



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

**AGENDA**  
**VIRGINIA GROWTH AND OPPORTUNITY BOARD**

**Friday, April 17, 2020**

**12:30 PM – 2:00 PM**

**Virtual Meeting**

Please join the meeting via interactive platform here: <https://vadhcd.adobeconnect.com/govaboard/>

**To join by phone call 866-845-1266, Participate Code 56283062#**

- I. OPENING
  - a. Call to order **Chairman**
  - b. Roll Call **Sara Dunnigan**
  - c. Public Comment **Chairman**
  
- II. CONSENT AGENDA **Action Item**
  - a. Existing Project Contract Modifications Request
    - i. Request for Contract Modification (Match Waiver) with Region 4 Lighthouse U Per Capita Project
  
- III. NEW BUSINESS
  - a. GO Virginia Economic Resilience and Recovery Program **Erik Johnston**
    - i. **Action Item:** Board Policy #10: Economic Resilience and Recovery Program
    - ii. GO Virginia Economic Resilience and Recovery Program White Paper
  - b. GO Virginia Per Capita Match Changes **Sara Dunnigan**
    - i. **Action Item:** Board Policy # 11 Per Capita Match Requirements
  - c. Stakeholder Workgroup Recommendations **Sara Dunnigan**
    - i. **Information Item:** Memo to the Board about Stakeholder Workgroup Recommendations
  
- IV. DIRECTOR'S REPORT **Erik Johnston**
  - a. **Action Item:** Per Capita Applications (5)
  - b. **Information Item:** Funded Project Update
  - c. **Information Item:** Administratively Approved Projects
  
- V. BUDGET UPDATE **Secretary Aubrey Layne**
  
- VI. ADJOURNMENT **Chairman**

**2020 Board Meeting Schedule**

Tuesday, June 23, 2020

Thursday, September 03, 2020

Tuesday, December 08, 2020

## Board Decision

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**TO:** GO Virginia Board Members

**FROM:** DHCD Staff

**RE:** Region 4 Lighthouse U Contract Modification Request

**DATE:** 4/17/2020

Due to the COVID-19 Virus and the Governor's mandated stay-at-home policies and restrictions on assembly, the Lighthouse U program for the final part of the grant (contract ends August 13, 2020) will not be able to execute its Accelerator Cohort activities in its physical location or maybe in person at all.

The project team are seeking a waiver of the remaining part of the local match requirement (9%) since the project activities cannot be physically be located at Maggie Walker High School, a regional high school, the source of the local match (valued at \$96,187.50).

Local Match already spent: \$106,187.50, 11% of award (\$1,000,000)

Local Match asking to be waived: 9%

### Revised Project Overview:

The objective of the revised 2020 Summer Cohort Program through Lighthouse Labs University initiative and VCU da Vinci Center is to conduct a condensed version of our traditional 12-week accelerator program. This program is designed to meet virtual requirements through a 1-week boot camp (pre-accelerator) that will be open to all candidates. A selected number of companies will go through a second round of 4-week programming. The project is poised to exceed all project outcomes. The program has created 122 new jobs, seeded 11 start up companies, and attracted more than \$1,000,000 of outside capital investment in its year and a half of programming.

**RECOMMENDATION:** DHCD staff recommend this local match waiver in the amount of 9% for approval.



## Board Policy #10

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**TITLE:** GO Virginia Economic Resilience and Recovery Program

**EFFECTIVE DATE:** 04/17/2020 – 04/17/2021

**AUTHORITY:** § 2.2-2486 - §2.2-2489 of the Code of Virginia

**POLICY STATEMENT:** It is the policy of the Virginia Growth and Opportunity Board that \$14.66M in FY20 statewide competitive funds will be used to create the Economic Resilience and Recovery Program.

Each Regional Council may apply for up to \$1.0 million to support strategic initiatives in response to the economic crisis caused by the COVID-19 pandemic. To accelerate the deployment of resources, DHCD will administratively approve applications of \$100,000 or less that meet the program guidelines through a Fast Access process. Regions may access up to \$300,000 using the Fast Access process. Any funds accessed using the Fast Access process will count toward their \$1.0M regional cap.

The remaining \$5.66M will be held in an opportunity fund to support responsive proposals that have a significant statewide economic impact. A single region or multiple regions may apply for these funds.

Funds not obligated when this program sunsets will be returned to the regular statewide competitive pool.

Local match requirements will be waived for this program and total match requirements will be reduced by half due to a finding by the Board of fiscal distress across the entire Commonwealth because of the COVID-19 pandemic.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 04/17/2020.

**SUPERSESION:** This Board policy is new and will expire on 4/17/21 unless otherwise extended by the Board.

**DHCD DIRECTOR:** Erik Johnston

# GO Virginia Economic Resilience and Recovery Grant Program

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## Background:

The GO Virginia program was designed to help grow and diversify regional economies and increase wages in every region of the Commonwealth. Nine regional councils have organized and developed Growth and Diversification plans and strategies organized around their own unique resources and assets. These plans include focused and supported strategies in four key areas:

- Promoting the growth and competitiveness of firms in existing clusters that show high potential for growth (Cluster Scale Up);
- Talent pipeline development (Workforce Development);
- Creating a supportive ecosystem that encourages and supports startups and early stage firm (Start Up Ecosystem); and
- Increasing the number of business ready sites and related infrastructure (Sites and Infrastructure).

**GO Virginia is prepared to pivot \$14.66M in statewide competitive funds (PY20) to respond to the unprecedented economic conditions facing Virginia due to the near and long-term effects of the coronavirus on regional economies. This initiative will focus resources on economic resiliency and recovery while staying true to the GO Virginia mission.**

There is an opportunity to further strengthen the alignment of federal and state resources as part of this response around high-value activities that focus resources on targeted industry sectors and the supply chains that support them, as well as highly-impacted locally traded sectors as identified by the Regional Councils. We propose realigning the GO Virginia PY20 statewide competitive pool and creating a responsive grant program. This program would be time limited, with an initial 12-month application window, which could be extended by the State Board.

## Funding:

**GO Virginia would dedicate up to \$14.66M from the PY20 statewide competitive pool to create the GO Virginia Economic Resilience and Recovery Grant Program.** This program would help regions build capacity to support and serve existing businesses, with a priority on priority sectors and essential businesses, including the healthcare system and its supply chain during this crisis.

## Modified Match Requirements:

This program would encourage regional participation, but request that the State Board eliminate the local match requirements for local governments, providing much needed relief during a time of fiscal distress. It would also reduce the one to one grant match requirement by half, as permitted by state law, due to the extraordinary economic events facing Virginia. These funds would leverage and compliment other state and federal resources that may become available.

## Regional Activities:

Regional Councils would be eligible to apply for up to \$1.0M with \$5.66M in reserve for all regions for extraordinary need or extraordinary positive economic impact. Key activities as part of this proposal would include:

1. Reevaluate priorities in Growth and Diversification plans;
2. Prioritize identified industry targets based on immediate impact and influence on the regional economy;
3. Assess community and business needs; and
4. **Focus resources on actionable strategies that expand or build needed capacity and that support sustaining and expanding firms in targeted industry clusters and/or highly-impacted locally traded sectors as identified by the regional councils;**

Examples of these strategies could include:

- Expanding regional capacity to coordinate and deliver business support services such as access to financing, including crowd-sourcing platforms
- Accessing and utilizing the internet for e-commerce to increase sales
- Identifying and connecting critical suppliers of goods and services to reduce service and production disruptions
- Expanded workplace health and sanitation to ensure continuity of operations and worker safety
- Maintaining and managing a remote workforce to keep people employed and productive
- Developing new industry-aligned on-the-job training program that would meet critical need
- Expanding existing training programs that have been identified as mission-critical
- Facilitating job/training program placement in partnership with existing employer or workforce intermediary needs
- Providing assistance to retain and/or support impacted employees

We envision a number of strategic partners, many of whom are already at the GO Virginia table. These include local governments, regional and local economic developers, planning district commissions, two- and four-year colleges and universities, workforce development boards, business service providers such as the Virginia Small Business Development Center network and Genedge, as well as private sector partners such as trade associations, lenders, and utility providers. Projects should not duplicate existing efforts but may expand capacity or support unmet needs in the region.

## Application and Approval Process:

**In order to move resources quickly, DHCD would create a Fast Access process and use its administrative approval authority for grant applications of \$100,000 or less.** Applications would be received on a rolling basis and approved after staff review. These Fast Access requests may be for planning/needs or risk assessment activities or smaller-scale implementation projects. Applicants are encouraged to think holistically about the needs in their region.

**Grant applications requesting more than \$100,000 would be received under the regular grant application deadlines and review process.**



## Board Policy #11

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**TITLE: Modified** GO Virginia Program Match Requirements – Per Capita Funds

**EFFECTIVE DATE:** 4/17/2020

**AUTHORITY:** § 2.2-2489 of the Code of Virginia

**POLICY STATEMENT:** State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to the grant, provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.

To provide temporary relief to localities and accelerate the deployment of funds during a time of economic contractions caused by the COVID-19 pandemic, the state board will use this authority to modify match requirements. The following table represents the modified match requirements for project using a region’s allocated Per Capita funds. These match requirements will apply to new project applications received between April 18, 2020 and October 18, 2020. The Board may elect to extend these modified match requirements.

