



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD

Tuesday, June 15, 2021

1:00 PM – 3:00 PM

Videoconferencing Meeting ID: meet.google.com/gvw-rntj-xkm

Dial-in: +1 720-500-3691

PIN: 900 721 523#

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|-------|---|------------------------------|
| I. | OPENING | |
| | a. Call to order | Chair |
| | b. Roll Call | Andrea Devening |
| | c. Public Comment | Chair |
| II. | Elections of Officers | |
| | a. Call for Nominations – Chair | Erik Johnston |
| III. | Proclamation for Tom Farrell | Chair |
| IV. | CONSENT AGENDA – Action Item | Chair |
| | a. March 16, 2021 Meeting Minutes | |
| | b. Regional Capacity Building Allocation and Continuation of Match Waiver | |
| | c. Regional Per Capita Allocation | |
| | d. Approval of Council Budgets | |
| V. | DIRECTOR’S REPORT | Erik Johnston/ Sara Dunnigan |
| | a. Action Item: Statewide Competitive Applications (1) | |
| | b. Action Item: Per Capita Applications (13) | |
| | c. Action Item: Economic Resilience and Recovery Applications (2) | |
| VI. | REPORTS | |
| | a. Presentation: Virginia’s Fiscal Health and Future Developments | Secretary Aubrey Layne |
| | b. Presentation: SCHEV Regional Internship Initiative Pilot | Lynn Seuffert |
| VII. | INFORMATION ITEMS | Sara Dunnigan |
| | a. Withdrawn Project – Memo from Region 6 (pg. 50) | |
| | b. Site Investment Administrative Guidance | |
| | c. DHCD Approved Enhanced Capacity Building Projects | |
| | d. DHCD Approved ERR Fast Access Projects | |
| | e. Funded Project Summary | |
| VIII. | ADJOURNMENT | Chair |

2021 Board Meeting Schedule

Tuesday, September 23, 2021

Tuesday, December 7, 2021



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING

March 16, 2021

1:00 PM

Virtual Meeting

Members Present

Nancy Howell Agee
Delegate Lamont Bagby
The Honorable Brian Ball
Senator George Barker
Ben J. Davenport, Jr.
Jim Dyke
Speaker Eileen Filler-Corn
W. Heywood Fralin
Leah Fremouw
Senator Janet D. Howell
Doug Juanarena
The Honorable Aubrey Layne
Delegate Martha Mugler
The Honorable Atif Qarni
Senator Frank Ruff
Todd A. Stottlemeyer
Don Robin Sullenberger
Delegate Luke E. Torian
Pia Trigiani
Joe Wilson
John O. "Dubby" Wynne

Members Absent

Thomas F. Farrell II
Marilyn H. West

Call to Order

Ms. Nancy Agee, Vice Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order. It was noted that the meeting was held electronically in the form of a Google Meets presentation in accordance with § 2.2-3708.2 of the Code of Virginia and as a result of Executive Order Number Fifty-One (2020) declaring a state of emergency due to novel coronavirus (COVID-19).

Roll Call

Ms. Andrea Devening, GO Virginia Program Analyst for the Department of Housing and Community Development (DHCD), called the roll and stated that a quorum was present.

Public Comment

Ms. Devening informed the Board that staff had not received any submitted public comments.

The public comment period closed.

Consent Agenda

Ms. Agee introduced the consent agenda items to be voted on in a bloc, including the December 7, 2020 meeting minutes, updated 2021 Growth and Diversification Plan guidelines, and the Regional Council Annual Certification. A motion was made by Ms. Trigiani and properly seconded by Mr. Wynne to approve the consent agenda items. The motion passed (Yeas: Agee, Bagby, Ball, Barker, Davenport, Dyke, Filler-Corn, Fralin, Fremouw, Howell, Juanarena, Layne, Qarni, Ruff, Stottlemeyer, Sullenberger, Torian, Trigiani, Wilson, Wynne; Nays: None).

New Business

Mr. Erik Johnston, Director of DHCD, presented a proposed extension of Board Policy #10 which established the GO Virginia Economic Resilience and Recovery Program as well as a proposed extension of Board Policy #11 that modified GO Virginia program match requirements. After discussion, a motion was made by Mr. Dyke and properly seconded by Mr. Wynne to approve extensions of Board Policies #10 and #11 as a bloc. The motion passed (Yeas: Agee, Bagby, Ball, Barker, Davenport, Dyke, Filler-Corn, Fralin, Fremouw, Howell, Juanarena, Layne, Mugler, Qarni, Ruff, Stottlemeyer, Sullenberger, Torian, Trigiani, Wilson, Wynne; Nays: None).

Director's Report

Ms. Sara Dunnigan, Deputy Director of GO Virginia and Economic Development at DHCD, provided the Board with an update on the outcomes and impacts of the GO Virginia program since its inception.

Ms. Dunnigan presented 1 statewide competitive application regarding workforce development: Cybersecurity Job Creation System from Region 5. Ms. Dunnigan noted that staff recommended not approving the project as presented. After discussion, a motion was made by Senator Barker and properly seconded by Mr. Wynne to defer the application. The motion passed (Yeas: Agee, Bagby, Ball, Barker, Davenport, Dyke, Filler-Corn, Fralin, Fremouw, Howell, Juanarena, Layne, Mugler, Qarni, Ruff, Stottlemeyer, Sullenberger, Trigiani, Wilson, Wynne; Nays: None).

Ms. Dunnigan presented 8 Per Capita applications regarding workforce development, site development and infrastructure, start up ecosystems, and cluster scale up: Federation of Advanced

Manufacturing Education from Region 4, Northern Virginia Community College Dual Enrollment Expansion Program for Information and Engineering Technology from Region 7, Virginia's Gateway Region Sites from Region 4, Richmond County Commerce Expansion from Region 6, Shenandoah Valley Sites Enhancement Program from Region 8, SIH LOCED R3 EII from Region 3, Northern Virginia Smart Region Initiative from Region 7, Energy Storage and Electrification Manufacturing Jobs from Region 1. A motion was made by Mr. Ruff and seconded by Mr. Davenport to approve the applications as recommended by staff as a bloc. The motion passed (Yeas: Agee, Bagby, Ball, Barker, Davenport, Dyke, Filler-Corn, Fremouw, Juanarena, Layne, Mugler, Qarni, Ruff, Stottlemeyer, Sullenberger, Trigiani [abstained from voting affirmative on SIH LOCED R3 EII], Wilson, Wynne; Nays: None).

Ms. Dunnigan presented 4 regional ERR applications regarding workforce development, startup ecosystems, and cluster scale-up: Virginia Restaurant and Hotel Workforce COVID Recovery and Upskilling Program from Region 4, Startup Stability Program from Region 5, Virginia Cyber Skills Academy from Region 7, and SBDC Digital Business Resiliency from Region 9. A motion was made by Mr. Wilson and properly seconded by Mr. Wynne to approve the applications as presented by staff. The motion passed (Yeas: Agee, Bagby, Ball, Barker, Davenport, Dyke, Filler-Corn, Fralin, Fremouw, Juanarena, Layne, Mugler, Qarni, Ruff, Stottlemeyer, Sullenberger, Torian, Trigiani, Wilson, Wynne; Nays: None).

Information Items

Ms. Dunnigan shared a letter of resignation from former Board member Steven Smith who stepped away from the board due to relocation to a neighboring state.

Ms. Dunnigan gave the Board a brief overview of all GO Virginia funded projects, of all of the Enhanced Capacity Building and ERR Fast Access projects administratively approved by staff since the December Board meeting, and of the Centurion Innovation Hub project that has been withdrawn by Region 7.

Future Board Meetings

Ms. Agee advised the Board that the dates for the 2021 Board meetings had been set for June 15th, September 23rd, and December 7th.

Adjournment

Upon a motion duly made and seconded, the meeting was adjourned.



Board Action: GO Virginia Capacity Building Allocation

TITLE: FY '22 Capacity Building Match Requirement

BACKGROUND: To maintain consistency with Board action from the June 23, 2020 meeting for the FY '21 capacity building funds, it is requested that the Board waive the \$1:1 match for FY '22 capacity building funds. The regions request this waiver to ensure match is focused on project implementation.

BUDGET LANGUAGE: “[N2] Of the amounts provided in this paragraph, the appropriation shall be distributed as follows: (i) \$2,250,000 the first year and \$2,250,000 the second year from the general fund shall be allocated to qualifying regions to support organizational and capacity building activities, which, notwithstanding § 2.2-2489, Code of Virginia, may not require matching funds if a waiver is granted by the Virginia Growth and Opportunity Board to a qualifying region upon request.”

RECOMMENDATION: DHCD recommends that the Board move to waive the requirement for \$1:1 matching funds for the \$2,250,000 allocated (\$250,000 per region) for FY '22 capacity building funds.

FY '22 CAPACITY BUILDING ALLOCATION SCENARIOS:

Region	FY '22 Capacity Building Allocations
1	\$250,000
2	\$250,000
3	\$250,000
4	\$250,000
5	\$250,000
6	\$250,000
7	\$250,000
8	\$250,000
9	\$250,000
Total	\$2,250,000

DATE APPROVED: 6.15.2021



Board Action: GO Virginia Per Capita Allocation

TITLE: FY '22 Per Capita Allocation and Competitive Fund Redistribution

BACKGROUND: To maintain consistency with Board action from the June 23, 2020 meeting for the FY '21 per capita allocations, it is requested to reallocate \$666,055 from the competitive pool to the per capita allocations to ensure each region has a minimum per capita allocation of \$1,000,000.

BUDGET LANGUAGE: “[N2] Of the amounts provided in this paragraph, the appropriation shall be distributed as follows: ... (ii) \$16,900,000 the first year and \$16,900,000 the second year from the general fund shall be allocated to qualifying regions based on each region's share of the state population; and (iii) \$15,300,000 the first year and \$10,850,000 the second year from the general fund shall be awarded to regional councils on a competitive basis. [N3] 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.”

