



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

AGENDA
VIRGINIA GROWTH AND OPPORTUNITY BOARD

Tuesday, June 4, 2024

1:00 PM – 3:00 PM

[Virtual Link](#)

Or dial: +1 434-230-0065, 249763282#

If unable to join virtually, please dial for technical assistance: 1-804-773-9075

- I. OPENING
 - a. Call to Order Chair
 - b. Introduction of New Members Chair
 - c. Roll Call Cody Anderson
 - d. Public Comment Chair

- II. CONSENT AGENDA – **Action Item** (pg. 1) Chair
 - a. December 12, 2023 Meeting Minutes
 - b. March 12, 2024 Meeting Minutes (no quorum)
 - c. FY25 Regional Per Capita and Competitive Fund Allocation
 - d. FY25 Regional Capacity Building Allocation and Continuation of Match Waiver
 - e. FY25 Regional Capacity Building Budget Approvals
 - f. Region 6 Board Appeal – Igniting Entrepreneurship
 - g. Amended Board Policy #11 – Modified Per Capita Match Requirements
 - h. Amended Board Policy #13 - Modified Competitive Fund Match Requirements

- III. ELECTION OF OFFICER – 2nd Vice Chair – Regional Councils Chair

- IV. DEPUTY DIRECTOR’S REPORT (pg. 22) Sara Dunnigan
 - a. **Action Item:** Per Capita Applications (6)
 - b. **Action Item:** Competitive Applications (2 – single region)
 - c. **Action Item:** Talent Pathway Initiative (1)
 - d. Max Regional Per Capita Carryover Allowance (Board Policy #14)
 - e. **Action Item:** Budget Recapture (Item 3-1.01 #MM)

- V. HEALTHCARE TASK FORCE REPORT (pg. 55) Todd Stottlemeyer
 - a. **Action Item:** Board Policy #17 - Healthcare Industry Investments

- VI. PROGRAM PERFORMANCE AND EVALUATION COMMITTEE REPORT Todd Stottlemeyer

- VII. GOVERNANCE AND POLICY COMMITTEE REPORT (pg. 58) Emily O’Quinn
 - a. **Action Item:** Amended Board Policy #4 – Growth of Traded Industry Clusters



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- VIII. INFORMATION ITEMS (pg. 63) Sara Dunnigan
- a. Regional Council Letters on JLARC Recommendations
 - i. Joint Regional Council Letter
 - ii. Region 6 Council Letter
 - b. DHCD Administratively Approved Projects
- IX. ADJOURNMENT Chair

2024 Meeting Schedule

September 9th-10th, 2024– Board Retreat (Danville)
Sept 10th, 12:00 PM -2:00 PM In-Person Board Meeting (Danville)
December 10, 2024- Virtual



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II. CONSENT AGENDA - *Action Items*

- a. December 12, 2023 Meeting Minutes
- b. March 12, 2024 Meeting Minutes (no quorum)
- c. FY25 Regional Per Capita and Competitive Fund Allocation
- d. FY25 Regional Capacity Building Allocation and Continuation of Match Waiver
- e. FY25 Regional Capacity Building Budget Approvals
- f. Region 6 Board Appeal - Igniting Entrepreneurship
- g. Amended Board Policy #11 - Modified Per Capita Match Requirements
- h. Amended Board Policy #13 - Modified Competitive Fund Match Requirements



VIRGINIA INITIATIVE FOR
**GROWTH &
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IN EACH REGION

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING
December 12, 2023
3:00 PM
Library of Virginia
800 E. Broad St., Richmond VA. 23219

Members Present

Delegate Terry Austin
Senator George Barker
The Honorable Steve Cummings
Ben J. Davenport, Jr.
Jim Dyke
Cliff Fleet
W. Heywood Fralin
Leah Fremouw
Kenneth Johnson
John King
Emily O'Quinn
Jon Peterson
Senator Frank Ruff
Todd A. Stottlemyer
Pia Trigiani

Members Absent

Nancy Howell Agee
Speaker Todd Gilbert
William Holtzman
Senator Janet Howell
Delegate Terry Kilgore
Delegate Barry Knight
The Honorable Caren Merrick

Call to Order

Mr. Todd Stottlemyer, Vice Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

Roll Call

Mr. Cody Anderson, GO Virginia Program Administrator for the Department of Housing and Community Development (DHCD), called the roll, and stated that a quorum was present.

Public Comment

Mr. Stottlemyer opened the floor for public comment.

No members of the public appeared before the Board for the public comment period.

Mr. Anderson noted that staff had not received written public comment ahead of the Board meeting.

The public comment period was closed.

Board Proclamation
Honoring John O.
“Dubby” Wynne

Mr. Stottlemeyer noted that the resolution included in the Board packet slightly differed from the one that the Board would be voting on.

Mr. Stottlemeyer read the amended resolution honoring Mr. John O. “Dubby” Wynne, noting that as part of the resolution, it would be spread across the minutes of the meeting.

A motion was made by Mr. Fralin and seconded by Mr. Davenport to adopt the resolution honoring Mr. Wynne, as presented by Vice Chair Stottlemeyer. The motion passed.

Consent Agenda

Mr. Stottlemeyer introduced the meeting minutes of the September 12, 2023, meeting of the Board, the Region 3 SVRA Sites Scope Change, the Region 5 FY24 Capacity Building Budget, and the 2023 Regional Growth & Diversification Plan Updates as part of the Consent Agenda. Mr. Stottlemeyer noted that the September 12, 2023 minutes as presented in the packet had a technical error relating to the attendance of a member, and that the version to be voted on would have that technical error rectified. A motion was made by Mr. Dyke and seconded by Mr. Barker to approve the consent agenda as a bloc. The motion passed.

Deputy Director’s Report

Ms. Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented the Board with 2 Per Capita applications regarding workforce development: ACA Classical & CTE Academy Welding Program from Region 2, and Rappahannock Community College New Career Training Center from Region 6. Ms. Dunnigan then presented the Board with 2 Talent Pathways Planning Initiative application: ACI TPI from Region 1 and Region 4 Talent Pathways Initiative Planning from Region 4. Ms. Dunnigan also presented the Board with 1 Competitive Fund application: Promoting Careers in Aquaculture 2.0 from Regions 5 & 6.

It was requested by Mr. Johnson that the Region 4 Talent Pathways Initiative Planning application be pulled from the bloc vote so that he may abstain due to a conflict of interest.

After discussion, a motion was made by Mr. Dyke to approve the remaining applications as recommended by staff as a bloc. The motion was seconded by Mr. Fleet. The motion passed.

A motion was made by Mr. Fleet to approve the Region 4 Talent Pathways Initiative Planning application. The motion was seconded by Ms. Fremouw. The motion passed with one abstention (Mr. Johnson).

JLARC Report:
Recommendations and
Summary

Mr. Stottlemeyer recognized Mr. Bryan Horn, Director of the Virginia Department of Housing and Community Development, to provide an update and overview of the Joint Legislative Audit and Review Commission (JLARC) report.

Mr. Horn noted that all Board members had received a copy of the report via email prior to the meeting, which had been posted public to the JLARC website after Commission review on December 11, 2023.

Mr. Horn provided a brief overview of the report and noted that staff was committed to work alongside the Board to address the recommendations provided in the report.

JLARC Study Discussion
and Next Steps

Mr. Stottlemeyer noted that the Board had taken steps in previous months to amend the governing Bylaws to create multiple committees that would be key in reviewing the JLARC report and creating a plan of action for addressing the report's concerns and recommendations.

Mr. Stottlemeyer detailed that the Chairs of the Program Evaluation Committee and the Chair of the Regional Councils Committee would serve as co-Vice Chairs of the Board and that both positions are elected positions. In his existing capacity as an elected Vice Chair, Mr. Stottlemeyer shared his designation as the Chair of the Program Evaluation Committee.

