



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD

Tuesday, December 12, 2023

3:00 PM – 5:00 PM

[Virtual Option Link](#)

Location:

Library of Virginia

800 E. Broad St.

Richmond, VA 23219

- | | | | |
|-------|--|----------|---------------|
| I. | OPENING | (pg. 1) | |
| | a. Call to order | | Vice Chair |
| | b. Roll Call | | Cody Anderson |
| | c. Public Comment | | Vice Chair |
| | d. Board Proclamation Honoring John O. “Dubby” Wynne | | Vice Chair |
| II. | CONSENT AGENDA – Action Item | (pg. 3) | Vice Chair |
| | a. September 12, 2023 Meeting Minutes | | |
| | b. Region 3 SVRA Sites Scope Change | | |
| | c. Region 5 FY24 Capacity Building Budget Approval | | |
| | d. 2023 Regional Growth & Diversification Plan Update Approval | | |
| III. | DEPUTY DIRECTOR’S REPORT | (pg. 14) | Sara Dunnigan |
| | a. Action Items: | | |
| | i. Per Capita Applications (2) | | |
| | ii. Talent Pathways Planning Initiative Applications (2) | | |
| | iii. Competitive Fund Applications (1) | | |
| | b. Information Only: Revisions to the Competitive Fund Administrative Guidance | | |
| IV. | JLARC Report: Recommendations Summary | | Bryan Horn |
| V. | JLARC Study Discussion and Next Steps | | Vice Chair |
| | a. Program Evaluation Committee – Designation of Chair, Todd Stottlemeyer | | |
| | b. Governance and Policy Committee – Designation of Chair, Emily O’Quinn | | |
| VI. | Healthcare Investment Taskforce Update | | Vice Chair |
| VII. | INFORMATION ITEMS | (pg. 39) | Sara Dunnigan |
| | a. DHCD Administratively Approved Projects | | |
| | b. Q1 FY24 Fiscal Report | | |
| VIII. | ADJOURNMENT | | Vice Chair |



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

2024 Meeting Schedule

March 12, 2024	1-3pm
June 11, 2024	1-3pm
September 10, 2024	1-3pm
December 10, 2024	1-3pm



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

I. OPENING

- a. Call to order
- b. Roll Call
- c. Public Comment
- d. Board Proclamation Honoring John O. "Dubby"
Wynne

**GROWTH AND OPPORTUNITY VIRGINIA
COMMONWEALTH OF VIRGINIA**

At a regular meeting of the Growth and Opportunity Board held virtually on Tuesday, December 12, 2023, at the hour of 3:00 p.m., the following resolution was unanimously adopted:

WHEREAS, John O. “Dubby” Wynne, was appointed by Governor Terence R. McAuliffe and confirmed by the 2016 Virginia General Assembly to serve on the Growth and Opportunity Board for a term of four years and subsequently reappointed by Governor Ralph S. Northam in 2020 to serve a term of four years; and

WHEREAS, he served the Board with distinction beginning on August 9, 2016; and

WHEREAS, he was unanimously elected Chairman of the Board, on October 12, 2016, serving in that capacity until June 24, 2020; and

WHEREAS, his vision for the future of the Commonwealth has been pivotal in the establishment and development of the Virginia Growth and Opportunity Fund; and

WHEREAS, his unwavering determination to strengthen the Commonwealth’s economy coupled with his knowledge and experience in business collaboration with regional economic development efforts greatly contributed to the realization of this Board’s mission; and

WHEREAS, his dedicated vision for Virginia to grow fiscally independent of reliance on outside sources markedly promoted the interests of this Commonwealth; and

WHEREAS, his talent for identifying and promoting innovative best practices for the betterment of the well-being of the economy greatly improved the Commonwealth’s future; and

WHEREAS, his graciousness in supporting the corresponding initiatives of third parties in the interest of promoting the greatness of the Commonwealth has been principal to the execution of this Board’s directive; and

WHEREAS, his affinity for assembling leaders across the Commonwealth who are passionate about its wealth and prosperity was essential to this Board’s accomplishments; and

NOW, THEREFORE, BE IT RESOLVED, That the Growth and Opportunity Virginia Board does hereby posthumously express its gratitude to **John O. “Dubby” Wynne**, and his family for his many contributions to this body and for his enhancement of the professional and personal lives of all who have been associated with him; and

BE IT FURTHER RESOLVED, That a copy of this resolution be spread upon the Minutes of this meeting and that the resolution be presented to his wife, Susan Stribling Snodgrass Wynne, as a permanent testament of our affection, esteem, and high regard.

Nancy Howell Agee, Chair



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

II. CONSENT AGENDA - *Action Items*

- a. September 12, 2023 Meeting Minutes
- b. Region 3 SVRA Sites Scope Change
- c. Region 5 FY24 Capacity Building Budget Approval
- d. 2023 Regional Growth & Diversification Plan Update Approval



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING
September 12, 2023
1:00 PM
Four Points Sheraton
9901 Midlothian Turnpike, Richmond VA. 23235

Members Present

Nancy Howell Agee
Senator George Barker
The Honorable Steve Cummings
Ben J. Davenport, Jr.
Jim Dyke
W. Heywood Fralin
Leah Fremouw
Speaker Todd Gilbert
William Holtzman
Kenneth Johnson
Delegate Terry Kilgore
John King
Emily O'Quinn
Jon Peterson
Senator Frank Ruff
Todd A. Stottlemyer
Pia Trigiani
John O. "Dubby" Wynne

Members Absent

Delegate Terry Austin
Senator George Barker
Cliff Fleet
Speaker Todd Gilbert
William Holtzman
Senator Janet Howell
Delegate Barry Knight
The Honorable Caren Merrick

Call to Order

Ms. Nancy Agee, Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

Roll Call

Mr. Cody Anderson, GO Virginia Program Administrator for the Department of Housing and Community Development (DHCD), called the roll, and stated that a quorum was present.

Public Comment

Mr. Stottlemeyer opened the floor for public comment.

Dr. Eddie Amos, Chair of the GO Virginia Region 2 Council, spoke on behalf of the Council, noting that they had submitted a letter of intent to withdraw their previously submitted and tabled Region 2 Talent Pathways Initiative application.

Mr. Randy Lail, GO Virginia Region 3 Council member, spoke on behalf of the Region 3 TPI Planning 2023 – SoVa Partnership for Health Science Careers application.

Dr. Bill Hazel, Senior Deputy Executive Director of the Claude Moore Foundation, spoke on behalf of the Region 3 TPI Planning 2023 – SoVa Partnership for Health Science Careers application.