RECOMMENDATION: A standard formula allocation of the \$16,900,000 FY 22 per capita allocation would result in three of the nine regions receiving less than \$1,000,000. As such, DHCD recommends that the Board move to create a floor of \$1,000,000 for these three regions by reallocating \$666,055 from the competitive pool to per capita. The competitive pool will be reduced from \$10,850,000 to \$10,183,945 while the per capita pool will be increased from \$16,900,000 to \$17,556,055.

FY '21 PER CAPITA ALLOCATION SCENARIOS:

Region	FY21 Per Capita Allocation with \$1M Floor	FY22 Per Capita Formula Allocation	Recommended FY22 Per Capita Allocation with \$1M Floor
1	\$1,000,000	\$745,752	\$1,000,000
2	\$1,545,403	\$1,542,945	\$1,542,945
3	\$1,000,000	\$722,384	\$1,000,000
4	\$2,515,225	\$2,524,026	\$2,524,026
5	\$3,425,064	\$3,423,572	\$3,423,572
6	\$1,016,222	\$1,020,503	\$1,020,503
7	\$4,990,678	\$4,984,456	\$4,984,456
8	\$1,069,775	\$1,070,552	\$1,070,552
9	\$1,000,000	\$865,808	\$1,000,000
Total	\$17,562,367	\$16,900,000	\$17,566,055

DATE APPROVED: 6.15.2021

FY 22 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)				\$100	\$5,000	\$54,200		\$39,850	\$25,000
Audit			\$1,170	\$11,250	\$3,000			\$1,500	\$7,000
Contract Services	\$11,500		\$117,400	\$27,000		\$10,000			\$500
Fiscal /Accounting Services	\$18,519			\$24,000	\$4,590				
Legal Expenses								\$500	\$250
Marketing, Outreach, and Websites	\$12,000	\$10,000	\$31,900			\$4,500		\$3,000	\$5,000
Meetings and Workshops	\$4,071	\$10,000	\$1,500	\$360	\$850	\$4,000		\$5,000	\$5,000
Rent	\$3,600		\$5,415	\$15,120					\$11,500
Salaries (Fringe if applicable)	\$182,811	\$75,000	\$80,000	\$145,248	\$191,660	\$110,800		\$193,000	\$175,000
Supplies & Equipment	\$4,500	\$3,000	\$500	\$300	\$3,000	\$10,500		\$650	
Taxes and Insurance	\$6,000			\$2,800	\$1,900				\$1,000
Travel		\$3,000		\$300		\$6,000		\$3,000	\$2,500
Program Support Total	\$243,000	\$101,000	\$237,885	\$226,478	\$210,000	\$200,000	\$0	\$246,500	\$232,750
Contract Services	\$7,000			\$15,000				\$3,500	\$250
Technical Assistance			\$12,115						\$15,500
Growth and Diversification Plan Development		\$65,000		\$8,522	\$40,000				
Planning Grants									
Planning Total	\$7,000	\$65,000	\$12,115	\$23,522	\$40,000	\$0	\$0	\$3,500	\$15,750
Project Reserves	\$0	\$84,000	\$0	\$0	\$0	\$50,000	\$0	\$0	
TOTAL	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$0	\$250,000	\$248,500

Note: Region 7 will submit its proposed budget at the September 23, 2021 Board meeting



Competitive Applications

Statewide Competitive Application

Cybersecurity Job Creation System (CJCS)

Lead Region: 5

Partnering Regions: 3, 4, 6, 7

Participating Localities:

- (1) Hampton Roads Workforce Council (In-Kind) on behalf of member localities - Cities of Chesapeake, Franklin, Norfolk, Portsmouth, Suffolk and Virginia Beach and the Counties of Isle of Wight and Southampton
- (2) Fairfax County Economic Development Authority on behalf of Fairfax County (Cash & In-Kind)

The following letters of support (LOS) have been provided with the application.

- Alexandria Economic Development Partnership (LOS)
- Fredericksburg Economic Development and Tourism (LOS)
- King George Economic Development and Tourism (LOS)
- Loudon County Economic Development (LOS)
- Northern Neck Planning District Commission (LOS)
- Prince William County Department of Economic Development (LOS)
- Virginia Beach Department of Economic Development (LOS)

Investment Strategy: Workforce Development

Targeted Industry(s): Cybersecurity - Information Technology

Type of Project: Statewide Competitive

Applicant(s): Old Dominion University Research Foundation (ODURF)

Project Goal(s): This project will develop and deliver a cost-effective, cloud-based compliance system to help Virginia's DoD contractors achieve Cybersecurity Maturity Model Certification (CMMC) accreditation and develop a NIST 800-171/CMMC education program to be delivered by Old Dominion University and Eastern Shore Community College, and as part of the 4-VA affiliated universities and participating community colleges.

Project Description: ODU will deliver a two-pronged approach: 1) the CJCS Education Program and 2) the CJCS Compliance System. ODU and interested Virginia universities and community colleges, will offer an online, experiential, professional certificate (stackable credentials) with a pathway to NIST 800-171/CMMC positions. This professional certificate will create a fast-track program for veterans to complete a six-course (18-credit) online program called the Cybersecurity System Compliance Management Program.

The CJCS Compliance System will focus on small DoD contractors who need an affordable solution to the CMMC compliance challenges. This includes developing a risk assessment of system controls, taking remedial action if needed, documenting corrective actions, and submitting a score to DoD and/or undergo a CMMC audit, as required, to become eligible to participate in DoD solicitations.

GO Virginia funds will be used for project management salaries, contract services, and legal expenses.

Cybersecurity Job Creation System (CJCS)

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 1,450,000
Matching Funds	\$ 1,643,637
Local Match	\$ 297,600
Additional Leverage	\$ 1,198,500
Total Project Budget	\$ 4,292,137

Outcomes:

- Develop a CMMC/NIST 800-53 education program to be delivered online by at least two Virginia universities.
- Develop and deliver a cost-effective, cloud-based compliance system to help Virginia's DoD contractors achieve CMMC accreditation.
- 144 new cyber security positions and 328 retained in three years
- 534 new cyber security positions and 866 retained in 5 years
- 169 CMMC credentials awarded in three years
- 55 CMMC Level 1 Compliant DoD contractor subscribers

Workgroup Discussion:

- After the March 2021 meeting, the applicant team won the support of Regions 7 & 6.
- Project aligns with G&D plans and industry targets in collaborating regions.
- This is a critical issue facing the defense contractor industry. By fiscal year 2026, all new DoD contracts will contain the CMMC requirements.
- Letter of support provided by the National Defense Industry Association

Staff Recommendation: Based on the workgroup discussion and application review, staff recommends 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 (job creation only)	YES
5 Year ROI (job creation only)	YES
Alignment with G&D Plans	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Per Capita Applications Workforce Development

Per Capita Application

Campus757

Region: 5

Participating Localities:

Letters of Support provided by the following:

City of Chesapeake

City of Hampton

City of Newport News

City of Norfolk

City of Portsmouth

Investment Strategy: Workforce Development

Targeted Industry(s): Advanced Manufacturing, Cybersecurity/Data Analytics/Modeling & Simulation, Logistics/Port Operations/Warehousing, Shipbuilding and Repair, Water Technologies, Unmanned Systems and Aerospace

Type of Project: Per Capita

Applicant(s): Hampton Roads Workforce Council

Project Goal(s): The goal of this project will be to increase the percentage of college students in Hampton Roads who stay in the region and connect with full time employment and internships. It will also help businesses address identified workforce shortages by connecting them to the supply of talent produced by the region's colleges and universities.

Project Description:

The Hampton Roads Workforce Council is submitting an implementation project application as a following on to a planning grant for this concept in 2020.

Campus757 will include a combination of activities that provide a variety of career development and cultural engagement activities to students enrolled in higher education in the region. The program will work to promote the region as career destination and to connect college students and recent graduates to the Hampton Roads business community.

GO Virginia funds will support staffing for the Campus757 initiative, specifically a program manager, communications coordinator, program coordinator, and interns for HRWC.

Campus757

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 500,000
Matching Funds	\$ 250,000
Local Match	\$
Total Project Budget	\$ 750,000

Outcomes:

- 200-400 companies assisted
- 700 new jobs (students who get connected to companies) by year 3
- 1,500 new jobs (students who get connected to companies) by year 5

Workgroup Discussion:

- This is an implementation request following an enhanced capacity building (planning) grant.
- Modeled after successful CampusPhilly model and collaborating with RVA-NOW (formerly CampusRVA).
- Workgroup felt graduate retention was an important issue statewide.
- Good response to employer engagement questions in feedback loop process.
- Local participation is limited at this time; however, through locality contributions to the Hampton Roads Workforce Council, dedication of non-state revenue is occurring.

Staff Recommendation: Based on the workgroup discussion and application review, staff recommends this application for approval.

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

Per Capita Application

Maritime Entry-to-Employment Training (MEET)

Region: 5

Participating Localities:

City of Newport News (in-kind match)

City of Hampton (letter of support)

City of Norfolk (letter of support)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing and Shipbuilding and Ship Repair

Type of Project: Per Capita Implementation

Applicant(s): Old Dominion University Research Foundation

Project Goal(s): To build an online training delivery platform in two maritime trades courses in Pipefitting Sheet Metal Workers, and Welders.

Project Description: MEET will extend and expand the workforce development begun through the previously GO Virginia funded project, COVA MAP, which created online courses for Outside Machinists and Deck Electricians. Like COVA MAP, courses created through MEET by ODU will be designed for both online delivery and in-class participation. Through partnerships between ODU, Tidewater Community College (TCC) and Q.E.D Systems (QED), MEET will provide a deliberate, coordinated training pipeline from an individual's entry into the maritime training world, all the way to achievement of trade qualifications and/or certificates and readiness for employment. Students will complete the basic course either online or in-person, then begin to develop necessary skills and understanding with interactive games and simulations.

