



**GO Virginia Region 7 Council Annual Report
Fiscal Year 2025
July 1, 2024- June 30, 2025**

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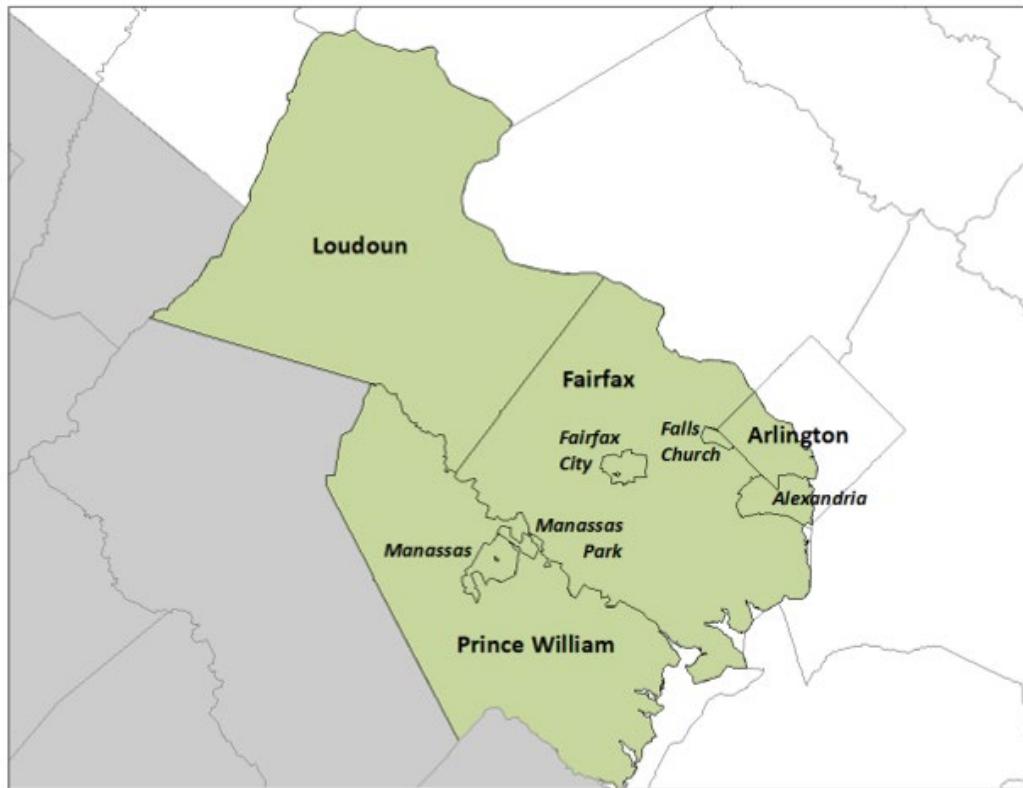
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Deloitte Strategy Lab February 2025 – image provided by Deloitte

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 approximately 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 60 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 FY25 from July 1, 2024, to June 30, 2025. These activities are designed to drive the creation of jobs, expand capacity in target traded sectors, promote entrepreneurship, and incentivize collaboration between business, education, and local government.

II. GROWTH & DIVERSIFICATION PLAN UPDATE 2025

An RFP was issued in May 2025 to develop the FY25 Growth and Diversification plan. The contract was awarded to The Center for Regional Economic Competitiveness (CREC) in June 2025, the same contractor who prepared the Region 7 Talent Pathway Initiative (TPI) report. Except for an adjustment from Computer Software to Computer Services, the plan focuses on the same four (4) prioritized industry sectors as the updated 2023 plan. The other three sectors are Cybersecurity, Life Sciences, and Emerging Technology.

Accelerating economic diversification and minimizing its heavy reliance on government contracting is a key focus of the 2025 plan, given a significant rise in unemployment resulting from steep federal budget cuts. Retention and reskilling of displaced federal workers and contractors, as well as building pathways to high-quality job growth, will be crucial for regional stability. The draft plan highlights, "Opportunities exist to leverage this talent base to foster entrepreneurship and support high-growth companies that

can expand into commercial markets such as healthcare, financial services, and cloud security. These dynamics position Northern Virginia not only as a federal cybersecurity hub but as a potential global leader in commercial cybersecurity innovation.”

Other inputs to the final plan include findings from the September 2024 Regional Entrepreneurship Initiative (REI) final report and the TPI report, which were delivered in January 2025. TPI identified three (3) pathway clusters that, with targeted support to large and small businesses, offer significant opportunities for scalability and sustainability: **data infrastructure, software development, and cybersecurity**. The report states, “With more than 200 data centers already operational in Northern Virginia and relevant occupational specializations that do not require a bachelor’s degree, we identified the data infrastructure pathway as immediately important to filling a gap in the tech talent development system of the region.”

