



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

Virginia Growth and Opportunity Board

Business Meeting
December 13, 2022
Virtual Meeting



VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT
Partners for Better Communities



Agenda

1. Opening
2. Consent Agenda
3. Director's Report
4. Reports
5. Information Items
6. Adjournment



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Opening

- Call to Order
- Introduction of New Members
- Roll Call
- Public Comment



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Consent Agenda – Action Item

- September 13, 2022 Meeting Minutes
- Existing Project Modification Request – Total Match Waiver for Region 5 – Virginia Digital Shipbuilding Phase 2
- Board Policy #14 (New Policy) – Maximum Regional Per Capita Carryover Allowance and Establishment of Regional Performance Pool
- Proclamation for Joe Wilson



Director's Report

- Action Item: Per Capita Applications (6)
- Statewide Competitive Application (1)
- Talent Pathways Planning Initiative (1)



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Per Capita Applications

- 6 Proposals to Take Action On
- 3 out of 9 Regions Participated
- 2 Workforce Development Projects, 1 Startup Ecosystem Project, 1 Cluster Scale-Up Project, and 2 Site Development and Infrastructure Projects



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Total Request:
\$2,340,159

Total Match:
\$2,149,379

Local Match:
\$177,604



Application Process



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

Region 2: BTEC – Expanding Welding Training Capacity & Jobs in the Roanoke Valley

Participating Localities:

Botetourt County, Craig County

Investment Strategy: Workforce Development

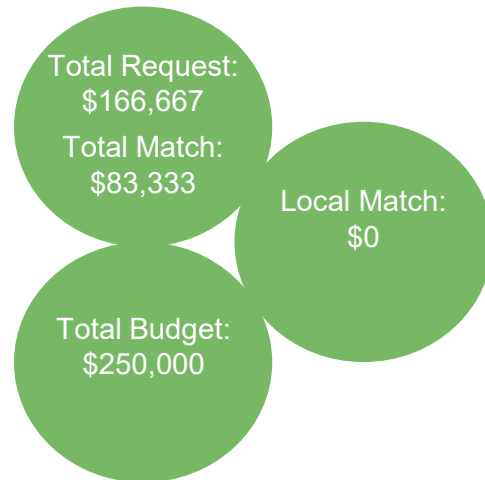
Goal: To expand the pool of qualified welders to meet the unmet needs of manufacturers in the region through the expansion of the Botetourt Technical Education Center (BTEC) welding program.

Outcomes:

- 45 welders trained
- 40 AWS certificates awarded
- 12 businesses served



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Region 6: Workforce Now

Participating Localities:

Fredericksburg City, Stafford County, Spotsylvania County, Caroline County

Investment Strategy: Workforce Development

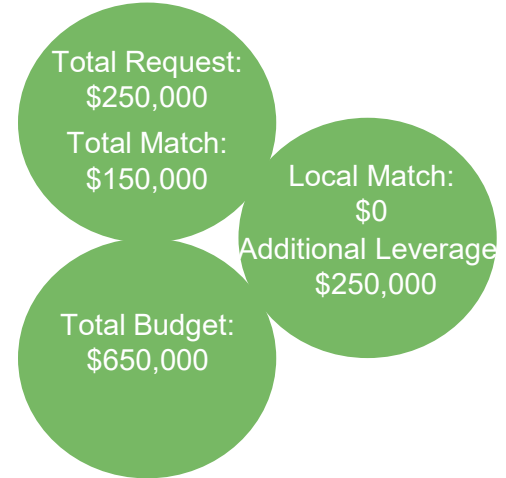
Goal: To create and fill internships and other work-based learning opportunities and to serve businesses across Region 6.

Outcomes:

- 100 businesses served
- 100 internships created/filled



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Region 2: Center of Entrepreneurship



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Participating Localities

Amherst County, Bedford County, Campbell County, Town of Altavista, Town of Amherst, Town of Appomattox, Lynchburg City

Investment Strategy: Startup Ecosystem

Goal: To support an entrepreneurial center of excellence for the Greater Lynchburg region to serve as an anchor and catalyst for the region's entrepreneurial ecosystem.

