



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

Board Meeting

June 24, 2019



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

ECB APPROVALS

ADMINISTRATIVELY APPROVED PROJECTS UNDER \$100,000

7 PROJECTS APPROVED

ENHANCED CAPACITY BUILDING

- **7 proposals administratively approved**
 - **1 contingently approved**
 - **4 out of 9 regions participated**
 - **Total Request: \$480,747**
 - **Total Match: \$481,783**



VIRGINIA INITIATIVE FOR
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IN EACH REGION

Solar Jobs, Manufacturing, and Utility-Scale Investment Playbook for SWVA

Appalachian Voices

Total Request: \$70,947

Total Match: \$70,947

REGION 1

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 1 submitted on behalf of Appalachian Voices
- Request of \$70,947 for personnel and contracting services
- To identify specific pathways for large-scale solar investments on mined lands and high-paying employment opportunities in Southwest Virginia
- Builds off of previous *2017 Solar Roadmap for Southwest Virginia* initiative

RECOMMENDATION

- DHCD staff has administratively approved this application

Eligibility Requirements	
\$1:1 Match	✓
Local Participation	✓
Alignment with G&D Plan	✓
Alignment with GOVA Strategies	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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Lonesome Pine RIFA Coordinator

LENOWISCO PDC

Total Request: \$50,000

Total Match: \$50,000

REGION 1

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 1 submitted on behalf of LENOWISCO PDC
- Request of \$50,000 for personnel
- To create a coordinator position to further the mission of the Lonesome Pine RIFA
- Activities will include formalizing the RIFA organization structure, continue conversations regarding tax revenue sharing, coordinate with other RIFAs, and find funding opportunities in the region
- The RIFA serves the counties of Lee, Scott, Wise, and Dickenson, as well as the City of Norton

RECOMMENDATION

- DHCD staff has administratively approved this application

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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IN EACH REGION

Regional Career and Technical Education Study

Western Virginia Workforce Development Board

Total Request: \$45,000

Total Match: \$45,535

REGION 2

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 2 submitted on behalf of Western Virginia Workforce Development Board
- Request of \$45,000 for contract services
- To evaluate the region's current Career and Technical Education (CTE) initiatives and programs
- The project will facilitate initial evaluation of current needs, demand, and capacity to make recommendations to better serve the region

RECOMMENDATION

- DHCD staff has administratively approved this application

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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IN EACH REGION

Lynchburg Regional Business Alliance Sites Assessment Study

Lynchburg Regional Business Alliance

Total Request: \$81,300

Total Match: \$81,301

REGION 2

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 2 submitted on behalf of Lynchburg Regional Business Alliance
- Request of \$81,300 for consultant services
- To advance a portfolio of six existing commercial/industrial sites along the site readiness scale and determine next steps for moving all sites to at least Tier 3 on the Virginia Business Ready Sites Program
- Counties of Amherst, Appomattox, Bedford, and Campbell, the Towns of Altavista and Amherst, and the City of Lynchburg are all participating

RECOMMENDATION

- DHCD has administratively approved this application with the applicant and DHCD staff continuing to consult with VEDP staff during its site characterization and prioritization efforts

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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Creating Region 4's Cyber Ecosystem

Virginia Commonwealth University (VCU)

Total Request: \$100,000

Total Match: \$100,000

REGION 4

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 4 submitted on behalf of Virginia Commonwealth University
- Request of \$100,000 for personnel, workshops, outreach, and consultant services
- To create a comprehensive cybersecurity plan to catalogue various cyber activities underway, identify current and future educational gaps, create a bridge to industry partners, and coordinate the region's activities with the statewide Commonwealth Cyber Initiative
- This funding request will allow VCU to hire a coordinator position and the establishment of a Planning Board

RECOMMENDATION

- DHCD staff has administratively approved this application

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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Youth Entrepreneurship Program Resource

Fauquier County Department of Economic Development

Total Request: \$83,500

Total Match: \$83,500

REGION 9

20 **ENHANCED CAPACITY BUILDING**

APPLICATION OVERVIEW

- Region 9 submitted on behalf of Fauquier County Department of Economic Development
- Request of \$83,500 for contract services and supplies/materials
- To develop a pilot Youth Entrepreneurship Program in three schools and a best practices resource deliverable
- The program is designed to develop a pipeline of future business owners in high growth, targeted sectors and to encourage these new businesses to locate and focus their job growth in rural part of Region 9

RECOMMENDATION

- DHCD staff has administratively approved this application

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Line of Sight to Future GOVA Project	✓



VIRGINIA INITIATIVE FOR
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CCAM Business Plan

Commonwealth Center for Advanced Manufacturing

Total Request: \$50,000

Total Match: \$50,500

REGION 4

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 4 submitted on behalf of Commonwealth Center for Advanced Manufacturing
- Request of \$50,000 for creating the business plan
- To develop a ready-to-implement plan for the Advanced Manufacturing Academy (AMA) with John Tyler Community College
- The plan will increase high school to community college dual enrollment programs, replicate Region 3's GO-TEC initiative, work to deliver more opportunities with CCAM's university members, and outline the financial and human resources assets required to support delivery of advanced manufacturing educational services

RECOMMENDATION

- DHCD is contingently approving this application. DHCD must receive confirmation of approval of the CCAM detailed operating plan as is required by state budget language before executing a contract for this project.