Mr. Stottlemeyer also noted that the third committee, the Governance and Policy Committee, is chaired by a member to be appointed by the Chair. Mr. Stottlemeyer noted that Ms. O'Quinn has been asked and has accepted the position of Chair of the Governance and Policy Committee.

Healthcare Investment Taskforce Update

Mr. Stottlemyer announced that Mr. Austin, Ms. O’Quinn, and himself had been designated as members of the Healthcare Investment Taskforce. The Taskforce will hold a virtual public meeting in January with further details to be determined, as well as an in-person public meeting to be held directly preceding the March 12, 2024 meeting of the Board, with plans to present findings and recommendations to the full Board at that meeting.

Information Items

Ms. Dunnigan noted that three DHCD administratively approved projects as well as the Q1 FY24 Fiscal Report could be found in the Board packet.

Adjournment

The meeting was adjourned.

DRAFT

**GROWTH AND OPPORTUNITY VIRGINIA
COMMONWEALTH OF VIRGINIA**

At a regular meeting of the Growth and Opportunity Board held at the Library of Virginia on Tuesday, December 12, 2023, at the hour of 3:00 p.m., the following resolution was unanimously adopted:

WHEREAS, John O. “Dubby” Wynne, was appointed by Governor Terence R. McAuliffe and confirmed by the 2016 Virginia General Assembly to serve on the Growth and Opportunity Board for a term of four years and subsequently reappointed by Governor Ralph S. Northam in 2020 to serve a term of four years; and

WHEREAS, he served the Board with distinction beginning on August 9, 2016; and

WHEREAS, he was unanimously elected Chairman of the Board, on October 12, 2016, serving in that capacity until June 24, 2020; and

WHEREAS, his vision for the future of the Commonwealth has been pivotal in the establishment and development of the Virginia Growth and Opportunity Fund; and

WHEREAS, his unwavering determination to strengthen the Commonwealth’s economy coupled with his knowledge and experience in business collaboration with regional economic development efforts greatly contributed to the realization of this Board’s mission; and

WHEREAS, his dedicated vision for Virginia to grow fiscally independent of reliance on outside sources markedly promoted the interests of this Commonwealth; and

WHEREAS, his talent for identifying and promoting innovative best practices for the betterment of the well-being of the economy greatly improved the Commonwealth’s future; and

WHEREAS, his graciousness in supporting the corresponding initiatives of third parties in the interest of promoting the greatness of the Commonwealth has been critical to the execution of this Board’s directive; and

WHEREAS, his affinity for assembling leaders across the Commonwealth who are passionate about making Virginia the top state for talent and the best place to live and work was essential to this Board’s accomplishments; and

NOW, THEREFORE, BE IT RESOLVED, That the Growth and Opportunity Virginia Board does hereby posthumously express its gratitude to **John O. “Dubby” Wynne**, and his family for his many contributions to this body and for his enhancement of the professional and personal lives of all who have been associated with him; and

BE IT FURTHER RESOLVED, That a copy of this resolution be spread upon the Minutes of this meeting and that the resolution be presented to his wife, Susan Stribling Snodgrass Wynne, as a permanent testament of our affection, esteem, and high regard.





Nancy Howell Agee, Chair



Todd Stottlemyer, Vice Chair



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



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

VIRGINIA GROWTH AND OPPORTUNITY BOARD MEETING
March 12, 2024
1:00 PM
Library of Virginia
800 E. Broad St., Richmond VA. 23219

Members Present

Nancy Howell Agee – Virtual (Salem, Virginia;
non-personal – principal residence is in excess of
60 miles from the meeting)
Delegate Terry Austin – Virtual (Buchanan,
Virginia; non-personal – principal residence is in
excess of 60 miles from the meeting)
Jim Cheng
The Honorable Steve Cummings
Ben J. Davenport, Jr.
Jim Dyke
Leah Fremouw
Kenneth Johnson – Virtual (Glynn County,
Georgia; personal - vacation)
John King – Virtual (Rockingham County,
Virginian; non-personal – principal residence is in
excess of 60 miles from the meeting)
Emily O’Quinn
Todd A. Stottlemyer
Pia Trigiani

Members Absent

Cliff Fleet
W. Heywood Fralin
Delegate Todd Gilbert
William Holtzman
Delegate Terry Kilgore
Senator L. Louise Lucas
The Honorable Caren Merrick
Jon Peterson
Delegate Luke Torian

Call to Order

Ms. Nancy Agee, Chair of the Virginia Growth and Opportunity (GO Virginia) Board, called the meeting to order.

Roll Call

Mr. Cody Anderson, GO Virginia Program Administrator for the Department of Housing and Community Development (DHCD), called the roll, and stated that a physical quorum of the Board was not present.

Public Comment

Ms. Agee opened the floor for public comment.

No members of the public appeared before the Board for the public comment period.

Mr. Anderson noted that the staff had received one written public comment, which was read aloud:

Abby Wicker, representing Stafford County Public Schools, expressed support for the Igniting Entrepreneurship project from Region 6.

The public comment period was closed.

Consent Agenda

Ms. Agee noted that the only item on the Consent Agenda, the Meeting Minutes from December 12, 2023, was scheduled to be an action item.

No action was taken on the item due to a lack of physical quorum.

Election of Officer – 2nd
Vice Chair – Regional
Councils

Ms. Agee noted that the recently created Governance and Policy Committee is charged with providing recommended nominations for leadership positions. Ms. Agee recognized Ms. Emily O’Quinn, Chair of the Governance and Policy Committee, to report on the Committee’s recommended nominee.

Ms. O’Quinn noted that the Governance and Policy Committee had met and unanimously supported the nomination of Ms. Leah Fremouw for the position of Vice Chair for Regional Councils.

After discussion, no action was taken on the election due to a lack of physical quorum.

Deputy Director’s Report

Ms. Dunnigan, Deputy Director of Economic Development and Community Vitality at DHCD, presented the Board with 2 Per Capita applications regarding workforce development: Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP) from Region 2, and GO TEC Region 3 Expansion from Region 3.

After discussion, no action was taken on either item due to a lack of physical quorum.

Ms. Dunnigan presented the Igniting Entrepreneurship project from Region 6. Ms. Dunnigan noted that the planning application was submitted to DHCD for administrative approval and staff chose not to approve the project. The project was presented to the Board alongside a letter from the Region 6 Council requesting an appeal of the staff's decision.

After discussion, no action was taken on the item due to a lack of physical quorum.

Healthcare Taskforce Report

Ms. Agee recognized Mr. Stottlemeyer, Chair of the Healthcare Taskforce, to present a report on the work of the Healthcare Taskforce.

Mr. Stottlemeyer noted that the Taskforce had met twice since the December meeting of the Board and that a new Board Policy, Board Policy 17, had been developed and approved by the Task Force, that would create the ability for the Board to accept applications for Healthcare Industry workforce projects. Mr. Stottlemeyer noted that the Policy would normally be presented to the Board for final approval, however, due to a lack of physical quorum, the Policy would be presented for consideration at a future meeting of the Board.

After discussion, no action was taken on the item due to a lack of physical quorum.

Program Performance and Evaluation Committee Report

Ms. Agee recognized Mr. Stottlemeyer, Chair of the Program Performance and Evaluation Committee, to present a report on the work of the Committee.

Mr. Stottlemeyer noted that the Committee had met twice since the December meeting of the Board. Mr. Stottlemeyer stated that the Committee was working closely with staff to address three of the JLARC recommendations included in the JLARC Report on GO Virginia that was released in December of 2023. Mr. Stottlemeyer noted that there were no Board actions required at the present meeting.