Outcomes:

- 42 jobs created
- A minimum of 30 businesses served
- \$400,000 in capital raised

Total Request:
\$240,192

Total Match:
\$187,035

Local Match:
\$52,000
Additional Leverage
\$12,000

Total Budget:
\$439,227

Region 2: Industry 4.0 for the Automated-Connected-Electrified (ACE) Workforce



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Participating Localities:

Botetourt County, Montgomery County, Roanoke County, Roanoke City

Investment Strategy: Cluster Scale-Up

Goal: To scale up the transportation and autonomous vehicle sector through a coalition of industry and educational partners.

Outcomes:

- 530 participants trained
- 35 businesses served

Total Request:
\$500,000

Total Match:
\$251,300

Local Match:
\$0

Total Budget:
\$751,300

Region 2: Airport Commerce Park



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Participating Localities

Lynchburg City, Campbell County

Investment Strategy: Sites and Infrastructure

Goal: To advance an industrial site in an existing airport park from Tier 2 to Tier 3 along the Virginia Business Ready Sites Program (VBRSP) scale.

Outcomes:

- 82 acres elevated a tier on the Virginia Business Ready Sites Program site characterization scale

Total Request:
\$190,000

Total Match:
\$109,074

Local Match:
\$109,074

Additional Leverage
\$49,000

Total Budget:
\$348,074

Region 8: SHD Technology Park



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Participating Localities

Waynesboro City, Staunton City, Harrisonburg City, Augusta County, Rockingham County

Investment Strategy: Sites and Infrastructure

Goal: To advance an industrial site within an existing airport park from a Tier 2 to Tier 4 along the Virginia Business Ready Sites Program (VBRSP) scale.

Outcomes:

- Elevate 58 acres from tier 2 to tier 4 on the Virginia Business Site Readiness program scale
- 1,920 linear feet of 8" water line constructed
- 980 linear feet of gravity sanitary sewer line constructed

Total Request:
\$993,300

Total Match:
\$1,368,637

Local Match:
\$16,530
Additional Leverage
\$6,477,320

Total Budget:
\$8,839,257

Competitive Application: GO TEC Virginia 2025 (Regions 1, 3, 4, and 5)



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Participating Localities

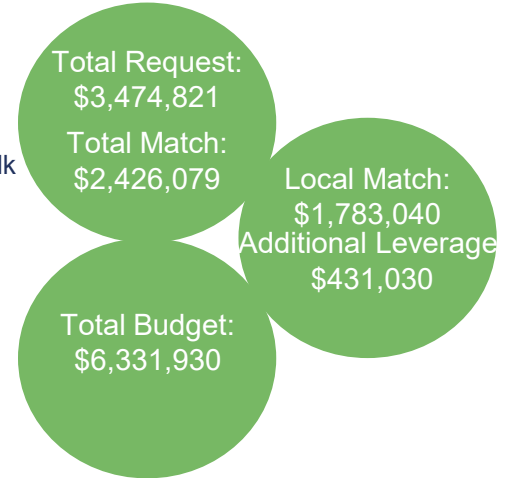
Carrol County, Grayson County, Wythe County, Buchanan County, Charlotte County, Cumberland County, Danville City, Halifax County, Henry County, Lunenburg County, Martinsville City, Mecklenburg County, Nottoway County, Patrick County, Pittsylvania County, Greensville County, Colonial Heights City, Hopewell City, Surry County, Hampton City, Newport News City, Portsmouth City, Norfolk City

Investment Strategy: Workforce Development

Goal: To develop a strategic talent pipeline initiative designed to attract new companies and grow existing businesses in targeted traded sectors across multiple GO Virginia regions.

Outcomes:

- 3,400 new jobs created
- 15 net new teachers trained (3 years) and 25 (5 years)



Region 6 Talent Pathways Initiative

Application: Talent Pathways Planning Initiative Region 6

Participating Localities:

Spotsylvania County, Stafford County, King George County, Fredericksburg City

Investment Strategy: Workforce Development

Goal: To define talent pathways for Region 6's targeted industries

Outcomes:

- Development of Industry Coalitions
- Completion of a Situational Analysis
- Completion of a Gap Analysis
- Skills and Training Identification
- Asset Map Development