Johnnie Roark, Appomattox County Director of Community Development, spoke on behalf of the Region 2 ACA Classical & CTE Academy Welding Program application.

Mr. Anderson read a letter addressed to the Board from Appomattox County in support of the Region 2 ACA Classical & CTE Academy Welding Program application.

The public comment period was closed.

Election of Officers

Ms. Sara Dunnigan, Deputy Director of Economic Development and Community Vitality at the Virginia Department of Housing and Community Development, opened the floor for nominations for the position of Chair.

Ms. Trigiani nominated Ms. Nancy Agee for the position of Chair. Mr. Kilgore seconded the nomination. No other nominations were made, and the floor was closed. Ms. Agee was elected Chair.

Ms. Agee opened the floor for nominations for the position of Vice-Chair.

Mr. Dyke nominated Mr. Todd Stottlemeyer for the position of Vice-Chair. Mr. Wynne seconded the nomination. No other nominations were made, and the floor was closed. Mr. Stottlemeyer was elected Vice-Chair.

Consent Agenda

Ms. Agee introduced the meeting minutes of the June 13, 2023, meeting of the Board, the Region 3 (VGA Sites project) and Region 6 (Workforce NOW) Amended Award Amounts, the Region 3 Second Extension Request – Statewide MBC Middle Mile Fiber Expansion Project, Technical Amendment – Board Policy #13 GO Virginia Program Match Requirements – Statewide Competitive Fund, the 2024 Board Calendar, the FY24 Capacity Building Budgets, and the Regional Council Certifications as parts of the consent agenda. A motion was made by Mr. Stottlemeyer and seconded by Mr. Kilgore to approve the consent agenda as a bloc. The motion passed.

Deputy Director's Report

Ms. Dunnigan notified the Board of the GO Virginia Region 2 Council's withdrawal of their Talent Pathways Planning Application, which was tabled by the Board at the June 13, 2023 meeting.

A motion was made by Mr. Kilgore to untable the GO Virginia Region 3 TPI Planning 2023 – SoVa Partnership for Health Science Careers application. The motion was seconded by Mr. Jim Dyke. The motion passed.

Ms. Dunnigan presented the Board with an overview of the application. After discussion, a motion was made by Mr. Dyke to approve the application as submitted. The motion was seconded by Mr. Johnson. The motion passed.

A motion was made by Mr. Dyke to initiate a study to be conducted by Board members to be appointed at a later meeting to study Board Policy #4: Scholarships and Non-Traded Sectors, to determine the necessity for potential amendments to the policy. The motion was seconded by Ms. Fremouw. The motion passed.

Ms. Dunnigan presented the Board with 7 Per Capita applications regarding workforce development and startup ecosystems: United Way of Southwest Virginia GO TEC Expansion from Region 1, ACA Classical & CTE Academy Welding Program from Region 2, Biomedical Sciences Workforce training and Development Project from Region 7, GO2 Work in Manufacturing and Transportation in the Valley from Region 8, Strengthening Entrepreneurs' Impact from Region 2, Rise Build-To-Scale Initiative from Region 3, and Region 6 Regional Entrepreneurship Initiative from Region 6. Ms. Dunnigan also presented the Board with 2 Talent Pathways Planning Initiative application: Talent Pathways Initiative from

Region 2 and Region 7 Talent Pathways Initiative from Region 7. After discussion, a motion was made by Ms. Fremouw to approve the applications as recommended by staff. The motion was seconded by Mr. Dyke. The motion passed.

Chairs Report

Ms. Agee recognized Ms. Trigiani to provide an overview of the GO Virginia Board Bylaws revisions.

Ms. Trigiani noted that she had worked with staff and a variety of stakeholders over the course of the Bylaws revision. Ms. Trigiani noted that the revisions were first introduced to the Board as part of the Board packet at the June 13, 2023, meeting.

A motion was made by Ms. Trigiani to approve the Bylaw revisions as presented. The motion was seconded by Mr. Stottlemeyer. The motion passed.

Ms. Dunnigan noted that two items had been inadvertently skipped from the Deputy Directors report. Ms. Agee noted the discrepancy and asked Ms. Dunnigan to return to those two items.

Ms. Dunnigan provided an overview of Board Policy #16 – Subgrantee Indirect Rate Cap. A motion was made by Ms. Fremouw to approve the new policy. The motion was seconded by Mr. Johnson. The motion passed.

Ms. Dunnigan provided an overview of the Administrative Guidance and Match Waivers. A motion was made by Mr. King to approve the Administrative Guidance and Match Waivers and to approve a process that allows staff and project review workgroups to provide recommendations for applications and corresponding match waivers for the Board to consider simultaneously at regular meetings of the Board. The motion was seconded by Ms. O’Quinn. The motion passed.

Adjournment

The meeting was adjourned.



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: Region 3 SVRA Site Scope Change Request
DATE: 12/12/2023

BACKGROUND: At its September 23, 2021 meeting, the Board approved the SVRA Site Development Project in the amount of \$1,534,900. This project consists of ten sites being advanced along the Virginia Business Ready Sites Program (VBRSP) scale. One site was sold to a private developer before any work was started, and the engineering team found another site did not need the larger transportation and engineering design study. To date, eight of the original ten engineering certifications have been completed.

The Region 3 Council's Executive Committee has approved the Southern Virginia Regional Alliance's (SVRA) request to reallocate the remaining unused funds of \$865,400 to the Southern Virginia Mega Site at Berry Hill (Lots 10, 11, and 12) located in Pittsylvania County, and the Wilkins Site (formerly known as the Fairgrounds Site) located in Halifax County. Cultural Studies will be completed at the Berry Hill Site for the site to remain a Tier 4 status, and a transportation and engineering design study will be completed for the Wilkins Site, elevating it from a Tier 2 to a Tier 4 status. This request will result in eleven total sites at a Tier 4 status for the full scope of the project if approved.

Tobacco Region Revitalization Commission (TRRC) funds are being used as match for these two additional sites.

RECOMMENDATION: Staff recommends the Board approve the scope change request.