Governance and Policy Committee Meeting

Ms. Agee recognized Emily O'Quinn, Chair of the Governance and Policy Committee, to present a report on the work of the Committee.

Ms. O'Quinn noted that the Committee had met twice since the December meeting of the Board. Ms. O'Quinn stated that the Committee was working closely with staff to address nine of the JLARC recommendations included in the JLARC Report on GO Virginia that was released in December of 2023. Ms. O'Quinn noted that there were no Board actions required at the present meeting.

Information Items

Ms. Dunnigan noted that the Board Packet included two letters from the Regional Councils, one Joint Letter from all of the Regional Council leaders, and one letter from GO Virginia Region 6 Council, both in support of various JLARC recommendations.

Ms. Dunnigan noted that five DHCD administratively approved projects as well as the Q2 FY24 Fiscal Report and anticipated GO Virginia project pipeline could be found in the Board packet.

Adjournment

The meeting was adjourned.

DRAFT



Board Action: GO Virginia Per Capita Allocation

TITLE: FY '25 Per Capita Allocation and Competitive Fund Redistribution

BACKGROUND: To maintain consistency with Board action from the June 13, 2023 meeting for the FY '24 per capita allocations, it is requested to reallocate \$710,449 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) \$10,850,000 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 25 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 \$710,449 from the competitive pool to per capita. The competitive pool will be reduced from \$10,850,000 to \$10,139,551 while the per capita pool will be increased from \$16,900,000 to \$17,610,449. DHCD recommends approval of the above described FY25 per capita allocation contingent on the availability of resources allowed by the state budget.

FY '25 PER CAPITA ALLOCATION SCENARIOS:

Region	FY24 Per Capita Allocation with \$1M Floor	FY25 Per Capita Formula Allocation	Recommended FY25 Per Capita Allocation with \$1M Floor
1	\$1,000,000	\$703,153	\$1,000,000
2	\$1,520,102	\$1,515,209	\$1,515,210
3	\$1,000,000	\$696,504	\$1,000,000
4	\$2,576,474	\$2,592,511	\$2,592,511
5	\$3,403,581	\$3,393,714	\$3,393,714
6	\$1,048,808	\$1,054,919	\$1,054,919
7	\$4,972,611	\$4,968,886	\$4,968,886
8	\$1,081,613	\$1,085,209	\$1,085,209
9	\$1,000,000	\$889,894	\$1,000,000
Total	\$17,603,189	\$16,900,000	\$17,610,449

DATE APPROVED: 6.4.2024



Board Action: GO Virginia Capacity Building Allocation

TITLE: FY '25 Capacity Building Match Requirement

BACKGROUND: To maintain consistency with Board action from the June 13, 2023 meeting for the FY '24 capacity building funds, it is requested that the Board waive the \$1:1 match for FY '25 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 '25 capacity building funds, contingent on the availability of resources allowed by the state budget.

FY '24 CAPACITY BUILDING ALLOCATION SCENARIOS:

Region	FY '24 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: 6.4.2024



Board Action: GO Virginia Capacity Building Approved Budgets

TITLE: FY '25 Capacity Building Approved Budgets

BACKGROUND: To maintain consistency with Board action from the September 12, 2023 meeting for the FY '24 capacity building funds, it is requested that the Board approve the respective regional councils' approved FY '25 capacity building budgets. To allow more time to fully develop their regional capacity building budgets, one regional council has elected to submit its budget at the September 10, 2024 Board meeting.

RECOMMENDATION: DHCD recommends that the Board move to approve the submitted regional capacity building budgets.

DATE APPROVED: 6.4.2024

FY 25 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)					\$1,850		\$17,850		\$37,000
Audit			\$1,300		\$5,500		\$2,900	\$1,500	\$6,500
Contract Services	\$2,000	\$6,950	\$116,636				\$12,000	\$92,400	\$9,500
Fiscal /Accounting Services	\$18,519				\$5,000		\$5,000		
Legal Expenses							\$3,000	\$500	\$500
Marketing, Outreach, and Websites	\$6,000		\$31,900		\$12,000		\$14,700	\$1,500	\$3,000
Meetings and Workshops	\$3,000		\$6,350		\$1,500	\$15,000	\$6,000	\$5,000	\$3,750
Rent	\$3,200				\$16,905				\$12,000
Salaries (Fringe if applicable)	\$205,980	\$232,895	\$84,000		\$100,000	\$187,886	\$176,677	\$130,000	\$172,250
Supplies & Equipment	\$4,000	\$6,155	\$150		\$5,000	\$2,259	\$2,450	\$600	\$2,000
Taxes and Insurance					\$2,000		\$5,673		
Travel	\$5,000	\$4,000			\$245	\$3,705	\$3,750	\$10,000	\$3,500
Program Support Total	\$247,699	\$250,000	\$240,336	\$0	\$150,000	\$208,849	\$250,000	\$241,500	\$250,000
Contract Services	\$2,301				\$50,000			\$3,500	
Technical Assistance			\$9,664						
Growth and Diversification Plan Development								\$5,000	
Planning Grants					\$50,000	\$41,151			
Planning Total	\$2,301	\$0	\$9,664	\$0	\$100,000	\$41,151	\$0	\$8,500	\$0
Project Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$250,000	\$250,000	\$250,000	\$0	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000

Note: The region without a budget will submit their council approved FY25 regional capacity building budgets at the 2024 September Board meeting.



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Appeal of the Igniting Entrepreneurship planning application

DATE: 3/12/2024

BACKGROUND: The enclosed letter by the Region 6 Council appeals DHCD's decision to deny the *Igniting Entrepreneurship* application submitted by Stafford County and requests the GO Virginia State Board reconsider approving it. The decision on why staff did not administratively approve this request is detailed in the accompanying project summary, under staff discussion.

RECOMMENDATION: Staff recommends upholding the decision taken administratively.



Mary Ball Washington Regional Council

GO Virginia Region 6

406 Princess Anne Street

Fredericksburg, VA 22401

www.govirginia6.org

February 11, 2024

Ms. Nancy Howell Agee, Chair
Virginia Growth and Opportunity Fund
c/o Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

Dear Chair Agee:

The Region 6 Council is writing to appeal DHCD staff's decision to deny the Stafford County and JASON Learning *Igniting Entrepreneurship* Enhanced Capacity Building project.

JASON Learning is currently a partner with several school districts in Region 6 and has worked closely with localities across the region in the development and adoption of curriculum as part of its *Pathways to Success* Enhanced Capacity Building project. Our Council views the relationship between JASON and our K-12 partners as a testament to the organization's exemplary work in curriculum development and highlights the important role the organization fills in our school systems.

The *Igniting Entrepreneurship* project builds upon this collaboration by seeking to interweave principles of entrepreneurship with CTE curriculum relevant to the Professional, Scientific, and Technical Services industry. By doing this, our school systems will be preparing students that are ready for the workforce but are also capable of starting their own businesses in this industry. Our region often lags in business creation in comparison to the rest of the state - and like regions in other states - and needs younger folks to embrace the ideals of entrepreneurship. This project proposal does that in a systematic way by tying principles of entrepreneurship to a particular industry. Finally, there is strong regional collaboration from multiple planning districts in the proposal, which further speaks to the project's potential impact and need in schools.

We ask that the State Board reconsider the initial decision made on this application and approve it. Thank you for your consideration.

Sincerely,

John Anzivino

John Anzivino (Feb 12, 2024 13:23 EST)

John Anzivino

Mary Ball Washington Regional Council Chair

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeff Szyperski', is written over a blue horizontal line.

