



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

# Virginia Growth and Opportunity Board

Business Meeting  
September 12, 2023



Stafford middle school students attend summer to explore engineering, IT, and cyber careers as part of Region 6's Germanna Community College Tech Talent Pipeline project. *(Photo courtesy of GO Virginia Region 6 Annual Report)*



VIRGINIA DEPARTMENT OF HOUSING  
AND COMMUNITY DEVELOPMENT  
*Partners for Better Communities*



# Agenda

- I. Opening
- II. Election of Officers
- III. Consent Agenda
- IV. Deputy Director's Report
- V. Chair's Report
- VI. Information Items
- VII. Adjournment



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COgro Labs at Virginia Tech Corporate Research Center (Source: GO Virginia Region 2 Annual Report)



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# I. Opening

- Call to Order
- Roll Call
- Public Comment
- New Members Welcome
  - Emily O'Quinn
  - Cliff Fleet



## II. Election of Officers

- Call for Nominations/Election – Chair
- Call for Nominations/Elections – Vice Chair



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### III. Consent Agenda – Action Item

- June 13, 2023 Meeting Minutes
- Region 3 (VGA Sites Project) and Region 6 (Workforce NOW) Amended Award Amounts
- 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
- 2024 Board Calendar
- Capacity Building Budgets Approval
- Regional Council Certifications



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## IV. Deputy Director's Report

- Information Item: Region 2 Talent Pathways Initiative Planning Application Withdrawal
- **Action Item:** Region 3 Talent Pathways Initiative Planning application (previously tabled)
- **Action Items:**
  - i. Per Capita Applications (7)
  - ii. Talent Pathways Initiative Planning Applications (2)

# Region 3: TPI Planning 2023 - SoVa Partnership for Health Science Careers



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*Participating Localities: Amelia County, Brunswick County, Buckingham County, Charlotte County, Cumberland County, Halifax County, Henry County, Lunenburg County, Mecklenburg County, Nottoway County, Patrick County, Pittsylvania County, Prince Edward County, Danville City, Martinsville City*

*Applicant: Southern Virginia Partnership for Health Science Careers (SOVAPHSC)*

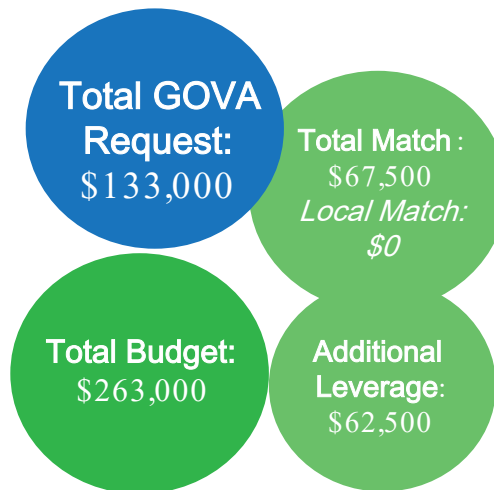
**Targeted Industry Cluster(s):** Healthcare

**Investment Strategy:** Workforce Development

**Goal:** To have a skill-ready and health-ready workforce that advances Southern Virginia's economy by strengthening the Healthcare industry cluster.

**Products:**

- Region 3 Talent Pathway Initiative Plan for Healthcare



*GO Virginia funds Grant management activities and contract services*  
*Matching funds: Contract services related to project management*

## IV.c. Per Capita Applications

- 7 Proposals to Take Action On
- 6 out of 9 Regions Participated
- *Industry cluster targets:* Life Sciences, Manufacturing, Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Light Manufacturing, Information and Emerging Technologies, Biotechnology, Business Services, Professional Services, High Value Natural Resources, Aquaculture/Seafood/Commercial Fishing/Marine Industries, Forestry/Wood Products/Paper, Logistics and Distribution
- *Investment Strategies:* 4 Workforce Development Projects and 3 Startup Ecosystem Projects