The next phase includes hands-on training with real world equipment and performance in controlled training environments. In addition to the simulations and education games available online, in-person participation at TCC will include hand-on practical exercises, and for some maintenance or repair actions, actual equipment deployment (e.g. welding training in welding booths). All training conducted at QED includes hands-on exercises and equipment use. Students who complete the full training pipeline will finish at the QED facility in Norfolk - a two-level, six compartment ship mock-up where classes from different maritime trades will learn to coordinate maintenance and repair, completing trades' specific tasks in the same area and learning to coordinate simultaneous tasks. GO Virginia funds will be used to pay for salaries, training, curriculum development, equipment, contract services, and outreach.

Maritime Entry-to-Employment Training (MEET)

Type of Funds	Totals
GO Virginia Request	\$ 723,000
Matching Funds	\$ 723,302
Local Match	\$ 158,772
Additional Leverage	\$ 3,388,000
Total Project Budget	\$ 4,834,302

Outcomes:

- Train 162 total students within 2 years
- For welders, potential for AWS welding and MILSPEC certifications

Workgroup Discussion:

- Support from the broader shipbuilding community.
- Opportunity to help serve underserved populations of the community.
- TCC will have formal MOUs in place with participating school divisions of Portsmouth, Chesapeake, and Virginia Beach.
- Unclear how Newport News is committing the match since the source of the match is coming from ODU as part of non-state funds.
- Included \$3.4 million in additional leverage but only a portion of these funds would be directly going towards MEET.
- Feedback loop responses indicates no academic institutions have formally committed to using the COVA MAP maritime training platform and no courses have been used to date.
- It is not clear how this effort will continue once GO Virginia funds have been exhausted.
- Not clear on the number of students that would be credentialed.
- Partnerships with education partners need more time to be finalized.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project to be deferred.

Requirements	
\$2:1 Match Requirement	YES
Local Match	N/A
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	UNDETERMINED

Per Capita Application

Northern Virginia Community College Dual Enrollment Expansion Program for Information and Engineering Technology (NOVA DEEP IET)

Region: 7

Participating Localities:

Alexandria City Public Schools (in kind)

Prince William Public Schools (in kind)

Prince William County (in kind)

Alexandria/Arlington Regional Workforce Council (letter of commitment)

Loudoun County (letter of commitment)

Northern Virginia Economic Development Alliance on behalf of member localities Alexandria Economic Development Partnership, Arlington County, Fairfax City, Fairfax County, Falls Church, Fauquier County, Loudoun County, Manassas, Manassas Park, and Prince William County (letter of commitment)

Virginia Career Works Northern Region (letter of commitment)

Investment Strategy: Workforce Development

Targeted Industry(s): Computer Services, Cybersecurity, Engineering Services

Type of Project: Per Capita

Applicant(s): Northern Virginia Community College

Project Goal(s): To increase the graduation rates of students in Information and Engineering Technology (IET) by 10% and increase regional educational capacity for IET through dual enrollment credentialing while expanding opportunities for students to learn about and complete educational pathways and pursue careers in IET.

Project Description: Northern Virginia Community College's Information and Engineering Technology Department will implement the Dual Enrollment Expansion Program for Information and Engineering Technology (DEEP-IET) to develop regional workforce capacity in IET, specifically targeting information technology (i.e. cybersecurity and information systems technology: cloud computing technicians) and engineering technology (i.e. engineering and data center operations technicians). The DEEP-IET approach seeks to target successful student outcomes with touch points at multiple points along the STEM talent pipeline including:

- 1- enhanced programming for precollege and community college students including block scheduling, summer bridge programs, and internships and,
- 2- a credentialing program to prepare regional high school teachers to teach credit-bearing dual enrollment (DE) courses in IET, developing a faster and more cost-effective path to employment. The DEEP-IET is also proposing to develop a veteran's outreach program to transition veterans and military-connected NOVA Community College students to IET programs.

NOVA DEEP IET

This project was deferred with a request to refine elements of the project and to consider conducting a demand study about Dual Enrollment Credentialing for Teachers in partnership with the school divisions in Region 7/Northern Virginia. In addition to the project description above, the applicant is proposing to add the following:

1. NOVA Project Managers, working with NOVA leadership, will initiate communications with regional school districts' chief academic officers to map out possible dual enrollment (DE) IT and ET program development and expansion strategies, culminating in a final recommendations report.
2. DEEP IET will survey DE students for intended program placement. Data will be collected and analyzed to determine if students who are taking IT and ET courses intend to pursue a credential at NOVA. The data will inform program development and expansion strategies and will be included in the final report.

GO Virginia funds will be used for program management and provision personnel, teacher professional development tuition costs, internship wages, consultant services, supplies, and printing costs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 1,106,777
Matching Funds	\$ 558,632
Local Match	\$ 36,720
Leverage	\$ 48,000
Total Project Budget	\$ 1,713,409

Outputs and Outcomes:

NOVA DEEP and IET Enhanced Programming:

- 288 DEEP-IET program graduates
 - 144 HS seniors trained in summer bridge programs (48 each year x 3)
 - 144 1st semester students trained in enhanced programming
- 73 veteran student IET majors/10% of existing veteran NOVA students

Dual Enrollment Teacher Training:

- 20 Dual Enrollment Teachers trained
- 15 Dual Enrollment IET Teachers credentialed
- Increase in # of Dual Enrollment course completers (over a base)
- Increase in number of unique students taking a DE course
- 30 new Dual Enrollment courses offered in Years 3 and 4

Internships:

- 96 internships created in 3 years

NOVA DEEP IET

Workgroup Discussion:

- 3 year ROI: 0.90/5 year ROI: 2.23
- Well-aligned with Region 7 G&D plan strategy to strengthen NOVA’s technology workforce
- Thoughtful approach to improving outcomes for students and expanding outreach to be more equitable and diverse
- Leverages GO Virginia Region 7 investment with the Fab Lab
- Alexandria County Public Schools providing new commitment of professional learning funds to support teacher participation.
- Prince William County Schools providing new commitment to help with recruiting of teachers, hosting 25 interns, and hiring full time IT Support Technicians.
- Funds are for teacher training - applicant has not demonstrated that they have gone to DOE for funding
- Needs better alignment between outcomes specific to dual enrollment efforts and a tech talent pipeline strategy for the region

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends this project for approval in a phased approach. Funds for the Dual Enrollment Teacher Credentialing component would be released after baseline assessment and strategy are completed and reviewed by Regional Council and DHCD.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
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	UNDETERMINED



Per Capita Applications Site Development & Infrastructure

Per Capita Application

Dearing Ford Industrial Park

Region: 2

Participating Localities:

Campbell County (cash match))

Town of Altavista (cash match)

Town of Hurt (letter of support – Region 3)

Investment Strategy: Infrastructure & Site Development

Targeted Industry(s): Manufacturing

Type of Project: Per Capita

Applicant(s): Lynchburg Regional Business Alliance (LRBA)

Project Goal(s): To extend natural gas to serve 50 acres at the Dearing Ford Industrial Park to help improve the site’s marketability.

Project Description: Dearing Ford was part of the due diligence work GO Virginia previously funded to advance six sites along the Virginia Business Ready Sites Program (VBRSP). The previous work had advanced 21.8 acres of the Park’s phase 1 from a Tier 3 to a Tier 5 along VBRSP. In partnership with Campbell County, the Town of Hurt, and Columbia Gas, the Town of Altavista is seeking to extend the gas main line 7,000 feet to serve the entire 140-acre park. This effort will also open up another 28.1 acres of publicly owned land within the park – part of the Dearing Ford phase 2 effort and the newly acquired 89.9-acre adjacent site by Altavista. Columbia Gas will build, operate, and maintain the gas line. When a company chooses the park, Columbia Gas will install the recommended 6” gas line from the main line to the industrial park. Go Virginia funds will pay for design, construction, installation of the gas line, and project management.

Type of Funds	Totals
GO Virginia Request	\$ 506,000
Matching Funds	\$ 253,000
Local Match	\$ 253,000
Additional Leverage	\$ 91,251
Total Project Budget	\$ 850,251

Outcomes:

- Extend 7,000 feet of gas line from the main line to Dearing Ford Industrial Park

Dearing Ford Industrial Park

Workgroup Discussion:

- The Regional Economic Development (RED) Team consisting of local economic developers has been working in close collaboration for the last 3 years to identify, characterize, and advanced regionally significant sites.
- Campbell County is preserving funds in order to provide strong incentives for future business recruitment activities and the County is willing to capture the staff time used to support the project through meetings and their participation as part of the RED Team.
- Will significantly increase the marketability of the park and the newly acquired adjacent 90-acre site.
- Columbia Gas will contribute the \$91,000 cost difference between the required 4” line and the recommended 6” line but hook ups to the buildings will be the responsibility of the end user and/or could be assisted by the localities as possible incentives.
- Site is publicly owned
- ROI is expected to be positive within 5 years

Staff Recommendations:

Based on workgroup discussion and staff review, staff recommends this application for approval. This approval will expire in 12 months if the gas provider does not participate.

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

Per Capita Application

Strengthening Southern Virginia’s Economy by Expanding the Inventory of Shovel Ready Sites

Region: 3

Participating Localities:

- City of Danville (in kind match)
- Halifax County Industrial Development Authority (additional leverage)
- Pittsylvania County (additional leverage)
- Patrick County (letter of support)

Investment Strategy: Site Development

Targeted Industry(s): Advanced Manufacturing, High-Value Natural Resource Products

Type of Project: Per Capita

Applicant(s): Institute of Advanced Learning and Research in partnership with Southern Virginia Regional Alliance (SVRA)

Project Goal(s): To increase the number of shovel-ready sites in order to attract companies to invest capital and create jobs in the region.