PER CAPITA FUNDS		
	Total Match	Local Match
Enhanced Capacity Building	2-1	No Local Match Required
Regional Entrepreneurship Initiative	2-1	No Local Match Required
Sites (planning)	2-1	No Local Match Required
Sites (implementation)	2-1	No Local Match Required
Broadband (planning)	2-1	No Local Match Required
Broadband (implementation)	2-1	No Local Match Required
Project Implementation	2-1	No Local Match Required

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 4/17/2020.

**SUPERSESSION:** N/A

**DHCD DIRECTOR:** Erik Johnston



## Memorandum

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**TO:** Virginia Growth and Opportunity Board

**FROM:** GO Virginia Stakeholder Workgroup Members

Region 1, Mike Quillen	Williamsburg Regional Alliance, Voncille
Region 2, Raymond Smoot	Gilbreath
Region 3, Randy Lail	VEDA, Jim Noel/Stephanie Landrum
Region 4, William Goodwin Jr.	Virginia Association of Planning District
Region 5, Thomas Frantz	Commissions (VAPDC), David Blount
Region 6, William Beale	Virginia Small Business Development Center,
Region 7, Tom Rust	Jody Keenan
Region 8, George Pace	Virginia Hispanic Chamber of Commerce,
Region 9, Jim Cheng	Michel Zajur
	Danville Regional Foundation, Clark Casteel
	Virginia Association of Workforce Board
	Directors, Shawn Avery
	Deputy Secretary of Commerce and Trade,
	Cass Rasnick

**RE:** Program Recommendations

**DATE:** March 17, 2020

At the direction of the GO Virginia State Board, the members of the Stakeholder Workgroup and other interested parties participated in four work sessions in January and February 2020 to deliberate on the questions brought forth by Regional Council leadership in December 2019. DHCD staff facilitated the discussions and more than 65 individuals participated in one or more sessions. This document represents our conversation and the consensus recommendations for action in the four program policy areas of Talent Development, Regional Collaboration and Project Match, Traded Sectors and High Wage Jobs, and Project Evaluation and Return on Investment.

## TALENT DEVELOPMENT

1. Do the existing State Law, Board Policies, Administrative Guidance, and Metrics around Talent Development support GO Virginia's overall goals?

Yes, the workgroup felt that the policy framework was adequate in describing the program focus and desired outcomes.

**Board Action(s) Requested: The group requests that the Board revisit its outcome metrics with consideration for investments in secondary education/workforce training and the results these programs could/should be driving. Return on Investment for these projects should be evaluated over a longer timeframe.**

**Currently, DHCD completes 3- and 5-year return on investment as part of application evaluation. The Board should take a position on a reasonable period to measure return on investment for workforce development projects.**

2. Should GO Virginia consider aligning its investments to support a broader statewide workforce strategy?

The workgroup felt that there was a universal need for actionable labor market data and that GO Virginia could play a role in supporting regions and statewide efforts. Specifically, the group discussed the need for data that helped regions understand skills gaps relative to their industry targets and that this information would help drive more impactful projects.

**Board Actions Requested: The group recommends that the Board engage other relevant state stakeholders in a discussion regarding the need for actionable labor market data and consider providing additional support to regions in understanding skills gaps relative to their priority industry sectors.**

3. How should GO Virginia talent development projects be evaluated for effectiveness and impact?

Ideally, workforce projects would have scale across regions (involve multiple localities) and vertically (secondary to postsecondary) develop the full pipeline into employment.

Further, the group discussed the importance of employer satisfaction and engagement in workforce projects. Pre and post surveys could be used.

**Board Actions Requested: The Board should recognize the degree to which the workforce project helped to retain jobs, in addition to creating new jobs, as an outcome. In addition to the existing evaluation methods (metrics), the group suggested that the Board consider measuring the degree to which existing resources are leveraged/repurposed in support of a workforce project as part of the evaluation of the application.**

4. How can we evaluate the sustainability of workforce-related projects given the Board's position on not creating new obligations for the state (positions)?

The workgroup discussed sustainability in leadership and financial resources. The Board should consider the degree to which local and other non-state resources are being leveraged to support the project as an indicator of commitment and sustainability. In addition, workforce projects with committed



employer advisory boards can help regions develop sustainability plans and provide leadership that will lead to better outcomes.

No Board Action Requested.

5. Should GO Virginia consider investments in K-5 education?

The consensus was that GO Virginia should stay focused on projects involving grades 6-12 that are aligned to support targeted industry sectors and not directly fund K-5 projects.

The group recognized that this would be a dilution of GO Virginia's mission and that other funding sources were available. Regions can include K-5 investments in a continuum as additional leverage, but not part of the required 1:1 match for GO Virginia projects.

**Board Actions Requested: Existing guidance discourages K-5 investments; however, the Board may wish to issue more formal policy in the area, restricting funding for K-5 projects.**

Additional Board Requests for Consideration:

**Board Actions Requested: Areas of Opportunity for Future Funding (memo dated Dec 11, 2018) states that talent attraction is important. What is the Board's position on the use of GO Virginia funds for regional talent attraction/recruitment efforts? What are the mechanisms to ensure that GO Virginia isn't funding instate intraregional competition for talent?**

## **REGIONAL COLLABORATION AND PROJECT MATCH**

1. Should Tobacco Commission Funds be considered as match?

Yes, the group supports legislative changes that would allow Tobacco Commission funds to be used as match.

**Board Action Requested: Develop formal policy on the use of Tobacco Commission funds as match pending the passage of HB1597.**

2. Should other state discretionary funds be considered as match?

The group recommended that the Board consider other state funds as match, specifically those that are distributed on a competitive basis. This would encourage alignment of state resources around projects of regional priority and significance.

**Board Action Requested: Establish Task Force to bring back specific recommendations on funding streams and how/if such a change would advance the mission of the GO Virginia program and better align state resources.**

3. Should the Board use its authority to modify match requirements from 1-1 to 2-1 for per capita and statewide competitive projects?

State code requires that GO Virginia projects have a 1:1 match. The Board has the authority to modify these match requirements to 2:1 based on exceptional economic opportunities or for regions that are fiscally distressed.

**Board Action Requested: The Board should reduce match requirements to 2:1 for statewide competitive projects that involve more than 2 regions given their extraordinary economic opportunity.**

**Board Action Requested: The group requests that the Board refine its position on waivers and direct DHCD to develop administrative guidance that clarifies match policy for each project type and develop a formal, objective waiver procedure.**

4. Should the Board reconsider its position on the guidance regarding Local Match to require local governments to provide a proportioned 20% of total required match (rather than 20% or \$50,000, whichever is greater)?

**Board Action Requested: Yes. The group requests that the Board revise the local match policy to require that 20% of the total match required be contributed by local governments and eliminate the \$50,000 minimum.**

5. Could the Board expand definition of “Local” to include any local business, community-based organizations or other local entities?

**The group agreed that GO Virginia was designed to encourage regional collaboration; however, the Board should revisit its position on qualifying local match with a consideration for ANY locally contributed funds, including those contributed by local foundations, private businesses, etc.**

**Board Action Requested: Develop policy on qualifying local match and eligible contributors of local match.**

6. Should the Board and/or DHCD provide more flexibility in qualifying match – combination of local and non-local funds?

The group discussed the process used by DHCD for qualifying match in each category. DHCD intends to issue additional administrative guidance and provide technical assistance.

No Board Action Requested

7. Should the Board consider a sliding scale for calculating required local match? If so, on what terms?

NO, this would add complexity to the program. Removing the \$50,000 minimum requirement for local match and moving to a 20% for local contributions would have the same effect.

No Board Action Requested

8. Should the Board consider special waiver ability for site implementation projects? (i.e. If business community provides 100% of match, Local Match requirement could be waived.)

**Board Action Requested: The group requests that the Board take a position on appropriate timeframe to consider a locality’s prior year investments in sites as local match. (backdating match)**

**Further, the group would ask the Board to consider that if total match for a site/infrastructure project is provided as non-state, non-local match, then the match requirements for localities should be waived.**

9. Should the Board waive match requirements in economically distressed communities?

Similar to the Board's authority to reduce match requirements for fiscal distress, the Board should consider a project that has a significant impact on an economically distressed community as an exceptional economic opportunity. This could include projects that occur in Opportunity Zones or that impact individuals in low income census tracts. This should be incorporated into administrative guidance on waivers mentioned above.

**Board Action Requested: Direct DHCD to modify Administrative Guidance to recognize the extraordinary opportunity associated with projects that impact economically distressed communities as a waiver condition. Direct DHCD to develop guidelines around the definition of distress and application of the designation to projects and waiver procedures.**

10. Allow projects to be approved contingent on receiving local match.

No Board Action Requested.

### **TRADED SECTOR AND HIGH WAGE JOBS**

1. Should the Board consider allowing Healthcare sector investments?

**Board Action Requested: The Board should consider modifying Board Policy #8 to include considerations for healthcare sector investments under one or more of the following three conditions:**

- 1) **If the region can demonstrate that the sector is serving a significant number of customers from an adjacent state and that the GO Virginia investment would allow it to expand services to those customers, thus increasing the export of health care services (non-state revenue generated).**
- 2) **If the region can demonstrate that its health outcomes scores (or other similar measure of community health) are such that it is negatively impacting the region's ability to attract or retain businesses in its targeted sectors and that the investment would improve the measure.**
- 3) **If the lack of available healthcare services in a region are causing residents to leave the state to seek services in neighboring states and the investment would stop the leakage of dollars to neighboring states.**

**The workgroup also felt it important that the Board recognize the critical shortage of healthcare professionals, particularly nurses, in some parts of the state. These shortages are leading to the employment of "traveling nurses" from out of the state.**

2. Should the Board be flexible with definition of traded sector (i.e. traded outside the region, not the state)?

The Board should be flexible in defining the characteristics of traded vs nontraded sectors, with continued emphasis on increasing overall economic activity in the Commonwealth; however, GO Virginia should continue its investment focus on increasing wages within regions through the creation of higher-paying jobs.