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GO Virginia  
Request:  
\$4,957,355

Total Match:  
\$2,484,623

Local Match:  
\$1,298,826



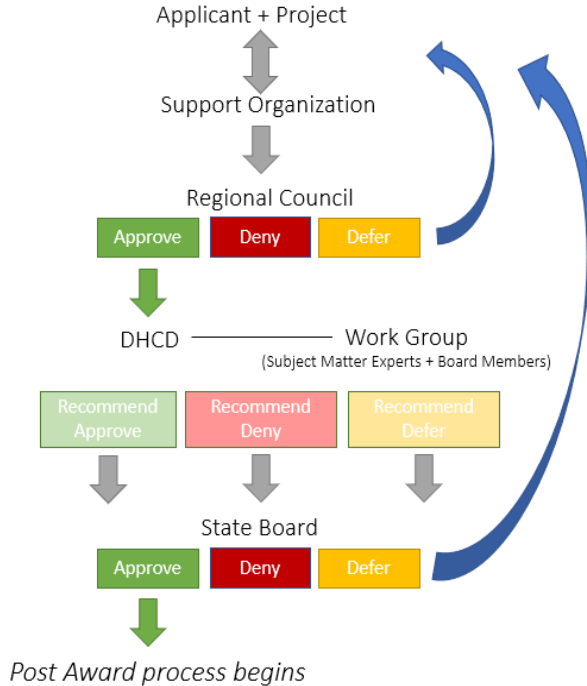


# Application Process



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## GO Virginia Application Review



- Applications are submitted to Regional Councils
- Approved applications are advanced to DHCD
- Technical review by DHCD staff
- Workgroup review and project pitch calls
- Staff prepares recommendations for Board
- Presented for Board consideration
  - *Approve*
  - *Defer*
  - *Deny*
- Approved projects go to contract



# Evaluation Criteria

- **Regional Collaboration**
  - Meaningful participation of 2 or more localities
  - Collaboration with industry and other partners
- **Economic Impact**
  - Target Industry Focus
  - Leveraged Nonstate Resources and/or Cost Savings
  - Well Defined Outcomes and Products
- **Project Readiness**
  - Partner Commitments, Match Resources, and Milestones
- **Sustainability**



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# Region 1: United Way of Southwest Virginia GO TEC Expansion

*Participating Localities: Dickenson County, Smyth County, Washington County, Wythe County, Bristol City, Norton City*

*Applicant: United Way of Southwest Virginia*



United Way of Southwest Virginia



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**Targeted Industry Cluster(s):** Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies

**Investment Strategy:** Workforce Development

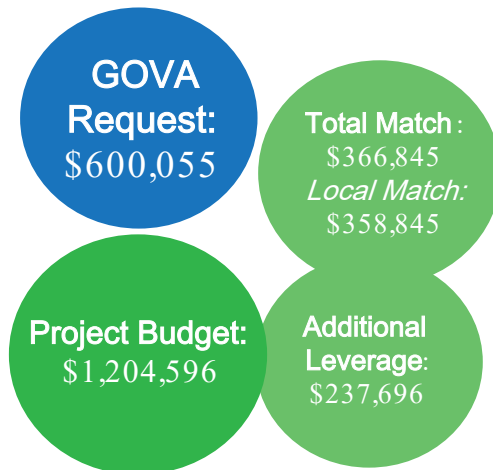
**Goal:** To increase the pool of qualified candidates in the Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, and Information and Emerging Technologies clusters.

## Products:

- 6 career connections labs established

## Outcomes:

- 12,000 students trained
- 18 businesses served



**Staff Recommendation: Approve**

# Region 2: ACA Classical & CTE Institute



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*Participating Localities: Appomattox County, Town of Pamplin, Town of Appomattox*

*Applicant: Appomattox County*



**Targeted Industry Cluster(s):** Manufacturing and Advanced Manufacturing

**Investment Strategy:** Workforce Development

**Goal:** To create jobs and serve businesses by purchasing equipment and expanding capacity to train welding students for the Manufacturing and Advanced Manufacturing industry clusters.