Jeff Szyperski (Feb 14, 2024 07:35 CST)

Jeff Szyperski

Mary Ball Washington Regional
Council Vice-Chair

Administrative Approvals: Enhanced Capacity Building Igniting Entrepreneurship

Region: 6

Participating Localities: Stafford County Public Schools (In-Kind Match), Lancaster County Public Schools (In-Kind Match + Advisory Board), Westmoreland County Public Schools (In-Kind Match + Advisory Board)

Investment Strategy: Startup Ecosystem

Targeted Industry(s): Professional, Scientific, and Technical Services

Type of Project: Enhanced Capacity Building

Applicant(s): Stafford County Public Schools in partnership with JASON Learning

Project Goal(s): To prepare high school students in Region 6 for higher-paying jobs in the Professional, Scientific, and Technical Services industry cluster and help them develop the skills to become entrepreneurs by creating a unique localized curriculum to teach entrepreneurship across high schools.

Project Description: Similar to the Pathways to Success ECB project (22-GOVA-06C), the project is a partnership between Stafford County Public Schools and JASON Learning, a non-profit curriculum developer, to create curriculum localized to the region focused on entrepreneurship.

GO Virginia funds will be used to pay for contract services for JASON Learning to develop entrepreneurship curriculum to be delivered for grades 9-12. The curriculum will include teacher training modules and deliver the training to up to 50 educators from Stafford County Public Schools and other regional school district partners.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,000
Local Match	\$ 17,102
Additional Leverage	
Total Project Budget	\$ 200,000

Product:

- Development of entrepreneurship curriculum

Staff Discussion:

- Three school divisions of Stafford, Lancaster, and Westmoreland Counties committed to help cost share in the effort.

- The council already funded a similar planning project, *Young Entrepreneurs*, that was a partnership with a different consultant and Middlesex County.
- Previously funded Regional Entrepreneurship Initiative (REI) to map the Region 6 ecosystem is currently underway. Plan is not yet available to inform the Council.
- Line of sight to business creation is far away.



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

Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Update to Program Match Requirements – GO Virginia Program Match Requirements – Per Capita Funds Board Policy #11 and GO Virginia Program Match Requirements – Statewide Competitive Fund Board Policy #13

DATE: 06/04/2024

BACKGROUND: During the 2024 Virginia legislative session, House Bill 237 was adopted by the House and Senate and subsequently signed by the Governor. This bill made the following change to the language regarding GO Virginia Program match requirements:

K. (Effective until July 1, 2025) Any grant awarded from the Fund to a regional council shall require matching funds at least equal **to half the amount of** the grant, ~~provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.~~ Such matching funds may be from local, regional, federal, or private funds. Matching funds may also be from grants awarded to a locality by the Tobacco Region Revitalization Commission but shall not include any other state general or non-general funds, from whatever source.

RECOMMENDATION: Staff recommends that the Board approve the following changes to Board Policy #11 and Board Policy #13 to reflect consistency with the GO Virginia program's statutory requirements. These changes shall go into effect coincidental with the enrolled legislation (July 1, 2024).



Board Policy #11

TITLE: GO Virginia Program Match Requirements – Per Capita Funds

EFFECTIVE DATE: ~~10/01/2023~~ 07/01/2024

AUTHORITY: § 2.2-2489 of the Code of Virginia

POLICY STATEMENT: State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to half the amount of the grant, ~~provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.~~

GO Virginia projects require the participation of two or more localities and implementation projects shall require that 20% of the total match be contributed by partnering localities. That match may be cash or in kind.

Participating localities may request a waiver of the Total Match or Local Match as required in the table below and shall submit that request for consideration using the Match Waiver Administrative Guidance developed by DHCD.

PER CAPITA FUNDS	
Grant Type	Local Match Requirement
Enhanced Capacity Building (planning)	No Local Match Required
Regional Entrepreneurship Initiative (planning)	No Local Match Required
Sites (planning)	No Local Match Required
Sites Implementation	20% of Total Match
Broadband (planning)	No Local Match Required
Broadband Implementation	20% of Total Match
Project Implementation	20% of Total Match

APPROVAL AND REVIEW: This Board policy was reviewed and approved on ~~4/17/2020 and 9/22/2020. Amended 3/16/2021. Amended 4/21/2022. Amended 6/13/2023.~~ 06/04/2024.

SUPERSESION: This review includes technical amendments to Board Policy #11 approved on 04/17/2020, 3/16/2021, 4/21/2022, and on 06/13/2023.

DHCD DIRECTOR: Bryan Horn



Board Policy #13

TITLE: GO Virginia Program Match Requirements – Statewide Competitive Fund

EFFECTIVE DATE: ~~09/12/2023~~ 07/01/2024

AUTHORITY: § 2.2-2489 of the Code of Virginia

POLICY STATEMENT: State law requires that any grant awarded from the Fund to a regional council shall require matching funds at least equal to half the amount of the grant, ~~provided, however, that the Board shall have the authority to reduce the match requirement to no less than half of the grant upon a finding by the Board of fiscal distress or an exceptional economic opportunity in a region.~~

~~Given the exceptional opportunity provided by statewide competitive grant requests (2 or more participating regions) and the potential for multiregional and/or statewide impact, the match requirement shall be 2:1 for statewide competitive applications. Those matching funds should~~ shall include a local contribution of not less than 20% of the required 2:1 match, provided, however, that the applicant may seek to petition the Board for a local match waiver consistent with existent administrative procedures governing local match waivers.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on ~~09/12/2023~~ 06/04/2024.

SUPERSESSSION: This review includes technical amendments to Board Policy #13 approved on 04/21/2022 and on 09/12/2023.

DHCD DIRECTOR: Bryan Horn



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

IV. DEPUTY DIRECTOR'S REPORT

- a. **Action Item:** Per Capita Applications (6)
- b. **Action Item:** Competitive Applications (2 - single region)
- c. **Action Item:** Talent Pathway Initiative (1)
- d. Max Regional Per Capita Carryover Allowance (Board Policy #14)
- e. **Action Item:** Budget Recapture (Item 3-1.01 #MM)



Per Capita Applications Workforce Development

Per Capita Application

United Way of Southwest Virginia GO TEC Expansion 2

Region: 1

Applicant(s): United Way of Southwest Virginia

Participating Localities: Bland County (cash match), Smyth County (cash match), Tazewell County (cash match), Wythe County (cash match), Washington County (cash match)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies, Energy and Minerals

Type of Project: Per Capita Implementation

Project Goal(s): To increase the pool of qualified candidates in the Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing, Information and Emerging Technologies, and Energy and Minerals clusters.

Project Description: The project will add five new career connection labs, one in each participating locality. These labs will be constructed into eight career pathway modules utilizing the GO TEC career connection labs framework: 1) Agriculture – Biotechnology Agriculture and Food Production, 2) Automation & Robotics, 3) Electrical Engineering, 4) Information Technology, Coding, and Cybersecurity, 5) Metrology, 6) Precision Machining, 7) Precision Agriculture, and 8) Mechanical Engineering.

GO Virginia funding will be used for equipment and administration of GO TEC oversight by United Way. The match for this project is from salaries from the school divisions assigning staff to the new GO TEC labs.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 491,197
Matching Funds	\$ 496,871
Local Match	\$496,871
Additional Leverage	\$142,176
Total Project Budget	\$ 1,130,244

United Way of Southwest Virginia GO TEC Expansion 2

Products:

- 5 career connections labs established

Outcomes:

- 1953 students trained
- 18 businesses served

Workgroup Discussion:

- This application utilizes a previous GO Virginia-funded effort, the United Way of Southwest Virginia Ignite Internships Program, to complement and further develop the talent pipeline being established by this GO TEC Expansion in the associated middle schools.
- The applicant has established connections with both K-12 schools and higher education institutions. They have clearly outlined how students using the GO TEC career exploration platform can advance their education along a pathway that leads to high-demand jobs in the region.
- This project has substantial local government/match support as well as exceptional support from private industries in need of a workforce.