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Total Request:
\$250,000

Total Match:
\$125,000

Local Match:
\$0

Total Budget:
\$375,000

GO Virginia Annual Report Summary



Virginia Growth and Opportunity

Fund FY22 - \$30 m

Regional Capacity Building

\$2.25 m

\$250,000/region

Provides support for administrative efforts to each regional council and may also be used towards projects

Regional Per Capita Projects

\$17.57 m

Based on Regional Population Data with \$1m floor drawn from competitive

- Region 1 - \$1,000,000
- Region 2 - \$1,542,945
- Region 3 - \$1,000,000
- Region 4 - \$2,524,026
- Region 5 - \$3,423,572
- Region 6 - \$1,020,503
- Region 7 - \$4,984,456
- Region 8 - \$1,070,552
- Region 9 - \$1,000,000

Statewide Competitive Projects

\$10.18 m

Discretionary pot of funding awarded by the GO Virginia Board on a competitive basis



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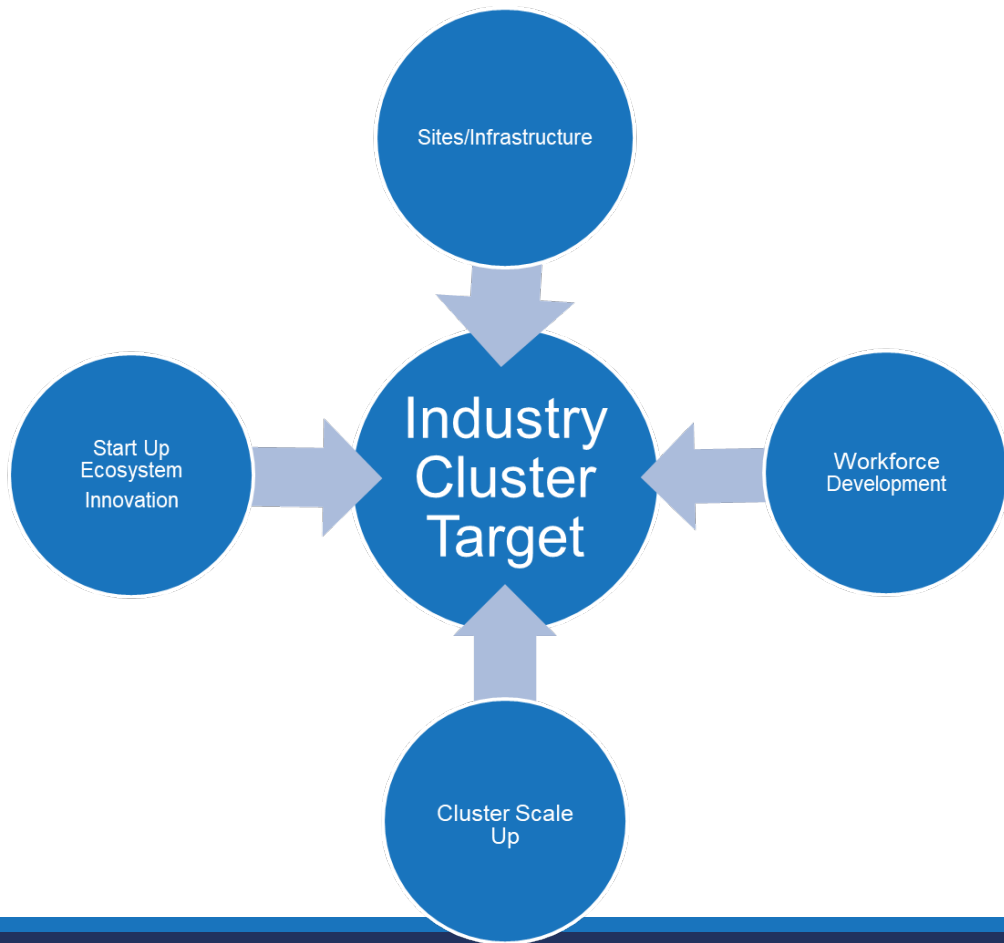
GO Virginia 2021 Growth and Diversification Plan

Statewide Summary of Targets and Strategies

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



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PROJECT DEVELOPMENT FRAMEWORK



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Key Board Actions and Determinations