Project Description: The Southern Virginia Regional Alliance (SVRA) (and the IALR as fiscal agent) are proposing to develop a site development program that will parallel VEDP’s site characterization program. The region had 33 of 66 available sites evaluated as part of the VEDP site characterization program. This proposal seeks funding to elevate 11 of these 33 publicly owned sites on the Virginia Business Ready Sites Program Tier System to be more shovel-ready. The project will 1) raise six (6) sites from Tier 2 to Tier 4, 2) raise four (4) sites from a Tier 2 to Tier 3 in preparation for future Tier 4 work and 3) perform assessments and characterization of one (1) site to complement the developability study and evaluate the potential for upgrading the tier level from a Tier 2. GO Virginia funds will be used for site engineering and project administration.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 1,534,900
Matching Funds	\$ 767,450
Local Match	\$ 313,350
Leverage	\$ 638,812
Total Project Budget	\$ 2,941,162

Strengthening Southern Virginia’s Economy by Expanding the Inventory of Shovel Ready Sites

Outputs and Outcomes:

- Move six (6) sites from Tier 2 to Tier 4 on the VBRSP scale
- Move four (4) sites from a Tier 2 to Tier 3 on the VBRSP scale
- Site characterization of one (1) site

Workgroup Discussion:

- Strong effort to coordinate with VEDP Site Characterization Program
- Region 3 Executive Committee approved contingent of approval of matching funds as identified by the Tobacco Commission, EDA, and the ARC
- Tobacco Commission award to be used as match was confirmed since application was submitted; future EDA and ARC applications are anticipated.
- Concern about cluster of sites and competition among similar products
- Multiple sites a part of the proposal owned by RIFAs

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends deferral to allow for additional sites prioritization and budget refinement.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
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	N/A

Per Capita Allocation Application

Virginia's Gateway Region (VGR) Sites (Updated)

Region: 4

Participating Localities:

Greensville County (cash match)

Prince George (cash match)

Chesterfield County (cash - additional leverage)

Dinwiddie County (cash - additional leverage)

Powhatan County (letter of support)

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Advanced Manufacturing, Distribution & Logistics

Type of Project: Per Capita

Applicant(s): Virginia's Gateway Region Economic Development

Project Goal(s): To elevate 15 sites totaling 1,652 acres in Region 4 to Tier 4 on the VEDP Site Characterization scale by completing all due diligence work associated with the sites.

Project Description: This GOVA grant application is a first step in advancing site readiness in GOVA Region 4. The process started with the evaluation with 127 sites in Region 4 and narrowed the selection to 15 that are regionally significant and best aligned with specific clusters in the Region's Growth and Diversification Plan. Each has its own features that makes it appealing to potential prospects and VGR focus marketing to clusters that have the greatest potential. Local Economic Development Directors have contributed and agreed with the selections. The proposed project will leverage funds to elevate status to Tier 4 on fifteen sites throughout Region 4. All sites are currently at Tier 2 except one site is Tier 3 in accordance with the Virginia Business Ready Sites Program.

This effort will assist in promoting the availability of shovel-ready sites to prospective businesses, which would in turn help to create higher paying jobs in Go Virginia Region 4. Virginia's Gateway Regional Economic Development (VGR) will be the project sponsor working in collaboration with local economic development staff, the Crater Planning District Commission, the Virginia Economic Development Partnership and the Department of Housing and Community Development.

With the help of this grant, Region 4 will be able to increase site readiness by three-fold, from the current 6% to 20% and the would cost \$100,673 per site on average.

The due diligence to be completed include Phase I environmental reviews, wetlands surveys, geotechnical subsurface evaluation, cultural resources review, threatened and endangered species review, floodplain study, geological/karst evaluation, traffic impact analysis, and master

plan and/or preliminary engineering report quantifying costs and timeline to provide required infrastructure upgrades to the sites.

Virginia's Gateway Region (VGR) Sites (Updated)

Type of Funds	Totals
GO Virginia Request	\$ 1,634,407
Matching Funds	\$ 988,417
Local Match	988,417
Additional Leverage	\$ 2,796,829
Total Project Budget	\$ 5,419,653

Outcomes:

- Complete due diligence for 15 sites in the region
- Move 15 sites totaling 1,652 acres to Tier 4 in the VBRS scale

Workgroup Discussion:

- Applicant does a better job of describing the process to narrow from 127 sites to 15
- Recommendation to consider forming a RIFA; localities are already jointly marketing sites
- Chesterfield County has added investments made in sites to additional leverage.
- No match from City of Petersburg and Powhatan County. These localities are considered fiscally distressed localities and the other localities provided match/additional leverage to the project.

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends this application 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	N/A

Per Capita Application

Westmoreland County Site Development

Region: 6

Participating Localities:

Richmond County (site acquisition and in-kind)

Westmoreland County (letter of support, joint marketing effort)

Town of Montross (site acquisition)

Investment Strategy: Site Development and Infrastructure

Targeted Industry(s): Manufacturing, Professional Services

Type of Project: Per Capita

Applicant(s): Westmoreland County

Project Goal(s): To increase the marketability of speculative flex space for a 10,725 sf building.

Project Description: Westmoreland County and the Town of Montross have worked together to acquire the 5.7 acre parcel of land with the intention of redeveloping into a flexible office space for either small-scale industrial or office uses. The current building is a long vacant grocery store with no definition to the parking area, consisting of uneven and broken asphalt. Site improvements including asphalt paving and parking improvement are needed to present the property to the market as an attractive business location, well suited for a variety of potential industries, ranging from professional services to information technology to small-scale-distribution. Go Virginia funds will be used for design fees, erosion sediment, site-specific paving and parking improvements, and costs associated with equipment mobilization, bonds, and contingencies.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 224,630
Matching Funds	\$ 119,500
Local Match	\$ 119,500
Total Project Budget	\$ 344,130

Outcomes:

- Redevelopment of a speculative building

Westmoreland County Site Development

Workgroup Discussion:

- RIFA is days away from being established which includes Westmoreland, Richmond, and Northumberland.
- GO Virginia has a policy in place that does not allow the funding of speculative buildings.
- Applicant mentions they plan to pursue American Rescue Plan Act (ARPA) funds to the eventual demolition and construction of the building.
- Negative ROI in three years.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this project not be approved since the GO Virginia Board Policy on sites does not allow for development costs associated with developing speculative buildings.

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

Per Capita Allocation Application

Accelerating Regionally Significant Sites

Region: 9

Participating Localities:

Culpeper County (cash match)

Louisa County (cash match)

Investment Strategy: Site Development and Infrastructure

Targeted Industries: Advanced Manufacturing, Distribution & Logistics, Food/Beverage, IT

Type of Project: Per Capita

Applicant(s): Central Virginia Partnership for Economic Development

Project Goal(s): To elevate one site totaling 700 acres in Region 9 to Tier 4 on the VEDP Site Characterization scale, and to enhance the marketability of a Tier 4 site in Culpeper County totaling 266 acres by completing water and sewer engineering studies for the sites. An additional three sites in Culpeper County will benefit from the project.

Project Description: The Partnership worked with nine County Administrators/City Managers and local economic developers to identify “regionally significant” sites, based in part on data from the Virginia Economic Development Partnership (VEDP) site characterization reports. All localities in the Partnership footprint engaged in discussions about this project and were unanimous in recommending this project to the Partnership for approval. VEDP also is aware of the project. The end goal is to have Tier 4 sites ready to accommodate larger land users for our target industries. This project essentially serves the entire region by increasing site readiness for fast time-to-delivery of prospects, increased business tax base and new high paying jobs.

This project requests funding to advance the readiness of our top two sites, 532 acres in Planning District 9 and 700 acres in Planning District 10. The proposed project will leverage funds for design or engineering services related to water and wastewater utilities for the sites. The result will be the advancement of the Shannon Hill Regional Business Park, a county-owned site, in Louisa County from a Tier 3 to a Tier 4 site. In addition, the Wingspread site and neighboring parcels, which are privately held sites, in Culpeper County to accommodate the water/sewer needed to make the Tier 4 site, neighboring parcels, and an existing plant more marketable.

When this work is completed, the Central Virginia Partnership will market these sites to site selection consultants and companies based on the target markets that were identified in the Region 9 Growth Plan Update: Food/Beverage Manufacturing; Advanced/Manufacturing; IT/Communications; Biotechnology/Biomedical; Financial/Business Services in addition to Warehouse/Distribution.

Accelerating Regionally Significant Sites

Type of Funds	Totals
GO Virginia Request	\$ 786,333
Matching Funds	\$ 413,167
Local Match	413,167
Additional Leverage	\$ 0
Total Project Budget	\$ 1,199,500

Outcomes:

- Complete water/sewer engineering reports for two sites in the Region
- Move one site totaling 700 acres to Tier 4 in the VBRS scale
- Improve marketability of one site totaling 266 acres, which will benefit four additional properties

Workgroup Discussion:

- Application demonstrated regional prioritization and sites were highly rated by VEDP.
- \$40,000 for “monument sign location and design” is not allowable GOVA cost

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	N/A



Per Capita Applications Startup Ecosystem

Per Capita Allocation Application

Southwest Virginia REI Implementation

Region: 1

Participating Localities:

City of Bristol (Letter of Support)

City of Galax (Letter of Support)

City of Norton (Letter of Support)

Town of St. Paul Industrial Development Authority (Letter of Support)

Investment Strategy: Startup Ecosystem

Targeted Industries: Advanced Manufacturing, Agriculture, Food & Beverage, IT

Type of Project: Per Capita

Applicant(s): UVA Wise

Project Goal(s): To transform an additional 1% of the Southwest Virginia population into entrepreneurs by 2027, and ensure these entrepreneurs have access to a robust ecosystem, including support for potential scale-up businesses.

Project Description: Seeking to address the recommendations in the December 2018 Teconomy report, SWVA Startup, UVA Wise, and Opportunity SWVA engaged subject matter experts to design regional strategies to increase the number of entrepreneurs and support their growth in the region. The multi-prong strategy leverages the collective resources, including expertise, programs, and space of the many partners dedicated to Opportunity SWVA.