Staff Recommendation:

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

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	NO
\$1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

Educating Engineers for the Region 2 Workforce

Region: 2

Applicant(s): Randolph College

Participating Localities: Amherst County (in-kind match), Nelson County (in-kind match), and City of Lynchburg (in-kind match)

Investment Strategy: Workforce Development

Targeted Industries: IT and Emerging Technologies

Type of Project: Per Capita Implementation

Project Goal(s): To expand a qualified workforce in the multi-disciplinary engineering program in mechatronics and robotics.

Project Description: The engineering program was created through a collaboration between local colleges, school systems, and employers as part of an advisory board to identify how Randolph can meet the need for a talent pipeline that starts in local high schools and ends with Region 2 employment. The program will include dual enrollment opportunities in partnership with Central Virginia Community College (CVCC) as the central hub of dual enrollment offerings for area high schools and will require paid internships for students going through the program, once at Randolph. Partners will continue to serve on the advisory board to ensure the program curriculum remains relevant to the needs of Region 2 employers. Additionally, the program will launch as a FANUC robotics certified program and will provide community college students the ability to complete Phase 2 of the FANUC certification, which will be the only Region 2 engineering program offering this certification.

GO Virginia funds will be used for the mechatronics and robotics lab equipment for industry training and primary certifications and an administration grant management fee. Matching funds will be used for faculty staff, additional equipment, community engagement and outreach, and recruiting prospective students into the program.

Educating Engineers for the Region 2 Workforce

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 367,000
Matching Funds	\$ 379,784
Local Match	\$ 4,367
Additional Leverage	\$ 0
Total Project Budget	\$ 746,784

Products:

- Launch of the Randolph College engineering program in the field of mechatronics and robotics

Outcomes:

- 40 students trained
- 40 new internships created
- 40 FANUC Phase 2 certifications

Workgroup Discussion:

- Opportunity to create a talent pipeline from high school, through post-secondary, to the placement of engineering jobs.
- Transfer agreement with CVCC will be in place by the end of the summer and will have completed engineering specific agreements with other community colleges by this fall.
- Guaranteed admissions for qualifying high school/community colleges students are in place.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project and the accompanying local match waiver request for approval.**

Educating Engineers for the Region 2 Workforce

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

Region: 2

Applicant(s): Radford University

Participating Localities: Montgomery County (in-kind, Advisory Board), Pulaski County (in-kind, Advisory Board), City of Radford (in-kind, Advisory Board)

Investment Strategy: Workforce Development

Targeted Industries: IT and Emerging Technologies

Type of Project: Per Capita Implementation

Project Goal(s): To increase the pool of qualified candidates in the Information Technology and Emerging Technologies cluster.

Project Description: This project seeks to increase the number of certifications earned in the information technology field through a partnership between Radford University and the Commonwealth Cybersecurity Initiative – Southwest Virginia. The project team will convene meetings between representatives from IT and cybersecurity programs at Virginia Tech, Radford University, and New River Community College and businesses in the Region to enhance communication within the cluster.

This initiative will establish a Pearson VUE testing lab in the City of Radford and market the need for certifications to college students and regional employers. This initiative also seeks to connect certified students to regional businesses through internships and career fairs in the form of a “Talent Connector Program”.

GO Virginia funds will be used for salaries related to grant administration, renovations and equipment for the Pearson VUE testing center, program outreach, and indirect costs. Match for this project includes salaries for Pearson VUE testing center staff and in-kind contributions via locality participation in an advisory role.

Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 202,872
Matching Funds	\$ 116,863
Local Match	\$15,363
Additional Leverage	\$0
Total Project Budget	\$ 319,735

Products:

- Talent Connector Program Launched
- Pearson Vue Testing Center Launched

Outcomes:

- 104 credentials awarded
- 15 businesses served

Workgroup Discussion:

- This project application included several strong letters of support from local private industry partners demonstrating an appetite for certifications targeted by this effort.
- This project proposes a great opportunity for collaboration among higher education institutions focused on meeting industry demand.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project and the accompanying match waiver request for approval.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$1:1 Match Requirement	NO
Total Match Waiver Requested	YES
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

Per Capita Application

GO TEC Region 3 Expansion

Region: 3

Applicant(s): The Institute for Advanced Learning and Research

Participating Localities: Brunswick County (Cash and In-Kind) and Henry County (Cash and In-Kind)

Investment Strategy: Workforce Development

Targeted Industries: Advanced Manufacturing, Business Services and IT Data

Type of Project: Per Capita Implementation

Project Goal(s): To increase the pool of qualified candidates in targeted industries for GO Virginia Region 3

Project Description:

The project will add two new Career Connections labs, one in Henry County and one in Brunswick County. These new Career Connections labs will focus on advanced manufacturing and IT modules. This portion of the project comprises \$276,808 of the GO Virginia request for equipment, with \$240,278 of the matching funds proposed to go towards teacher salaries, classroom space, computer, and additional equipment and supplies.

The project will also add a 9th and 10th grade bridge pilot program in Henry County. This would attempt to bridge the gap between the current middle school GO TEC® programming and CTE education which occurs in 11th and 12th grade. This portion of the project is proposed to make up \$225,850 of the matching funds, with costs going towards equipment and supplies.

The project also proposes adding equipment used for currently taught modules in 16 middle schools with existing GO TEC career exploration labs. This would involve adding augmented reality welding equipment to the current curriculum and adding Arduino Uno units for the IT programming and coding curriculum to scaffold learning to the current Raspberry Pi units. This portion of the project comprises \$121,008 of the GO Virginia request.

In addition, the project proposes adding welding tools and supplies for up students at Patrick and Henry Community College. This work would build upon the College's recent expansion of their Manufacturing Engineering and Technology Complex, establishing P&HCC as

GO TEC Region 3 Expansion

the region’s welding hub. This portion of the project requests \$49,720 of GO Virginia funding to pay for welding packs consisting of PPE and welding supplies for 88 individual welding students. This portion of the project also proposes \$51,109 in matching funds (\$39,609 for equipment, \$11,500 for welding scholarships for tuition).

GO Virginia funds will be used for grant administration, indirect costs, equipment, supplies, and outreach. Matching funds will be used for teacher salaries, supplies and equipment for the career connections labs, in-kind value of GO TEC classroom spaces, supplies and equipment for a 9th and 10th grade GO TEC pilot program in Henry County, and for welding equipment and scholarships for the Community College.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 489,381
Matching Funds	\$ 517,237
Local Match	\$ 204,524
Additional Leverage	\$ 42,270
Total Project Budget	\$ 1,048,888

Products:

- 2 new GOTECH middle school labs

Outcomes:

- 488 students trained (300 in middle school Career Connections labs, 100 trained in 9th and 10th grade pilots, 88 as part of the community college welding component)
- 56 credentials award as part of the community college welding component

Workgroup Discussion:

- Opportunity to expand program to two new middle schools
- The 9th and 10th grade pilot is an exciting opportunity to bridge the gap between current GO TEC offerings and CTE opportunities in 11th and 12th grades
- Additional equipment for modules in existing GO TEC Career Connections labs has not been supported before with GO Virginia funds
 - GO Virginia funds are intended as catalytic investments which are then sustained by the project team; investment for new equipment for existing modules in existing labs raises concerns about sustainability
 - There is no cost-share proposed for the additional equipment

- The welding packs included in the request do not create enduring new or expanded training capacity after the 88 students progress through the program, and are not directly related to the primary project activity of the new Career Connection Labs

GO TEC Region 3 Expansion

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project for approval for \$302,690; this would be inclusive of the new career connections labs, the scope of work with establishing the 9th and 10th grade pilot programs, and indirect/administrative rates for the grantee and subgrantee.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	NO ¹
1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES

¹ The numbers used in the ROI calculations are generated by the welding program component at Patrick and Henry Community College, which is not recommended for funding.