- Amended Policy #9 *Use of GO Virginia Funds for Site Development*
- 2022 Board Retreat
- Approval of Regional Growth and Diversification Plans
- Certification of Regional Councils
- Amended Policy #11 *GO Virginia Program Match Requirements - Per Capita Requests*
- Adopted Policy #13 *GO Virginia Program Match Requirement – Statewide Competitive Projects*
- Approved the FY23 Fund Allocations
- Amended Policy #12 *Use of Tobacco Commission Funds as Match*
- Approved Fund \$27.5M Recapture Methodology

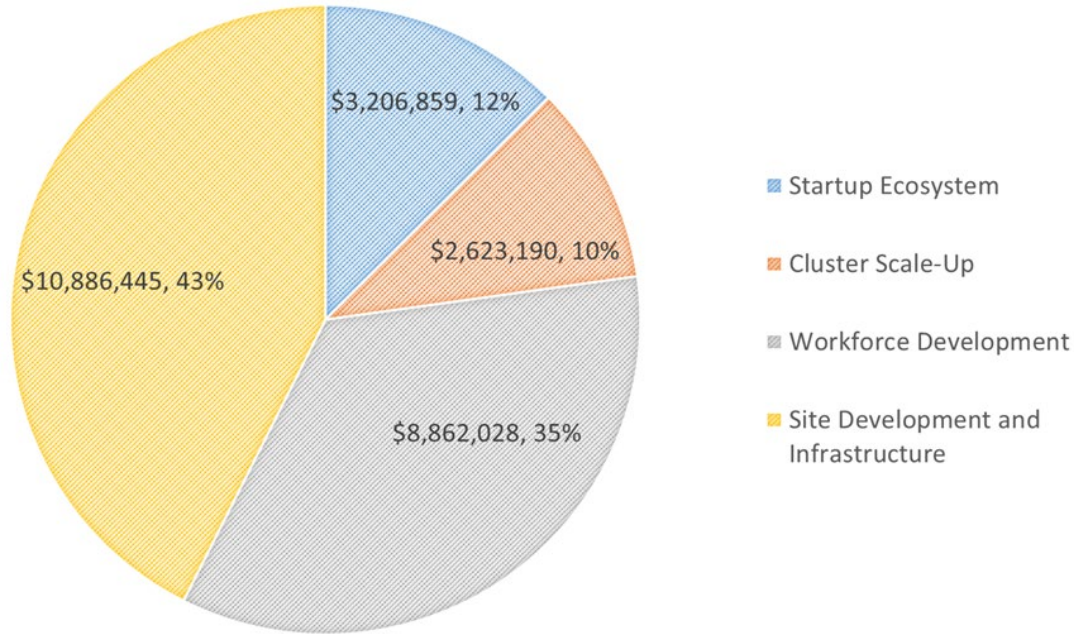


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FY22 Grant Year Summary

- The Board awarded \$25,578,522 in support of 45 collaborative economic development projects across the Commonwealth.
- These initiatives leveraged more than \$28M in qualifying non-state investments.
- Following a year-end recapture and return of \$27.5M to the general fund, fiscal year-end fund balances (Per Capita and Statewide Competitive Fund) available for future awards totaled \$17,430,520.