No Board Action Requested

3. Could the Board/DHCD consider “sub regional” wages and/or higher wages within a traded sector when qualifying a project a “higher wages”?

DHCD prepares regional/sub regional and sectoral wage analysis. No Board action is needed.

No Board Action Requested

### **PROJECT EVALUATION AND RETURN ON INVESTMENT (ROI)**

1. Should other factors, in addition to those mentioned in state code, be considered by the Board when evaluating projects?

Board members should consider the degree to which a project improves regional economic competitiveness (economic impact) and how the program has helped to advance cultural changes within and among regions (regional collaboration).

No Board Action Requested

2. Are the grant application questions aligned to ensure the applicant can address the evaluation factors?

Yes, the application allows the applicant to provide narrative around the four primary review factors: Economic Impact, Regional and Interregional Collaboration, Project Readiness, and Sustainability.

No Board Action Requested

3. Are the weights assigned for each of the factors in the Competitive Application scoring rubric appropriate? Should the Board consider others?

The weights are appropriate. The current application weighs ROI as 10% of the total points.

No Board Action Requested

4. What timeframe should the Board consider as appropriate to generate a positive return on investment? Should it vary based on project type? (Current Competitive Scoring Guidelines suggest 3 years is desired.)

The Board should recognize the guidance it authorized in 2018 which recognizes that Return on Investment is one of several factors it should consider in its evaluation. Further, the nature of GO Virginia and its effort to create transformational change require that different projects have different return time horizons.

**Board Action Requested: The group is requesting that the Board direct DHCD to modify the Competitive Application Review Scoring Rubric Question 3: ROI to better recognize the transformational nature of GO Virginia projects and to allow for more positive scoring for projects whose ROI occurs in later years.**

## Per Capita Application

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### Classrooms to Careers

**Region:** 2

**Participating Localities:** Counties of Montgomery, Giles, Floyd

**Investment Strategy:** Workforce Development

**Type of Project:** Implementation

**Applicant(s):** Montgomery County Public Schools

**Project Goal(s):** Increase the number of students interested in pursuing an IT career in the New River Valley.

**Project Description:** Montgomery County Public Schools (MCPS) is leading a program with partner school systems Giles County and Floyd County that will connect high school teachers and students to local IT businesses. Students will have opportunities to participate in entry-level IT internships and job shadowing at local IT companies. Teachers will work with these participating IT companies to refine curriculum and better align certification offerings. GO Virginia funds will be used to reimburse employers a portion of paid internship wages, professional development costs for teachers, equipment, and supplies. Virginia Tech's *Destination for Talent* project and LSIE division are collaborating on employer engagement and joint activities with college students. The project has strong alignment to the region's G&D Plan and the findings of the *Stopping the Brain Drain* Study (previous GO Virginia project).

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 180,000</b>
<b>Matching Funds</b>	<b>\$ 231,700</b>
Local Match	\$ 51,700
<b>Total Project Budget</b>	<b>\$ 411,700</b>

#### Outcomes:

- 60 high school internships (within 3 years)
- 6 employers served (4 private sectors businesses committed)
- 16 jobs/hires (In years 4+5)
- Retool IT certification programs to match employer-defined career pathways
- Redesign student field trips to be more career-oriented activities
- "Internship in a Box" Toolkit for employers to help onboard interns

## Classrooms to Careers

### Workgroup Discussion:

There was consensus from the workgroup that Classrooms to Careers is designed to connect participants to the IT pipeline early on, help retain Region 2's talent, and ultimately grow the region's IT talent pipeline. Workgroup feedback included:

- Strong commitment from school systems to repurpose existing resources and align curriculum and certifications
- Strong post-secondary institutional partnerships (Virginia Tech, New River Valley Community College, Radford University)
- Positive connections to employer intermediaries and several IT employers
- ROI impacted by early year internship hours and earnings with later full time employment opportunities in IT occupations

### Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO (positive in Years 4/5)
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

## Per Capita Application

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### Increasing Birth Rates of New and High Growth Companies

**Region:** 2

**Participating Localities:** Counties of Alleghany, Botetourt, Roanoke and Towns of Vinton and Bedford

**Investment Strategy:** Startup Ecosystem

**Type of Project:** Implementation

**Applicant(s):** The Advancement Foundation (TAF)

**Project Goal(s):** To support the development of new/early stage high growth firms as an opportunity for regional growth increasing the density of startups with a focus on advanced manufacturing, food and beverage, technology, health and life science (STEM related).

**Project Description:** The Advancement Foundation (TAF) is continuing a previously-funded pilot program designed to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and university students. GO Virginia funds will be used for equipment, personnel, operations, and outreach.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 180,000</b>
<b>Matching Funds</b>	<b>\$ 180,000</b>
Local Match	\$ 50,000
<b>Additional Leverage</b>	<b>\$ 275,000</b>
<b>Total Project Budget</b>	<b>\$ 635,000</b>

#### Outcomes:

- 20 new/early stage high growth companies participating in Innovation Mill
- 8 high growth companies that progress to next level accelerators
- 10 mentors engaged with new high growth companies
- 16 students participating/engaged with early high growth companies

## Increasing Birth Rates of New and High Growth Companies

### Workgroup Discussion:

There was consensus from the workgroup that the Advancement Foundation (TAF) has proven successful at executing quality programming for Region 2's high growth companies and has exceeded their outcome goals in the pilot program. Workgroup feedback included:

- Demonstrated strong track record with this subset of startup companies
- Strong engagement effort among higher education and private sector
- Well-connected to other complementary support programming for startup high growth companies

### Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



## Per Capita Application

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### Rowanty Technical Center Logistics Program

**Region:** 4

**Participating Localities:** Counties of Dinwiddie, Prince George and Sussex

**Investment Strategy:** Workforce Development

**Type of Project:** Implementation

**Applicant(s):** Rowanty Technical Center

**Project Goal(s):** To have high school students employed post-graduation or enrolled in a post-secondary education program in the field of logistics or supply chain management.

**Project Description:** The Rowanty Technical Center proposes to create a two-year Global Logistics (I/II) program for high school students that includes Forklift Driver and OSHA-10 additional certifications. Connections to post-secondary institutions (Virginia Wesleyan University, Virginia State University, Richard Bland College) will support students' pathway to associate's and/or bachelor's degrees for Logistician and Logistics Analyst occupations. The Rowanty Technical Center services will focus on the Logistics targeted sector identified in Region 4's G&D Plan. GO Virginia funds will be used for supplies and equipment.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 110,213</b>
<b>Matching Funds</b>	<b>\$ 110,213</b>
Local Match	\$ 50,000
<b>Total Project Budget</b>	<b>\$ 220,426</b>

#### Outcomes:

- 40 Logistics Associate and Logistics Technician certified workers including Forklift Driver and OSHA-10 certifications
- Establishment of Global Logistics I and Global Logistics II Programs

# Rowanty Technical Center Logistics Program

## Workgroup Discussion:

There was consensus from the workgroup that the Rowanty Technical Center Logistics Program is a well-designed project that will help meet the demand for a Logistics-trained workforce in the region. Workgroup feedback included:

- Great opportunity for high school students to be connected to Logistics careers
- Serves rural area of Region 4
- Strong support from regional logistics companies and increased demand due to recently announced economic development projects
- Strong network of post-secondary institutional partners

## Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

## Per Capita Application

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### Centurion Innovation Hub

**Region:** 7

**Participating Localities:** Counties of Arlington, Fairfax, Loudoun, and Prince William; and the City of Fairfax

**Investment Strategy:** Startup Ecosystem & Cluster Scale-Up

**Type of Project:** Implementation

**Applicant(s):** Refraction

**Project Goal(s):** To incubate and accelerate startups and high-growth companies in innovative technologies and strengthen the regional innovation ecosystem through diverse partnerships.

**Project Description:** Centurion Innovation Hub will serve as a growth catalyst for the Northern Virginia innovation economy with a 33,000 sf co-working and event space located in Tysons Corner. Accelerating the development of high-growth companies is one of the goals in Region 7's G&D Plan. Centurion will support, mentor, and provide training for startups and high-growth companies across innovative technology sectors, including artificial intelligence, machine learning, 5G technologies, quantum computing, and satellite-related technologies. Activities of the hub will include providing access to a network of mentors and partners, partnerships with accelerator and incubator programs, potential investors and customers, workshops, thought leadership and pitch events, and Amazon Web Services credits and training. GO Virginia funds will be utilized for personnel, equipment, other operating costs, and an annual business challenge.

The program will be operated by Refraction, a not for profit located in Reston, who has worked with more than 100 companies that have collectively raised more than \$250 million. Region 7's council has committed to monitor the program's operations, risks, and outcomes through a third-party contractor.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 2,160,000</b>
<b>Matching Funds</b>	<b>\$ 6,465,000</b>
Local Match	\$ 775,000
<b>Additional Leverage</b>	<b>\$ 75,000</b>
<b>Total Project Budget</b>	<b>\$ 8,700,000</b>

# Centurion Innovation Hub

## Outcomes:

- 270 net new jobs in 3 years (780 net new jobs in 5 years)
- \$18 million in capital raised in 3 years by member companies (\$60 million in 5 years)
- 85 member companies served (200 member companies served in 5 years)

## Workgroup Discussion:

There was consensus from the workgroup that the Centurion Innovation Hub offers a suite of services and programming that is catered to Region 7's high growth companies focused in unique technology sectors. The Centurion Innovation Hub will fill a gap in the region's entrepreneurial ecosystem and will be a valuable resource so that these companies will be better able to scale their infrastructure, invest in growth, and attract talent. Workgroup feedback included:

- Strong commitment from regional council to monitor and provide oversight to project
- Applicant responded to the Board's general feedback and responses sent to additional workgroup review
- Strong local government partner support
- Strong partnerships with relevant stakeholders including Amazon, Cox Communications, GoCanvas, SecureG Tysons Partnership, etc.