November 21, 2023

Ms. Nancy Howell Agee, Chair
Virginia Growth and Opportunity Board
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Strengthening Southern Virginia's Economy by Expanding the Inventory of Shovel Ready Sites – Southern Virginia Regional Alliance

Dear Chair Agee:

I am pleased to report the GO Virginia Region 3 Council Executive Committee unanimously approved a contract extension and reprogramming of unexpended funds for the above-referenced project at its meeting on November 15, 2023. The reprogramming of available and unexpended funds is for the following sites and amounts:

i. Southern Virginia Mega Site (Lots 10, 11, and 12)	\$190,000.00
ii. Wilkins Tract	<u>675,400.00</u>
Total	\$865,400.00

The Executive Committee found the basis for the contract extension and reprogramming reasonable, recognizing that an inventory of business-ready sites is a long-standing priority of the Region 3 Council. Increasing the tier ranking for both sites will increase the competitive advantage these localities need to recruit and retain business investments that create high-paying jobs.

Along with the GO Virginia Region 3 staff, I stand ready to provide whatever additional information is needed by the GO Virginia State Board and the Department of Community Development's GO Virginia staff to ensure a successful outcome.

Thank you.

Respectfully,

A handwritten signature in black ink, appearing to read 'Timothy J. Clark'.

Timothy J. Clark, Chair
GO Virginia Region 3 Council



Board Action: GO Virginia Region 5 Capacity Building Approved Budget

TITLE: FY '24 Region 5 Capacity Building Approved Budget

BACKGROUND: Eight of the nine regions had their capacity building budgets approved at the September 12, 2023 Board meeting. To allow more time to fully develop their regional capacity building budget, Regional Council 5 elected to submit their budget at the December 12, 2023 Board meeting.

RECOMMENDATION: DHCD recommends that the Board move to approve the Region 5 submitted capacity building budget.

DATE APPROVED: 12/12/2023

FY 24 GO Virginia Regional Capacity Building Budgets									
	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Admin (General)		\$35,000			\$1,850		\$22,000		\$20,000
Audit			\$1,300	\$11,000	\$5,500		\$2,945	\$1,500	\$7,000
Contract Services	\$962		\$117,236	\$30,000			\$7,000	\$92,400	\$5,000
Fiscal /Accounting Services	\$18,519			\$26,957	\$4,650		\$4,500		
Legal Expenses							\$3,000	\$500	\$100
Marketing, Outreach, and Websites	\$6,000	\$20,000	\$44,799		\$10,350	\$3,774	\$8,000	\$1,500	\$5,000
Meetings and Workshops	\$2,700	\$20,000	\$1,100		\$1,500	\$9,682	\$2,000	\$5,000	\$2,500
Rent	\$3,200		\$5,415	\$14,400	\$16,905				\$12,000
Salaries (Fringe if applicable)	\$206,619	\$30,000	\$80,000	\$129,143	\$150,000	\$128,002	\$176,255	\$130,000	\$188,650
Supplies & Equipment	\$4,000	\$3,000	\$150	\$3,000	\$5,000	\$2,237	\$2,500	\$600	\$2,000
Taxes and Insurance				\$3,000	\$2,000		\$5,300		
Travel	\$4,000	\$3,000		\$500	\$245	\$4,546	\$1,500	\$10,000	\$2,500
Program Support Total	\$246,000	\$111,000	\$250,000	\$218,000	\$198,000	\$148,240	\$235,000	\$241,500	\$244,750
Contract Services	\$4,000	\$10,000		\$18,000	\$50,000			\$3,500	\$250
Technical Assistance									
Growth and Diversification Plan Development		\$45,000		\$14,000		\$6,469	\$15,000	\$5,000	\$5,000
Planning Grants		\$84,000				\$95,291			
Planning Total	\$4,000	\$139,000	\$0	\$32,000	\$50,000	\$101,760	\$15,000	\$8,500	\$5,250
Project Reserves	\$0	\$84,000	\$0	\$0	\$2,000	\$0	\$0	\$0	
TOTAL	\$250,000	\$334,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000

Note: All other regions besides Region 5 had their budget approved at the September 12, 2023 Board meeting.



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: Sara Dunnigan, Deputy Director
RE: Regional Growth & Diversification Plan Amendments
DATE: December 12, 2023

In 2019, each of the nine regional councils throughout the Commonwealth developed a Growth and Diversification Plan to identify economic opportunities, needs, and challenges. These plans help establish priorities among those opportunities, and outlined where GO Virginia grant funds can support collaborative projects between at least two or more localities that will lead to the creation of jobs in the identified targeted industry clusters, leading to private sector growth in the regional economies. These plans guide the regional councils in supporting efforts to:

1. develop, recruit and/or retain talent;
2. grow and develop existing clusters, and to scale up small and mid-sized companies;
3. establish start-ups and supporting entrepreneurs; and
4. advance site development towards business readiness.

As required by the Virginia Growth and Opportunity Act, each regional council is required to review these plans on a biennial basis. The overall goal of the 2023 review was not to complete an entirely new plan but to revisit the existing plan and provide Regional Councils the opportunity to reflect on the plan. The plan should restate their commitment to the targeted industries, goals and strategies, and revise their 2021 Growth and Diversification Plan if needed to ensure it is a living document that will shape strong project development and impact existing regional economic development goals. Each of the nine Regional Councils reviewed and updated their plans (Region 7 will approve their plan at their January Council meeting). Below is a summary of the targeted industry clusters each region identified in its plan along with links to the full plans. **DHCD recommends approval of all nine Growth and Diversification Plans, contingent on Regional Council approval.**

Summary of 2023 Targeted Cluster Changes

Regions 1, 5, and 9 modified their targeted clusters in their 2023 Growth and Diversification Amended Plan. These changes are reflected below:

- Region 1 added Transportation and Logistics
- Region 3 added Controlled Environment Agriculture (CEA). It should be noted CEA and the already identified High-Value Natural Resource Products are both captured in the table below as Agricultural/Beverage/Food Manufacturing.
- Region 5 added Life Sciences

- Region 7 has opted to keep their nine priority clusters identified in their 2021 Growth & Diversification Plan, but place greater emphasis on the Computer Science, Cybersecurity, Emerging Technologies, and Life Sciences which align with their Talent Pathway Initiative Planning Grant currently being developed.
- Region 9 added agricultural technology as a sub-cluster (within its existing priority cluster of Food & Beverage Manufacturing)

Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Manufacturing and Advanced Manufacturing	X	X	X	X	X	X		X	X
Agriculture/Beverage/Food Manufacturing	X		X			X		X	X
Information and Emerging Technologies	X	X	X	X	X	X	X	X	X
Energy and Minerals	X				X				
Health/Bioscience/Life Sciences		X	X	X	X		X	X	X
Forestry/Wood/Paper Products						X			
Shipping and Logistics	X			X	X	X		X	
Water Technologies					X	X			
Transportation and Autonomy		X			X				
Professional Services						X	X	X	X

X represents new clusters and strategies/goals identified in the 2023 Amended Plan.