Strategy one will hire a Regional Ecosystem Builder to serve the thirteen counties and three cities of GO Virginia Region One. This position will facilitate collaboration among the Opportunity SWVA partners and connect entrepreneurs to appropriate resources for their stage of development. The Ecosystem Builder will work to engage high-priority industry sectors with significant contributions to entrepreneurial development and leverage emerging strengths of the region. These include agriculture, food and beverage processing and manufacturing, advanced manufacturing (to include lumber and packaging), construction, and information technology.

Strategy two will Launch a virtual accelerator. UVA Wise engaged CEI Partners to complete a deep dive into the Teconomy recommendation for a regional accelerator program. CEI Partners assessed the need and based an accelerator program designed upon CO.STARTERS, which utilizes the business model canvas framework to emphasize the importance of a customer-centric, lean startup approach. Launching a regional accelerator will provide a solid foundation for existing business challenges that can assist entrepreneurs in growing their businesses. SWVA Startup is a regional accelerator program that will provide a solid foundation on which the existing business challenges can assist entrepreneurs to grow. The virtual accelerator program will be managed out of the UVA Wise Oxbow Center. UVA Wise will hire an Innovation Center Manager to manage and direct the program, utilizing the skills and expertise of Opportunity SWVA partners and professionals throughout the region.

Southwest Virginia REI Implementation

Strategy three addresses an opportunity for SWVA to move the needle as it relates to entrepreneurship participation rates. SWVA has significant disparity in the gender of its entrepreneurs, with only 28.84% of businesses in the region owned by women. The entrepreneurship rate among people of color is relatively high, although still below expectations at 4.15%. The overall percentage of entrepreneurship among non-white groups appears to be above the national average and the peer regions; however, there is still a significant (27%) underperforming regarding minority business ownership. These deficits present an opportunity for the region to develop strategies for increasing communication and programming that promote developing a diverse entrepreneurship community.

Type of Funds	Totals
GO Virginia Request	\$ 290,850
Matching Funds	\$ 145,425
Local Match	0
Additional Leverage	\$ 0
Total Project Budget	\$ 436,275

Outcomes:

- 90 participants in accelerator program
- 12 programs provided to entrepreneurs
- 75 participants in programs
- 30 businesses created
- 15 businesses expanded
- 98 jobs created

Workgroup Discussion:

- Builds on Teconomy recommendations and the final REI report findings.
- Uses Americorps positions to provide some of the data analysis and other work related to project and are paid with matching funds
- No significant locality participation, just letters of support; all localities participated in the REI development
- Concern if there is a large enough of a pool of potential entrepreneurs in targeted sectors
- Sustainability plan will need to be developed.

Staff Recommendation:

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

Southwest Virginia REI Implementation

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	UNDETERMINED

Per Capita Application

VSU Minority Small Business Launch Center

Region: 4

Participating Localities:

Henrico County (letter of commitment- advisory group)

Prince George County (letter of commitment-advisory group)

Colonial Heights City (letter of commitment-advisory group)

Petersburg City (letter of commitment- advisory group)

Richmond City (letter of commitment- advisory group)

Crater Planning District Commission on behalf of member localities including the cities of Colonial Heights, Emporia, Hopewell, and Petersburg and the counties of Charles City, Chesterfield, Dinwiddie, Greensville, Prince George, Surry, and Sussex (letter of support)

Chesterfield County (letter of support)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Manufacturing, Life Sciences, Information Technology, Logistics

Type of Project: Per Capita

Applicant(s): Virginia State University (VSU)'s Division of Research and Economic Development and the VSU Center for Entrepreneurship

Project Goal(s): To increase the number of scalable minority enterprises that contribute to Region 4's economy in Region 4's prioritized or related industries.

Project Description: Virginia State University's Division of Research and Economic Development and the VSU Center for Entrepreneurship seek two-year funding to create a Minority Small Business Launch Center (SBLC) that provides a comprehensive suite of entrepreneurship-facilitating resources and supportive services including:

- Student and Faculty-Led Business Support and Technical Assistance
- Entrepreneurship Launch and Growth Certification Training
- Access to Co-working Space
- Investor, Venture Capital, and Bank Funding Training
- Regional Entrepreneurship Networking Events
- Training on State Contracting and Navigating SBA Programs
- Attorney-Led Intellectual Property Protection Workshops
- Attorney-Led Legal Business Formation Counseling
- College Youth Innovation and Entrepreneurship Fellowships and Consultancies
- High School Youth Entrepreneurship Training
- Memberships to Regional Chambers of Commerce and Trade Associations
- Peer Mentorship
- Seed and Expansion Capital Access Through Pitch Competitions
- Access to Maker Space

GO Virginia funds will be used for training, personnel, outreach, supplies, travel, and grant administration.

VSU Minority Small Business Launch Center

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 453,000
Matching Funds	\$ 228,500
Local Match	\$
Leverage	\$ 10,000
Total Project Budget	\$ 691,500

Outputs and Outcomes:

- 90 jobs created
- 300 entrepreneurs trained
- 100 credentials awarded
- 40 new businesses created
- 5 patent applications
- 40 businesses expanded
- 10 new products completed/released to production
- 3% of captured participation of minorities in the Richmond/Region 4 service area (2.8% current minority entrepreneurship rate in region)
- 2,496 training hours provided by program service providers, partners and industry professionals
- 90% of participants surveyed who program improved their business acumen and /or performance
- 50% exit interviews completed of program participants

Workgroup Discussion:

- 15.86% 3 year ROI
- Program design is complementary to other existing Region 4 entrepreneurship services with an emphasis on supporting early-stage minority entrepreneurs
- Well-informed approach based on research and data review
- Sustainability: VSU supportive of continuing/institutionalizing efforts after program launch with GO Virginia
- Applicant will develop a regional minority business development advisory committee to share best practices and resources.
- Applicant will convene a statewide advisory group for GO Virginia projects about minority business development.

Staff Recommendation:

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

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

Per Capita Application

757 Collab

Region: 5

Participating Localities:

City of Hampton (cash match)

City of Newport News (cash match)

City of Norfolk (cash match)

Investment Strategy: Startup Ecosystem

Targeted Industries: Advanced Manufacturing, Bioscience, Cybersecurity, Logistics, Shipbuilding, Water Technologies, and Unmanned Systems and Aerospace

Type of Project: Per Capita Implementation

Applicant(s): 757 Accelerate dba 757 Collab

Project Goal(s): To continue building momentum and developing new, innovation and entrepreneurship programming, capacity, and services to early-stage companies by bringing together an accelerator, private capital, collaborative space, and community outreach programs – four tools critical to fostering entrepreneurial activity.

Project Description: 757 Collab is a collaborative funding vehicle that will provide coordination services for three critical entrepreneurial support resources: 757 Angels, 757 Accelerate, and 757 Startup Studios. 757 Collab furthers the mission of 757 Angels and 757 Accelerate by streamlining processes, personnel, and services. Housing each of these functions under one roof will create efficiencies and opportunities for greater density of entrepreneurial activity, increase collaboration and education, and deeper corporate engagement.

- 757 Angels, which will operate as an affiliate of 757 Collab, offers a centralized source of angel capital.
- 757 Accelerate offers a three-month rigorous, mentorship driven, milestone based programming.
- 757 Startup Studios serves as a new “front door” to the Hampton Roads entrepreneurial ecosystem housing 757 resources, the Mid-Atlantic Tech Bridge (MATB), and Hampton Roads Biomedical Research Consortium (HRBRC), who – along with regional corporates, 30 aspiring founders, over 180 mentors, and an investment network- will collaborate in downtown Norfolk at the Assembly building to offer rent-free space for up to 12 months.

GO Virginia funds will be used on salaries and fringe benefits for 8 positions, rent, direct costs, contract services, legal expenses, and taxes and insurance.

757 Collab

Type of Funds	Totals
GO Virginia Request	\$ 2,415,573
Matching Funds	\$ 1,390,286
Local Match	\$ 150,000
Additional Leverage	\$ 195,245
Total Project Budget	\$ 4,001,104

Outcomes:

- 63-100 companies assisted
- 300 jobs created by year 3 and 500 by year 5 (base case scenario)
- \$2M Capital invested annually from NSF, SBIRs/STTRs, Angels, and VC
- 5 new program opportunities

Workgroup Discussion:

- Great amount of support from community leaders, investors, universities, and local governments.
- All match is cash match being contributed by local governments, private companies, federal resources, and universities.
- Will help create the network and ecosystem to support the entrepreneurial community.
- Some of the outcomes are not clear. Need to see outcomes broken out by programming areas – 757 Angels, 757 Accelerate, 757 Startup Studios.
- Sustainability plan is supposed to be addressed in the 757 REI project as one of the deliverables. Will need to follow up this has been completed since the project is due to close out by the end of the year. Application mentions continued fundraising efforts.

Staff Recommendations

Based on the workgroup discussion and application review, staff recommends this project for approval less the \$586,519 budgeted to 757 Angels. GO Virginia has an active project with 757 Angels in the amount of \$240,000 which the Board approved on March 12, 2019. Board should make a determination on providing recurring funding.