## Staff Recommendations:

DHCD staff recommends this application for approval contingent upon the applicant removing the apprenticeship and internship pieces of the application by reducing the associated costs of these activities by \$479,250, or a revised request of \$1,680,750. Staff recommend the region come back for a follow up request once the internship and apprenticeship components has been fully developed.

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

## Per Capita Application

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### Scale up the Valley

**Region:** 8

**Participating Localities:** Shenandoah Valley Partnership representing Cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro and the Counties of Augusta, Bath, Highland, Page, Rockbridge, Rockingham, Shenandoah

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Implementation

**Applicant(s):** Shenandoah Valley Partnership

**Project Goal(s):** To stimulate growth for the region's small and mid-size companies as outlined in the G&D Plan for GO Virginia Region 8.

**Project Description:** The Shenandoah Valley Partnership is proposing to offer the *Scale-up the Valley* initiative to all of the communities in Region 8 and is requesting funding from GO Virginia to contract with the National Center for Economic Gardening to conduct the program. The program focuses on small successful companies that are mature enough to have a strong, positive financial record, are growing or poised for growth, and have successfully grown beyond the startup stage. GO Virginia funds will be used for half of the business participation fee for the National Center for Economic Gardening program while the participating locality will cover the remaining half, making the cost free for the participating business.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 50,000</b>
<b>Matching Funds</b>	<b>\$ 50,000</b>
Local Match	\$ 50,000
<b>Total Project Budget</b>	<b>\$ 100,000</b>

#### Outcomes:

- 20 small to mid-size companies in traded sectors served
- 40 jobs created

## Scale up the Valley

### Workgroup Discussion:

There was consensus from the workgroup that the Scale up the Valley project is a worthwhile initiative that will create new capacity and resources to serve existing second-stage companies and support their growth. Workgroup feedback included:

- National Center for Economic Gardening has proven track record supporting traded sector companies
- Experienced leadership at Shenandoah Valley Partnership and familiarity with National Center for Economic Gardening
- Strong participation of localities
- Implementing entity has private sector investment and the ability to raise funds to continue effort

### Staff Recommendations:

DHCD staff recommend this application for approval.

Requirements	
\$1:1 Match Requirement	YES
Local Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
5	Virginia Digital Shipbuilding Year 1	Old Dominion University - Virginia Modeling, Analysis and Simulation Center (ODU-VMASC)	Workforce Development	12/12/2017	\$647,540	\$647,540	100%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Cyber Alliance (Prev. known as HR Cyber CoLab) Year 1	Old Dominion University - Virginia Modeling, Analysis and Simulation Center (ODU-VMASC)	Workforce Development	12/12/2017	\$642,713	\$642,713	100%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
7	Tech Talent Pipeline	Northern Virginia Community College (NVCC)	Workforce Development	12/12/2017	\$487,500	\$355,787	73%	To build upon the Region's existing computer services and cybersecurity clusters to create a workforce system that effectively attracts, prepares and retains qualified candidates to fill high-demand technology jobs in high-paying occupations, such as programming and software development, networking and cybersecurity, and data and data warehousing. Target populations include tech workers who lack the high demand credentials, transitioning military veterans, college students, recent graduates and high school seniors with desired aptitudes.
7	NOVA Fab Lab	Northern Virginia Community College (NVCC)	Workforce Development	12/12/2017	\$250,000	\$137,582	55%	To create a state-of-the-art, 9,000-square-foot Fabrication Laboratory (FabLab) at the NOVA Manassas Campus, to leverage NOVA SySTEMic and inspire interest and encourage future generations to pursue careers in engineering technologies. NOVA will align its engineering technology program to meet the needs of private-industry partners, such as Micron Technology and BAE Systems.
7	Alexandria-Arlington Workforce	Arlington County	Workforce Development	12/12/2017	\$201,897	\$59,008	29%	To provide immediate support to ready-to-be-trained individuals and to newly located or newly established firms in Northern Virginia that are not supported by federal WIOA/SNAPNET funding. This initiative is a combination of career pathway assistance incumbent working training, upskilling, on-the-job training and credentialing activities aimed to support the computer services industry.
2	Capital Ecosystem Development Plan	Roanoke-Blacksburg Innovation Network (RBIN) dba Valleys Innovation Council (VIC)	Startup Ecosystem	2/13/2018	\$77,207	\$75,775	98%	To conduct a two-year strategic planning process to assess weaknesses in the current capital landscape that inhibit entrepreneurship and the commercialization of regional research. VIC will use this information to establish a capital pathways plan to cultivate sources of startup capital for high-growth companies, complete with proposals for new and expanding programming and capital resources for the region.
2	Stopping the Brain Drain Study	Roanoke Regional Partnership	Workforce Development	2/13/2018	\$65,300	\$53,859	82%	To create a talent attraction and retention plan to reduce outmigration of recent graduates from the region's 25 colleges and universities. GO Virginia funds will be used to identify the region's challenges through surveys, focus groups and interviews to produce an action plan for recruiting and retaining talent.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	Talent Collaborative	Central Virginia Workforce Development Board (Previously Region 2000)	Workforce Development	2/13/2018	\$300,000	\$56,051	19%	To address the skills and interest gaps in middle- and high-skill occupations in manufacturing, healthcare and information technology. Region 2000 will conduct a campaign to increase awareness and interest in these industries, and create an existing worker-training program to upskill employees into higher skilled vacant jobs.
2	Wood Haven Water & Sewer	Western Virginia Regional Industrial Facility Authority (WVRIFA)	Site Development and Infrastructure	2/13/2018	\$200,000	\$89,255	45%	To improve the site readiness and marketability of an industrial site near the intersection of Routes 81 and 581 that will accommodate a 52-acre pad and a 20-acre pad. GO Virginia funding will be used to complete the necessary water and sewer utility extensions and connections to prepare the site for development.
3	GO-TEC (phase 1)	Danville Community College (DCC)	Workforce Development	2/13/2018	\$648,000	\$567,735	88%	To build the regional Great Opportunities in Technology and Engineering Careers (Go-TEC) program for careers in IT and advanced manufacturing. Go-TEC is a partnership between six higher-education centers and the K-12 school systems in their service areas, beginning with Danville and Pittsylvania schools as the pilot sites. Go-TEC will build give students hands-on exposure to in-demand career pathways starting in middle school. Areas of focus are precision machining, welding, information technology and cybersecurity, robotics, automation, and mechatronics, and advanced materials.
4	CCAM Pilot Program	Commonwealth Center for Advanced Manufacturing (CCAM)	Workforce Development	2/13/2018	\$430,000	\$360,046	84%	To address the growing need for middle- and high-skilled advanced manufacturing workers through the implementation of two pilot training programs which will be housed at the to-be-constructed CCAM Apprenticeship Academy. The pilot programs include a Mechatronics Workforce Training Program and a Transitioning Military Program for Industrial Maintenance Mechanics.
5	HR RIFA and Drone Park	Virginia Peninsula Chamber Foundation	Startup Ecosystem	2/13/2018	\$150,000	\$13,191	9%	To facilitate the initial steps needed to establish a regional unmanned systems facility on state-owned surplus land in York County. The new facility will provide an open area and infrastructure for use by public institutions, private companies and individuals to develop, test and demonstrate unmanned systems. The goal of this first phase would be to establish a new RIFA governance structure for cost and revenue sharing and to prepare architecture and engineering plans for development of site infrastructure.
5	757 Seed Fund	757 Seed Fund	Startup Ecosystem	2/13/2018	\$140,000	\$46,559	33%	To establish the administrative structure to provide seed-stage investments to Virginia's most compelling innovation-based, high-growth companies. The creation of a new seed fund to complement the work of the 757 Angels will help build the critical mass of quality, investable companies necessary to establish an innovation economy in the Hampton Roads region.
6	Pamunkey Net Business Plan	Middle Peninsula Alliance	Site Development and Infrastructure	2/13/2018	\$50,000	\$2,605	5%	To design and implement a sustainable business model for the Pamunkey Tribe to deliver high-speed broadband to underserved areas of the Middle Peninsula and Northern Neck. MPA will work closely with the Pamunkey Tribe to develop a business plan and create a new legal enterprise to be owned by the tribe. MPA will also review existing studies on the region's broadband infrastructure to ensure that existing assets and service areas are considered for future infrastructure development plans.



GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
6	Flex Space Due Diligence	Westmoreland County	Site Development and Infrastructure	2/13/2018	\$50,000	\$50,000	100%	To initiate the development of a 20,000-square-foot flexible office space in the town of Montross. The new facility will be one of the only office spaces of its size and quality available to businesses in the Northern Neck.
8	RAAMP Welding Training	Byers Technical Institute	Workforce Development	2/13/2018	\$100,000	\$100,000	100%	To address the demand for welders throughout the Shenandoah Valley by expanding the training capacity through additional training equipment, instructors and course offerings. RAAMP will train 20 additional welders in each 40-week cohort.
1	Ignite Internships	United Way of Southwest Virginia	Workforce Development	4/10/2018	\$250,000	\$156,080	62%	To expand the Ignite Program throughout the Region One footprint to collaboratively align school curriculums with local employer needs. UWSWVA will engage key industry associations in targeted industries and build a web-based platform of activities to assess student skills and interests and match those students with available work-based learning opportunities in these industries. UWSWVA expects to place 120 interns with at least 40 companies as part of this project.
2	CERE Industry Labs: Phase I	Liberty University	Workforce Development	4/10/2018	\$300,000	\$135,215	45%	To design, construct, and equip the CERE Industry Labs at the former Center for Advanced Engineering & Research (CAER) facility in Bedford County to offer regional companies and institutions of higher education the facilities necessary to promote research and development, as well as to foster the attraction and retention of the scientific and engineering workforce.
2	RAMP	Roanoke-Blacksburg Technology Council	Startup Ecosystem	4/10/2018	\$245,000	\$187,755	77%	To expand the reach of the Regional Acceleration and Mentorship Program (RAMP) in downtown Roanoke, which offers technology-based startups access to classroom education, mentoring and assistance in identifying capital. GO Virginia funds will be used to expand into services for a second cohort.
2	Unmanned Systems Training Program	Dabney S. Lancaster Community College	Workforce Development	4/10/2018	\$76,000	\$66,644	88%	To implement a new drone technology training program to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of an unmanned systems facility in the region. This new program will establish a career pathway beginning with project-based learning opportunities for high school students and extending to two- or four-year degree attainment through partnerships with other higher-education institutions.
9	GWC P-Tech Welding and Machining Center	Culpeper County	Workforce Development	4/10/2018	\$244,300	\$171,005	70%	To redevelop the former George Washington Carver High School into the state-of-the-art GWC Piedmont Technical Education Center to train machinists and welders. New Pathways Tech Inc. will operate the facility in partnership with Germanna Community College and the American Institute of Welding to train machinists and welders for the region's advanced manufacturing industry.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
6	Virginia Sea Grant Resiliency Ecosystem Development	Virginia Institute of Maritime Science (VIMS)	Startup Ecosystem	6/12/2018	\$49,996	\$41,376	83%	To convene a group of regional stakeholders and national resiliency experts to identify best practices for future resiliency activities for a multi-regional water management economy. VASG will also convene workgroups to identify key gaps in the Virginia economic development ecosystem surrounding water technologies and coastal resiliency, and to develop an operational framework for the operation of comprehensive, multi-sector network of resiliency stakeholders.
6	Welding Training Program	Westmoreland County	Workforce Development	6/12/2018	\$130,000	\$108,806	84%	To establish a new 4,000-square-foot welding training facility to offer welding training courses through Rappahannock Community College (RCC) and other training programs as needed. RCC will begin offering daytime welding courses and expanding evening courses which are currently at capacity as offered at the Northern Neck Technical Center. RCC will train at least 40 welders in four areas of basic and specialty welding.
8	Cyber Security Workforce Development	Blue Ridge Community College (BRCC)	Workforce Development	6/12/2018	\$200,000	\$103,694	52%	To initiate a new cybersecurity workforce development program focused on producing new industry credentials (CompTIA Security+) that will attract cybersecurity jobs to the Shenandoah Valley. BRCC will arrange internship opportunities with regional employers and establish an advisory council of Managed Security Service Providers (MSSP) who will review and approve the development of the program, curriculum and on-the-job training opportunities.
9	Central Virginia Cybersecurity Partnership	Piedmont Virginia Community College (PVCC)	Workforce Development	6/12/2018	\$100,000	\$34,974	35%	To build capacity for the Central Virginia Cybersecurity Partnership, a collaborative talent development solution for the cybersecurity industry in Region Nine. PVCC will coordinate with GCC and Lord Fairfax Community College (LFCC) to establish a shared cybersecurity program by aligning each community college with area of instructional expertise and accreditation from the National Centers for Academic Excellence in Cyber Defense. The project will result in common cybersecurity curricula and a credentialing pathway between the partners for areas of specialization.
9	Central Virginia Site Readiness	Central Virginia Partnership for Economic Development	Site Development and Infrastructure	6/12/2018	\$58,675	\$53,475	91%	To advance a portfolio of eight sites targeted for light manufacturing to at least a Tier 3, according to the VBRSP classification system. CVPED engaged a consultant to conduct site characterization and initial due diligence activities for the site nominated by each of the participating localities.
9	Adult Beverage Jobs & Exports	Piedmont Virginia Community College (PVCC)	Workforce Development	6/12/2018	\$249,472	\$18,094	7%	To create a professional training program in wine and cider making, craft brewing and distilling to support the scale-up of the growing food and beverage manufacturing industry for the region and the commonwealth. PVCC will equip two training facilities for the training programs, and establish the necessary agribusiness curriculum and career pathway from post-secondary instruction to employment. The new curriculum will be shared with Germanna Community College (GCC) and deployed to students and businesses in GCC's service region.
1	SWVTC Hub Link	Southwest Virginia Technology Council (SWVTC)	Workforce Development	8/14/2018	\$27,547	\$20,000	73%	To complete initial work on the HubLink platform, an online jobs platform where job-seekers will be able to access job and training opportunities in the technology industry. SWVTC will engage stakeholders and job seekers, and inventory all technology training programs offered in the region.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
4	<b>MaMaC Mega-Site Competitive</b>	MAMaC Regional Industrial Facility Authority (RIFA)	Site Development and Infrastructure	8/14/2018	\$2,217,500	\$459,629	21%	To advance the 1,600-acre certified mega-site to a Tier 4, by completing the engineering plans to upgrade the Greenville County Water and Sewer Authority's Water Treatment Plant, constructing the gravity fed sewer system to the site and constructing the wetlands mitigation bank that will be necessary to accommodate future development on the site.
4	<b>CampusRVA</b>	Southeastern Institute of Research (SIR) and ChamberRVA	Workforce Development	8/14/2018	\$100,000	\$48,933	49%	To develop the CampusRVA initiative, which will serve as a marketplace, both online and off-line, for internships and job openings to facilitate the matching of employers with potential employees. Based on the successful CampusPhilly model, CampusRVA will promote the capital region as an attractive place to live, work and play, supporting the region's goal of retaining Virginia's recent college graduates.
4	<b>Lighthouse U</b>	Virginia Biotechnology Research Park dba Lighthouse Labs	Startup Ecosystem	8/14/2018	\$1,000,000	\$625,498	63%	To expand the recently piloted Virginia Start-Up Spring Break and Pre-Accelerator programs through VCU. Lighthouse Labs will pilot the Lighthouse U program, which will feature a series of events and training opportunities to prepare students to launch their own businesses after graduation. As part of the collaboration, Lighthouse Labs will introduce a new summer cohort program for recent graduates of Virginia universities that participated in Lighthouse U.
7	<b>Tech Talent Pipeline Apprenticeships</b>	Northern Virginia Community College (NVCC)	Workforce Development	8/14/2018	\$1,000,000	\$183,568	18%	To expand the previously awarded Tech Talent Pipeline Initiative, which aims to create a workforce system to effectively attract, prepare and retain qualified candidates to fill high-demand cybersecurity and IT jobs. NOVA will develop and implement a new apprenticeship program, matching 400 apprentices to employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce, conduct Tech Talent Pipeline outreach and develop and implement the apprenticeship curriculum and models.
9	<b>CvilleBioHub Planning Grant</b>	CvilleBioHub	Startup Ecosystem	8/14/2018	\$83,540	\$56,461	68%	To assess the current and projected regional capacity for the biotech industry and create a strategic plan for driving innovation and growth for this cluster. In addition, CvilleBioHub will also plan for organizational sustainability and growth by investigating new revenue models and forming additional institutional partnerships.
3	<b>SOVA Innovation Hub Planning Grant</b>	Mid-Atlantic Broadband Communities	Startup Ecosystem	10/9/2018	\$80,000	\$60,000	75%	To explore the concept of a modern multi-use facility with technology outreach programs in the region, to be known as the Southern Virginia Innovation Hub. MBC will establish site plans, as well as an implementation plan with projected outcomes and metrics for benchmarking success, while validating these plans with partners, stakeholders, businesses, educators and students. The region hopes to secure Microsoft's continued investment through the TechSpark program by demonstrating the potential for this facility to become a signature project for the program.
1	<b>Coal-to-Graphene Study</b>	Virginia Tech	Startup Ecosystem	12/11/2018	\$25,000	\$545	2%	To conduct a market study, initial environmental impact analysis, and cost projections for the development of a graphene economy in Southwest Virginia. Virginia Tech's Institute of Critical Technology and Applied Science has developed a method of manufacturing graphene from coal at a significantly reduced cost from what is currently available.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	<b>CERE Industry Labs: AMPL Phase II</b>	Liberty University	Workforce Development	12/11/2018	\$274,980	\$274,980	100%	To develop the Additive Manufacturing Partnership Lab (AMPL) at the newly-established CERE facility in Bedford County. Liberty will utilize AMPL to train students and manufacturing employees in the region on the newest technology based processes, such as 3D printing and robotics, which are diving manufacturing industry growth.
5	<b>Virginia Digital Shipbuilding: Year 2</b>	Old Dominion University - Virginia Modeling, Analysis and Simulation Center (ODU-VMASC)	Workforce Development	12/11/2018	\$647,540	\$0	0%	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	<b>Virginia Cyber Alliance Year 2</b>	Old Dominion University - Virginia Modeling, Analysis and Simulation Center (ODU-VMASC)	Workforce Development	12/11/2018	\$642,713	\$0	0%	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
8	<b>Shenandoah Valley Talent Solutions Strategy Development</b>	Frederick County Economic Development Authority	Workforce Development	12/11/2018	\$64,800	\$58,862	91%	To develop a Talent Solutions Strategy to address: 1) high school and college graduate retention 2) development of a workforce to meet the needs of regional businesses, and 3) attraction of new workforce participation from outside of the Region and State.
8	<b>Mobile Hub-Lab Planning Grant</b>	Staunton Innovation League	Startup Ecosystem	12/11/2018	\$23,000	\$19,950	87%	To assess the feasibility of creating the Hub-Lab, a student-entrepreneur makerspace, to teach creative and collaborative ways to use innovative equipment and technology such as 3D printers, laser cutters, robotics, and electronics. This study will 1) assess the need for this initiative 2) determine the equipment and relevant curriculum for the initiative, 3) assess the practicality of bricks-and-mortar and mobile lab spaces, and 4) identify funding sources to support build out of the Hub-Lab.