## Outcomes:

- 54 students trained
- 454 credentials awarded

**GOVA  
Request:**  
\$565,000

**Total Match :**  
\$538,335.85  
*Local Match:*  
\$155,201.85

**Project Budget:**  
\$2,113,471.85

**Additional  
Leverage:**  
\$1,010,136

**Staff Recommendation: Defer**

# Region 7: Biomedical Sciences Workforce Training and Development

*Participating Localities:* Loudoun County, Prince William County,  
Manassas City

*Applicant:* Future Kings 

**Targeted Industry Cluster(s):** Life Sciences

**Investment Strategy:** Workforce Development

**Goal:** To accelerate entry level job readiness for emerging biomedical job opportunities in life sciences for underserved black and Latino populations in the Life Sciences industry cluster.

## Outcomes:

- 55 jobs created/filled
- 60 internships completed
- 40 businesses served



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**GOVA  
Request:**  
\$740,000

**Total Match :**  
\$379,450  
*Local Match:*  
\$0

**Project Budget:**  
\$1,119,450

**Additional  
Leverage:**  
\$310,000

**Staff Recommendation: Defer**

# Region 8: GO2 Work in Manufacturing and Transportation in the Valley

*Participating Localities: Augusta County, City of Waynesboro, City of Staunton*

*Applicant: Shenandoah Valley Center for Advanced Learning*



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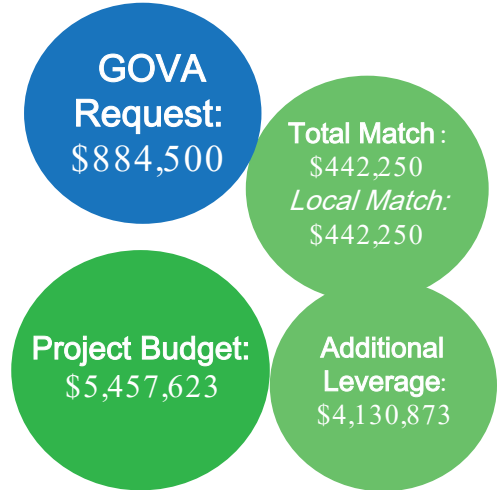
**Targeted Industry Cluster(s):** Transportation and Logistics, Light Manufacturing

**Investment Strategy:** Workforce Development

**Goal:** To increase the pool of qualified candidates in the Transportation and Logistics and Light Manufacturing industry clusters.

**Outcomes:**

- 420 students trained
- 35 new apprenticeships created
- 60 new internships created
- 420 credentials earned



**Staff Recommendation: Approve**



# Region 2: Strengthening Entrepreneurs' Impact

*Participating Localities:* City of Roanoke, Roanoke County, Botetourt County, Pulaski County, Giles County, Montgomery County, City of Salem  
*Applicant:* Verge Alliance



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**Targeted Industry Cluster(s):** Technology, Biotechnology

**Investment Strategy:** Startup Ecosystem

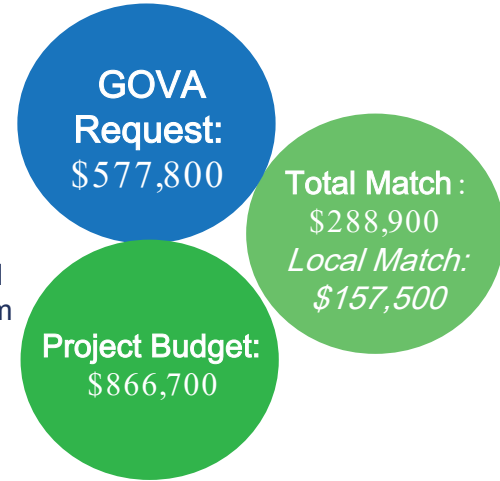
**Goal:** To create jobs expand businesses, serve businesses, engage entrepreneurs and mentors, and increase the number of fund investments by scaling the Regional Accelerator and Mentoring Program (RAMP) through pre and post accelerator activities and updating data in the Region 2 Innovation Ecosystem report for the Technology and Biotechnology industry clusters.