Link to Growth and Diversification Plan Update

For more detail on each of the updated regional plans, see the document links below:

- 1) [Region 1](#)
- 2) [Region 2](#)
- 3) [Region 3](#)
- 4) [Region 4](#)
- 5) [Region 5](#)
- 6) [Region 6](#)
- 7) [Region 7](#) (DRAFT pending Regional Council approval)
- 8) [Region 8](#)
- 9) [Region 9](#)



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

III. DEPUTY DIRECTOR'S REPORT

a. ***Action Items:***

i. Per Capita Applications (2)

ii. Talent Pathways Planning Initiative Applications (2)

iii. Statewide Competitive (1)

b. Information Only: Revisions to the Statewide
Competitive Fund Administrative Guidance



Per Capita Applications Workforce Development

Per Capita Application

ACA Classical & CTE Academy Welding Program

Region: 2

Applicant(s): Appomattox County

Participating Localities: Appomattox County (Cash and Advisory Committee), Town of Pamplin (Advisory Committee), Town of Appomattox (Advisory Committee)

Investment Strategy: Workforce Development

Targeted Industries: Manufacturing and Advanced Manufacturing

Type of Project: Per Capita Implementation

Project Goal(s): To expand capacity to train welding students to meet the needs of firms in the advanced manufacturing cluster.

Project Description: Appomattox County, in partnership with Central Virginia Community College (CVCC) and the Appomattox Christian Academy, seeks to develop additional capacity for career and technical education in the region through a new facility for welding training. The facility would focus on meeting demand for welding courses not currently met through the existing training centers of Central Virginia Community College. CVCC plans to offer students the opportunity to receive portable credentials in welding and pipefitting at the facility. GO Virginia funds would be used for welding equipment and grant administration. Matching funds would be used for welding equipment, rent, and utilities.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 565,000.00
Matching Funds	\$ 303,182.45
Local Match	\$ 144,132.45
Additional Leverage	\$ 1,025,807.00
Total Project Budget	\$ 1,839,989.45

Outcomes:

- 54 students trained
- 70 credentials earned

ACA Classical & CTE Academy Welding Program

Workgroup Discussion:

- Application addressed concerns from previous deferred application.
- Application shows demand for welders in region.
- Improved coordination around readiness and regional collaboration.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval.**

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	NO
5 Year ROI	YES
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

It should be noted this application was grandfathered in with the previous total match requirement of 2:1 and no local match requirement since it was originally submitted at the September 12, 2023 Board meeting and was deferred.

Per Capita Application

Rappahannock Community College New Career Training Center

Region: 6

Applicant(s): Rappahannock Community College Educational Foundation (RCC EFI)

Participating Localities: Essex County Public Schools (student tuition), Gloucester County Public Schools (Advisory Board), Lancaster County Public Schools (student tuition), Middlesex County Public Schools (student tuition)

Investment Strategy: Workforce Development

Targeted Industries: Manufacturing, Distribution/Logistics

Type of Project: Per Capita Implementation

Project Goal(s): To increase the pool of qualified workers and expand dual enrollment opportunities for students in Essex, Gloucester, Lancaster, and Middlesex County Public Schools in Rappahannock Community College’s through the renovation and repurposing of a centralized Career Training Center.

Project Description: The program will train students and provide credentials in Diesel Mechanics, Welding, and HVAC programs. Rappahannock Community College will renovate a building into a Career Training Center that will offer evening classes for adult students and day classes for dual enrollment students.

GO Virginia funds will be used for diesel program equipment and architectural design, planning, and construction management services. Matching funds will be used for tuition for the dual enrollment students from local school divisions, classroom training, and architectural design, planning, and construction management services.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 290,000
Matching Funds	\$ 313,500
Local Match	\$ 168,500
Additional Leverage	\$ 757,964
Total Project Budget	\$ 1,361,464

Rappahannock Community College New Career Training Center

Outcomes:

- 130 students trained (40 diesel mechanic, 60 welding, 30 HVAC)
- 117 credentials awarded (36 diesel mechanic, 54 welding, 27 HVAC)
- 115 jobs created/filled
- 10 businesses served
- 59 students enrolled in dual enrollment programs

Staff Discussion:

- Rappahannock Community College currently offers Certificate in Diesel Mechanics Technology and Career Studies Certificate in Diesel Mechanics Technology – this project would establish new dual enrollment opportunity for the regional school districts.
- Industry demand – letters from auto shop, forklift operation company, truck repair
- Good sustainability – project pays for one-time renovation and equipment costs.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Talent Pathways Initiative (TPI) Applications

Talent Pathways Planning Initiative

ACI TPI

Region: 1

Applicant(s): Appalachian Council for Innovation

Participating Localities: Dickenson County (Planning and Outreach), Wise County (Planning and Outreach), Russell County (Planning and Outreach)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing

Type of Project: Talent Pathways Planning Initiative

Project Goal(s): To define talent pathways for Region 1’s targeted industry clusters.

Project Description: This project will utilize a model by which ACI will contract with GENEDGE Alliance, who in partnership with Southwest Virginia Alliance for Manufacturing and the Appalachian Council of Business Leaders, will serve as the core team spearheading the planning initiative. The core team will convene at least ten roundtables across the Region 1 footprint in order to gather feedback to be incorporated into the final project deliverables.

GO Virginia funds will be used for ACI salaries for coalition building, contract services, advertising materials, and meeting spaces and materials. Match for this project includes in-kind staff time from non-profit partners assisting in outreach and planning, as well as in-kind donation of services from contracted partners.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 250,000
Matching Funds	\$ 125,000
Local Match	\$ 0
Additional Leverage	\$144,135
Total Project Budget	\$ 519,135

Products:

- Talent Pathways Planning Initiative Study and Recommendations

ACI TPI

Staff Discussion:

- This project demonstrates a strong commitment to engage with the private sector, including involvement of partnering business associations specializing in advanced manufacturing in Region 1.
- The project team has committed to a minimum of ten roundtable meetings across the Region, which is paramount to gathering a diverse range of stakeholders in an otherwise challenging geographical region.
- The lead contractor, GENEDGE Alliance, has demonstrated past success in engagement and relationship development with manufacturers throughout the Region and has existing relationships within the advanced manufacturing sector, making them a strong candidate for private sector engagement.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	N/A
3 Year ROI/5 Year ROI	N/A
\$2:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	N/A
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	N/A