1	<b>Smart Farming</b>	Mountain Empire Community College (MECC)	Workforce Development	3/12/2019	\$310,372	\$84,864	27%	To expand unmanned systems coursework with two new capstone courses on smart farming and the use of technology to improve farming techniques, increase yields, and maximize agriculture profits. MEEC will offers students the ability to earn national credentials for FAA drone operations, agricultural inspections, and pesticide spraying at the new Center for Workforce & Innovation of Appalachia (CWIA), and additional courses will allow MECC to offer the first Unmanned Aerial Systems Associate Degree (AAS) in Virginia.
2	<b>Ignite Internship Expansion</b>	United Way of Southwest Virginia	Workforce Development	3/12/2019	\$99,406	\$9,745	10%	To expand on what was previously awarded in Region 1 for \$250,000 to include the creation of a web-based platform to deliver activities that will encourage post-secondary education and streamline workforce credentialing, provide work-based learning opportunities, and match new graduates with local employers. UWSWVA will expand these efforts into Giles and Pulaski Counties and the City of Radford.
2	<b>Increasing the Birth Rate of New High Growth Companies</b>	The Advancement Foundation	Startup Ecosystem	3/12/2019	\$150,000	\$56,900	38%	To start a new program designed to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and student investors.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
3	GO-TEC (phase 2)	Danville Community College	Workforce Development	3/12/2019	\$4,896,528	\$721,088	15%	To expand GO-TEC phase 1 to be used for personnel, instructor training, program outreach, equipment and build-out of 4 middle-school career connection labs, and program materials focusing in the areas of precision machining, welding, IT/cybersecurity, robotics/mechatronics/automation, and advanced materials. This scaled down version of \$1,320,787 will be required to be validated before the remaining \$3,575,741 will be released to expand to another 10 middle-school career connection labs.
4	Virginia's Growth Region Site Readiness	Virginia's Growth Region (VGR)	Site Development and Infrastructure	3/12/2019	\$100,000	\$0	0%	To evaluate a portfolio of 89 sites and work with an engineering firm to characterize each site according to the Virginia Business Ready Site Program (VBSP) and to develop a plan for advancing site to Tier 4 characterization with cost estimates.
5	Hampton Roads Coalition for Talent Development	Hampton Roads Workforce Council	Workforce Development	3/12/2019	\$99,705	\$46,845	47%	To partner with the Hampton Roads Workforce Foundation and the Greater Peninsula Workforce Board to enable the systematic collaboration, involvement, and investment of the major partners in talent development. Will allow for a new senior-level position to establish implementation and communication plans, and to convene senior business leaders and regional workforce providers to identify and address regional needs in real time.
5	Accomack-Northampton Sewer and Sites Study	Accomack-Northampton Planning District Commission (ANPDC)	Site Development and Infrastructure	3/12/2019	\$65,000	\$49,000	75%	To conduct a two-phased approach to 1) complete the Eastern Shore Main Force Sewer Transmission Line study and 2) evaluate 25+ acre sites with the AAPDC footprint. The sewer line study will help the Eastern Shore increase its sewer capacity and enable it to meet the minimum infrastructure requirements to become eligible for the Virginia Business Ready Site Program (VBSP). AAPDC will inventory and identify sites to be characterized through an engineering firm.
5	757 Angel Network	757 Angels	Startup Ecosystem	3/12/2019	\$240,000	\$66,832	28%	To expand efforts to connect the most promising startup and early stage companies to smart growth capital, and to sustain and expand the organizational capacity through the hire of a program director. 757 Angels is the first centralized source of angel seed stage capital in Hampton Roads, with 120 members and \$40M deployed in Virginia companies to date.
6	Cybersecurity Certification Program	University of Mary Washington (UMW)	Workforce Development	3/12/2019	\$110,000	\$0	0%	To establish a cybersecurity preparatory program to train Certified Information Systems Security Professionals (CISSP). UMW will help businesses in the region fill current openings that are difficult to fill due to the inadequate supply of certified professionals. In partnerships with GCC and RCC, UMW will implement a 40-hour certification program, as well as a structured pre-study curriculum.
8	Shihadeh Innovation Center	Winchester Public Schools	Workforce Development	3/12/2019	\$540,000	\$0	0%	To renovate the former Kohn Kerr Elementary School into an advanced facility for career and technical education (CTE) programs offered through a Professional Skills Academy, a Health Sciences Academy, and an Information Technology Academy to support an expanded Work-Based Learning program to connect students to regional businesses in the targeted clusters.
9	Catalyst Accelerator Program	University of Virginia School of Business Batten Institute for Entrepreneurship and Innovation	Startup Ecosystem	3/12/2019	\$475,200	\$0	0%	To fill an existing gap in the local ecosystem by providing the dedicated staff, workspace, programming, mentorship, and grant funding to support up to 20 high-potential companies. The Catalyst will offer a portfolio of programming and network events, as well as internships and project-based learning opportunities for UVA students.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
1	Solar Playbook for SWVA	Appalachian Voices	Workforce Development	6/24/2019	\$70,947	\$0	0%	To lead a collaborative planning initiative and in-depth market study that will identify specific pathways for large-scale solar-related investment on mined lands and high-paying employment opportunities in Southwest Virginia.
1	Lonesome Pine RIFA Coordinator	LENOWISCO Planning District Commission	Site Development and Infrastructure	6/24/2019	\$50,000	\$0	0%	To create a coordinator position to further the mission of the Regional Industrial Facility Authority, which serves the counties of Lee, Scott, Wise, and Dickenson and the City of Norton. The coordinator will formalize the RIFA organization structure, continue and expand the conversations regarding tax revenue sharing, coordinate with other RIFAs as appropriate, and coordinate funding opportunities in the region.
1	Southwest Virginia Livestock and Educational Center	Carroll County	Workforce Development	6/24/2019	\$100,000	\$0	0%	To coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. The Southwest Virginia Livestock and Educational Center will house the facilities necessary for local farmers to get their cattle weighed, graded and sold and/or receive veterinary treatment while also providing opportunities for experiential learning for local students. The program will also coordinate opportunities for participating students to have internships with local cattle farmers.
2	Regional Career and Technical Education Study	Western Virginia Workforce Development Board	Workforce Development	6/24/2019	\$45,000	\$0	0%	To evaluate the region's current Career and Technical Education (CTE) initiatives and programs. The project will facilitate initial evaluation of the current needs, demand, and capacity and make recommendations to better serve the region.
2	Lynchburg Regional Business Alliance Due Diligence Study	Lynchburg Regional Business Alliance	Site Development and Infrastructure	6/24/2019	\$81,300	\$44,933	55%	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 according to the Virginia Business Ready Sites Program (VBRSP), with seven localities participating. GO Virginia funds will be used for consultant services to complete the required due diligence phase necessary to advance these sites.
4	CCAM Business Plan	Commonwealth Center for Advanced Manufacturing (CCAM)	Workforce Development	6/24/2019	\$50,000	\$15,203	30%	To develop a ready-to-implement plan for the Advanced Manufacturing Academy (AMA) with John Tyler Community College (Tyler). The plan will 1) increase high school to community college dual enrollment programs, 2) replicate Region 3's GO-TEC initiatives, 3) work to deliver more opportunities with CCAM's university members, and 4) outline the financial and human resources assets required to support delivery of advanced manufacturing educational services.
4	Activation Capital	Activation Capital	Startup Ecosystem	6/24/2019	\$100,000	\$0	0%	To implement two efforts designed to advance the entrepreneurial ecosystem in Region 4. One effort will create, administer, and maintain a learning platform for a resource guide to help serve the entrepreneurial ecosystem. The other effort will create a Small Business Innovation Research (SBIR) assistance program to assist with grant writing and administration for potential applicants.
9	Youth Entrepreneurship Program Resource	Fauquier County	Startup Ecosystem	6/24/2019	\$83,500	\$0	0%	To contract with a consultant to develop a pilot Youth Entrepreneurship Program in three schools and a best practices resource deliverable. The program is designed to introduce, expose and pique interest in the concept of entrepreneurship to high-school-aged youth and help youth explore careers as entrepreneurs. The goals of the program are 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 the rural part of Region 9.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
9	Regional Business Park - Phase 2 Site Readiness (Tier 3)	Louisa County	Site Development and Infrastructure	6/24/2019	\$600,850	\$98,325	16%	To complete the Phase II due diligence work for an approximately 700 acre new regional business park and advance the development status to a Tier 3 site on the Virginia Business Ready Site Program (VBSRP). This phase of due diligence includes topographic and boundary surveys, traffic impact assessment, preliminary engineering reports (PER), geotechnical survey, cultural resource summary, and completion of the master plan.
1	Project Oasis	LENOWISCO Planning District Commission	Site Development and Infrastructure	9/10/2019	\$50,000	\$0	0%	LENOWISCO PDC will work with InvestSWVA, Coalfield Strategies LLC, Virginia's Department of Mines, Minerals and Energy (DMME), and the Virginia Economic Development Partnership (VEDP) to locate the suitable sites within the region to attract data centers. This study will result in: 1) the development of tools that prioritize power and fiber network availability and the potential of mine pool water reclamation, 2) a preliminary engineering feasibility and design, 3) a market analysis, 5) tenant research, and 6) a concept design for possible data center sites.
2	Blockchain Ecosystem Catalyst	Virginia Tech	Workforce Development	9/10/2019	\$246,800	\$0	0%	Virginia Tech will develop and implement the Blockchain Ecosystem Catalyst (BEC) program through four areas: 1) academic programming, 2) professional development, 3) developing industry relationships, and 4) launching an online resource portal for blockchain startups and professionals. The BEC program will support talent development by creating and supporting new curricula for regional higher education and mid-career professionals that bolster and widen existing IT pipelines around blockchain/distributed ledger systems. The program is also designed to encourage entrepreneurship and commercialization of blockchain-related technologies.
2	Developing a Destination for Talent	Virginia Tech	Workforce Development	9/10/2019	\$300,000	\$0	0%	Virginia Tech will be creating regional hubs to help connect local employers, students, Virginia Tech faculty, and economic development professionals. This program will 1) create a pipeline of talent from Virginia Tech to employers in the region's identified priority clusters through an internship program, and 2) facilitate opportunities for Virginia Tech faculty to collaborate with employers and interns on specific tech transfer projects.
5	The GIG	Eastern Shore Foundation	Startup Ecosystem	9/10/2019	\$85,117	\$17,773	21%	The Eastern Shore Foundation will develop a pilot program to help create a model for a rural entrepreneurial ecosystem along the Eastern Shore. The project will provide a "Hot Desk" coworker startup business space and a Maker Space that will provide training/certifications in woodworking, metalworking, welding, 3D CAD modeling, and 3D printing at a facility in the Town of Exmore.
3	Entrepreneurship Innovation & Investment Strategy	Mid-Atlantic Broadband Communities	Startup Ecosystem	10/9/2019	\$100,000	\$13,994	14%	MBC and Longwood SBDC will collaborate to develop a comprehensive strategy and framework for a robust entrepreneurial ecosystem for the region. These two partners will identify and map traded-sector businesses and entrepreneurship resources available within the region to support entrepreneurial ecosystem activities.
1	Region 1 REI Coordinating Entity	Opportunity SWVA	Startup Ecosystem	12/9/2019	\$80,000	\$0	0%	Opportunity SWVA along with UVA Wise will collaborate to develop the Launch SWVA Region 1 Strategy for Entrepreneurship and Innovation Investment. Opportunity SWVA is a coalition of twenty-six small business support and community development organizations, which is optimal for coordinating the region's entrepreneurial ecosystem. This Innovation Investment plan will build upon the TEconomy report and develop an action plan to implement recommendations for Region 1.

