>	March 2021
7) Interim Report	<ul style="list-style-type: none"> <li>Report detailing progress and metrics</li> </ul>	June 2021
<b>Milestones</b>	<b>Deliverables</b>	<b>Anticipated Completion Date</b>
Phase 2, Target TBD - April, 2021 – June 30, 2022		
8) Identify strategic critical products and respective raw material and technology requirements	<ul style="list-style-type: none"> <li>List of products and the materials that are needed to produce them</li> <li>Identification of items most at risk of supply interruption in imported supply,</li> <li>Documented understanding of current supply chain capacity.</li> <li>Competitive profile describing both technical and commercial requirements by product and material.</li> </ul>	Initial completion: June 2021  Updates: Ongoing
9) Identify and prioritize capacity needs at the product and/or material level	<ul style="list-style-type: none"> <li>Demand requirements over time and under stress (steady state, seasonal, surge, etc.)</li> <li>Evaluation of existing vs. potential capacity relative to demand</li> <li>System in place to measure current utilization of existing capacity (purchases/capacity at a product level).</li> <li>Identified process improvements to reduce capacity gaps (i.e. decontamination)</li> </ul>	Initial completion: June 2021  Updates: Ongoing
10) Complete an analysis of workforce requirements	<ul style="list-style-type: none"> <li>Documented training needs within each region to support business expansion.</li> </ul>	June 2021
11) Identify and engage suppliers to develop capacity	<p>For each supplier engaged:</p> <ul style="list-style-type: none"> <li>Capability analysis relative to opportunity</li> <li>Re-tooling/commercialization plan</li> <li>Business case validation</li> <li>Support prototyping development to qualify products for supply</li> <li>Complete regulatory compliance certification to ensure product is ready for medical market</li> <li>Achieve production readiness so that re-tooled suppliers can be utilized</li> </ul>	Ongoing: April 2021 to June 2022
12) Match suppliers to demand to utilize capacity created	<ul style="list-style-type: none"> <li>Documented supplier capacity developed to replace higher risk imports</li> <li>Engagement with strategic distributors to buy “Made in VA” production</li> <li>Strategic stockpile procurement of products and/or raw materials</li> </ul>	Ongoing: May 2021 – July 2022

	<ul style="list-style-type: none"><li>• Implement supply agreements for surge capacity where applicable</li></ul>	
13) Final Report	Report detailing progress and metrics	June 2022

Additional Phases may be added as needed.

## **EXECUTIVE SUMMARY**

### **GENEDGE – RE-TOOLING VIRGINIA MANUFACTURERS FOR STRATEGIC INDUSTRIES**

Since 1992, GENEDGE has been committed to the long-term success of Virginia companies, and has been providing Virginia's industrial and manufacturing sectors access to expert solutions to grow their businesses and create a positive economic impact. As Virginia's cooperative agreement holder with the Manufacturing Extension Partnership (MEP) National Network, GENEDGE has access to industry-wide benchmarks and proven, results-based solutions to meet current challenges. Virginia companies have a unique opportunity to help address supply issues, such as those experienced with the COVID-19 pandemic, and in partnership with GO Virginia, GENEDGE has the capabilities to help to create viable, sustainable solutions which address urgent near and long-term sudden surge needs to make Virginia more resilient.

This project will include two phases: Phase 1 will focus first on PPE and identifying opportunities for other supply chain verticals where re-shoring opportunities emerge. Phase 2 will continue PPE capacity additions and will also service additional strategic needs with targeted manufacturing industries.

GENEDGE is bringing together manufacturers from across Virginia to address the shortage of personal protective equipment (PPE) that is hitting health care providers hard. We are working to connect Virginia suppliers, buyers, and other organizations, and provide direct services to Virginia companies and other organizations to help them improve process, sustainability, supply chain, and technology.

The current shortages of critical Personal Protective Equipment (PPE) and other medical supplies is not unexpected given the current state of their supply chain. Prior to the COVID-19 outbreak, a large percentage of these items were manufactured overseas, particularly in China. The introduction of a sudden reduction in overseas capacity had a devastating effect on the ability to supply these products in the US when they were needed most.

