



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

A BUSINESS-LED STATEWIDE INITIATIVE
TO GROW AND DIVERSIFY THE PRIVATE SECTOR
IN EACH VIRGINIA REGION

PER CAPITA FUNDING

- **7 proposals submitted**
 - **4 out of 9 regions participated**
 - 1 Commercialization
 - 3 Talent Development
 - 3 Infrastructure
 - **Total Request: \$1.55 million**
 - **Total Match: \$4.28 million**
 - Includes \$1.75 million local dollars

COMMERCIALIZATION

1 APPLICATIONS RECEIVED



VIRGINIA INITIATIVE FOR
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RAMP Expansion

REGION 2

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 2 submitted on behalf of the Roanoke-Blacksburg Technology Council
- Request of \$245,000 for personnel, software, and ongoing outreach and fundraising campaigns.
- To enhance and expand the reach of the Regional Acceleration and Mentorship Program (RAMP) which offers technology-based startups access to mentoring, education, and assistance with identifying capital.

WORKGROUP FEEDBACK

- Fills an identified gap in the region's commercialization ecosystem
- Integrates Roanoke, Lynchburg and New River Valley
- Strong leadership team in place to manage expansion and ensure sustainability
- Private partners committed to cohort funding
- Funds should be used for personnel and software, rather than marketing and travel

RECOMMENDATION

- DHCD staff recommend this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓

TALENT DEVELOPMENT

3 APPLICATIONS RECEIVED



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United Way of Southwest VA

Ignite Internships

REGION 1

ENHANCED CAPACITY BUILDING

APPLICATION OVERVIEW

- Region 1 submitted on behalf of United Way of Southwest Virginia
- Request of \$250,000 for personnel and contract services for software licensing
- To expand the Ignite Program across the region and will collaboratively align high school curriculums with local employer needs through the development of a web-based platform and internship program.

WORKGROUP FEEDBACK

- Interest profiling is a valuable tool when paired with established career pathways
- Replicable across regions
- Strong public and private support
- Prioritizes target clusters for experiential learning, internship placement, and career and credential pathway development

RECOMMENDATION

- DHCD staff recommend this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



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DSLCC Unmanned Systems Training Program

REGION 2

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 2 submitted on behalf of Dabney S. Lancaster Community College (DSLCC)
- Request of \$76,000 in gap funding to be utilized for software, training, and contract services
- To launch an *Unmanned Aerial Systems Maintenance and Operations Technician* program at DSLCC to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of regional facilities unmanned autonomous vehicles.

WORKGROUP FEEDBACK

- Project connects all 4 GO Virginia strategies
- Demonstrated commitments from private industry partners
- Commitment to collaboration with localities, higher education partners, and other GO Virginia projects
- Diverse applications for drone technology in several of the region's target industries
- Replicable across regions

RECOMMENDATION

- DHCD staff recommend this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



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Westmoreland County Welder Training Program

REGION 6

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 6 submitted on behalf of Westmoreland County
- Request of \$130,000 for lease payments, equipment, and instructor salaries.
- To establish a new welding training facility to offer daytime courses through Rappahannock Community College (RCC) to train adult welders for employment at local businesses.

WORKGROUP FEEDBACK

- Upskilling workforce from seasonal to 12-month employment
- Demonstrate pipeline of demand from additional private industry partners
- Expected wages fall below regional and PDC average wages
- Establish plan for sustainability beyond GO Virginia funds
- Expand project to have regional impact

RECOMMENDATION

- DHCD staff do not recommend this application for approval because the project does not meet the GO Virginia mission for regional collaboration and high-wage job creation, and because ongoing demand and sustainability have not been demonstrated.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	No
Grant Management Capacity	✓
Sustainable after GOVA Funds	Maybe

INFRASTRUCTURE

3 APPLICATIONS RECEIVED



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Washington County Tech Spec Facility Acquisition

REGION 1

22

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 1 submitted on behalf of Washington County
- Request of \$300,000 for real estate acquisition.
- To purchase a facility for flexible office space for emerging businesses in technology-driven industries.

WORKGROUP FEEDBACK

- Regional Council approval contingent upon securing additional local participation
- No guarantee that tenants would be in priority growth clusters or that jobs would meet high-wage requirement
- Investigate pipeline of prospects from target cluster or demonstrate track record for recruiting comparable businesses

RECOMMENDATION

- DHCD staff recommend this applicant reapply once additional local partner(s) are secured and prospect(s) engaged.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	No
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	Maybe
High-Wage Job Creation Potential	Maybe
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



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Center for Energy Research and Education (CERE) Industry Labs

REGION 2

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 2 submitted on behalf of Liberty University
- Request of \$300,000 for the design and construction of the labs, as well as transportation of donated equipment from private industry partners
- To create the CERE Industry Labs to offer regional companies and institutions of higher education the facilities necessary to promote research and development as well as to foster the attraction and retention of the scientific and engineering workforce.

WORKGROUP FEEDBACK

- Innovative reutilization of an obsolete facility
- Research facilities cited as priority asset in the Growth & Diversification Plan
- Significant private industry and higher education support
- Facility could be a center of excellence to attract funding from the Research Triangle

RECOMMENDATION

- DHCD staff recommend this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓



VIRGINIA INITIATIVE FOR
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GWC Piedmont Technical Education Center

REGION 9

IMPLEMENTATION

APPLICATION OVERVIEW

- Region 9 submitted on behalf of Culpeper County
- Request of \$244,300 for construction and equipment
- To redevelop the former George Washington Carver High School into a state of the art GWC Piedmont Technical Education Center to train machinists and welders.

WORKGROUP FEEDBACK

- Demonstrated demand from regional employers
- Collaboration between five locality, higher education, and private industry partners
- Significant local support and match from across the region
- Applicant understands DHCD will place a lien on equipment purchases

RECOMMENDATION

- DHCD staff recommend this application for approval.

Eligibility Requirements	
\$1:1 Match	✓
Local Match	✓
Local Participation	✓
Alignment with GOVA Strategies	✓
Alignment with G&D Plan	✓
High-Wage Job Creation Potential	✓
Grant Management Capacity	✓
Sustainable after GOVA Funds	✓

ENHANCED CAPACITY BUILDING PROJECTS UNDER \$100,000

4 APPLICATIONS RECEIVED

ENHANCED CAPACITY BUILDING

- **4 proposals administratively approved**
 - **2 out of 9 regions participated**
 - 1 Commercialization
 - 1 Talent Development
 - 2 Site Development
 - **Total Request: \$242,507**
 - **Total Match: \$327,988**

ENHANCED CAPACITY BUILDING

- **Region 2: Capital Ecosystem Development**
 - **\$65,300 to Valleys Innovation Council**
- **Region 2: Brain Drain Study**
 - **\$77,207 to Roanoke Regional Partnership**
- **Region 6: PamunkeyNet Business Plan**
 - **\$50,000 to Middle Peninsula Alliance (MPA)**
- **Region 6: Flex Office Space Due Diligence**
 - **\$50,000 to Westmoreland County**

Questions?



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