### Products:

- OnRamp PreAccelerator Launched

### Outcomes:

- 70 jobs created/filled
- 35 existing businesses expanded
- 8 new businesses created
- 58 business served
- 58 entrepreneurs engaged
- 50 mentors engaged



**Staff Recommendation: Approve**

# Region 3: RISE Build To-Scale Initiative

*Participating Localities: Amelia County, Brunswick County, Charlotte County, Halifax County, Mecklenburg County, Nottoway County, Patrick County, Prince Edward County*

*Applicant: SOVA Innovation Hub Corporation*



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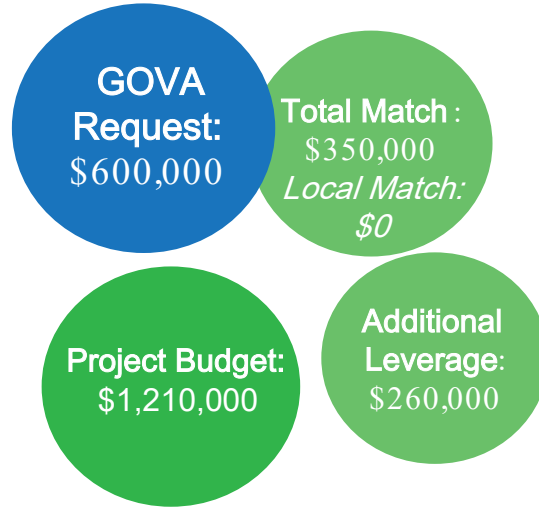
**Targeted Industry Cluster(s):** Advanced Manufacturing & Materials, Business Services and IT Data, and High Value Natural Resource Products

**Investment Strategy:** Startup Ecosystem

**Goal:** To provide ready access to capital for innovators and entrepreneurs through targeted resource navigation, technical assistance, and outreach and storytelling in the Advanced Manufacturing & Materials, Business Services and IT Data, and High Value Natural Resource Products industry clusters.

## Outcomes:

- 63 jobs created
- 30 businesses created
- 350 entrepreneurs engaged
- 150 businesses served
- At least \$548,000 in capital raised



**Staff Recommendation: Approve**



# Region 6: Regional Entrepreneurship Initiative (REI)

*Participating Localities:* City of Fredericksburg, King George County, Stafford County

*Applicant:* Rivers Region Entrepreneurial Ecosystem Council



**Targeted Industry Cluster(s):** Aquaculture/Seafood/Commercial Fishing/Marine Industries, Forestry/Wood Products/Paper, Information/Data Centers, Logistics and Distribution, Manufacturing, Professional Services

**Investment Strategy:** Startup Ecosystem

**Goal:** To develop an entrepreneurial ecosystem strategy to define and implement recommendations to further grow the Region 6 ecosystems.

## Products:

- REI Strategy and Report
- Actionable Strategies Plan



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**GOVA  
Request:**  
\$300,000

**Total Match :**  
\$150,000  
**Local Match:**  
\$60,000

**Project Budget:**  
\$450,000

**Staff Recommendation: Approve**

# IV.a. Talent Pathway Planning Initiative Applications

- 2 Proposals to Take Action On
- 2 out of 9 Regions Participated



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# Region 2: Region 2 Talent Pathways Initiative (TPI)



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*Participating Localities:* Alleghany County, Amherst County, Appomattox County, Bedford County, Botetourt County, Campbell County, Craig County, Floyd County, Franklin County, Giles County, Montgomery County, Pulaski County, Roanoke County, Covington City, Lynchburg City, Radford City, Roanoke City, Salem City