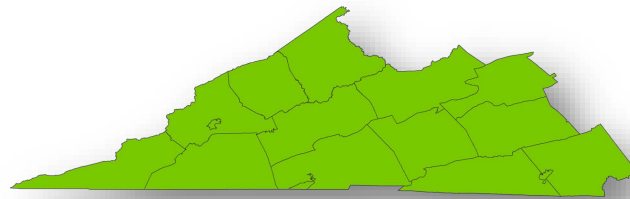
GO VIRGINIA GRANT AWARDS BY INVESTMENT STRATEGY FY22



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Region 1



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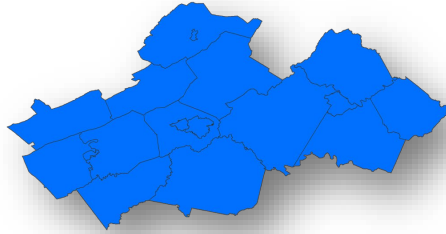
| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|--|-------------------------------------|-----------|-----------------|
| Mobilizing the Supply Chain with Critical Infrastructure | Appalachian Sustainable Development | Cluster Scale-Up | \$212,200 | \$106,624 |
| Project Veer | InvestSWVA | Cluster Scale-Up | \$49,750 | \$24,875 |
| Pathway Park Infrastructure | Smyth County EDA | Site Development and Infrastructure | \$600,000 | \$300,000 |
| United Way of Southwest Virginia - Employee Sponsored Healthcare Benefit, 2022 | United Way of Southwest Virginia | Workforce Development | \$269,406 | \$134,703 |
| GO TEC Region 1 | Carroll County Public Schools | Workforce Development | \$308,924 | \$154,462 |
| Mountain Empire Community College Project WELD | Mountain Empire Community College (MECC) | Workforce Development | \$101,025 | \$50,730 |
| Mount Rogers - Make it Here | Mount Rogers Regional Partnership | Workforce Development | \$90,000 | \$45,000 |

Regional Partners:
Counties of Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise, and Wythe, and the cities of Bristol, Galax and Norton.

Support Organization:
UVA Wise



Region 2

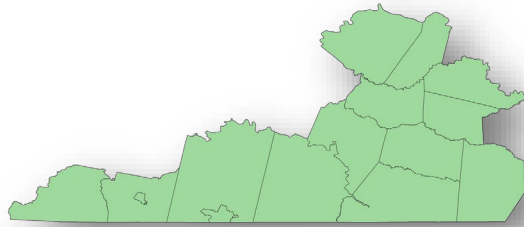


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| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|--|--|-----------------------|-----------|-----------------|
| Project Eagle+ | Virginia Tech Foundation | Cluster Scale-Up | \$599,437 | \$503,687 |
| Workforce and Entrepreneurship Initiatives in a Regional Makerspace | Vector Space | Startup Ecosystem | \$324,000 | \$162,100 |
| Regional Talent Strategy Implementation | Western Virginia Workforce Development Board | Workforce Development | \$315,911 | \$189,354 |

Regional Partners:
 Counties of Alleghany, Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Floyd, Franklin, Giles, Montgomery, Pulaski, and Roanoke, and the cities of Covington, Lynchburg, Radford, Roanoke and Salem.

Support Organization:
 Virginia Tech Office of Economic Development



Region 3



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| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|---|-------------------------------------|-------------|-----------------|
| Strategy and Roadmap for Growing the Controlled Environmental Agriculture (CEA) Sector | Institute of Advanced Learning and Research | Cluster Scale-Up | \$77,803 | \$38,543 |
| Strengthening Southern Virginia's Economy by Expanding the Inventory of Shovel Ready Sites | Southern Virginia Regional Alliance | Site Development and Infrastructure | \$1,534,900 | \$767,450 |
| Project SEED - Innovation Hub at Midtown Square | Longwood University Real Estate Foundation | Startup Ecosystem | \$674,304 | \$3,087,154 |
| VGA Refresh/Restart: A Strategy for Regional Economic Development In Southern Virginia | Institute of Advanced Learning and Research | Workforce Development | \$100,000 | \$51,000 |
| Gupton Initiative | Virginia College Fund | Workforce Development | \$99,200 | \$59,000 |
| ExperienceWorks | Institute of Advanced Learning and Research | Workforce Development | \$515,628 | \$523,358 |

Regional Partners:
 Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward, and the cities of Danville and Martinsville.

Support Organization:
 Southside Planning District Commission

Region 3 – BIG WIN

“SEED Innovation Hub is the culmination of months of collaboration and regional strategy development between Longwood University’s Office of Community and Economic Development, Longwood Small Business Development Center and our partners at GO Virginia Region 3, SOVA Innovation Hub and Hampden-Sydney College,” Sheri McGuire, Longwood University Associate VP for Community and Economic Development, said. “SEED will be a creative intersection of partners, entrepreneurs, ideas, and supportive programming for all ages, cultivating regional innovation and entrepreneurial opportunities for years to come.





