



Growth and Opportunity Virginia Program Overview

Published September 2024



What is GO Virginia?

A **regionally-driven** economic development **initiative** that encourages **collaboration** between local governments, higher education, private industry and workforce, by incentivizing projects that will lead to growth in **traded industry clusters** that drive the production of **higher-wage jobs**.



How Does GO Virginia Work?

- The **GO Virginia State Board** is responsible for awarding funds to projects recommended for consideration by Regional Councils.
- **Regional Councils** are private industry-led and have representation from education, workforce, local government, economic development, etc.
- **DHCD** oversees the administrative and financial aspects of the program
- **Support Organizations** in each region provide similar services for the Regional Councils.



Current State Board Leadership



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

Chair
Nancy Agee
CEO, Carilion Clinic



**Vice Chair of Program Performance and
Evaluation**
Todd Stottlemeyer
CEO, Acentra Health



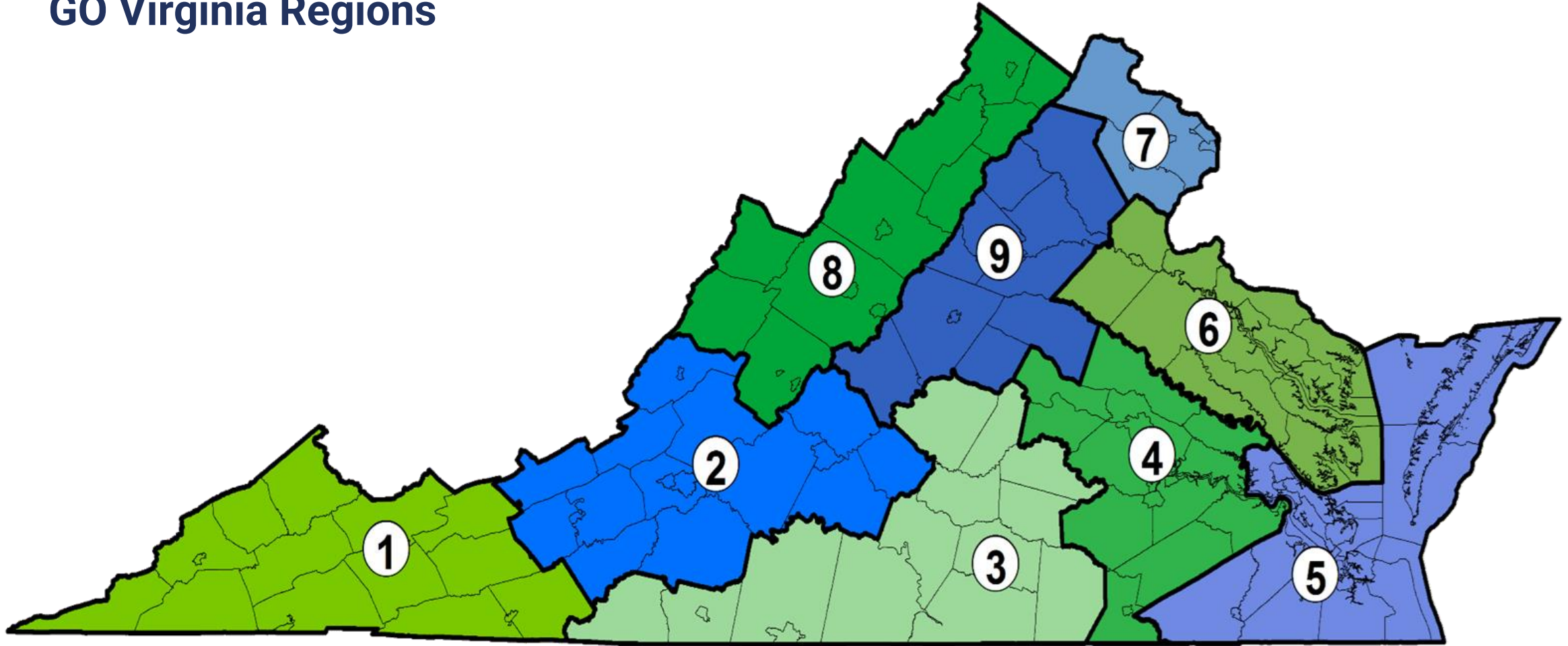
Governance and Policy Chair
Emily O'Quinn
**Senior Vice President of Investor Relations
and Corporate for Alpha Metallurgical
Resources**