Eligibility Requirements	
\$1:1 Match	✓
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	Maybe
Line of Sight to Future GOVA Project	Maybe



VIRGINIA INITIATIVE FOR
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PER CAPITA APPS

PER CAPITA FUNDING

- **3 proposals submitted**
- **3 out of 9 regions participated**
 - **1 Entrepreneurship, 1 Site Development & 1 Workforce Development**
- **Total Request: \$800,850**
- **Total Match: \$3,019,350**
- **Includes \$ 2,918,150 Local Match**



VIRGINIA INITIATIVE FOR
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Southwest Virginia Livestock and Educational Center

Carroll County Industrial Development Authority

Total Request: \$100,000

Total Match: \$167,200, including \$66,000 local match

REGION 1

APPLICATION OVERVIEW

- Region 1 submitted on behalf of Carroll County Industrial Development Authority
- Request of \$100,000 for equipment
- Carroll County IDA will coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills
- Collaboration involving the Agricultural Education Departments of Carroll, Grayson, and Galax counties, a consortium of local cattle producers, and the Virginia Cooperative Extension program

WORKGROUP FEEDBACK

- Aligns with G&D Plan and targeted clusters
- Provides value-added educational piece as it relates to livestock management
- Strong support from local farms and commitments to provide internships
- Applicant is proactive in developing partnerships with local higher education in order to have credentialing as part of their program

RECOMMENDATION

- DHCD recommends this application for approval

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation Requirement	✓
Out-of-State Revenue	✓
High-Wage Job Creation Potential	✓
3 Year ROI	✓
Alignment with G&D Plan	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



VIRGINIA INITIATIVE FOR
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Activation Capital

Activation Capital

Total Request: \$100,000

Total Match: \$50,000

REGION 4

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 4 submitted on behalf of Activation Capital
- GO Virginia funds will be used for a mobile platform and related marketing materials towards the resource guide
- To create and maintain a mobile learning platform for a resource guide to help advance entrepreneurial ecosystem and to create a Small Business Innovation Research (SBIR) assistance program to assist with grant writing and administration for potential applicants

WORKGROUP FEEDBACK

- Entrepreneur Platform prototype strongly vetted and deemed impactful to region's entrepreneurs with potential to replicate/expand through the state
- SBIR Assistance Program will fill much needed services gap

RECOMMENDATION

- DHCD recommends this application for approval as regular per capita grant contingent upon the applicant securing required 1:1 match and local match

Eligibility Requirements	
\$1:1 Match	✓ -will secure
Local Participation Requirement	✓
Alignment with GOVA Strategies	✓
Line of Sight to Future GOVA Project	✓
High-Wage Job Creation Potential	✓
3 Year ROI	✓
Alignment with Teconomy/G&D Plan	✓
Grant Management Capacity	✓



VIRGINIA INITIATIVE FOR
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Regional Business Park – Phase 2 Site Readiness (Tier 3)

Louisa County

Total Request: \$600,850

Total Match: \$2,802,150, including \$2,802,150 local match

REGION 9

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 9 submitted on behalf of Louisa County
- Request of \$600,850 for consultant services
- To complete Phase II due diligence work for an approximately 700 acre new regional business park and advance the development of a Tier 3 site on the Virginia Business Ready Site Program
- This phase of the due diligence includes topographic and boundary surveys, cultural resource summary, and completion of the master plan

WORKGROUP FEEDBACK

- Strong regional and local support for developing this 700-acre site
- Site will be marketed upon Tier 3 status to potential businesses in targeted sectors
- This project is critical to RIFA formation and will provide strong foundation for long term joint site development in the region at this and other sites.
- Once a Tier 3 site, applicant will understand the new projected cost estimates for advancing the site to a Tier4/Tier 5. A preliminary cost estimate for the entire project's buildout is \$35M.

RECOMMENDATION

- DHCD recommends this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation Requirement	✓
Out-of-State Revenue	✓
High-Wage Job Creation Potential	✓
3 Year ROI	NOT EXPECTED FOR TIER 3
Alignment with G&D Plan	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



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FY20 CAPACITY BUILDING

FY 20 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Admin (General)	\$1,500				\$8,000				\$15,000
Audit			\$1,500	\$11,400	\$4,690		\$2,500	\$1,000	\$6,000
Contract Services			\$80,000	\$37,640			\$85,150	\$99,500	\$500
Fiscal /Accounting Services	\$9,615	\$90,000		\$24,000	\$6,000				
Legal Expenses			\$900				\$5,000	\$500	\$1,500
Marketing, Outreach, and Websites	\$12,500	\$20,000	\$30,000	\$2,000		\$2,000	\$10,000	\$1,500	\$7,000
Meetings and Workshops	\$6,700		\$2,500	\$500	\$800	\$2,000	\$2,500	\$5,000	\$6,000
Rent	\$2,400			\$15,120					\$10,000
Salaries (Fringe if applicable)	\$184,116	\$124,000	\$127,500	\$151,541	\$200,000	\$210,000	\$90,550	\$105,000	\$150,000
Supplies & Equipment	\$7,000	\$3,000	\$2,500	\$2,137	\$3,100		\$1,000	\$650	\$1,500
Taxes and Insurance				\$4,582	\$1,000	\$1,000	\$6,300		
Travel	\$5,000	\$3,000		\$1,080	\$200	\$3,000	\$7,000	\$3,000	\$2,500
Program Support Total	\$228,831	\$240,000	\$244,900	\$250,000	\$223,790	\$218,000	\$210,000	\$216,150	\$200,000
Contract Services	\$21,169					\$4,518			
Technical Assistance			\$5,100					\$12,350	
Growth and Diversification Plan Development						\$4,482	\$40,000	\$21,500	
Planning Grants						\$23,000			\$50,000
Planning Total	\$21,169	\$0	\$5,100	\$0	\$0	\$32,000	\$40,000	\$33,850	\$50,000
Project Reserves	\$0	\$10,000	\$0	\$0	\$26,210	\$0	\$0	\$0	
TOTAL	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000

FY20 ALLOCATIONS





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Tuesday, September 10, 2019

Tuesday, December 10, 2019