A key recommendation from the REI report was to establish a regional hub of five related activities including, developing a diverse talent base, expanding mentor capacity, creating a more connected ecosystem, increasing the success rate and quality deal flow, and creating a robust ecosystem in the shadow of big government. Region 7 is actively promoting implementation of a Northern Virginia entrepreneurship resource hub.

Region 7 - 4 prioritized and 9 total Target Industries through June 2025
<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 Cluster Scale-up, Workforce Develop., Entrepreneurship	Grant type	Funding Requested Region 7	Funding Requested Statewide	Approved by R7 Council or Exec Comm (EC)	Approved by State Board or DHCD (D)
Innovation District	George Mason	Cluster Scale-up	Per Capita	\$ 2,600,000.00		4/24/25	6/10/25

In FY25, Region 7 considered five (5) proposals, of which only one (1) was funded, the \$2.6M Innovation District Per Capita grant, approved at the June 2025 State Board meeting. A \$2.8 million per capita proposal from George Washington University, called ABLe, was deferred at the December State Board meeting. The applicant opted not to resubmit it. There were three (3) planning grant proposals that were not funded. They were either denied by the Region 7 Executive Committee or DHCD, including Spring Forward for \$ 100,000, National Cyber Arena for \$ 91,000, and Employment Alternatives for Displaced Workers in Region 7 for \$99,358.

Region 7 also supported a statewide application led by Region 4. On February 4, the Executive Committee approved the Minority Small Business Launch Center Expansion proposal for \$ 1.4 million. It was deferred at the March State Board meeting.



Innovation District partial aerial view. Photo credit: George Mason police

Innovation District recap

Project	GO Virginia Funds	Locality Match	Non-Locality Match	Other Leverage
Innovation District	\$2,604,410	\$475,000	\$1,302,598	\$0

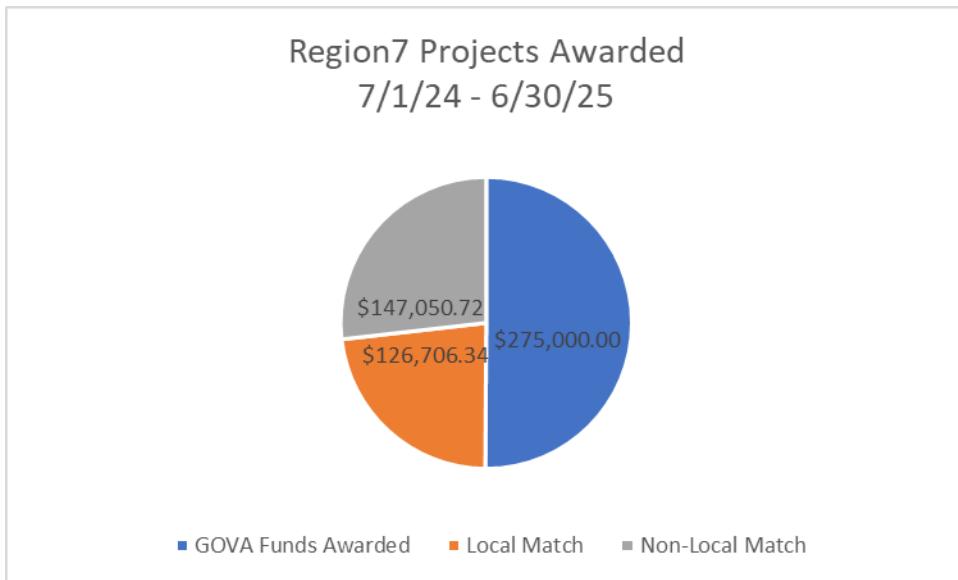
Innovation District, George Mason University SciTech Campus

Participating Localities: Loudoun and Prince William Counties and the City of Manassas

The project supports Virginia's statewide economic competitiveness by attracting private investment, advancing workforce training, fostering high-growth companies, and providing a soft-landing model to attract international business. The initiative is guided by a regional steering committee and sustainability framework developed during the previous planning phase.