Region 4



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| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|------------------------------|-----------------------|-------------|-----------------|
| Pharmaceutical Manufacturing Cluster ScaleUp | Activation Capital | Cluster Scale-Up | \$1,400,000 | \$702,480 |
| Activation Capital REI for Region 4 | Activation Capital | Startup Ecosystem | \$300,000 | \$150,000 |
| Growing the Pipeline: Expanding Early State Entrepreneurial Support | StartupVA | Startup Ecosystem | \$250,000 | \$125,000 |
| Lighthouse Labs Alumni Program | Lighthouse Labs | Startup Ecosystem | \$429,000 | \$234,510 |
| Building a Pharmaceutical Manufacturing Talent Pipeline | John Tyler Community College | Workforce Development | \$482,330 | \$246,160 |
| New Kent County/RCC Welding Program | New Kent County | Workforce Development | \$300,000 | \$150,000 |

Regional Partners:
 Counties of Charles City, Chesterfield, Dinwiddie, Goochland, Greenville, Hanover, Henrico, New Kent, Powhatan, Prince George, Surry, and Sussex, and the cities of Colonial Heights, Emporia, Hopewell, Petersburg and Richmond.

Support Organization:
 Grow Capital Jobs

Region 4 – BIG WIN

Sept 2, 2022 - The U.S. Department of Commerce's Economic Development Administration (EDA) today announced that public and private sector stakeholders in the Richmond-Petersburg region, working together as the Alliance for Building Better Medicine, will receive \$52,942,702 as a winner of the national Build Back Better Regional Challenge.





Region 5



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| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|---|-------------------------------------|-------------|-----------------|
| I-64 Innovation Corridor Internet Hub Growth Plan Initiative | City of Virginia Beach | Cluster Scale-Up | \$100,000 | \$50,000 |
| Hampton Roads Regional Energy Master Plan | Hampton Roads Alliance | Cluster Scale-Up | \$84,000 | \$42,000 |
| Hampton Roads Economic Development Sites Readiness: Phase II | Hampton Roads Planning District Commission | Site Development and Infrastructure | \$3,751,545 | \$10,476,310 |
| Unmanned Autonomous Systems (UxS) Route/Corridor Network Study | Old Dominion University Research Foundation | Startup Ecosystem | \$100,000 | \$74,500 |
| Maritime Entry-to-Employment Training (MEET) | Old Dominion University Research Foundation | Workforce Development | \$1,090,527 | \$563,565 |

Regional Partners:
 Counties of Accomack, Isle of Wight, James City, Northampton, Southampton, and York, and the cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach and Williamsburg.

Support Organization:
 Reinvent Hampton Roads



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Region 5

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|--|---|-----------------------|-------------|-----------------|
| Maritime Entry-to-Employment Training (MEET) | Old Dominion University Research Foundation | Workforce Development | \$1,090,527 | \$563,565 |
| Career and Community Development Expansion Program | Neighborhood | Workforce Development | \$85,222 | \$42,611 |
| Setting Pathways that Activate Real-World Knowledge (SPARK) | Portsmouth Public Schools | Workforce Development | \$100,000 | \$55,000 |

Regional Partners:
Counties of Accomack, Isle of Wight, James City, Northampton, Southampton, and York, and the cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach and Williamsburg.

Support Organization:
Reinvent Hampton Roads

Region 5 – BIG WIN

Aug 3, 2022 - U.S. Secretary of Commerce Gina Raimondo today is announcing the Department's Economic Development Administration (EDA) is awarding an \$11 million American Rescue Plan Good Jobs Challenge grant to Hampton Roads Workforce Council, Norfolk, Virginia, for the Hampton Roads Workforce Training System for Good Jobs, to build a regional talent pipeline focused on the blue economy, clean energy, and related cybersecurity.



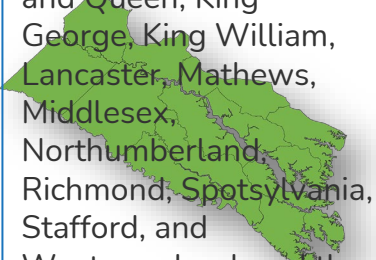


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Region 6

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|---|-----------------------|-----------|-----------------|
| Riot Pre-Accelerator Program | Wireless Research Center dba RIoT | Startup Ecosystem | \$96,804 | \$80,000 |
| Rappahannock And Germanna Community Colleges Patient Care Technician | Rappahannock Community College | Workforce Development | \$306,252 | \$177,057 |
| Promoting Careers in Aquaculture | Rappahannock Community College Educational Foundation | Workforce Development | \$100,000 | \$52,000 |
| Internship Expo & Hiring Workshop | Fredericksburg Regional Chamber of Commerce | Workforce Development | \$36,000 | \$37,254 |

Regional Partners:
Counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford, and Westmoreland, and the city of Fredericksburg.