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

GO Virginia Regions





What is the Role of the Regional Councils

- Develop an Economic Growth & Diversification (G&D) Plan
 - G&D Plan updated every 2 years with input from Council members and regional partners
 - Regional strategies and targeted industry clusters reviewed
- Convene regional partners around G&D Plan priorities
- Encourage collaboration among localities and private sector partners to implement G&D Plan
- Engage local governments
- Review and approve pipeline of projects to support strategies and goals
- Monitor plan progress to goals
- Provide oversight to funded projects



Growth and Diversification Plan

The Regional Plan for Action

The “blueprint” for regional development

- Priority Traded Sectors – Situational Analysis
- Sector Skills Analysis – Talent Pipeline Assessment
- Regional Investment Strategies
- Collaborators/Partners
- Measures of Success

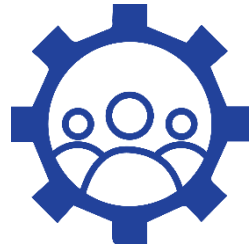


GO Virginia Priority Traded Industry Clusters*

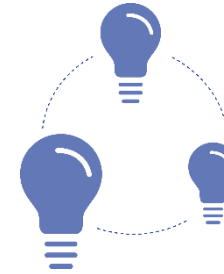
Industry Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Energy			X		X				
Agriculture/Aquaculture	X		X			X			
Advanced Manufacturing	X	X	X	X	X	X		X	X
Food & Beverage Manufacturing	X		X			X		X	X
Pharmaceutical Manufacturing				X				X	
Forestry/Wood/Paper Product Manufacturing			X			X			
Life Sciences/Biotechnology		X		X	X		X	X	X
Information and Emerging Technologies	X	X	X	X	X	X	X	X	X
Water Technologies					X				
Transportation and Logistics	X			X	X	X		X	
Aerospace and Autonomous Systems		X			X				
Professional Business Services			X			X	X	X	X
This matrix is based on the Region's 2023 Growth and Diversification plan updates.									
*An industry cluster is a group of related industries, companies, suppliers, and other institutions located near each other in a region.									