The global COVID-19 pandemic showed just how reliant Virginia is on foreign manufacturing. Masks, gloves, ventilators, gowns, visors, sanitizers, and other supplies are all made overseas. Countries around the world are all competing for the same resources, creating critical shortages when we can least afford them. This crisis serves as an object lesson in the importance of not only planning for cost and delivery, but for having robust supply chain risk planning in place to minimize the impact of and respond to disruptions for key infrastructure sectors of the economy in the future. Medical supply chain is only one of many critical strategic supply chains that have the same issues and share this risk profile. The increase in global trade has created many imbalances that have provided for lower cost products but has at the same time increased strategic risks for the nation. These issues are systemic and require focus and investment to manage risk to our nation.

These challenges will, by necessity, continue to drive most of the state's effort in the near term to address the needs for Virginia's providers and first responders. A lack of understanding of demand requirements over time has also an impact on identifying existing supply that can be procured to fill these gaps. The Commonwealth is competing with other states, the federal government, and other entities to procure existing supplies. Without structural changes to these critical industries, we remain vulnerable to similar disruptions in the future.

The Commonwealth has many companies expressing interest in providing products to meet sudden surge demands. Due to the lack of understanding requirements, the procurement criteria, and access to purchasers, many of these opportunities are not being utilized. Most suppliers require some re-tooling of existing capacity to shift production to needed products. They also require raw materials, from tier 2, 3 and 4 suppliers, which in many cases are "sold out". The lack of clear procurement and supply channels creates additional risk and limits willingness for new suppliers to engage. These businesses will need assistance to understand:

- *market potential*
- *where they need to be positioned competitively*
- *how they can realize an adequate return on investment*

to make a good business case to enter or expand the business. Facilitating this will most likely require a focused effort at the state level to not only lead the development of a Virginia supply chain, but to potentially help fund some of these out of pocket costs.

The primary challenge in the longer term is to understand, characterize and fulfill demand with the expectation of similar disruptions to foreign supply chains without accepting the risk of a repeat by default. The danger is that once things return to "normal" in terms of usage, supply is managed primarily by large distributors, and their access to cheaper imported products will result in a return to the same practices of prioritizing lower costs over mitigating risks for the next disruption.

Virginia must step up to the challenge to understand the vulnerabilities and develop strategies to mitigate them by developing supply that is domestic, and preferably Virginia based. The ultimate goal is to ensure that available capacity meets future needs. The lack of a planned capacity response to sudden needs will continue to have significant impacts on the state unless we can shift business to domestic, and ideally Virginia, suppliers, pre-position products or materials to respond to surge demands, and develop plans for rapid deployment of production capacity to support crisis response.

At GENEDGE, we believe a resilient Virginia starts with resilient manufacturing. Together we will build a stronger supply chain in Virginia and create great jobs that boost the Commonwealth's economy.

**Project Performance Metrics**

**GENEDGE – RE-TOOLING VIRGINIA MANUFACTURERS FOR STRATEGIC INDUSTRIES**

<b>Metric</b>	<b>Goal</b>	<b>Anticipated Completion Date</b>
# of businesses served	50 companies	25 by June 2021, 25 by June 2022
# of jobs created or retained	500 jobs	250 by June 2022 250 by June 2023
New or retained revenues from new product capacity	\$81,250,000	\$40.625,000 – June 2022 \$40.625,000 – June 2023
Other Investments in machinery, tooling, workforce and working capital	\$10,000,000	\$5,000,000 – June 2022 \$5,000,000 – June 2023
<b>Metric</b>	<b>Goal</b>	<b>Anticipated Completion Date</b>
Amount of PPE production capacity developed	TBD	June 2021 June 2022
Reduction in supply chain risk for PPE	TBD	June 2021 June, 2022
New/innovative products completed/released to production	TBD	June 2021 June 2022
PPE Supply Chain Capacity Utilization	TBD	June 2022 June 2023

Additional rows may be added as needed.