Per Capita Applications Site Development & Infrastructure

Per Capita Application

Citizens Middle Mile Broadband

Region: 2

Applicant(s): Citizens (utility cooperative)

Participating Localities: Montgomery County EDA, Pulaski County EDA

Investment Strategy: Site Development and Infrastructure

Targeted Industries: IT and Emerging Technologies, Materials and Machinery Manufacturing, Transportation Manufacturing and Autonomy, Life Sciences and Healthcare

Type of Project: Per Capita Implementation

Project Goal(s): To extend middle-mile open-access fiber optic infrastructure to critical businesses and industrial parks in Region 2.

Project Description: Since 2013, Citizens constructed, serviced, and maintained a 440-mile regional open-access middle-mile fiber optic network that serves 10 counties, 10 towns, and 3 cities. This middle-mile expansion request would extend services to businesses within the regional fiber network to the Town of Dublin (ShaeDawn and Dublin Industrial Parks), and the Town of Blacksburg (Blacksburg Industrial Park/Virginia Tech Corporate Research Center).

Citizens' regional middle-mile network is all buried fiber. Citizens will extend the fiber network using established contractor relationships experienced in fiber deployment. Citizens will handle engineering, splicing, and equipment installations. Once constructed, businesses will be offered an active ethernet enabling them to offer Enterprise services with symmetrical internet connection speeds ranging from 10Mbps to 10 Gbps. Citizens will be responsible for drop and installation costs to individual business locations.

GO Virginia funds will be used for the construction of the middle-mile expansion fiber into the ShaeDawn and Dublin Industrial Parks. Appalachian Regional Commission (ARC) grants will be used for the construction of the expansion of the middle-mile fiber into the CRC/Blacksburg Industrial Park.

Citizens Middle Mile Broadband

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 378,000
Matching Funds	\$ 378,000
Local Match	\$ 0
Additional Leverage	\$ 300,000
Total Project Budget	\$ 1,056,000

Outcomes:

- 3.4 miles of middle-mile broadband completed (Dublin area)

Workgroup Discussion:

- Montgomery County, Pulaski County, Onward NRV, and NRV Regional Commission will meet quarterly with Citizens to review the progress of the project and provide outreach and connections to the businesses in the subregion.
- Unclear how this site was regionally prioritized over other sites.
- Unclear how much of the ARC grant funds will cost share in the deployment of middle-mile broadband in the Dublin area. Matching funds being deployed at the CRC/Blacksburg Industrial Park are not part of the Dublin area scope of work. Additional leverage is also not part of the Dublin area.

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends deferring this project.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$1:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Per Capita Applications Cluster Scale-Up

Per Capita Application

Region 4 - Project VITAL

Region: 4

Applicant(s): Activation Capital

Participating Localities: City of Richmond (cash), Chesterfield County (cash and in-kind), and Henrico County (cash and in-kind)

Investment Strategy: Cluster Scaleup

Targeted Industries: Life Sciences and Biosciences

Type of Project: Per Capita Implementation

Project Goal(s): To support the accelerated growth of the life sciences and biosciences industry cluster in GO Virginia Region 4.

Project Description:

Project VITAL is a three-pronged approach to growing the biotechnology industry in Virginia. Project Vital is composed of three projects at the regional level that build on momentum generated from previous investments by the Commonwealth across the state. These additional GO Virginia investments in key locations and partnering institutions (VCU with Richmond/Chesterfield/Henrico and Activation Capital; UVA with Charlottesville/Albemarle and CvilleBioHub; and, VT with Roanoke/Blacksburg and VERGE Alliance) are focused on accelerating the growth of the biotechnology industry to make Virginia a premier destination for this industry. Each of these projects requests a three-year grant period, to ensure adequate time to add staff capacity and deliver services in a thoughtful, robust manner. The three regions will collaborate to ensure robust delivery of assistance to early-stage life science companies. This will involve collaboration on outcome tracking across the region, an intellectual property (IP) database across regions, shared pitchbook services, a combined mentor and advisor pool, and shared access to physical infrastructure and equipment.

Region 4 - Activation Capital proposes a multi-faceted approach to grow the bioscience industry in the Richmond Region. The first component of the project is strengthening the region's pipeline of research and intellectual property. This will include conducting assessment and prioritization of work being done at Virginia Commonwealth University (VCU), Virginia State University (VSU), and regional life science companies. It will also include engaging a third-party group to assist

Region 4 - Project VITAL

with the feasibility assessment and registration of IP. In addition, mentors will be engaged and commercialization consultants will be used to assist researchers. Assistance will also be provided to life-science startup firms through contractors to identify and advise on sources of public and private funding. A third component involves developing a strategy for the utilization of technologies such as Artificial Intelligence and Machine Learning (AI/ML) and providing assistance to early-stage life science firms in their use. Finally, the project looks to strengthen ecosystem connectivity and visibility. To do so, it proposes event programming to connect stakeholders, as well as aid the design and piloting of a soft-landing program for life science firms relocating to the Richmond region.

GO Virginia funds would be used for grant administration, salaries, and fringe benefits, fiscal management, architectural and engineering fees for space-making for life science firms, contract services, travel, training, hardware/software, supplies, indirect costs, and sub-awards to VCU for pre-accelerator work, accelerator work, and planning around opportunities to implement AI.

Matching funds would be used for salaries and fringe benefits, travel, equipment and supplies, contract services, outreach, and foregone interest on equipment. The applicant requests a waiver of total and local match as part of the application.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 5,000,000
Matching Funds	\$ 4,557,000
Local Match	\$ 400,000
Additional Leverage	\$ 71,254
Total Project Budget	\$ 9,628,754

Outcomes:

- 15 new businesses created
- 138 businesses served
- 165 entrepreneurs engaged
- \$75 million in capital raised
- \$1.5 million in capital deployed by the fund
- 150 patents filed

Region 4 - Project VITAL

Workgroup Discussion:

- Thoughtful approach focused on support at multiple stages of business formation and growth
- Good connection to region’s growth and diversification plan and regional entrepreneurship initiative plan
- Opportunity to build on work being done with federal grants awarded to region and state funds allocated to VCU for life science work
- Useful connections with the other two VITAL projects that will make each stronger than if they were proceeding by themselves

Project Name

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project and the accompanying local and total match waivers for approval contingent on match verification follow-up and finalization of a memorandum of understanding with the Virginia Innovation Partnership Corporation for collaboration.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	YES
\$1:1 Match Requirement	NO
Total Match Waiver Requested	YES
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Competitive Fund - Single Region

Single Region Competitive Fund Application

Region 2 – Project VITAL

Region: 2

Applicant(s): VERGE

Participating Localities: City of Roanoke (in-kind match), City of Salem (in-kind match), Montgomery County (cash match), Roanoke County (in-kind match), Botetourt County (in-kind match), Alleghany County (advisory), Franklin County (advisory), City of Covington (advisory), Floyd County (advisory), Giles County (advisory), Pulaski County (advisory), City of Radford (advisory)

Investment Strategy: Cluster Scale-up

Targeted Industries: Life Sciences and Biotechnology

Type of Project: Single Region Competitive Fund

Project Goal(s): To support the accelerated growth of the life sciences and biotechnology industry cluster in GO Virginia Region 2.

Project Description: Project VITAL is a three-pronged approach to growing the biotechnology industry in Virginia. Project Vital is composed of three projects at the regional level that build on momentum generated from previous investments by the Commonwealth across the state. These additional GO Virginia investments in key locations and partnering institutions (Central Virginia in partnership with Virginia Commonwealth University and Activation Capital, the City of Charlottesville in partnership with the University of Virginia and Cville Biohub, and the City of Roanoke in partnership with Virginia Polytechnic Institute and VERGE) are focused on accelerating the growth of the biotechnology industry to make Virginia premier destination for this industry.