Talent Pathways Planning Initiative Application

Region 4 Talent Pathways Initiative (TPI) Planning

Region: 4

Applicant(s): Brightpoint Community College

Participating Localities: Chesterfield County (cash and advisory committee), Hanover County (cash and advisory committee), Henrico County (cash and advisory committee), City of Richmond (cash and advisory committee), Dinwiddie County (advisory committee), Greensville County (advisory committee), City of Petersburg (advisory committee), City of Hopewell (advisory committee), Prince George County (advisory committee)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Pharmaceutical Manufacturing, Information Technology

Type of Project: Talent Pathways Initiative (TPI) Planning

Project Goal(s): To define talent pathways for Region 4’s targeted industries

Project Description: The Region 4 Council selected Brightpoint Community College to serve as the Talent Pathways Planning Initiative industry cluster talent coordinating entity because of the community college’s strong record of collaboration in the region and experience providing leadership around workforce issues. The applicant plans to build on proven models from past GO Virginia work in the region in the Information Technology and Advanced Pharmaceutical Manufacturing sectors to create and leverage regional alliances to guide and validate findings for the required components of the Talent Pathways Initiative Program. GO Virginia funds would be used for contract services, salaries, administration, and indirect costs. Matching funds would be used for contract services, salaries, fringe benefits, meeting costs, travel expenses, and administration.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 250,000.00
Matching Funds	\$ 125,000.00
Local Match	\$ 48,000
Additional Leverage	\$ 40,000.00
Total Project Budget	\$ 415,000.00

Region 4 Talent Pathways Initiative (TPI) Planning

Products:

- Development of industry coalitions directed by industry leaders and engaging workforce system partners to guide and advise on the following:
 - Completion of a quantitative and qualitative situational analysis of the workforce needs for one or more high-impact industry clusters prioritized by each region,
 - Completion of a gap analysis related to the jobs needed to help such clusters grow,
 - Identification of the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs, including a gap analysis of where such programs fall short in meeting identified needs,
 - Development of an asset map that evaluates the region's capacity (institutions, programs) to support the identified unmet workforce needs,
 - Identify strategies and supporting highest-impact pathway projects for future implementation.

Workgroup Discussion:

- Two industry clusters of high importance to the region and work proposed would build on past GO Virginia projects
- Thoroughly explains how project will meet TPI program goals
- Strong engagement with localities across the region
- Proposal shows strong alignment with regional priorities

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval.**

Region 4 Talent Pathways Initiative (TPI) Planning

Requirements	
\$2:1 Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	N/A
5 Year ROI	N/A
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	N/A



Statewide Competitive Applications

Competitive Application

Promoting Careers in Aquaculture 2.0

Region: 6 & 5

Applicant(s): Virginia Tech

Participating Localities: Lancaster County Public Schools*, Mathews County Public Schools*, Richmond County Public Schools*, Northampton County Public Schools* (** in-Kind contribution for student liability insurance coverage, participation in project advisory committee, cash contribution for credential for students*), New Horizons Regional Education Centers (Owned and Operated by the six Peninsula School Divisions: Gloucester County, City of Hampton, City of Newport News, City of Poquoson, City of Williamsburg, and York County)

Investment Strategy: Workforce Development

Targeted Industries: Aquaculture, Water Technologies

Type of Project: Competitive

Project Goal(s): To address the aquaculture industry's need for talent by training students, providing a one-week hands-on education immersion summer course (Summer Program Aquaculture Training or SPAT), and 75-hour internship placements with local aquaculture businesses. The project increases the region's capacity to prepare workers for this industry by providing training to local teachers in the aquaculture curriculum.

Project Description:

The project provides foundational education and exposure for high school students to encourage positive perceptions of the aquaculture and marine industries as diverse fields with opportunities for employment.

Partnerships include strong industry partners, school divisions, workforce boards, extension offices, and community colleges. Participating community colleges will host at minimum one element of the multi-faceted teacher training sessions. The project team will work with local industry to understand workforce challenges and needs. Industry partners will be provided with information on internship best practices to prepare them for hosting the interns.

GO Virginia funds will be used for training, outreach, supplies, travel, planning/assessment, and administration. Matching funds will be used for student program participation, advisory committee participation, student internship stipends, transportation, software for curriculum, and development and delivery of the teacher training.

Promoting Careers in Aquaculture 2.0

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 302,536
Matching Funds	\$ 164,733
Local Match	\$ 37,760
Additional Leverage	\$ 22,274
Total Project Budget	\$ 489,543

Outcomes:

- 116 participants trained (100 students and 16 teachers)
- 24 businesses served
- 58 internships created
- 74 credentials awarded (58 students and 16 teachers)

Staff Discussion:

- Successful pilot project – industry partner hired one of the students during the grant period
- Strong industry support and regional collaboration, partnership between schools, higher education, industry – core GO Virginia values
 - Commitment from industry partners to host interns
 - Match committed – participation in advisory board as in-kind and cash stipend for interns as cash
- Sustainability - discussion has occurred for Virginia Seafood Agricultural Research and Extension Center to take over program – coordinator at AREC (existing position) will shadow project manager to ensure transition.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$2:1 Match Requirement	YES
20% Local Match Requirement	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: GO Virginia Competitive Fund Guidance
DATE: 12/12/2023

The purpose of this agenda item is to bring before the Board updated DHCD guidance for eligibility requirements as it relates to Regional access to the GO Virginia Competitive Fund.

I. GO Virginia Competitive Fund Code Requirements

§ 2.2-2487 section A.3 states the following as it pertains to the GO Virginia Fund:

“3. A portion shall be competitively awarded on the basis of expected economic impact and outcomes without regard to a region's population.”

The amount of allocated funding for the Competitive Fund is prescribed in each biennium budget. In the most recent budget, Chapter 1, Item 115 section N.2 describes the following:

“...and (iii) \$10,850,000 the first year and \$10,850,000 the second year from the general fund shall be awarded to regional councils on a competitive basis.”

While this amount is specifically described in each biennium budget, there is also a clause in each budget which allows the State Board the power to reduce the Competitive Fund by an amount necessary to increase the amount of Per Capita funding any Region receives to a floor of \$1,000,000. That language reads as follows:

3. The Virginia Growth and Opportunity Board may allocate monies among the distributions outlined in paragraph N.2. of this item to meet demonstrated demand for funds. However, only those regional councils whose allocation is less than \$1,000,000 in a fiscal year based on the region's share of state population shall be eligible to receive an additional allocation, and the amount shall be limited such that the total allocation does not exceed \$1,000,000 in a fiscal year.