Support Organization:
George Washington Regional Commission




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Region 7

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|--|-------------------------|-----------------------|-------------|-----------------|
| Convene and Collaborate - Region 7 REI | George Mason University | Startup Ecosystem | \$193,751 | \$132,690 |
| Innovation Center Roadmap | NOVA Labs, Inc. | Startup Ecosystem | \$100,000 | \$52,000 |
| Nano-IMAGINE | George Mason University | Workforce Development | \$2,500,000 | \$1,250,000 |
| The Future Kings STEM Pipeline Project Focused on Black and Latino Boys | Future Kings | Workforce Development | \$97,000 | \$76,000 |
| Tech Set | Marymount College | Workforce Development | \$425,000 | \$230,000 |

Regional Partners:
Counties of Arlington, Fairfax, Loudoun, and Prince William, and the cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park.



Support Organization:
Northern Virginia Regional Commission

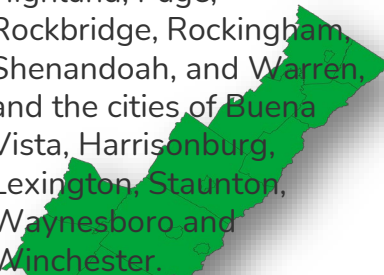


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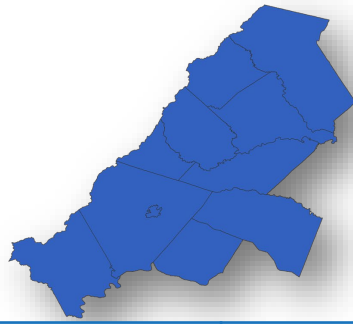
Region 8

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|---|--------------------------------|-----------------------|-----------|-----------------|
| Shenandoah Valley Small Business Resiliency Teams (SBRT) Round 2 | Laurel Ridge Community College | Cluster Scale-Up | \$100,000 | \$50,500 |
| Agricultural Innovation Center | The Advancement Foundation | Startup Ecosystem | \$550,000 | \$275,000 |
| Accelerating Advanced Manufacturing Workforce | Laurel Ridge Community College | Workforce Development | \$530,000 | \$266,687 |
| NextGen Nurses | Shenandoah University | Workforce Development | \$306,000 | \$343,455 |

Regional Partners:
Counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, and Warren, and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro and Winchester.



Support Organization:
Northern Shenandoah Valley Regional Commission



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Region 9

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|--|----------------------------------|-----------------------|-----------|-----------------|
| BEACON's Kitchen | New Hill Development Corporation | Startup Ecosystem | \$189,000 | \$94,500 |
| Talent Supply Connector | Virginia Career Works - Piedmont | Workforce Development | \$391,528 | \$200,851 |
| Technology Academies for Fauquier and Rappahannock Counties | Laurel Ridge Community College | Workforce Development | \$402,075 | \$201,038 |

Regional Partners:
 Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock, and the city of Charlottesville.

Support Organization:
 Central Virginia Partnership for Economic Development



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STATEWIDE COMPETITIVE PROJECTS

| Project Name | Subgrantee | Strategy | \$ Award | Committed Match |
|--|------------------------------------|-------------------------------------|-------------|-----------------|
| MBC Middle Mile Fiber Expansion Project | Mid-Atlantic Broadband Communities | Site Development and Infrastructure | \$5,000,000 | \$6,000,000 |