GO Virginia  
Funded Projects by Date of Award

Region	Project Name	Subgrantee	Strategy	Date of Award	\$ Award	Funds Drawn to Date (Including Pending Payments)	% of Funds Drawn	Project Purpose
2	CVTC Redevelopment Plan	Lynchburg Regional Business Alliance	Site Development and Infrastructure	12/9/2019	\$100,000	\$0	-	To create a redevelopment master plan for the former 350-acre Central Virginia Training Center (CVTC) site, located in Amherst County. The master plan efforts will include data collection and analysis, public engagement, workshops, infrastructure analysis, and market assessment to submit to the Amherst Board of Supervisors to be considered for inclusion in the County's comprehensive plan and approval of an overlay-zoning district.
2	Region 2 Entrepreneurship Initiative	Valleys Innovation Council	Startup Ecosystem	12/9/2019	\$299,995	\$0	-	Will coordinate and collaborate with stakeholders throughout Region 2 to develop the Region 2 Innovation and Entrepreneurial Investment Plan. VIC will map the regional ecosystem assets and develop strategies to attract entrepreneurship resources.
4	Richard Bland College Aeronautics Program	Richard Bland College of William & Mary	Workforce Development	12/9/2019	\$50,000	\$0	-	To create a business plan to develop key partnerships and establish an Applied Associates Degree in Aeronautics with a stackable credential in small Unmanned Aerial Systems (UAS). The certificate program will give students the necessary training and experience to sit for their Remote Pilot License and be equipped to fill high demand jobs in the region in logistics and IT clusters.
4	CampusRVA Phase 2	ChamberRVA	Workforce Development	12/9/2019	\$500,000	\$0	-	A follow-on implementation grant request to a previously funded GO Virginia project. This project is designed to help area employers fill high-paying jobs with talent developed locally by 1) promoting the Richmond region as a good place for young professionals, 2) providing resources to move and assimilate to the region, and 3) developing a job-matching platform. The program will be operated by Chamber RVA who runs a number of related programs including YRichmond, an internship onboarding program and HYPE (Helping Young Professionals Engage).
5	REI: 757	757 Accelerate	Startup Ecosystem	12/9/2019	\$266,667	\$0	-	757 Accelerate, in partnership with 757 Angels and E&M Consulting will convene key stakeholders to conduct a gap analysis, develop best practices, and incorporate existing Situational Analysis and TEconomy recommendations to develop a comprehensive plan for the Region 5 entrepreneurial ecosystem. In addition, they will create a long-term financial plan for the prioritized implementation activities for Region 5.
5	Coastal Virginia Maritime Advancement Programs (COVA MAP)	ODU VMASC	Workforce Development	12/9/2019	\$1,532,500	\$0	-	To engage industry partners and prospective students, identify workforce gaps, and develop an innovative and new framework (smart mobile devices) for delivering cutting-edge curriculum to support the maritime industry. They will work with the existing network of maritime program providers and focus on gaps identified through prior research, with a focus on emergent technologies. The overall goal of the initiative is to position Hampton Roads as a global leader in the maritime industry and increase the number of skilled workers.
7	Virginia K-12 Computer Science Pipeline	Loudoun Education Foundation	Workforce Development	12/9/2019	\$2,424,537	\$0	-	The Loudoun Education Foundation (LEF) is proposing to create and implement an immersive and integrated computer science curriculum in grades 6-12 in Loudoun County and Chesapeake City Public Schools. The two participating school systems will offer students an opportunity to learn computer science and computational thinking as part of the 6-12 core curriculum, culminating in capstone courses and experiential learning opportunities including internships at the high school level.
9	Biotech Innovation Cluster Growth	CvilleBioHub	Cluster Scale-Up	12/9/2019	\$548,000	\$0	-	To lead the growth and expansion of the biotechnology innovation cluster within the region. This initiative will serve the needs of existing companies through programming, the planning and design of a wet lab space, workforce training and candidate matching opportunities.



## Administrative Approvals: Enhanced Capacity Building

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### Project Manager, SWVA Regional Agribusiness Opportunities

**Region:** 1

**Participating Localities:** Counties of Grayson and Dickenson

**Investment Strategy:** Cluster Scale-Up

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Virginia Tech Cooperative Extension

**Project Goal(s):** To implement the recently completed Agricultural Action Plan, advance the core strategies in that plan and other related plans and specifically support work that grows the beef cattle, small grain, and craft beverage industries, among others.

**Project Description:** This position will meet a need identified in the Plan to lead and coordinate business-development opportunities for the agricultural sector, a targeted industry identified by Region 1. The Ag Workgroup, a subcommittee of the Region 1 Council, has prioritized this role and will serve in an advisory capacity to the position. A second advisory group made up of government leaders will also serve and help to identify strategies for long-term funding.

**Pathway to Implementation:** The grant-funded position will be responsible for identifying and prioritizing high-value projects for implementation that help advance and grow the agricultural sector.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 100,000</b>
Local Match	\$ 24,000
<b>Total Project Budget</b>	<b>\$ 200,000</b>

#### Outcomes:

- Implementation of prioritized recommendations of the Ag Action Plan, project pipeline development (2 projects to advance as implantation projects), identify and vet new opportunities to expand the grain, craft beverage, and cattle industries.

## Administrative Approvals: Enhanced Capacity Building

### VCU Pharmaceutical and Chemical Engineering

#### Commercialization

**Region:** 4

**Participating Localities:** Counties of Chesterfield, Hanover, and Henrico, and the City of Richmond

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** VCU College of Engineering

**Project Goal(s):** To develop a pharmaceutical engineering cluster that will drive commercialization, new businesses, and job growth.

**Project Description:** VCU College of Engineering proposes to develop a comprehensive strategic plan to support the commercialization of a new pharmaceutical manufacturing technology and develop a pharmaceutical engineering cluster in Region 4. The strategic plan will include a market analysis, workforce needs assessment, communications strategy, and recommendations for commercialization applications. The strategic planning will be guided by an advisory group that consists of Region 4 stakeholders representing local governments, private industry, economic development, workforce development, and higher education. GO Virginia funds will be used for consultant services and supplies for the strategic plan and market analysis activities.