II. History of the GO Virginia Competitive Fund

At the onset of the GO Virginia Program, DHCD staff produced administrative guidance at the direction of the State Board which governs the procedures and eligibility requirements of the Competitive Fund. This guidance limited Competitive Fund eligibility to only those applications which included the participation of multiple Regions, including match cost sharing across the Regions and the approval of each participating Regional Council. Guidance stressed that the Competitive Fund was reserved for projects that are scalable and are of statewide significance. The Guidance also set forth a requirement 1:1 match with a 20% local match requirement.

At the April 21, 2022 meeting of the GO Virginia State Board, it was recognized that any project seeking access to the Competitive Fund would by nature present an extraordinary economic opportunity. At that meeting, the State Board adopted Board Policy #13: GO Virginia Program Match Requirements – Statewide Competitive Fund, which reduced the match requirements for the Competitive fund from 1:1 to 2:1. The authority of the Board to make this match change is derived from § 2.2-2489 section K, which reads as follows:

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. Such matching funds may be from local, regional, federal, or private funds, but shall not include any state general or nongeneral funds, from whatever source.

III. Competitive Fund Revisions

Over the course of the last six months, DHCD staff has solicited feedback from a variety of stakeholders, including workgroups of Regional Council Support Organization Staff, individual meetings with those stakeholders, and individual meetings with select State Board members to determine the challenges presented with past guidance and the opportunities for programmatic growth should the guidance be revised for flexibility. Stakeholder input sessions revealed several key takeaways:

1. The Competitive Fund has not been utilized to the extent that was originally anticipated due to a lack of projects that would fit a multi-regional criteria and barriers associated with development of large scale projects.
2. Multiple Regions that have lower yearly Per Capita fund availability have reported a reluctance to exhaust their funding due to concerns that unexpected future pipeline projects will go unfunded, including a specific case where a Regional Council intentionally withheld resources for multiple consecutive years because a high impact project in the pipeline would require that funding.
3. Flexibility within the fund should be pursued, however it is paramount that the Competitive Fund retain restrictions requiring any project that would be eligible for funding to be of extraordinary economic opportunity or be designed in such a way that statewide scalability is emphasized.
4. It is imperative that Regions continue to pursue high utilization of their Per Capita allocations but also be afforded the opportunity to pursue the Competitive Fund should certain criteria be satisfied.
5. The enabling legislation that defined the Competitive Pool does not restrict the Fund to multi-regional projects.

With these takeaways in mind, staff determined that a number of key changes to the Competitive Fund guidance would result in the benefit of providing Regions with increased resources as an award for high resource utilization performance, would help to foster an environment that will encourage Regions to evaluate and prioritize larger and bolder projects with more ambitious outcomes, the creation of a capacity building mechanism that would allow Regions to pursue large scale multi-regional projects, and also define pathways to success that ensure that any project eligible for the fund would also meet the high bar of exceptional economic opportunity or statewide scalability. A summary of those changes are as follows:

1. Single Region applications will become available for funding via the Competitive Pool, provided that a significant portion of the Region's Per Capita allocation has either been obligated OR that a significant portion of the Region's Per Capita allocation will be obligated alongside Competitive Funds for a proposed project. Single Region projects must demonstrate extraordinary economic opportunity through demonstration of eligibility for reduced match as defined in the criteria established in the State Board approved Per Capita Total Match Waiver Form.
2. Multi-Regional Planning applications will become available for funding via the Competitive Pool. These projects, which are limited to \$250,000 per project, are required to demonstrate a clear line of sight to a future Competitive Fund Multi-Regional Implementation project. These applications will require at minimum the participation of two or more localities in two or more Regions and must result in an action oriented plan that will lead to future implementation.
3. Multi-Regional Implementation applications will still be accepted at any time through the Competitive Fund, without restriction, and without regard to any one Region's Per Capita Fund balance. These applications are seen as an extraordinary economic opportunity and will receive prioritized consideration due to the nature of that opportunity.

It is the goal of these changes that the Growth and Opportunity Virginia Fund will realize an increased ceiling for project potential and to provide a pathway that will culminate in bolder transformative projects, both on a Regional level and on a statewide scale. The full Competitive Fund Guidance revision is attached.



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

Virginia Growth and Opportunity Fund (GO Virginia) Competitive Fund – Project Guidance

Section 1: GO Virginia Program and Competitive Fund Intent

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.

The Code of Virginia established the Virginia Growth and Opportunity Fund and describes an allocation to be competitively awarded based on expected economic impact and outcomes without regard to a region's population. The Competitive Fund is established to create a shared pool of funding aside from each Region's per capita allocations to be accessed for project that represent an extraordinary economic opportunity.

The purpose of this guidance is to provide clarity on the process for developing and submitting an application requesting the use of Competitive Funds as well as the roles and responsibilities of participating Region(s).

Section 2: Overview of Fund Sources

The Competitive Fund is made up of two funding sources.

- 1) A yearly allocation as determined by the GO Virginia State Board following an appropriation by the Virginia General Assembly.
- 2) Resources recaptured as described in GO Virginia State Board Policy #14.

Section 3: Competitive Regional Performance Pool Eligibility

To be eligible to apply for the Competitive Pool, a region must satisfy one of the following criteria:

- 1) Multi-Regional Application – The project must involve two or more GO Virginia Regions. Request may be made for both implementation and planning projects.
- 2) Single Region Application – A single region may apply for implementation projects through the Competitive Fund if their funding request exceeds their available Per Capita Fund balance. Due to the recognized utility of planning, pilot, and feasibility studies for



future per capita pipeline development, Regions are not required to exhaust their yearly \$250,000 planning, pilot, and feasibility study allowance established by [Board Policy #3](#).

Section 4: Local Participation and Match

All GO Virginia projects must have participation from 2 or more localities. For multi-regional competitive performance pool applications, the participation of 2 or more localities in each participating region is required. All projects that include greater levels of local participation will benefit from higher scoring.

For multi-regional applications, it is required that each participating region cost share in the matching requirements associated with this funding pool. This match may be contributed by the subgrantee on behalf of private, public or non-profit sources across the project footprint.

For single region implementation applications, the applicant must demonstrate extraordinary economic opportunity by qualifying for 2:1 match via one of the available pathways outlined in the GO Virginia per capita allocation match waiver policy or must be a demonstrated concept already undertaken in a single Region that seeks to scale statewide.