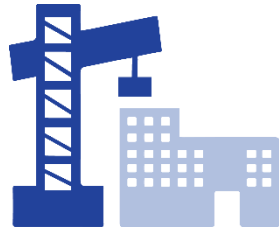
Four Investment Strategies



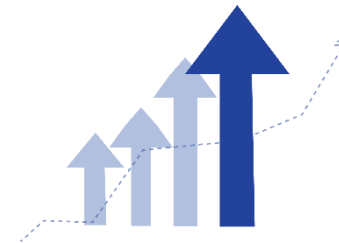
Talent Development



Entrepreneurship and Innovation



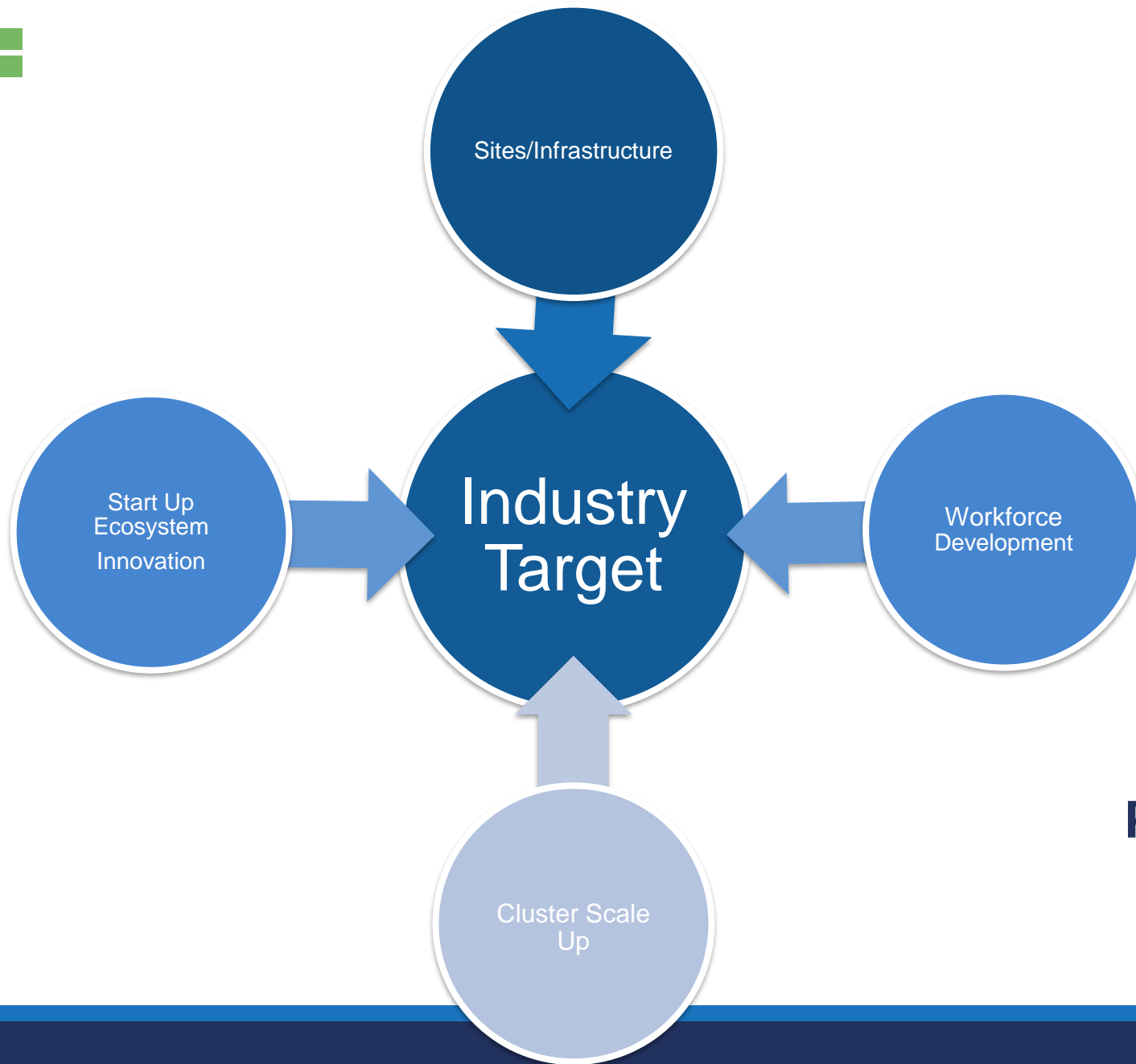
Business-Ready Sites/Infrastructure



Cluster Scale Up



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



Project Development Framework



Talent Development

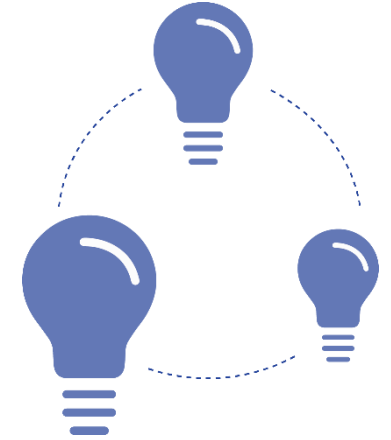
- Building new capacity to create a larger pool of qualified workers to meet unmet employer demand and address the need for new/emerging skills within regional economies.
- Focusing on occupations integral to the industry sectors identified in each region's Economic Growth & Diversification Plan.