Requirements	
\$2:1 Match Requirement	YES
Local Match	N/A
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	UNDETERMINED

Per Capita Application

Establishing a RIoT Accelerator Program in the Rappahannock Regional Entrepreneur Ecosystem

Region: 6

Participating Localities:

City of Fredericksburg (in-kind)

King George County (cash & in-kind)

Stafford County (cash & in-kind)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Information Technology

Type of Project: Per Capita

Applicant(s): Stafford County

Project Goal(s): Expand entrepreneurial support programs in the Rappahannock Region (Rapp-Region). These programs include the proven RIoT Accelerator Program (RAP) and additional community-focused programming across the Rapp-Region, housed in the technology-based Virginia Smart Community Testbed in Stafford

Project Description: The Testbed is an initiative spearheaded by the Center for Innovative Technology (CIT) and Stafford to foster and create new Smart Technologies and attract the entrepreneurs that develop them in Virginia. In partnership with CIT, GO Virginia will seed-fund a Technology Specialist for the Testbed. The Specialist will coordinate entrepreneurial opportunities in the Testbed and seed funds to foster pilot project for entrepreneurs. Together with the local RIoT VA-RAP Lead, they will play an integral part in the project. The VA-RAP Lead works with entrepreneurs around their entire business, including revenue, hiring and capital growth while the Tech Specialist advises on the technology-side and integrating entrepreneurs into pilot projects or with other tech companies connected to the Testbed. Go Virginia funds will be used to pay for a portion of salaries, equipment, outreach, and workshops.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 215,000
Matching Funds	\$ 204,500
Local Match	\$ 129,500
Additional Leverage	\$ 65,000
Total Project Budget	\$ 484,500

Establishing a RIoT Accelerator Program in the Rappahannock Regional Entrepreneur Ecosystem

Outputs and Outcomes:

- 36 startup companies served through accelerator program consisting of a total of 6 cohorts within 3 years – 1 cohort in year 1, 2 cohorts in year 2, and 3 cohorts in year 3
- 72 jobs created in 3 years
- 3 products or services to be either market ready or in production within 3 years

Workgroup Discussion:

- Great opportunity for the Rappahannock Region to establish early-stage companies focusing on high tech industries.
- Will need to be connected with Smart City Works for the Smart Region Initiative project we awarded last round.
- Strong partnerships with CIT and RIoT as well as Fredericksburg Regional Alliance and local governments.
- Strong ROI
- High number of outcomes relative to grant request.

Staff Recommendations:

Based on the workgroup discussion and application review, staff recommends this application for approval contingent upon the applicant finalizing the previously funded Enhanced Capacity Building (ECB) deliverable, the *Market Assessment Report* with review by the Region 6 Council.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
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

2030 Initiative

Region: 7

Participating Localities:

Arlington County (in kind match)

Fairfax County (in kind match)

Fairfax City (in kind match)

Loudoun County (in kind match)

Prince William County (in kind match)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Computer Services, Cybersecurity, Engineering Services, Life Sciences, Financial Services

Type of Project: Per Capita

Applicant(s): Refraction, Inc.

Project Goal(s): To double the capital raised and jobs created by technology startups and high-growth companies in Northern Virginia by 2030.

Project Description: Refraction will lead alongside key partners, including George Mason University, Arlington County, Fairfax County, Loudoun County, Amazon, Cox, and MITRE to implement the 2030 Initiative. The 2030 Initiative is targeted to address the three critical needs of all startups: capital, customers, and coaching. The main elements of the Initiative are:

- Accelerate Pitch Competition / Startup Showcase
- Reverse Pitch / Talent Recruitment Events
- Tech Team
- 2030 Evergreen Fund
- Founders Festival

GO Virginia funds will be used for personnel, evergreen fund startup costs, and project administration and monitoring.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 1,998,500
Matching Funds	\$ 999,250
Local Match	\$
Leverage	\$ 5,050,000
Total Project Budget	\$ 8,047,750

2030 Initiative

Outputs and Outcomes:

- 160 jobs created in 3 years/540 jobs created in 5 years
- 360 startup companies served/600 startup companies served in 5 years
- 240 investors engaged in 3 years/400 investors engaged in 5 years
- \$15 million raised in 3 years/\$48 million raised in 5 years

Workgroup Discussion:

- 3 year ROI: 2.82
- 5 year ROI: 8.25
- Strong local government partnerships
- Lack of detail and soft commitments regarding the 2030 Evergreen Fund
- Concern about ability to track outcomes and attributing to this particular effort

Staff Recommendation:

Based on the workgroup discussion and application review, staff recommends this application be deferred.

Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	N/A
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	UNDETERMINED



Statewide ERR Application

Statewide Economic Resilience and Recovery Application

Expansion of ICAP Mentor Network

Lead Region: 7

Partnering Regions: 2, 4, 6

Participating Localities:

City of Alexandria Economic Development Partnership

City of Fairfax

Loudoun County

Prince William County

Investment Strategy: Start-Up Ecosystem

Targeted Industry(s): Information and Emerging Technologies

Type of Project: Statewide Economic Resilience and Recovery

Applicant(s): George Mason University

Project Goal(s): This project will expand the network of ICAP mentors by creating 4 new permanent full-time positions at George Mason University. These individuals will be anchored in Northern Virginia (Region 7), Central Virginia (Region 4), Coastal Virginia (Region 6) and Southwest Virginia (Region 2) and will provide services to support start-ups and early stage companies to access funding, develop strategic plans, acquire talent, access SBIR grants or angel and venture investments and launch new products.

Project Description: The applicant has stated that due to the pandemic, there has been a dramatic reduction in early-stage investing in Virginia and specifically the Greater Washington DC region. To mitigate this challenge, the applicant proposes to expand the services of ICAP, a specialty program of the Virginia Small Business Development Center Network, to provide expanded capacity and technical assistance services statewide.

The project has the support of other GO Virginia-funded ecosystem partners, including 757 Start Up Studios, RAMP, Lighthouse Labs, and Staunton Creative Community Fund who have committed office/meeting space and referrals to ICAP.

Funds will be used for salaries, fringe, travel and overhead associated with 4 new, full-time, grant funded positions at George Mason University. GMU agrees that these will be restricted for the contract-period; however, the applicant intends to pursue funding to sustain the positions.

Expansion of ICAP Mentor Network

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 882,794
Matching Funds	\$ 441,415
Local Match	\$ 296,761
Total Project Budget	\$ 1,324,209

Outcomes:

180 companies assisted
 5 business starts
 117 jobs created (90 traded sector jobs) by year 3
 \$21.8M in Capital Impact by year 3

Workgroup Discussion:

- Positive feedback from SMEs on effectiveness of ICAP approach
- While the applicant expressed a contraction in capital access as the impetus for the application, the workgroup felt a lack of fundable business ideas was a more critical need. ICAP addresses this through its services.
- Good support from other ecosystem partners across the state.
- Commitment to delivering outcomes including capital impact during project performance period.
- Meets the minimum requirement for regional collaboration, noted lack of local participation from partnering regions.
- Application is eligible for American Rescue Plan (ARPA) funds.

Staff Recommendation: Based on the workgroup discussion and application review, staff recommends this application for approval. Governor and General Assembly may wish to consider utilizing new ARPA funds during special session to replace GO Virginia funds if project is approved.

ERR Program Requirements	
\$2:1 Match Requirement	YES
Local Match Requirement	YES
Traded Sector	YES
High-wage Job Creation Potential	YES
3 Year ROI	YES
5 Year ROI	YES
Alignment with G&D Plans	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	NA



Regional ERR Applications

Economic Resilience and Recovery Application

The Future of Workforce Development Outreach

Region: 9

Participating Localities:

Fluvanna County (cash match)

Greene County (cash match)

Louisa County (cash match)

Madison County (cash match)

Nelson County (cash match)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing, Distribution & Logistics, Food/Beverage, IT

Type of Project: Economic Resilience and Recovery

Applicant(s): Virginia Career Works-Piedmont

Project Goal(s): To address newly identified service equity gaps in specific localities to ensure regional recovery from the economic impact of the COVID-19 pandemic. The project will capitalize on the lessons learned while serving the workforce needs throughout GO Virginia Region 9 over the last ten months through Project Reconnect.

Project Description: Due to the COVID-19 pandemic, the number of newly unemployed has risen dramatically throughout the mutually shared service footprint of GO Virginia Region 9 and LWDA6. Our ability to reach these displaced workers is more critical than ever. The success of Project Reconnect over the last ten months and the lessons gleaned from this effort are improving the outcomes for those job seekers returning to the workforce. Therefore, this proposal aims to continue Project Reconnect while expanding the VCW-P workforce development scope by creating face-to-face support opportunities for those in the region who do not have easy access to our Career Centers.

Traditionally, the Virginia Career Works – Piedmont Region activities have been primarily focused on the efforts in the Career Centers located in the City of Charlottesville, Culpeper, and Orange. The interactions at the Career Centers are overwhelmingly dominated by those living within the city/counties that house the Centers. In Planning District 9, approximately 93% of those being served in person are residents of Orange, Culpeper, and Fauquier. In Planning District 10, approximately 80% of those being served in person are residents of Charlottesville and Albemarle. These findings lead to the conclusion that the job seekers in Madison, Greene, Nelson, Fluvanna, Louisa, and Rappahannock are underserved.

Virtual connections have accelerated due to the impact of COVID-19 on face-to-face interactions. While virtual connections may be meeting some of the need in the underserved counties, we believe many job seekers do not have access to high-speed internet, own the devices needed to connect in a meaningful way, or know how to reach the centers.

The Future of Workforce Development Outreach

The project proposes to identify three or four counties that can provide space for mobile access and support our efforts with local businesses to create unique workforce outreach opportunities like on-site job fairs with a focus on the GO Virginia sectors of Light Manufacturing and Food and Beverage Manufacturing.

VCW-P will hire a mobile workforce case manager who will connect with businesses in the identified targeted sectors, partner on hiring events, and collaborate with the development of career pathways within their hiring portfolio. The project will also create the mobile infrastructure to ensure that initiatives can expand, and evaluate virtual infrastructure options within each county to supplement the face-to-face events.

Type of Funds	Totals
GO Virginia Request	\$ 148,689
Matching Funds	\$ 74,250
Local Match	23,000
Additional Leverage	\$ 0
Total Project Budget	\$ 222,939

Outcomes:

- Serve 15 businesses in underserved counties
- Increase the number of underserved job seekers engaged - 38 in the first year, over 100 in the second year

Workgroup Discussion:

- Expanding services and utilizing lessons learned from Project Reconnect (ERR Fast Access)
- Local match is coming from the localities' local investments in Career Works-Piedmont.
- Potential localities for the pilot program are Fluvanna, Louisa, Madison, and Nelson Counties.

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	N/A
5 Year ROI	N/A
Alignment with G&D Plan	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	N/A



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street

Fredericksburg, VA 22401

www.govirginia6.org

Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

June 7, 2021

Dear Mr. Johnston,

On behalf of the GO Virginia Region Six Council, I am writing to inform you of the status of the LaGrange Industrial Park Master Planning and Preliminary Engineering Report.