Budget Category (Dropdown)	Uses of GO VA Funds	Amount (\$)	Description	Column1
<b>(1) Program Management</b>				
Contract Services	Program Manager - Contractual	\$ 165,502.00		
Administration	Indirect Costs	\$ 4,498.00	The indirect rate will only be applied to the first \$25,000 paid to the Program Manager.	
<b>(2) Research</b>				
Contract Services	Research - Contractual	\$ 63,146.00		
Administration	Indirect Costs	\$ 13,854.00	The indirect rate is applied to the entire amount because multiple contractors may be used.	
<b>(3) Market Research</b>				
Contract Services	Market Research - Contractual	\$ 32,803.00		
Administration	Indirect Costs	\$ 7,197.00	The indirect rate is applied to the entire amount because multiple contractors may be used.	
<b>(4) Company Services</b>				
Salaries		\$ 219,790.00		
Fringe Benefits		\$ 78,597.00		
Travel		\$ 24,850.00		
Contract Services		\$ 1,860,624.00		
Administration		\$ 479,139.00	The indirect rate is applied to the entire amount because multiple contractors may be used.	
		<b>\$ 2,950,000.00</b>	<b>Total GO Virginia Request</b>	

**Please include a detailed budget narrative below:**

(1) The \$170,000 budgeted for program management is inclusive of the amount needed to contract with a program manager for the program as well as the administrative costs needed to oversee the program manager; (2) \$77,000 is budgeted to identify and prioritize capacity needs at the product and/or material level (this will be one of the initial milestone of the program and updates will be ongoing throughout the program), this budgeted amount is inclusive of contractual and administrative costs; (3) \$40,000 is budgeted to identify critical products and their raw material and technology requirements (this will be one of the initial milestone of the program and updates will be ongoing throughout the program), this budgeted amount is inclusive of contractual and administrative costs; (4) \$2,663,000 is budgeted for company services, which include a range of services as identified in Milestones 4 and 11. The amount will cover the direct GENEDGE staff time who are directly working on the projects associated with the 50 identified companies, contractual expenses associated with providing services to the 50 identified companies, and the administrative costs associated with providing and overseeing the services.

**Directions: Please list all uses associated with GO Virginia Funds. The budget categories and amounts should match "DHCD Request" column in the CAMS application budget. Include a detailed budget narrative above.**

Budget Category (Dropdown)	Description of Uses of Matching Funds	Amount (\$)	Type of Match (Dropdown)	Source of Match	Documentation Submitted (Dropdown)
	<b>(1) Program Management</b>				
Contract Services	Program Manager - Contractual	\$ 24,602.00	Federal	GENEDGE	
Administration	Indirect Costs	\$ 5,398.00	Federal	GENEDGE	
	<b>(2) Supply Chain Tools</b>				
Contract Services		\$ 61,506.00	Federal	GENEDGE	
Administration	Indirect Costs	\$ 13,494.00	Federal	GENEDGE	
	<b>(3) Research</b>				
Contract Services		\$ 27,063.00	Federal	GENEDGE	
Administration	Indirect Costs	\$ 5,937.00	Federal	GENEDGE	
	<b>(4) Market Research</b>				
Contract Services		\$ 28,703.00	Federal	GENEDGE	
Administration	Indirect Costs	\$ 6,297.00	Federal	GENEDGE	
	<b>(5) Company Services (Federal)</b>				
Salaries		\$ 249,592.00	Federal	GENEDGE	
Fringe Benefits		\$ 89,254.00	Federal	GENEDGE	
Travel		\$ 28,220.00	Federal	GENEDGE	
Other	Supplies	\$ 6,000.00	Federal	GENEDGE	
Contract Services		\$ 382,367.00	Federal	GENEDGE	
Administration	Indirect Costs	\$ 146,567.00	Federal	GENEDGE	
	<b>(6) Company Services (Client)</b>				
Salaries		\$ 29,802.00	Other	GENEDGE	
Fringe Benefits		\$ 10,657.00	Other	GENEDGE	
Travel		\$ 3,370.00	Other	GENEDGE	
Contract Services		\$ 284,201.00	Other	GENEDGE	
Administration	Indirect Costs	\$ 71,970.00	Other	GENEDGE	
		\$ 1,475,000.00	<b>Total Matching Funds</b>		
		\$ -	<b>Total Local Match</b>		
<p><b>Directions:</b> Please list all sources and uses associated with the required matching funds. The budget categories and amounts should match the "Other Funding" column in the CAMS application budget. NOTE: State funds may NOT be used as match, but may be listed as additional leverage.</p>					