Region 2 – Project VITAL proposes addressing the acceleration of the biotechnology industry in the region by targeting asset/business development, capital development, and talent development. VERGE, which is the regional entrepreneurship coordinating entity for Region 2, will lead this effort in partnership with organizations across the region.

To address asset/business development, VERGE proposes partnering with Virginia Tech and Carilion Clinic to provide services that will promote the development of startups in the Region. These activities include a host of biotechnology-focused boot camps, networking, and marketing initiatives all under the VERGE umbrella in the form of a new biotechnology program

Region 2 – Project VITAL

called Venture Bridge. Carilion Clinic will assist startups in attaining FDA compliance while also providing opportunities for translational usability for innovative medical devices through their Carilion Clinic Innovation arm and a proposed Carilion Translational Usability Division. Virginia Tech proposes offering assistance to founders through the formation of an alumni mentorship network and the development of an expedited lab-to-market working group geared toward creating an express path toward licensing.

To address capital development, VERGE will partner with Virginia Tech to develop paths for startups in the region to access capital investments. VERGE proposes addressing capital development through new programming and curriculum focused on teaching startups about capital market research, venture finance, etc. VERGE will also provide facilitated access to Investors and expand its staff to include an Expert Entrepreneur in Residence focused on biotechnology.

To address talent development, attraction, and retention, VERGE will partner with Virginia Tech, Radford University, Roanoke College, Hollins University, Blue Ridge Partnership for Health Science Careers, and Virginia Western Community College. Blue Ridge Partnership for Health Science Careers will help to engage middle school and high school students through hands-on opportunities to learn about STEM within the college campus environment. College-focused programming will be launched at the various institutions of higher education to promote connection with local area employers in biotechnology. VERGE will work directly with Virginia Western Community College to launch a summer conference dedicated to attracting teachers from across the Commonwealth to promote the inclusion of biotechnology in science technology classes in k-12 as well as promote the expansion of CTE opportunities. VERGE will work with Virginia Talent and Opportunity Partnership (VTOP) and ROCS Grad Staffing to facilitate the matching of college students with internships in the biotechnology cluster. VERGE will also work alongside Virginia Tech to expand its Fralin Commercialization Fellow Program and the Graduate Student Tech Commercialization Fellows Program.

GO Virginia funding will be used for the following: **VERGE** – salaries, fringe, travel, supplies, contract services, training, outreach, and administration; **Carilion Clinic** – salaries, fringe, training, fees and licenses, outreach, and administration; **Virginia Tech** – travel, contract services, training, fees and licenses. GO Virginia funds will also be utilized for grant administration by

Region 2 – Project VITAL

the Region 2 support organization. Match will be used for salaries, fringe, contract services, training, and outreach activities.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 4,987,029
Matching Funds	\$ 2,517,443
Local Match	\$518,750
Additional Leverage	\$1,000,000
Total Project Budget	\$ 8,504,472

Outcomes:

- 42 Employees Upskilled
- 406 Jobs Created/Filled
- 100 Businesses Served
- 55 Entrepreneurs Engaged
- 15 Mentors Engaged
- \$50M Capital Raised

Workgroup Discussion:

- This project has demonstrated substantial local support, including advisory and monetary resources from localities, as well as a demonstrated demand from private industry.
- The applicant has developed strong relationships with key partners across the Region such as the Virginia Community College System, Carilion Clinic, and Virginia Tech, all of which will provide substantial services bolstering the biotechnology industry in Region 2.
- The K-12 STEM workforce development piece is not directly connected to the core scope of work of this project. While K-12 workforce initiatives have been endorsed by the GO Virginia State Board, the connective tissue between that proposed piece of this project and the larger ecosystem-building component is too loose and would be best served as a separate effort. This would allow a prospective applicant to bring forward a proposal with a stronger level of detail and focus.
- The Proof of Concept Grant program is an ineligible use of GO Virginia funding because it represents a regranting of GO Virginia grant funds.

Region 2 – Project VITAL

Staff Recommendation:

Based on the workgroup discussion and application review, the staff **recommends this project for approval at a reduced amount of \$4,362,028 contingent on verification of match based on the reduced grant amount and on finalization of a memorandum of understanding with the Virginia Innovation Partnership Corporation for collaboration.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	N/A
\$2:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	YES
Local Match Waiver Requested	N/A
Grant Management Capacity	YES
Sustainable	UNCLEAR

Single Region Competitive Fund Application

Region 9 – Project VITAL

Region: 9

Applicant(s): CvilleBioHub

Participating Localities: Albemarle County (Cash and Advisory Committee), City of Charlottesville (Cash and Advisory Committee)

Investment Strategy: Cluster Scaleup

Targeted Industries: Biomedical and Biotechnology

Type of Project: Single Region Competitive

Project Goal(s): To support the accelerated growth of the biomedical and biotechnology industry cluster in GO Virginia Region 9.

Project Description: Project VITAL is a three-pronged approach to growing the biotechnology industry in Virginia. Project Vital is composed of three projects at the regional level that build on momentum generated from previous investments by the Commonwealth across the state. These additional GO Virginia investments in key locations and partnering institutions (VCU with Richmond/ Chesterfield/Henrico and Activation Capital; UVA with Charlottesville/Albemarle and CvilleBioHub; and, VT with Roanoke/Blacksburg and VERGE Alliance) are focused on accelerating the growth of the biotechnology industry to make Virginia a premier destination for this industry. Each of these projects requests a three-year grant period, to ensure adequate time to add staff capacity and deliver services in a thoughtful, robust manner. The three regions will collaborate to ensure robust delivery of assistance to early-stage life science companies. This will involve collaboration on outcome tracking across the region, an intellectual property (IP) database across regions, shared pitchbook services, a combined mentor and advisor pool, and shared access to physical infrastructure and equipment.

Region 9 -

Cville-BioHub proposes a multipronged approach to growing the Biotechnology industry in GO Virginia Region 9. First, the project would equip office and wet lab space to set up an accelerator space. Once operational, the accelerator would use a cohort model to provide intensive, hands-on assistance to early-stage companies. The project would also provide programming for the broader biotechnology community in the Charlottesville region. There is also an internship component, which would allow local students to gain hands-on work experience with companies going through the cohort.

Region 9 – Project VITAL

GO Virginia funds would be used for salaries and fringe benefits, supplies and equipment, contract services, hardware/software, legal expenses, audit costs, website development, fiscal management, travel, taxes and insurance, contingencies for equipment and installation costs, indirect costs, and grant administration. Matching funds would be used for salaries and fringe benefits, contract services, rent costs, equipment, and indirect costs. The applicant has requested a total and local match waiver as part of the application.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 4,302,887
Matching Funds	\$ 2,702,158
Local Match	\$ 375,000
Additional Leverage	\$ 525,000
Total Project Budget	\$ 7,530,045

Outcomes:

- 90 entrepreneurs engaged
- 20 mentors engaged
- 10 patents filed
- 5 patents awarded
- 68 jobs created/filled
- 15 new internships created
- 15 existing jobs retained
- 10 businesses attracted
- 15 businesses retained
- 10 existing businesses expanded
- 60 businesses served
- 5 new products released to completion
- \$12 million in total capital raised

Region 9 – Project VITAL

Workgroup Discussion:

- Incredible level of support and partnership with localities, private industry, and UVA
 - UVA’s partnership on project will substantially abbreviate timeline for getting project operations up and running
- Applicant has a track record of meeting and exceeding committed outcomes on a previous implementation grant award
- Grant application is directly responding to an identified need that the region has been working to address since the very first days of the program
- Application makes a clear and compelling case of what the opportunity is and how this effort will respond to that opportunity