*Applicant:* Virginia Tech Center of Economic and Community Engagement



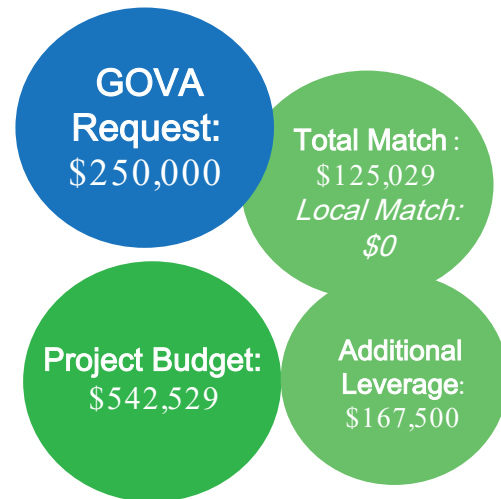
**Targeted Industry Cluster(s):** Life Sciences & Biotechnology and Transportation Manufacturing & Autonomy

**Investment Strategy:** Workforce Development

**Goal:** To define talent pathways for Region 2's Life Sciences & Biotechnology and Transportation Manufacturing & Autonomy targeted industry clusters.

## Products:

- Region 2 Talent Pathway Initiative Plan for Life Sciences & Biotechnology
- Region 2 Talent Pathways Initiative Plan for Transportation Manufacturing & Autonomy



**Staff Recommendation: Approve**

# Region 7: Talent Pathways Initiative



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*Participating Localities: Fairfax County, Loudoun County*  
*Applicant: Center for Regional Economic Competitiveness*



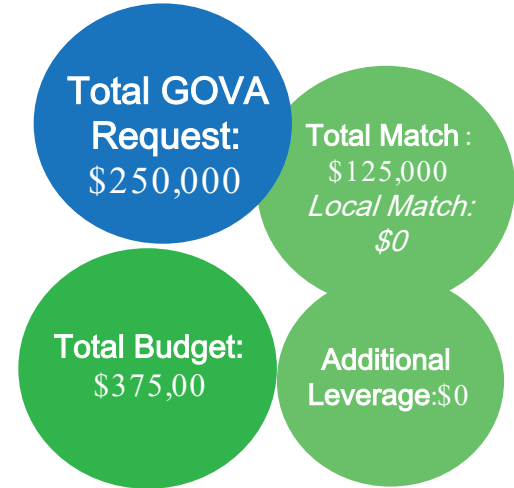
**Targeted Industry Cluster(s):** Computer Software, Cybersecurity, and Emerging Technologies

**Investment Strategy:** Workforce Development

**Goal:** To define talent pathways for Region 7's Computer Software, Cybersecurity, and Emerging Technologies targeted industry clusters.

## Products:

- Region 7 Talent Pathway Initiative Plan for Computer Software, Cybersecurity, and Emerging Technologies
- Formation of a Research Advisory Group



**Staff Recommendation: Approve contingent**



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## IV. Deputy Director's Report

- *Action Item:* Board Policy #16 – Subgrantee Indirect Rate Cap
- *Action Item:* Administrative Guidance – Total and Local Match Waiver



# V. Chair's Report

## a. Action Item: Bylaws Revision



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## VI. Information Items

- a. Maximum Carryover Allowance
- b. DHCD Approved Enhanced Capacity Building Projects
  - a. Region 1– Mount Roger Regional Partnership: Virtual Reality for Training and Career Exploration
    - o Region 5– Life Science Virginia
    - o Region 5– Hampton Roads Regional Aviation, Aerospace, and Unmanned Systems Assessment
- c. Q4 FY23 Fiscal Report



# Adjournment

## Future Meeting Schedule

- December 12, 2023
  - 3-5 pm – In-person (location TBD)



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