28703  
6297  
35000

Type of Funds	Totals
GO Virginia	\$ 2,950,000.00
Matching Funds	\$ 1,475,000.00
<b>Total CAMS Budget</b>	<b>\$ 4,425,000.00</b>
Additional Leverage	\$ -
<b>Total Project Budget</b>	<b>\$ 4,425,000.00</b>

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

Type of Match	Totals
<b>Matching Funds</b>	
	At least \$1:1
<b>Local Match</b>	
	At least \$50,000
	At least 20% of GO VA Request
	Local Match Waiver Requested?





## GO Virginia Region One Council

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May 21, 2020

Mr. Erik Johnston  
Department of Housing and Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23219

Re: Letter of Support – Economic Resilience & Recovery Statewide Proposal - GENEDGE

The "Re-Tooling Virginia Manufacturers to Medical PPE" proposal, submitted by GENEDGE for the Statewide Competitive Economic Resilience & Recovery program, has the full support of the GO Virginia Region One Council. Full funding of \$2,950,000 was approved, contingent upon the endorsement of at least two other regions. Region 1 and GENEDGE have engaged GO Virginia Regions 2, 3, 4, 5 and 8 in the project with endorsement received from Regions 3 and 8 at this time.

GENEDGE requests \$2,950,000 in Statewide Competitive Economic Resilience & Recovery funds to address challenges with critical shortages and supply chain disruptions as a result of the COVID-19 pandemic. GENEDGE will partner with regions and companies across the state to expand the capabilities of existing Virginia suppliers to develop sustainable revenues by providing strategically important products. GENEDGE's near term approach as part of their MEP mission will identify and acquire products needed to address current critical shortages, placing emphasis on speed to supply. As part of this grant request, GENEDGE will also implement a mid-to-long term approach, which will emphasize building sustainability and resilience into the supply chain. Phase 1 will focus entirely on addressing the needs for medical supplies and Personal Protective Equipment. Phase 2 will redirect the processes and tools developed in the first phase to continue the PPE efforts and also look at other potential sudden surge needs to target additional manufacturing industries.

Project outcomes over two years include serving 50 companies across Virginia, creating/retaining 500 jobs, bringing in new revenue or retaining revenue of \$81,250,000 from new product capacity, and \$10,000,000 of investments in machinery, tooling, workforce and working capital.

The proposal meets all criteria set forth for GO Virginia Statewide Competitive Economic Resilience & Recovery projects.

Should you need additional information or have questions concerning this application, please do not hesitate to contact me.

Best Regards,

A handwritten signature in cursive script that reads "Mike Quillen".

Mike Quillen, Chair  
Region One Council



VIRGINIA INITIATIVE FOR  
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## GO Virginia Region 2

June 12, 2020

Mr. Mike Quillen, Chairman  
GO Virginia Region 1 Council  
16620 East Riverside Drive  
P.O. Box 68  
St Paul, VA 24283

Dear Chairman Quillen,

I am pleased to write you to confirm that the Executive Committee of GO Virginia Region 2 unanimously endorsed the GENEDGE proposal on May 22, 2020. We hope that the applicant will take the opportunity through this project to become better acquainted with economic development agencies in our region. We believe this would help us all sustain our shared interest in growing Virginia's advanced manufacturing industries. We stand ready to assist with such engagement.

Regards,

A handwritten signature in black ink, appearing to read 'John Provo', with a large loop at the start.

John Provo

Director, Virginia Tech Office of Economic Development  
Region 2 Support Organization



OUTREACH & INTERNATIONAL AFFAIRS  
VIRGINIA TECH.