The sub-grantee, Essex County, has made it known to the Region Six Council through multiple discussions that they are unable to move forward with this project at this time due to circumstances outside of the sub-grantee's control. The sub-grantee is unable to come to an agreement with the private property owners of certain parcels located within the LaGrange Industrial Park and therefore are unable to move forward with the project.

The GO Virginia Region Six Council looks forward to working with Essex County on future projects. If you have any questions, please contact Jennifer Morgan, Economic Development Coordinator, George Washington Region Commission, for additional information.

Sincerely,

A handwritten signature in black ink, appearing to read 'G. William Beale'.

G. William Beale, Chair
Mary Ball Washington Regional Council, GO Virginia Region Six

CC: Sara Dunnigan, DHCD
Billy Gammel, DHCD
Andrea Devening, DHCD



Memorandum

TO: Virginia Growth and Opportunity Board
FROM: GO Virginia Staff
RE: GO Virginia Regional Site Development Project Guidance
DATE: June 15, 2021

At the direction of the GO Virginia State Board, a sites guidance workgroup was convened to assist with the development of the GO Virginia Regional Site Development Project Guidance. Each region was appointed an individual to represent their interests in the workgroup. The workgroup also consisted of several members of VEDP as well as the president of the Virginia Economic Developers Association (VEDA). The workgroup members were:

Region 1: Josh Lewis, Virginia's Industrial Advancement Alliance
Region 2: Beth Doughty, Roanoke Regional Partnership
Region 3: Mark Heath, Martinsville/Henry County EDC
Region 4: Keith Boswell, Virginia's Gateway Region
Region 5: Florence Kington, City of Newport News; Keith Cannady, Hampton Roads PDC
Region 6: Curry Roberts, Fredericksburg Regional Alliance
Region 7: Tom Flynn, Prince William County
Region 8: Keith May, Cottonwood Commercial
Region 9: Helen Cauthen, Central VA Economic Development Partnership
VEDP: Jason El Koubi, Christy Morton, John Loftus, Chris McNamara
VEDA: Steve Harrison, President

The workgroup met five times between January and March to discuss and develop the guidance. The workgroup used the framework of the GO Virginia Board Policy #9 – Use of GO Virginia Funds for Site Development Investments that was last updated on December 9, 2020, to aid in the development of the guidance. Each meeting focused on specific sections of the guidance, and the workgroup came to consensus on the language and content of each section.

The guidance document includes five sections. The first section discusses the GO Virginia program intent and regional site development. It reviews the history of the work that has been done by both GO Virginia and VEDP to develop the current policy surrounding site

development. It also states that the purpose of the guidance is to ensure that the board policy is implemented in a way that is equitable and fair, supportive of rural/urban development strategies, provides clarity, and allows for autonomous decision-making by Regional Councils in the framework provided by the guidance.

Section II includes definitions to help provide clarity and consistency in the review and implementation of the Board's policy. The definitions include definitions of soft and hard costs, site characterization and prioritization, as well as tier levels and the Virginia Business Ready Sites Program administered by VEDP. Perhaps the most meaningful definition relates to the characteristics of regionally significant sites. The workgroup developed four criteria for the determination if a site is regionally significant, and used the GO Virginia policy to inform the definition.

Section III discusses the project budget, matching funds and allowable activities for GO Virginia funding. The allowable activities include activities that may be completed for both planning and implementation projects. The matching funds are defined as previous or concurrent investments that have been made within the previous 24 months on the site(s) that are included in the application. The match should also be made in proportion to the anticipated benefit the partnering entities expect to receive from the project. There is some flexibility included in the guidance to include match that was expended more than 24 months prior to approval if continual investments have been made to the site(s) in the last five years.

Section IV describes the site development application process. There are five criteria listed in this section that the GO Virginia board will consider when a Regional Council submits an application. The first criteria is that the sites have been reviewed and prioritized relative to the region's total portfolio using an objective, data-driven process. Other criteria include a commitment from partnering localities to further advance and market the sites, stipulations that agreements will be required for privately owned properties, and an ROI analysis completed for any sites that will result in a Tier 4 or 5 designation at the end of the project.

Section V includes the application questions and checklist that will be required for the submission of a planning or implementation grant request. A Property Information Form was also developed that will provide important information about each site that is included in an application.

The guidance will go into effect July 1, 2020. Click [here](#) for a link to the guidance.



Administratively Approved Enhanced Capacity Building Applications

Administrative Approvals: Enhanced Capacity Building

Project Fuse

Region: 1

Participating Localities: Dickenson, Lee, Scott and Wise Counties; City of Norton

Investment Strategy: Cluster Scale-Up/Workforce Development

Targeted Industry(s): Information Technology, Call Centers, Software Engineering/Development, Cybersecurity, Federal Contracting

Type of Project: Enhanced Capacity Building

Applicant(s): Lonesome Pine RIFA (LPRIFA)

Project Goal(s): To develop a business retention and recruitment tool for economic developers to promote telework employment strategies in the Lonesome Pine RIFA territory.

Project Description: Project Fuse will develop a playbook for local economic developers to promote telework employment strategies in the Lonesome Pine RIFA territory. Teleworking has traditionally been underutilized in Southwest Virginia, yet it represents a growing operational model for employers while serving as a strategic attraction tool. Therefore, this project has the dual benefit of supporting the needs of both economic developers and companies looking to employ teleworking strategies.

LPRIFA will procure consulting services from a professional consulting firm with economic development expertise and business relationships required to deliver an actionable playbook. This project will be driven by input from local economic developers, existing employers in the region, and prospective employers exploring expanding to the region. The study to develop the playbook will investigate areas such as housing, broadband access, “hub” office locations, downtown revitalization to attract and retain workers, awareness of telework incentives, and workforce development opportunities for employers. GOVA funds will be used for contracting services and administration costs.

Pathway to Implementation: The selected professional consulting firm will provide a PDF/digital format end product detailing the work of this project. Additionally, this project creates an opportunity to further engage with the LPRIFA economic developers in order to develop tailored strategies that implement the playbook’s recommendations across the region.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 70,000
Matching Funds	\$ 35,000
Local Match	\$ 0
Total Project Budget	\$ 105,000

Products/Outcomes:

- Playbook for Teleworking Strategies
- Engagement of 12 businesses in development of playbook

Project Thoroughbred

Region: 1

Participating Localities: Lee and Scott Counties (letters of support)

Investment Strategy: Cluster Scale-Up/Workforce Development

Targeted Industry(s): Agriculture, Food & Beverage Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): InvestSWVA

Project Goal(s): To build farmer capacity, create market confidence in the region's ability to meet quality specifications, create product diversity, and take the first step toward creating jobs for graduates of Mountain Empire Community College's grain management program currently under development.

Project Description: There are three areas of focus of this project. The first being a grain demonstration, which is in its second year after significant success in year one. In order to prove the concept of growing malting quality barley for Virginia's craft beverage industry, InvestSWVA contracted with farmers in the fall of 2019 to grow nearly 30 acres of the crop, which was later harvested in June of 2020. InvestSWVA is now seeking the opportunity to grow capacity by increasing the amount of the barley demonstration and adding rye.

The second focus of this project is variety trials. The region must develop additional small grain products besides barley. In addition to barley, the craft beverage industry uses significant portions of wheat, rye, oats, and corn. To ensure success, the region must diversify, and with the exception of barley, very little has been done to determine which varieties of the aforementioned crops are suited for Southwest Virginia's climate. The trials will be planted in the fall of 2021 and the spring of 2022 with budget of \$20,000. Costs include seed, equipment rental, land leases, lab testing, and labor. Once complete, the data will be shared with farmers as they develop their crop plans.

The last focus of this project is the development of a land bank that would match next generation farmers in search of cropland with willing lessors. Mountain Empire Community College, a project partner, is developing a grain management program that will train students to grow these crops and also manage the terminal. The largest impediment to next generation farmers entering the industry is the availability and cost of land. In order to support these farmer entrepreneurs, InvestSWVA, working with the Virginia Cooperative Extension, seeks to create a land bank list of 3,000 acres of property that can be leased.

Pathway to Implementation: Following the successful deployment of resources provided by this grant, InvestSWVA and its project partners have already sketched out an implementation project. MECC's grain management program will be critical in training the workforce for the small grain industry, but entrepreneur farmers, particularly resource constrained next generation farmers, are going to find it difficult to build a farming business. Access to land and equipment is a major impediment to new farmers who want to go into the business. An implementation project could pave the way toward clearing obstacles for these farmers.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,000
Local Match	\$ 0
Total Project Budget	\$ 200,000

Products/Outcomes:

- Crop demonstration and variety trials
- Create a land bank of 3,000 farmable acres
- Create opportunities for up to 30 farmers

Helping Local Employers Prepare the Existing and Future Workforce for Industry 4.0

Region: 2

Participating Localities: Botetourt County, the City of Roanoke, and Roanoke County (letters of support); Roanoke Regional Partnership (in kind)

Investment Strategy: Workforce Development

Targeted Industry(s): Advanced Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): Virginia Tech Grado Department of Industrial and Systems Engineering (ISE) Learning Factory; Virginia Tech Roanoke Center

Project Goal(s): To address the need for specifically trained talent in Industry 4.0 skills in both the current and future Region 2 workforce and increase competitiveness for Region 2's manufacturers.

Project Description: The Virginia Tech Grado Department of Industrial and Systems Engineering (ISE) will convene employers and stakeholders to help identify areas of Industry 4.0 technology-in-use, Industry 4.0 technology and skill gaps among the current and future workforce, and areas of potential Industry 4.0 collaborative projects using the Learning Factory as an initial experiential learning site to bring together students and professional learners. Industry 4.0 aka the Fourth Industrial Revolution is built on the most recent engineering and manufacturing technologies that exist industry today and includes technologies such as additive manufacturing, robotics, process digitization, autonomous vehicles, renewable energy sources, augmented reality and exoskeletons are in use in many factories.