Due to the extraordinary economic opportunity that is required to be eligible for State Board consideration as a result of the strict scoring criterion of the Competitive Fund application process, those successful applications will automatically qualify for the relaxed funding requirement of 2:1 match. At least 20% of the total required match for Competitive Fund applications must be sourced from participating local government entities.

Section 5: Competitive Pool Application Types

Multi-Regional Applications

For multi-regional applications, it is expected that the application will come from a “lead region”. The lead region assumes responsibility for receiving and vetting the application through its review process. The lead council staff will serve as the primary point of contact with the applicant and work to manage a streamlined and consistent communication process with the collaborating councils. The lead council chair is responsible for convening the chairs of the partnering councils to discuss the opportunity for collaboration, the project concept, and the potential economic impact of the application. The lead council must involve each partnering council in the application development process and provide an opportunity to provide feedback to the applicant. The lead council ultimately votes to approve the project, but the application cannot advance to the cut scoring phase of the application process until an action of support (in



the form of a vote) is taken by each partnering council. The partnering council must be provided access to the final approved application prior to taking an action of support.

A partnering region in a multi-regional application must participate actively as a member of the formed workgroup. Council leadership must engage with the lead council leadership and provide a letter of support for the project after acted upon by the council. Partnering council representatives are encouraged to participate in established advisory committees as described in the project application.

The applicant (subgrantee) should first engage with the lead regional council who will serve as a primary point of contact as well as the grantee for the project. The lead council will help to coordinate discussions with the formed workgroup. The workgroup members will develop a communication strategy and timeline with collaborating regional councils to ensure an efficient and effective application review process and ultimately approval of the project by the lead council and a fully informed action of support by the partnering councils. Should a multi-regional project be awarded funds, the subgrantee shall provide periodic progress reports to the collaborating councils in addition to the quarterly reports required by DHCD.

Implementation

A multi-regional implementation application shall include the meaningful participation and shared benefit of activities among two or more localities in multiple GO Virginia regions. A successful implementation effort will include extensive multi-regional coordination and communication, demonstrated outcomes associated with the project type as outlined in the GO Virginia Core Outcomes document, and a positive return on investment to the Commonwealth. Periodic updates to each participating Regional Council are required, including updates on outcomes achieved and quarterly milestone progress. It is expected that results matriculating from a multi-regional implementation project will include an impact footprint in all participating localities.

Planning

It is understood that the nature of multi-regional implementation includes both significant funding from the State as well as extraordinary effort by the lead council involved in bringing the application to fruition. In order to both alleviate the up-front burden of the lead region and to ensure the responsible and strategic utilization of State funding, the multi-regional planning application is established.



A multi-regional planning application is limited to no more than \$250,000 in request per project. A successful planning effort will include, at minimum, convening of a workgroup comprised of lead and partnering council leadership as described in the multi-regional implementation application process, convening of a stakeholder workgroup that must include the participation of applicable private industries, educational partners, participating local governing body representation, and other stakeholders as needed, and development of a strategic plan which will demonstrate a viable playbook for the a future implementation project representing an extraordinary economic opportunity to the partnering regions. It is expected that only multi-regional planning applications with a demonstrated eye toward a future multi-regional implementation project will be considered.

Single Region Implementation Application

A single region implementation project may include a requested amount entirely from the Competitive Fund or may be a combination of funding from a region’s per capita allocation and the Competitive Fund if the request would completely exhaust the available unobligated fund balance of the applying region less unobligated funding reserved for planning, pilot, and feasibility study projects. Regardless of funding composition, a successful application must score a minimum of 75 points during the scoring process in order to qualify for State Board consideration.

It is expected that projects requesting funds from the Statewide Competitive Fund will present an extraordinary economic opportunity and are eligible for relaxed match. Applications must complete the Total Match Waiver form and indicate the qualifying criteria for extraordinary economic opportunity.

Section 6: Review and Approval Process

All applications received for the Competitive Fund will be scored based on a scoring rubric adopted by the GO Virginia State Board. Applications must score 75 points (out of 100) or better to access this fund.

For multi-regional projects, the lead region assumes responsibility for submitting the application to DHCD and, if awarded, will serve as the grantee for the project. An MOU among the collaborating regions will describe roles and responsibilities post award and will be included as part of the project contract.



Applications for funding through the Competitive Pool will be accepted on a first come, first serve basis quarterly on the same deadline cycle established for Per Capita allocation applications. In the event that multiple applications are submitted in a given quarter in which the existing funds in the Competitive Fund cannot satisfy all qualifying applications, the application with the highest cut score will be prioritized for State Board consideration.

State law requires that no single region receive total awards in excess of 25% of the total Virginia Growth and Opportunity Fund. For the purposes of multi-regional projects, funds will be assigned to the collaborating regions based on the breakdown of the project budgets. If a proportionate distribution cannot be determined, it may be assigned on a per capita basis. DHCD, in consultation with the collaborating regions, may determine an alternative distribution method.

References:

[Virginia Growth and Opportunity Act](#)

GO Virginia Competitive Application

[GO Virginia Core Grant Outcomes](#)

[Competitive Scoring Matrix](#)



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

Competitive Fund Scoring Matrix

Economic Impact – 40%

1. Project application outlines the expected return on investment of the proposed project and the timeline for achieving that return.
2. Project application demonstrates the proposed project's alignment with and how it will address the prioritized needs and opportunities of the growth and diversification plan, and alignment with the Region's identified priority industry clusters.
3. Grant requests that have a larger impact with regard to the creation of higher paying jobs and economic diversification, based on a return on investment model, in a locality experiencing above average economic distress shall receive higher scores.
4. Project outlines both behavioral as well as anticipated tangible results that will come from the collaboration.

Regional Collaboration – 20%

1. The number and percentage of localities within the region that are participating in the proposed project and the portion of the region's population represented by the participating localities.
2. Participation of localities or regions (including interstate collaborations) that are outside the applying region.
3. Cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the proposed project.
4. The amount of involvement in the project by businesses, colleges and universities, and other public and private entities within the region in the conceptualization of and the implementation of the project.
5. The amount, timing, and form of the proposed project match that outlines the depth of the commitment by the public and private funding partners to the effort.
6. Inventory existing grant requests or programs with similar goals to ensure the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of more higher-paying jobs.