OFFICE OF ECONOMIC DEVELOPMENT

702 University City Boulevard  
Mail Code (0373)  
Blacksburg, Virginia 24061  
P: (540) 231-5278  
[dwaddell@vt.edu](mailto:dwaddell@vt.edu)  
<https://econdev.vt.edu>



May 21, 2020

Mr. Mike Quillen, Chairman  
GO Virginia Region 1 Council  
16620 East Riverside Drive  
P.O. Box 68  
St. Paul, Virginia 24283

Dear Mike:

The Region 3 GO Virginia Council endorsed the Region 1/GENEDGE proposal on May 20, 2020. The Council's support is contingent upon a representative of Region 3 being included on the Steering Committee and the understanding that there is no financial commitment required from Region 3. As a note, the proposal can be strengthened if it includes letters of support from companies in Region 3 interested in retooling to pursue the PPE market. We also encourage GENEDGE to incorporate a partners' education session with local and regional economic developers in Region 3, to strengthen the relationship and understanding of the GENEDGE program and its potential impact on businesses in the Region.

Sincerely,

A handwritten signature in blue ink that reads "E. Randolph Lail".

E. Randolph Lail  
Chairman

William H. Goodwin, Jr.

800 EAST CANAL STREET, SUITE 1900  
RICHMOND, VIRGINIA 23219

May 28, 2020

Mr. Erik C. Johnston, Director  
Virginia Department of Housing and Community Development  
Main Street Center  
600 East Main Street  
Richmond, VA 23219

Dear Eric:

We are pleased to share with you that the Region 4 GROW Capital Jobs Executive Committee voted unanimously to endorse the Region 1 GENEDGE proposal on May 28, 2020.

This proposed competitive grant project is highly relevant as we partner to support economic development in our region and the state, and to support our area workforce development effort which is an integral part of GROW Capital Jobs Growth and Diversification Plan.

In summary, Region Four's Executive Committee wholeheartedly offers this letter of support for the GENEDGE project.

Sincerely,



William H. Goodwin Jr.  
Chair, Region Four Council



May 22, 2020

Mr. Mike Quillen, Chairman  
GO Virginia Region One Council  
16620 E Riverside Drive  
P.O. Box 68  
St. Paul, VA 24283

Dear Mr. Quillen,

On behalf of the GO Virginia Region 5 Regional Council, it is my pleasure to express support of GENEDGE Alliance and their *Re-Tooling Virginia Manufacturers for Strategic Industries* application submitted to the GO Virginia State Board for consideration, with Region 1 as the lead.

The global COVID-19 pandemic shows just how reliant Virginia is on foreign manufacturing. The Commonwealth has many local companies with an interest in providing personal protective equipment (PPE) products to meet the sudden surge demands. Due to the lack of understanding requirements, the procurement criteria, and access to purchasers, many of these opportunities are not being utilized. Most suppliers require some re-tooling of existing capacity to shift production to needed products. GENEDGE Alliance has identified 21 potential companies in Region 5 positioned for PPE re-tooling. This Economic Resilience and Recovery (ERR) project will expand opportunities to better connect Virginia suppliers, buyers, and other organizations with direct services to improve technology, processes, sustainability, and supply chain.

GENEDGE Alliance has credible experience in running programs designed to help companies diversify into new markets. They remain a key player in Region 5, as they continue to lead the Business Scale-Up program that launched two years ago. We have full confidence in their ability and commitment to address the current need, as well as imbalances associated with the upsurge in global trade.

*Re-tooling Virginia Manufacturers for Strategic Industries* provides a statewide opportunity to address the current economic conditions presented by COVID-19, but also lays the foundation for creating higher paying jobs by developing supply that is domestic, and Virginia based.

Again, we strongly support this grant application and the impact it will have on our respective regions and the Commonwealth of Virginia.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Thomas R. Frantz'.

Thomas R. Frantz  
Chair  
Region 5, Regional Council





**Mary Ball Washington Regional Council**

**GO Virginia Region 6**

406 Princess Anne Street  
Fredericksburg, VA 22401

[www.govirginia6.org](http://www.govirginia6.org)

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June 22, 2020

Mr. Mike Quillen, Chairman  
GO Virginia Region One Council  
16620 E Riverside Drive P.O. Box 68 St. Paul, VA 24283

Dear Mr. Quillen,

On behalf of the GO Virginia Region 6 Regional Council, it is my pleasure to express support of GENEDGE Alliance and their Re-Tooling Virginia Manufacturers for Strategic Industries application submitted to the GO Virginia State Board for consideration, with Region 1 as the lead.