Outcomes

- 216 people trained (including participants from life science certification course, senior capstone projects, and programming of the young professionals' network)
- 4 new businesses created
- 50 businesses served
- \$25M raised by businesses served
- 20 patents filed
- 117 jobs created
- 8 businesses attracted
- 12 existing businesses expanded



IV. REGIONAL COLLABORATION & PARTNER SUPPORT COLLABORATION.

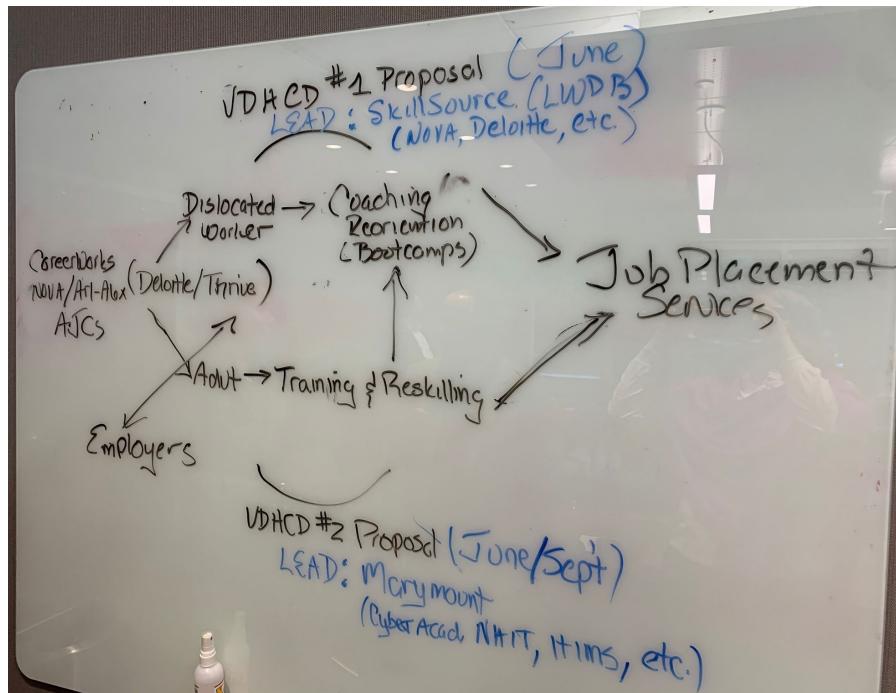
The objective of the GO Virginia program is to foster private sector growth through state incentives that promote strategic regional collaboration among businesses, education, and local governments.

Business: GO Virginia's work in Region 7 is made possible by solid support from the business community. The Region 7 Council began FY25 with 26 members, comprising 69% private sector leaders. Five (5) members' terms expired, and they did not seek renewal. Tina Leone moved out of the area and resigned her seat before the end of her term. Three (3) new Council members were approved in April to begin their term July 1, 2025. Staff are working to ensure that businesses are meaningfully engaged in project development, guaranteeing initiatives, supporting growth, and addressing 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 significantly strengthen our initiatives in FY25.

Education: Five (5) public institutions of higher education 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 FY24, Dr. Francisco Duran represents Arlington County Public Schools on the Region 7 Council.

Local Government: Region 7 encompasses the Cities of Alexandria, Falls Church, Manassas, and Manassas Park, as well as the Counties of Fairfax, Arlington, Prince William, and Loudoun, along with the towns within their respective 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.

In response to the anticipated severe economic impact on Northern Virginia from mass layoffs of Federal civil service employees and contractors, the Region 7 Council convened biweekly brainstorming sessions beginning in April. Regional partners and stakeholders assembled via Zoom, including Northern Virginia Community College GMU, economic development representatives from Fairfax, Loudoun, Alexandria, and Prince William Counties, Northern Virginia Chamber of Commerce, public workforce system representatives, NVTC, Deloitte, DHCD, and others. The purpose was to provide updates on the region's economy, review initiatives underway to support impacted workers, discuss successful strategies from other areas of the country during significant economic disruption, and coalesce around projects suitable for GO Virginia funding.



Diagramming a potential reskilling and retention response to displaced federal workers and contractors at NOVA meeting in May.

On May 28, partners and stakeholders from the bi-weekly calls, met at Northern Virginia Community College via Zoom to brainstorm an implementation grant(s). Attendees coalesced around a multifaceted job placement proposal to be led by SkillSource and one for reskilling led by Marymount.

Region 7 continues to work with the VA BioHub statewide initiative, the Virginia Innovation Partnership Corporation (VIPC), and the Virginia Economic Development Partnership (VEDP). Staff developed strong bonds with peers in all GO Virginia regions facilitated through monthly meetings.