Project Readiness – 20%

1. Project application demonstrates that the project partners have the capability to successfully execute the project.
2. Project application demonstrates that the regional council has consulted with subject matter experts regarding the efficacy and viability of the proposal
3. Project application outlines how the project may be coordinated with existing efforts in the region.
4. Project application fully analyzes the barriers to successful implementation and other associated risks along with a plan to overcome them.



5. Project application reviews any prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and to ensure a deeper and consistent level of support for the project once launched.
6. Project application demonstrates the project partners, including the lead public or private administering entity, have sufficient financial management and personnel to ensure compliance with the grant agreement.

Project Sustainability – 20%

1. Plan for how a project will be sustained after grant funds are exhausted.
2. Demonstrated ability to meet the project performance metrics and to take remedial actions in the event those measures are not achieved.
3. Demonstrate leverage above the required amounts from any source. Demonstrated commitment of resources from private industry shall receive higher scores.



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

VII. INFORMATION ITEMS

- a. DHCD Approved Enhanced Capacity Building Projects
- b. Q1 FY24 Fiscal Report



Administratively Approved Enhanced Capacity Building Applications

Administrative Approvals: Enhanced Capacity Building

NRV Materials and Machinery Cluster Scale-Up

Region: 2

Participating Localities: Floyd County (advisory board), Giles County (advisory board), Montgomery County (advisory board), Pulaski County (advisory board), City of Radford (advisory board)

Investment Strategy: Cluster Scale Up

Targeted Industry(s): Materials and Machinery

Type of Project: Enhanced Capacity Building

Applicant(s): New River Valley Regional Commission

Project Goal(s): To provide a 10 year roadmap for supporting materials and machinery scale-up in the NRV.

Project Description: This project will develop a roadmap that will accomplish the following:

1. Build and strengthen the capacity of the coalition to grow the cluster through regular discussions and planning.
2. Map out regional assets and resources that could support industry scale up, including resources in Roanoke, Lynchburg, and Danville regions.
3. Identify and prioritize unique projects that could support ecosystem growth and transformation of the cluster.

GO Virginia funds will be used for contract services required to develop a Strategic Roadmap & Action plan. Matching funds will be used to cost share in the contract services and project coordination required to develop the Strategic Roadmap & Action Plan.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 98,859
Matching Funds	\$ 102,528
Local Match	\$ 0
Additional Leverage	
Total Project Budget	\$ 201,387

Products:

- Strategic Roadmap & Action Plan Developed

NRV Materials and Machinery Cluster Scale-Up

Staff Discussion:

- This application is similar in nature to the Talent Pathways Planning initiative in the sense that it performs a comprehensive study of the Materials and Machinery industry with a focus on coalition building of relevant partners and asset map planning.
- The proposed coalition contains strong regional support, including both public entities and industry engagement and support.
- This application commits to the Strategic Roadmap & Action Plan outcome resulting in the identification and prioritization of future projects that will bolster and sustain economic growth in the Region's identified priority cluster of Materials and Machinery.

Administrative Approvals: Enhanced Capacity Building

Empower Black Entrepreneurs Accelerator Pilot Program

Region: 6

Participating Localities: City of Fredericksburg (Advisory Board), King George County (Advisory Board)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Professional, Scientific, and Technical Services

Type of Project: Enhanced Capacity Building

Applicant(s): Virginia Black Chamber of Commerce

Project Goal(s): Provide resources for Black-owned businesses to scale their operations through an accelerator program to include resources and mentorship. Address the challenges businesses face due to limited access to capital, insufficient networking opportunities, and lack of business education.

Project Description: The project will engage with entrepreneurs, create businesses, serve existing businesses, and engage with mentors by creating an accelerator program that includes the following activities:

- Develop and refine program curriculum, source mentors, and create resources for participants in accelerator program
- Workshop facilitation – industry experts will be hired as facilitators for workshops to share knowledge, skills, and insights
- Participants support including small business grants, services, and resources to ensure people from all backgrounds can participate

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 98,438
Matching Funds	\$ 99,738
Local Match	\$ 0
Additional Leverage	
Total Project Budget	\$ 198,176

Outcomes:

- 25 entrepreneurs engaged
- 5 new businesses created
- 5 businesses served
- 5 mentors engaged

Empower Black Entrepreneurs Accelerator Pilot Program

Staff Discussion:

- *Line of sight to implementation*
 - As statewide organization, Virginia Black Chamber of Commerce works closely with localities in Regions 4, 5, and 7. Implementation of this pilot would be an expansion of the accelerator program to more workshops in other regions.
- *G&D Plan* – project based on G&D plan goal that entrepreneurial programs, assistance, facilities, and access to capital must be expanded throughout the region
- *Industry cluster focus*
 - Outcomes listed above will be measured only for businesses in Professional, Scientific, and Technical Services industry

Administrative Approvals: Enhanced Capacity Building

Wine Industry Planning Grant

Region: 9

Participating Localities: Albemarle County (Cash and In-Kind), Fauquier County (Cash and In-Kind), City of Charlottesville (In-Kind), Town of Culpeper (In-Kind), Fluvanna County (In-Kind), Greene County (In-Kind), Louisa County (In-Kind), Madison County (In-Kind), Nelson County (In-Kind), Orange County (In-Kind)

Investment Strategy: Cluster Scale-Up

Targeted Industry(s): Food and Beverage Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): Nelson County

Project Goal(s): Nelson County will engage a consultant to perform a study on barriers to growth and expansion of the regional wine industry, particularly around exports out of the state, and deliver recommendations on opportunities and how to best address barriers.

Project Description: This project aims to fill a current knowledge gap in the food and beverage manufacturing industry in the region by studying barriers to expanding exports out of the state as well as potential solutions to these barriers. The study would use meetings with stakeholders, survey work, and business led coalitions to validate findings around various parts of the production process. Ultimately, the report would include recommendations for future funding opportunities to address challenges and areas for growth. GO Virginia funds would be used for project administration and contract services. Matching funds would go towards contract services and in-kind time to support the advisory committee on its work.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 104,159
Local Match	\$ 75,999
Additional Leverage	\$ 1,000
Total Project Budget	\$ 205,159

Products:

- Report with recommendations for addressing gaps to expansion/driving exports.

Wine Industry Planning Grant

Staff Discussion:

- Strong support documented from localities and industry partners
- Work would be beneficial in growing industry sector that is a unique asset to the region



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Q4 FY23 Fiscal Report

DATE: 12/12/2023

The following link to the [GO Virginia Q1 FY24 Fiscal Report](#) shows all expenditures, awarded projects, and unobligated balances by regions through June 30, 2023.