The global COVID-19 pandemic shows just how reliant Virginia is on foreign manufacturing. The Commonwealth has many local companies with an interest in providing personal protective equipment (PPE) products to meet the sudden surge demands. Due to the lack of understanding requirements, the procurement criteria, and access to purchasers, many of these opportunities are not being utilized. This Economic Resilience and Recovery (ERR) project will expand opportunities to better connect Virginia suppliers, buyers, and other organizations with direct services to improve technology, processes, sustainability, and supply chain.

Re-tooling Virginia Manufacturers for Strategic Industries provides a statewide opportunity to address the current economic conditions presented by COVID-19, but also lays the foundation for creating higher paying jobs by developing supply that is domestic, and Virginia based.

Again, we strongly support this grant application and the impact it will have on our respective regions and the Commonwealth of Virginia.

Sincerely,

A handwritten signature in black ink that reads 'G. William Beale'.

G. William Beale, Chair  
Mary Ball Washington Regional Council



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Mr. Mike Quillen, Chairman  
GO Virginia Region One Council  
16620 East Riverside Drive  
P.O. Box 68  
St. Paul, Virginia 24283

Chairman Quillen,

On behalf of the GO Virginia Region 7 Regional Council, it is my pleasure to express support of GENEDGE Alliance and *their Re-Tooling Manufacturers for Strategic Industries* application submitted to the GO Virginia State Council for consideration.

COVID-19 has demonstrated how reliant we are on foreign manufacturing. As economic uncertainties continue to unfold, this Economic Resilience and Recovery (ERR) project with GENEDGE can be an important contributor to our statewide recovery process. It is our understanding that GENEDGE is one of the Commonwealth of Virginia's best public resources focused on assisting manufacturing, technology and engineering businesses to innovate, compete and grow, which benefits all nine of our regions.

*Re-tooling Virginia Manufacturers for Strategic Industries* is focused on addressing the state's capacity to supply medical devices and PPE in response to the pandemic. Their objective to help create capacity where demand exists lays the foundation for creating higher paying jobs by developing the needed supply of workforce talent that is domestic and Virginia based. The second objective to identify other strategic industries, such as transportation, electronics, and biotechnology, provides the opportunity to re-shore production and create a compelling value proposition to the primes. Projects, such as these, are key to diversifying into new markets.

Again, we strongly support this statewide grant application and the impact it will have on the Commonwealth of Virginia.

Sincerely,

*Tom*

Thomas R. Rust  
Chair  
Region 7, Regional Council



May 19, 2020

Mr. Mike Quillen, Chairman  
GO Virginia Region 1 Council  
16620 East Riverside Drive  
P.O. Box 68  
St Paul, VA 24283

Dear Chairman Quillen,

The Region 8 GO Virginia Executive Committee unanimously endorsed the GENEDGE proposal on May 18, 2020. We believe the proposal can be strengthened if it includes letters of support from companies interested in retooling to pursue the PPE market and an acknowledgment that said companies have access to the funding necessary for retooling and working capital requirements.

Best regards,

A handwritten signature in black ink that reads "George Pace".

George Pace  
GO Virginia Region 8 Chairman

cc: Shannon Blevins  
Bill Donahue





June 15, 2020

Tom Farrell,  
Chair, GO Virginia Board  
c/o  
DHCD  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Mr. Farrell,

On behalf of the Region 9 Council, I am writing to support the *Retooling Virginia Manufacturers for Strategic Industries* statewide competitive application submitted by GENEDGE and led by Region 1.

A presentation and discussion of the project white paper and proposal was reviewed by the Region 9 Executive Committee on June 9 and the Council during our Annual Meeting on June 19. Both times the motion to support was unanimously passed with one abstention.

The GENEDGE and Region 1 team have been collaborative and responsive in helping the Region 9 Council understand and evaluate the proposal, proposed outcomes as well as three and five year return on investment.

If you have questions, please contact Shannon Holland, GO Virginia Director, Region 9, at 434.979-5610 extension 103 or [sholland@centralvirginia.org](mailto:sholland@centralvirginia.org).

Regards,

A handwritten signature in black ink, appearing to read 'Jim Cheng'.

Jim Cheng  
Chair, FY 2020