Proposed activities include:

- Partners Discovery Meeting
- Survey for Regional I4.0 Workforce KSA Gaps and Opportunities
- Regional I4.0 Workforce Education Meeting
- Student Experiential Learning Projects
- Industry 4.0 Draft Curriculum

GO Virginia funds will be used for event/meeting expenses, travel, contract services for meeting facilitator, faculty personnel time for curriculum planning and instructional design, equipment and materials for student experiential learning projects, and grant management for the support organization.

Pathway to Implementation: For a future follow-on request, the project team envisions delivering the curriculum and broadening the equipment base to include additional Industry 4.0 technologies in use across the region and involving a larger group of industry and academic partners to help deliver these programs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 45,360
Matching Funds	\$ 30,000
Local Match	\$
Total Project Budget	\$ 75,360

Products/Outcomes:

- Action plan that identifies current and future I4.0 employer technology and workforce skill needs in Region 2
- Draft curriculum that includes targeted educational modules, short courses and workshops associated with Industry 4.0 technologies

Lynchburg Beacon of Hope

Region: 2

Participating Localities: Amherst County and the City of Lynchburg

Investment Strategy: Workforce Development

Targeted Industry(s): Manufacturing, Technology/IT, and Life Sciences

Type of Project: Enhanced Capacity Building

Applicant(s): Lynchburg Beacon of Hope (LBoH)

Project Goal(s): To scale the Future Centers model to Amherst County High School and at least another high school located in Region 2000 and the Central Virginia Community College (CVCC) capture area, and develop a playbook. The Future Centers model looks to increase the number of experiential opportunities offered to high school students and increase the number of students who participate in those opportunities by increasing the percentage of students pursuing on-the-job training, certificates and degrees in those in-demand fields.

Project Description: LBoH currently operates a Beacon of Hope Future Center at CVCC to help high school students to become post-secondary ready. LBoH will develop a *Playbook for Future Centers* which will result in a programmatic guide for the operations of the High School Future Center, a template for hiring a Director of each Future Center, and a professional development and training module for effective Future Centers. The Playbook will also look at the sustainability of the Future Centers model – both for schools divisions who are able to hire directors, or working with a non-profit partner such as LBoH. The mission of the Future Centers is to help prepare and train high schools students for post-secondary opportunities focused on in-demand high wage occupations in Manufacturing, Technology/IT, and Life Sciences. The match will help create a scalable model by expanding the current capacity at CVCC and creating two additional satellite locations to serve Amherst County Public Schools (ACPS), and potentially another Region 2000 school division. GO Virginia funds will be used for program staff, software, and grant administration in the development of the playbook.

Pathway to Implementation: To develop and vet a structure which can be successfully implemented in a variety of school systems, both across Region 2 and potentially across the Commonwealth.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 97,740
Matching Funds	\$ 131,250
Local Match	\$ 78,250
Total Project Budget	\$ 228,990

Products/Outcomes:

- Playbook for Future Centers – a programmatic guide for the operations of the High School Future Center

Building a Regional Health Sciences Talent Pipeline

Region: 2

Participating Localities: City of Roanoke (letter of support), Roanoke Valley-Alleghany Regional Commission (letter of support), and New River Valley Regional Commission (letter of support)

Investment Strategy: Workforce Development

Targeted Industry(s): Life Sciences

Type of Project: Enhanced Capacity Building

Applicant(s): Carilion Clinic but Freedom First Foundation will serve as the fiscal agent

Project Goal(s): The project seeks to advance the life and health sciences talent pipeline by establishing a new initiative to better: 1) meet the acute and growing need of regional employers for qualified workers, including technicians and others; 2) support the region’s emerging Health and Life Sciences (H&LS) ecosystem and; 3) make the region stronger as a magnet for attracting established companies in the H&LS sector seeking to expand and relocate.

Project Description: Over the course of one year, this project will accelerate the establishment of a new model for wide-spread business-education collaboration, increase the number of health and life science graduates and begin to formalize a health science talent pipeline focused on engineering, cybersecurity, mechatronics, and the broader Life Sciences traded sector. The project will help establish a collaborative to move with urgency to work with public institutions and private employers to more systematically collaborate to leverage resources, align curriculum with employers’ future growth strategies. GO Virginia funds will be used to pay for staff time required to stand up and operationalize the Partnership Executive Committee and Task Forces; to conduct a regional situational assessment and analysis; research best practices; identify/inventory existing and needed resources; consult and engage with major stakeholders; informational website and an information storage platform.

Pathway to Implementation: It is anticipated this effort will lead to an implementation workforce development project focused in targeted in-demand jobs based on the findings that will result from the situational assessment and the recommendations from the Partnership, whether that be GO Virginia funds or other sources of funding.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 106,355
Local Match	\$
Total Project Budget	\$ 206,355

Products/Outcomes:

- Regional Situational Assessment and Analysis
- Formation of the business led consortium of stakeholders called the Blue Ridge Partnership for Health Science Careers
- Launch of website
- Information Storage System

Sussex County Water Study

Region: 4

Participating Localities: Sussex County and Isle of Wight County, Surry County (letter of support)

Investment Strategy: Site Development

Targeted Industry(s): Advanced Manufacturing

Type of Project: Enhanced Capacity Building

Applicant(s): Virginia Gateway Region (VGR)

Project Goal(s): To support the marketability of the Sussex County mega site and overcome the barrier of lacking water capacity to serve the mega site.

Project Description: VGR will facilitate a Preliminary Engineering Report (PER) for the evaluation of water supply alternatives to serve the Sussex County Mega Site located at 5056 Beef Steak Road, Sussex, Virginia.

GO Virginia funds will be used for costs associated with the technical study including research, groundwater mapping, water source alternatives evaluation, EOPC, final PER presentation, monitoring fee. Matching funds are coming from Sussex County and Isle of Wight County as cash commitments towards the project.

Pathway to Implementation: Potential future site and infrastructure development proposal.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 96,000
Matching Funds	\$ 49,000
Local Match	\$ 49,000
Total Project Budget	\$ 196,700

Products/Outcomes:

- Preliminary Engineering Report

Innovation Forward

Region: 7

Participating Localities: City of Fairfax, City of Falls Church, City of Manassas, City of Manassas Park, Arlington County, Loudoun County, Prince William County, Alexandria Economic Development Partnership, and Fairfax County Economic Development Authority.

Investment Strategy: Workforce Development, Startup Ecosystem

Targeted Industry(s): Computer Services, Cybersecurity, Financial Services, Consulting Services, Life Sciences, Engineering Services, Research Organizations

Type of Project: Enhanced Capacity Building

Applicant(s): Loudoun County EDA on behalf of NOVA EDA

Project Goal(s): To formalize the organizational structure and develop a strategic plan for the Northern Virginia EDA and to ultimately develop Region 7's regional capacity and leverage the combined assets across Northern Virginia to grow and diversify the regional economy.

Project Description: The Northern Virginia Economic Development Alliance will undergo a strategic planning process to determine the best approaches to organization and management, budgeting and funding, staffing, policy development, business development activities, and brand development. Specific planning activities will include:

- Portfolio, Innovation and Asset Inventory
- SWOT Analysis
- Data Consolidation and analysis
- Value Proposition Identification
- Organizational Structure ID and establishment

Specific implementation activities will include:

- Strategic Plan Implementation
- Minority Business Research, Data Analysis and Program Development
- Regional Workforce Development Programming
- Lead Generation Program and Business Development Planning

NOVA EDA GO Virginia funds will be used for contract services to hire a consultant and startup costs for formal organization. Matching funds from the participating jurisdictions will be used to support the strategic planning process and program implementation costs.

Pathway to Implementation: It is anticipated that the strategic plan will better define the path forward for the NOVA EDA as a formal organization. This will include specific strategies to help implement Region 7's Growth and Diversification Plan, to collaborate on programming to promote economic resiliency and recovery, and to better partner with the VEDP on site selector partnership opportunities for the region.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 50,000
Additional Leverage	\$ 56,212
Total Project Budget	\$ 206,212

Products/Outcomes:

- NOVA EDA Strategic Plan



Administratively Approved Economic Resilience and Recovery – Fast Access Application

Administratively Approved Economic Resilience and Recovery – Fast Access Project

Accelerate 2022

Region: 7

Participating Localities: Arlington County, Fairfax City, Fairfax County, Loudoun County, and Prince William County

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Cybersecurity/defense, energy/sustainability, health, financial tech, mobility, digital innovation, and advanced manufacturing.

Type of Project: Economic Resilience and Recovery – Fast Access

Applicant(s): Refraction, Inc.

Project Goal(s): To support startups in raising critical capital in 2021-2022 to make up for a reduction in early-stage startup investing that was a result of the COVID-19 pandemic.

Project Description: Refraction, Inc. in partnership with George Mason University will launch Accelerate 2022, a high profile, multi-day pitch competition and showcase to bring investors from across the U.S. to fund Northern Virginia startups and high-growth companies. The event will be held in October 2021. This initiative will address the devastating impact of COVID-19 on the region’s entrepreneurial ecosystem by engaging 50 startups, 100 investors, and 20 customers for startups. It will focus on supporting startups in raising critical capital in 2021-22, which will lead to more than 100 high-paying jobs and \$16 million in follow-on funding within five years.

GO Virginia funds will be used for personnel and event space. The matching funds will be used for personnel and marketing.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 43,000
Total Project Budget	\$ 150,000

Outcomes:

- 50 startup companies served
- 100 investors engaged
- 20 customers for startup companies engaged
- 100 jobs created (in 5 years)
- \$16 Million in capital raised by participating startup companies (in 5 years)



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: GO Virginia Funded Projects - Update
DATE: 06/15/2021

The following link to the [GO Virginia Funded Projects](#) shows all projects funded to date and the current grant expenditures that have been drawn down as of March 31, 2021. This represents 170 projects with a total funded amount of \$57,568,419.