Region 7 Partners and Stakeholders

- Alexandria City Public Schools
- Alexandria Economic Dev. Partnership
- Arlington County Public Schools
- Arlington Chamber of Commerce
- Arlington Economic Development
- Arlington Workforce Development
- CyberGuild
- Fairfax County Department of Economic Initiatives
- Fairfax County Public Schools
- Future Kings
- George Mason University
- George Washington University
- Loudoun County Economic Development
- Loudoun County Public Schools
- Marymount University
- National IT Health Collaborative
- Norfolk State University
- Northern Virginia Chamber of Commerce
- Northern Virginia Community College
- Northern Virginia Economic Dev. Alliance
- Northern Virginia Regional Commission
- Northern Virginia Technology Council
- Prince William Economic Dev. Authority
- Prince William County Public Schools
- University of Virginia
- Virginia Career Works - Northern
- Virginia Commonwealth University
- Virginia Tech and Innovation Campus
- Women's Society of Cyberjutsu

V. OUTCOMES AND IMPACT

Region 7 managed 8 projects during this fiscal year and executed performance closeouts on the following 5 projects during the period of July 1, 2024 through June 30, 2025:

1. **Smart Region Works**, (5/1/21 – 5/30/24) used its 1.2M in funding to provide angel investment training, expand the business acceleration program and create testbeds and pilot projects/pathways to commercialization. They exceeded all of their outcomes. (performance close 1/2025)

Metric/Outcome	Achieved	Committed
Number of new jobs created	141	130
Number of accredited angel investors trained	122	120
Amount of capital deployed	870000	650000
Total Capital Raised	54018521	4000000
Number of Testbeds (goal 4)	5	4
Number of Pilot Projects (goal 10)	18	10

2. **TPI**, (11/1/23 – 1/31/25) our Talent Pathway Initiative grant, used 250k to create a document that defined talent pathways for region 7 targeted industries (Computer Software, Cybersecurity, and Emerging Technologies) and to develop a plan to create robust talent pipelines specific to the region's industry clusters. (performance close 4/2025)
3. **SciTech Innovation District Planning Grant** (5/1/24 – 4/30/25) created a strategic plan and next steps to create an Innovation District (also known as a Research Park). (performance close 6/25)
4. **Career Investigations: Pathways to Your Future** (2/1/24 – 1/31/25) used 100k to develop a comprehensive 9-week readiness and exploration curriculum for middle school students in Northern Virginia focused on Computer Science, Life Science, Emerging Technologies, Financial Services, and the Health Science industries. (performance close 6/25)

Metric/Outcome	Achieved	Committed
Students Trained	3902	5050

5. **Accelerate 2023 Investors** (9/13/22 – 9/12/24) used 532k to engage tech entrepreneurs, investors, and ecosystem partners in a year long process culminating in Accelerate events. They exceeded all their metrics, engaging 230 entrepreneurs and raising 87M in capital. (performance close 7/25)

Metric/Outcome	Achieved	Committed
100 new jobs created	141	100
\$50 million total capital raised	87400000	50000000
80-120 entrepreneurs engaged	230	120

FUNDING IMPACT

Region 7's FY25 Per Capita balance of \$4,969,978.15 will be carried forward and added to Region 7's FY26 Per Capita allocation of \$4,970,139 for a total available fund balance of \$9,940,117.15. As described above, please note the total fund balance includes the \$515,322.03 rescinded (moved to the Competitive fund) and the \$1,092.15 project balances carried forward.

Per Capita	Original Allocation	Current Budget	Recaptured Funds	Unobligated Balance	ECB Obligated Funds ²
FY25	\$ 4,968,886.00	\$ 4,969,978.15		\$ 4,969,978.15	
FY26	\$ 4,970,139.00	\$ 4,970,139.00		\$ 4,970,139.00	
				\$ -	\$ -
				\$ 9,940,117.15	

VI. COMMUNICATIONS & OUTREACH

Partnership and collaboration throughout Region 7 and statewide are the central focus of activities aimed at expanding visibility and creating new opportunities for the project portfolio. While this activity could also be regional collaboration and partner support, on February 6, Deloitte hosted a facilitated “Greenhouse Breakthrough Lab” of GO Virginia stakeholders, including Region 7 Council members, state and local government officials, private sector representatives, higher education representatives, etc., to develop a Region 7 strategy and build consensus behind it.

Key insights from the day include improving our relationship with the State Board, creating clarity for our applicants, improving the user experience, and activating the mission.

Communication and Outreach committee chair Ellen Greaham continued to expand our LinkedIn presence and website media center content throughout FY25. In May, the SkillSource Group posted a vacancy notice to find a replacement for Susan Baker. They received 96 resumes, and interviews began in June.