Startup Ecosystem

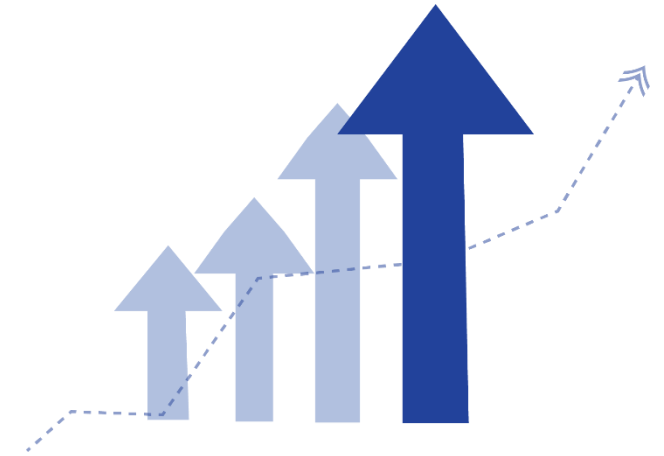
- Project activities that develop or advance the necessary elements of a thriving entrepreneurial ecosystem that supports the launch of new businesses and provides critical support for high-growth potential early-stage businesses in targeted traded clusters.





Cluster Scale Up

- Focus on high-potential opportunities for existing firms within an existing industry cluster or the development of a nascent or emerging industry cluster.
- Cluster scale-up projects ask the question “What’s next?”
- They build off a foundation of capabilities and assets that support existing clusters or unique intellectual property or workforce know-how.





Sites/Infrastructure



- Strengthening the regional portfolio of business-ready sites available to accommodate the expansion or attraction of businesses in the regions' targeted industry sectors
- Activities must advance sites using the VEDP Virginia Business Ready Sites Program tier descriptions for site readiness for sites of at least 25 contiguous acres.
- Demonstrated regional collaborations through cost/revenue sharing, joint workforce development efforts and/or other partnerships or agreements, such as Regional Industrial Facility Authorities (RIFAs).





Project Evaluation

Regional
Collaboration

Economic
Impact

Project
Readiness

Sustainability

Program Impact



**Total
Investment
\$132M**

**Jobs Created
24,947**

**Matching
Funds
\$141M**

**Businesses
Created
1,114**

Regional Collaboration

- 185 unique local co-funders
- 131 localities
- 30 school divisions
- 17 regional economic development organizations
- 5 Regional Industrial Facilities Authority (RIFA) formed

Achieved Project Outcomes

- 10,000 newly credentialed workers
- 2,500 new internship opportunities created
- 6,800 acres characterized or advanced a tier
- \$112M in Federal Funding

As of September 2024



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

Regional Support Organization Contacts

Region 1

University of Virginia at Wise
Jenny Nichols, jnichols@uvawise.edu

Region 2

Virginia Tech Office of Economic Development
John Provo, jprovo@vt.edu

Region 3

Southside Planning District Commission
R. Bryan David, bryan.david@virginia.edu

Region 4

Grow Capital Jobs
Wilson H. Flohr, wilson@growcapitaljobs.org

Region 5

Hampton Roads Executive Roundtable
Nancy Grden, ngrden@roundtablehr.org

Region 6

George Washington Regional Commission
Ian Ginger, ginger@gwregion.org

Region 7

Northern Virginia Regional Commission
Susan Baker, susan.baker@gonorthernva.com

Region 8

Northern Shenandoah Valley Regional Commission
Director@govirginiaregion8.org

Region 9

Central Virginia Partnership for Economic Development
Shannon Hollands, holland@centralvirginia.org