**Pathway to Implementation:** VCU College of Engineering will be exploring possible implementation pathways in the GO Virginia Cluster Scale-Up investment strategy to further develop this pharmaceutical engineering cluster and propel Region 4 to become a hub of pharmaceutical engineering.

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,000
Total Project Budget	\$ 200,000

#### Outcomes:

- Comprehensive Strategic Plan will include 1) market analysis, 2) communications strategy, 3) commercial application analysis, 4) workforce needs assessment, and 5) implementation recommendations

# Administrative Approvals: Enhanced Capacity Building

## DEVELOPING REGION 4’S TECH TALENT PIPELINE

**Region:** 4

**Investment Strategy:** Workforce

**Participating Localities:** Counties of Chesterfield, Hanover, and Henrico; and the City of Richmond

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Virginia Commonwealth University (VCU)

**Project Goal:** To increase the capacity and output of the tech talent pipeline throughout Region 4.

**Project Description:** VCU’s College of Engineering, together with numerous partners throughout the Greater Richmond area and the Virginia Gateway Region, will create a comprehensive plan to better align the region’s existing tech talent educational programs and help expand the tech talent pipeline that Region 4 needs now and in the future. Activities will include: 1) cataloging and mapping the Region’s existing digital economy workforce activities, 2) identifying specific opportunities to improve alignment and close gaps, 3) developing proposals for expanded partnerships between industry, the region’s school systems, community colleges and universities and 4) creating strategies to facilitate innovation across the Tech Talent Pipeline. This funding request will allow VCU to hire a coordinator position and the establishment of an Industry-Education Advisory Group. GO Virginia funds will be utilized for personnel, workshops, outreach, and consultant services.

**Pathway to Implementation:** VCU College of Engineering will be exploring possible pathways in the GO Virginia Workforce Development investment strategy to implement the recommendations of this tech talent pipeline framework.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 100,000</b>
<b>Matching Funds</b>	<b>\$ 100,000</b>
<b>Total Project Budget</b>	<b>\$ 200,000</b>

**Outcomes:**

- Tech Talent Pipeline Comprehensive Plan and Strategy

## Administrative Approvals: Enhanced Capacity Building

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### Campus757

**Region:** 5

**Participating Localities:** Cities of Hampton, Newport News, Norfolk, and Suffolk

**Investment Strategy:** Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Hampton Roads Workforce Council

**Project Goal(s):** To implement a targeted talent retention effort by supporting the establishment of a position at the Hampton Roads Workforce Council responsible for coordinating the Campus757 Initiative.

**Project Description:** The Hampton Roads Workforce Council will develop a Campus757 business plan and an online and offline platform to connect local job seekers with regional employers, using the previous funded CampusRVA project as a model for Region 5. This will help identify region wide gaps in the workforce and develop plans with partners to close those gaps. GO Virginia funds will be used for personnel for planning and assessment activities.

**Pathway to Implementation:** The findings from this business plan, in addition to the work being done on the previous funded planning grant, *Hampton Roads Coalition for Talent Development*, will lead to a subsequent implementation plan, focusing on a more holistic talent initiative to address workforce gaps and talent alignment and development as a whole.

Type of Funds	Totals
GO Virginia Request	\$ 95,838
Matching Funds	\$ 96,500
Total Project Budget	\$ 192,338

### Outcomes:

Campus757 Business Plan

## Administrative Approvals: Enhanced Capacity Building

### Northern Neck Workforce Training Feasibility & Site Selection Study

**Region: 6**

**Participating Localities:** Counties of Essex, Gloucester, Lancaster, Northumberland, Richmond, and Westmoreland

**Investment Strategy:** Workforce Development

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Northern Neck Planning District Commission (NNPDC)

**Project Goal(s):** To help identify gaps in training and deliver to employers what they need to grow and expand their businesses within the Rappahannock Community College (RCC) service area.

**Project Description:** The NNPDC with partnerships from RCC and the Bay Consortium Workforce Development Board, will develop a blueprint of what is needed by local companies and other workforce needs, prioritization of implementation, cost estimates, and actionable steps to improve the quality and quantity of workforce training in the region. A technical advisory committee consisting of public and private stakeholders will provide guidance and training needs assessment. GO Virginia funds will be used for administration and the completion of a feasibility study.

**Pathway to Implementation:** The findings of the feasibility study will inform the advisory committee where the workforce demand and industry need exists, the costs for workforce training buildout, equipment needs, and curriculum development to a subsequent implementation project.

Type of Funds	Totals
GO Virginia Request	\$ 62,500
Matching Funds	\$ 62,500
Total Project Budget	\$ 125,000

**Outcomes:**

- Feasibility Study will include 1) workforce needs assessment, 2) demand for training, 3) estimate cost for each training program delivery, 4) prioritization of training programs, 5) site and building requirements and costs for workforce training build-out, 6) regional site selection and analysis, and 7) recommendations for next steps.

# Administrative Approvals: Enhanced Capacity Building

## Fredericksburg Region Cyber & Smart Tech Entrepreneurial Development Program

**Region:** 6

**Participating Localities:** Counties of King George and Stafford; and the City of Fredericksburg

**Investment Strategy:** Startup Ecosystem

**Type of Project:** Enhanced Capacity Building

**Applicant(s):** Stafford County Economic Development Authority

**Project Goal(s):** To understand what the market demand is to create a technology-based entrepreneurial development program and accelerator in the Fredericksburg region around the cyber/IT environment.

**Project Description:** Stafford County EDA in partnership with King George and Fredericksburg will implement a test program that will allow access to the market and build a business model for a sustained program using the successful RIOT framework, to help explore the potential market for hosting a technology-based accelerator focusing on tech and cyber opportunities. GO Virginia funds will be used for consultant services, programming activities, and administration.

**Pathway to Implementation:** The findings of the feasibility study will inform Stafford County EDA and its partners if there is sufficient demand in the entrepreneurial ecosystem for a subsequent implementation project.

Type of Funds	Totals
GO Virginia Request	\$ 75,000
Matching Funds	\$ 97,500
Additional Leverage	\$ 17,000
Total Project Budget	\$ 189,500

### Outcomes:

- Business Plan for the Cyber and Smart Technologies Accelerator Program

# Administrative Approvals: Enhanced Capacity Building

## Industrial Hemp Initiative Phase 1

**Region:** 8

**Participating Localities:** Counties of Bath, Highland, Page, Rockbridge, Rockingham Shenandoah; and the City of Staunton

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Planning

**Applicant(s):** James Madison University

**Project Goal(s):** to study the impacts and opportunities of the industrial hemp industry for all of the Shenandoah Valley, including the assets and industry resources within the region in order to identify and verify business and cluster scale-up opportunities across Region 8 in agriculture, manufacturing, and biomedical/biotechnical sectors

**Project Description:** JMU is leading a study that includes an economic landscape analysis, an agricultural data gathering and network forming effort that engages Region 8 growers and processors, and a web-based information sharing portal to better connect researchers to practitioners and publish and propel the results of this initiative forward. With industrial hemp offering extensive applications in food, consumer products, biomedical as well as other economic sectors, Region 8 prioritized an industrial hemp related initiative in 2019 in its amended G&D Plan.

**Pathway to Implementation:** The findings of the research in Phase 1 will inform the structure and nature of a subsequent implementation project and potentially, a greater collaborative effort among six other GO Virginia regions.

Type of Funds	Totals
GO Virginia Request	\$ 53,630
Matching Funds	\$ 53,630
Total Project Budget	\$ 107,260

### Outcomes:

- Economic Landscape Analysis
- Agricultural Data Collection and Network Formation
- Web-based information sharing portal to connect researchers to practitioners

## Administrative Approvals: Enhanced Capacity Building

### Shenandoah Valley Agricultural Enterprise Center Feasibility Study

**Region:** 8

**Participating Localities:** Counties of Augusta and Rockingham

**Investment Strategy:** Cluster Scale Up

**Type of Project:** Planning

**Applicant(s):** Central Shenandoah Planning District Commission (CSPDC)

**Project Goal(s):** To provide long-term scale up food manufacturing opportunities to new and existing businesses.

**Project Description:** The Central Shenandoah Planning District Commission is proposing to conduct a study to determine the feasibility of developing a certified, commercial, shared-use Agricultural Enterprise Center in order to identify what components will be the most successful and beneficial to the region. Initial uses being considered include a kitchen space for testing and manufacturing food products, a resource space for training and special events, and space for packaging and distribution. The study will examine the Shenandoah Valley Partnership footprint including seven counties of Augusta, Bath, Highland, Page, Rockbridge, Rockingham and five cities of Buena Vista, Harrisonburg, Lexington, Staunton, and Waynesboro. This study aligns with G&D Plan's projected growth in the Value-Added Food Manufacturing targeted sector and seeks to address the gaps in food-related infrastructure that make value-added production and scale-up, maintenance of supply, awareness of product and distribution difficult. GO Virginia funds will be used for consultant services and personnel to oversee project.

**Pathway to Implementation:** The findings of the research will inform the structure of a future Agriculture Enterprise Center development and a subsequent implementation project in the Cluster Scale-Up or Startup Ecosystem investment areas.

Type of Funds	Totals
<b>GO Virginia Request</b>	<b>\$ 85,000</b>
<b>Matching Funds</b>	<b>\$ 85,000</b>
<b>Total Project Budget</b>	<b>\$ 170,000</b>

#### **Outcomes:**

- Agricultural Enterprise Center Feasibility Study