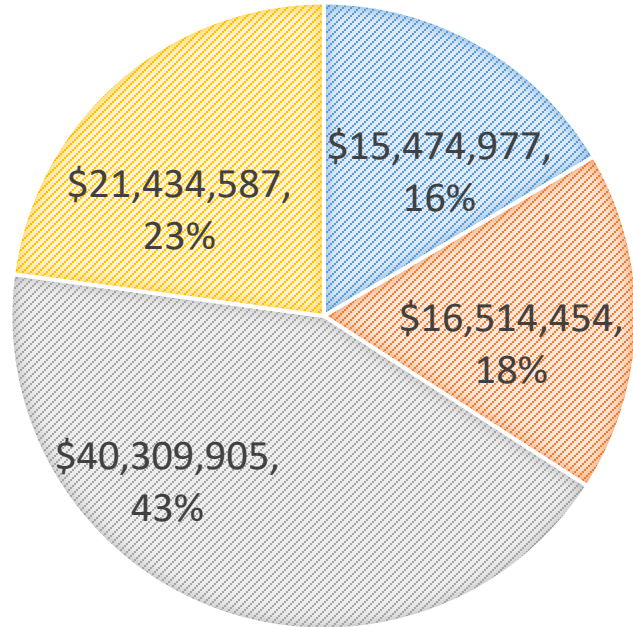
Collaborating Regions:
Regions 3 & 4



GO VIRGINIA GRANT AWARDS BY INVESTMENT STRATEGY



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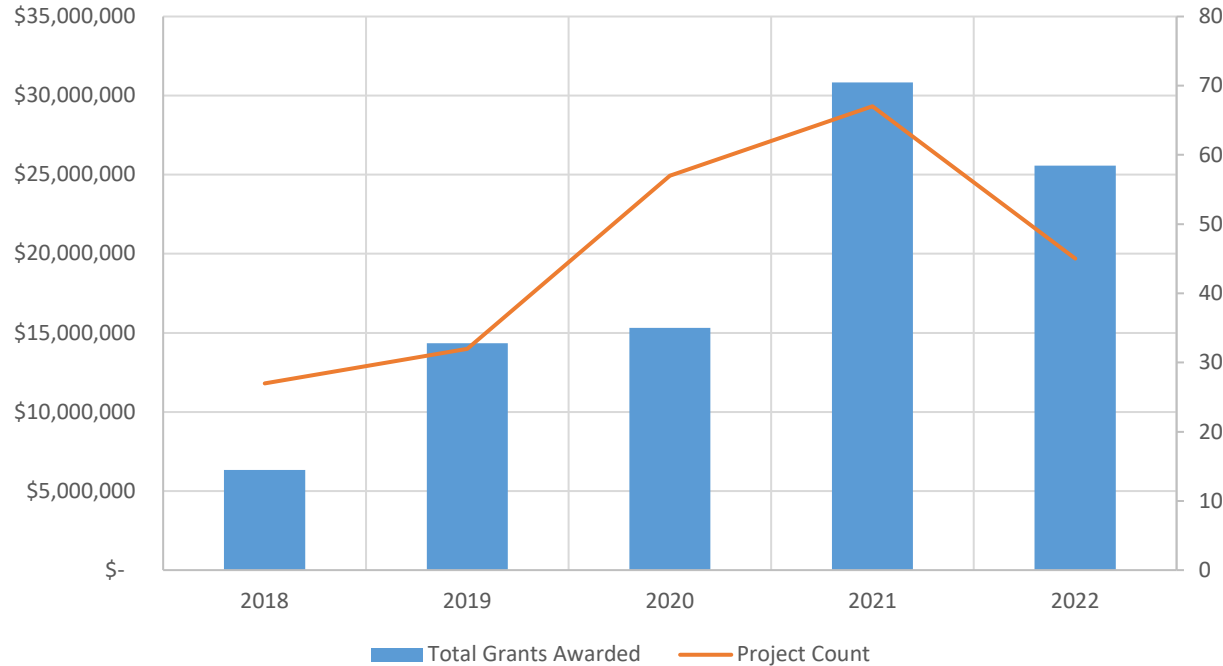


- Startup Ecosystem
- Cluster Scale-Up
- Workforce Development
- Site Development and Infrastructure



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Resource Utilization - GO Virginia Project Grant Award Trends by FY





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GO Virginia Program Impact

- 200+ Unique Project Collaborators
- 26,000 new jobs
- 13,000 students trained for jobs in high demand fields
- 2,700 new work-based learning opportunities, including internships and apprenticeships
- 3,600 workforce credentials
- 14,000 existing businesses served
- 800 new businesses created in traded sector industries
- 10,000 acres advanced for future economic development opportunities



Information Items – Part 1

- DHCD Approved Enhanced Capacity Building Projects
 - Region 6 – Pathways to Success



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Information Items – Part 2

- Funded Project Summary
- Projects Status Update
 - Accelerate 2022
 - Dearing Ford



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Adjournment



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