In FY25, Region 7 staff maintained a presence across the region to promote the GO Virginia program to potential partners and support existing subgrantees. This included the Virginia Bio-Connect; Uniting Women in Cyber Conference (UWIC); the Statewide Healthcare Talent Initiative, hosted by Bill Hazel in Charlottesville; the Virginia Business Roundtable for Early Education; the Virginia Chamber Blueprint Tour for Region 7, held at the Tower Club; and the Statewide AI Landscape Assessment.

In May, Chairman Vargas made a GO Virginia presentation to the Northern Virginia Regional Commission. On June 18, Sumeet Shrivastava presented at the Virginia Chamber Blueprint Tour for Region 7 held at George Mason Prince William Campus. This tour helps the chamber identify and develop policy recommendations reflecting regional priorities and needs for the upcoming Virginia Blueprint 2035 Report in December.

In late FY25, Chairman Danny Vargas, Sumeet Shrivastava, and staff met with State Board members Delegate Maldonado, Jon Peterson, and Reggie Aggarwal to discuss the regional economy and advocate for support for Region 7.

VII. PROJECT PIPELINE

The pipeline in early July included a \$4.1M NOVATrue grant that was subsequently deferred by the Region 7 Executive Committee. More recently there have been three planning grants and a statewide competitive.

Project Name	Applicant	Investment strategy	Grant type	Funding Request	Funding Request
Working In Sync with Employers (WISE)	George Washington University	Workforce Development	Planning	\$99,556	
Marymount NOVATechWorks Hub	Marymount Univ.	Workforce Development	Planning	\$100,000	
Pivot Academy	George Mason University	Entrepreneurship	Planning	\$50,000	
Loudoun Education Foundation	LEEF + Stafford Region 6 (Caroline Cty)	Workforce Development	Competitive		\$3,482,521

VIII. FY 2025 COUNCIL MEMBERS

#	Name	Last name	Company/Agency	Sector
1	Kate	Bates	CEO, Arlington County Chamber of Commerce	Civic/Community Leader
2	Sonja	Caison	The Cleaning Authority	Private sector
3	Dario	Compolattaro*	Hilb Group Mid-Atlantic	Private sector
4	Glenn	Davidson	Deloitte	Private Sector
5	Francisco	Duran*	Arlington County Public Schools	Education
6	Hesham	El-Rewini*	Marymount University	Higher Education
7	Mike	Forehand	VP of Government and Community Affairs, Inova	Non-profit
8	Ellen	Grealish, Comms & Outreach Committee Co-Chair	FlexProfessionals	Private Sector
9	David	Guernsey	Guernsey Office Products	Private Sector
10	Todd	House, Projects Committee Co-Chair	Cyrus 1 O	Private Sector
11	Anne	Kress, Finance Committee Vice-Chair	President, Northern VA Community College	Higher education
12	Tina	Leone, Comms & Outreach Committee Co-Chair**	District Dogs	Private Sector
13	Paul	Liberty, Co-Vice Chair	George Mason University	Higher education
14	Rodney	Lusk	Supervisor, Franconia District	Local Government
15	Marty	Nohe, Treasurer; Finance Committee Chair	Appliance Connection	Private Sector
16	Delbert	Parks*	Micron Technology, Inc.	Private Sector
17	Scott	Price	Dominion Energy	Private Sector
18	Buddy	Rizer, Secretary	Loudoun Co Economic Development Authority	Local / Reg'l Economic Dev.
19	Lisa	Roger, Projects Committee Co-Chair	Modern Technology Solutions Inc. (MTSI)	Private Sector
20	Laila	Salguero	Unissant	Private Sector
21	Anil	Sharma	22nd Century Technologies	Private Sector
22	Sumeet	Shrivastava, CO-vice Chair	Unissant	Private Sector
23	Jordan	Snelling Tate	Amazon	Private Sector
24	Danny	Vargas, Chairman*	VARCom Solution	Private sector
25	Sonia	Vasquez Luna	City of Manassas	Local Government
26	Tien	Wong	Opus8	Private Sector

*Members whose term has ended and did not seek renewal.

**Member who resigned before term ended (TL)

IX. SUPPORT ORGANIZATIONS

Northern Virginia Regional Commission (NVRC) – Fiscal Administration

Robert Lazaro, Executive Director

Linda Tenney – lindat@novaregion.org – (703)642-4678

3040 Williams Drive

Fairfax, VA 22031

SkillSource Group - Project Management and Operations

David Hunn, President and CEO

Susan Baker, Vice President, susan.baker@gonorthernva.org – (703) 403-6983

Ann Hyslop, Senior Managing Director, ann.hyslop@gonorthernva.com (703) 906-3421

Kim Allman, Project Manager. Kim.allman@gonorthernva.com – (804) 502-8401

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