Project Name

Staff Recommendation:

Based on the workgroup discussion and application review, staff **recommends this project and the accompanying total and local match waiver requests for approval contingent on finalization of a memorandum of understanding with the Virginia Innovation Partnership Corporation for collaboration.**

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	YES
3 Year ROI/5 Year ROI	NO
\$1:1 Match Requirement	NO
Total Match Waiver Requested	YES
20% Local Match Requirement	NO
Local Match Waiver Requested	YES
Grant Management Capacity	YES
Sustainable After GOVA Funds	YES



Talent Pathways Initiative (TPI) Applications

Talent Pathways Planning Initiative Application

Shenandoah Valley Workforce Development Board TPI

Region: 8

Applicant(s): Shenandoah Valley Workforce Development Board

Participating Localities: Rockbridge County (advisory), Augusta County (advisory), Bath County (advisory), Highland County (advisory), Rockingham County (advisory), Page County (advisory), Shenandoah County (advisory), Clarke County (advisory), Warren County (advisory), City of Lexington (advisory), City of Buena Vista (advisory), City of Waynesboro (advisory), City of Staunton (advisory), City of Harrisonburg (advisory), City of Winchester (advisory)

Investment Strategy: Workforce Development

Targeted Industries: Manufacturing and Transportation and Logistics

Type of Project: Talent Pathways Planning Initiative

Project Goal(s): To determine gaps and opportunities to expand the workforce in the manufacturing and the transportation and logistics industry clusters.

Project Description: The Region 8 Council has chosen the Shenandoah Valley Workforce Development Board (SVWDB) to act as the Talent Pathways Planning Initiative industry cluster talent coordinating entity. As the regional workforce convening organization, SVWDB has a proven track record of delivering seamless services across various workforce programs and demonstrating community leadership on workforce issues in GOVA Region 8. In collaboration with WorkED, SVWDB will create a comprehensive talent pathways plan, serving as a roadmap for future workforce development projects for the Region 8 Council's consideration.

GO Virginia funding will be used for contract services, conducting a needs assessment, outreach, software, travel, indirect, and support organization administration costs. Match funding will be utilized for Shenandoah Valley Workforce Development Board to facilitate this project and write the final report (federally funded).

Shenandoah Valley Workforce Development Board TPI

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 250,000
Matching Funds	\$ 125,000
Local Match	\$0
Additional Leverage	\$0
Total Project Budget	\$ 375,000

Outcomes:

- GO Virginia Region 8 Talent Pathways Planning Initiative Report

Workgroup Discussion:

- This project represents wide-ranging support from localities throughout the Shenandoah Valley.
- The applicant organization has substantial experience convening both private industry partners as well as local governing bodies.
- The GO Virginia Region 8 Council has demonstrated strong support and a willingness to participate in bolstering private industry engagement throughout the Region.

Staff Recommendation:

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

Application Review Checklist	
Alignment with G&D Plan	YES
High-wage Job Creation Potential	N/A
3 Year ROI/5 Year ROI	N/A
\$2:1 Match Requirement	YES
Total Match Waiver Requested	N/A
20% Local Match Requirement	N/A
Local Match Waiver Requested	N/A
Grant Management Capacity	YES



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Implementation of Maximum Per Capita Carryover Allowance – Board Policy #14

DATE: 5/22/2022

BACKGROUND: As part of the second enactment of Item 115 #5c subsection 5 of the 2022-2024 Biennium Budget, the Board was empowered to rescind funds allocated to regional councils on a per capita basis if the unobligated balances of a regional council exceeded its average annual per capita distribution award. On December 13, 2022, the Board adopted Board Policy #14, which exercises that power granted in the Biennium Budget. These would take place on the first day of each fiscal year.

BUDGET LANGUAGE: 5. The Virginia Growth and Opportunity Board may rescind funds allocated to regional councils on a per capita basis if the unobligated balances of a regional council exceed its average annual per capita distribution award. Any funds rescinded pursuant to this paragraph shall be retained in the Virginia Growth and Opportunity Fund (09272) and may be used by the Virginia Growth and Opportunity Board for grant awards to competitive projects. The Department shall notify the Chairs of the House Appropriations and Senate Finance and Appropriations Committees within 10 days of the decision by the Virginia Growth and Opportunity Board to rescind regional per-capita allocations. The regional council, the amount, and the reason for unused funds shall be included in such notice.

IMPLEMENTATION: Regions 1, 3, 5, and 7 are projected to have a year-end Per Capita fund balance that exceeds the prior year's allocation. In implementing Board Policy #14, an estimated \$3.7M will be reallocated to the Competitive fund. DHCD will prepare a final calculation and notify the Chairs of the House Appropriations and Senate Finance and Appropriations Committees as described above.



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Enrolled 2024 Budget GO Virginia Fund Recapture

DATE: 6/4/2024

BACKGROUND: [Item 3-1.01 #MM](#) directs the State Comptroller to transfer \$28M from the Virginia Growth and Opportunity Fund to the General Fund. While the budget is not descriptive of which funds will be subject to recapture, staff has prepared two recapture methods for consideration. The proposed methods would impact FY24 unobligated fund balances but would not jeopardize the funding of applications under today's consideration. The Board may wish to consider alternatives to these recommendations.

ENROLLED BUDGET LANGUAGE:

“On or before June 30 the first year, the State Comptroller shall transfer to the general fund \$28,000,000 from the Virginia Growth & Opportunity Fund.”

RECOMMENDATION:

Utilize the full Statewide Competitive Fund balance and Statewide Talent Pathways balance and distribute the remainder across the regions proportionally. This method would rescind \$4.8M in unobligated Per Capita funds previously allocated by the State Board to 7 GO Virginia regions, \$23M in Statewide Competitive funds, and \$250,000 in remaining Talent Pathways Funding.

The table on the next page illustrates the distributed recapture model.



VIRGINIA INITIATIVE FOR
**GROWTH &
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 IN EACH REGION

Fund Source	ADJ Forecasted Year End Balance	Pct of total Fund Balances	Shared pct of \$7.5M (Remaining Recapture)	Est Year End Balances after recapture
1	\$1,000,000.00	9%	\$412,728.55	\$587,271.45
2	\$-	0%	\$-	\$-
3	\$1,000,000.00	9%	\$412,728.55	\$587,271.45
4	\$267,516.74	2%	\$110,411.80	\$157,104.94
5	\$3,403,581.00	29%	\$1,404,755.07	\$1,998,825.93
6	\$829,747.90	7%	\$342,460.65	\$487,287.25
7	\$4,972,611.00	43%	\$2,052,338.55	\$2,920,272.45
8	\$87,296.86	1%	\$36,029.91	\$51,266.95
9	\$-	0%	\$-	\$-
Per Capita Fund Balances	\$11,560,753.50		\$4,771,453.08	\$6,789,300.42
Statewide Competitive	\$22,978,546.92		\$22,978,546.92	0
Statewide TPI Admin	\$250,000.00		\$250,000.00	
	\$34,789,300.42		\$28,000,000.00	\$6,789,300.42



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

V. HEALTHCARE TASK FORCE REPORT

- a. ***Action Item:*** Board Policy #17 - Healthcare Industry Investments



Memorandum

TO: GO Virginia Board Members

FROM: Healthcare Task Force

RE: Board Policy 17 – Healthcare Sector Investments

DATE: 5/22/2024

BACKGROUND: In Sept 2023, the Board directed a task force to be formed to review Board Policy #4 Scholarships and Non-Traded Sectors, and to evaluate future GO Virginia investments to support the healthcare sector.

The Board approved an application at that meeting for a Talent Pathways Initiative Planning grant that stated that Southern Virginia (Region 3) had a competitive disadvantage when attracting and retaining traded sector industry investment because of their low healthcare outcomes, diminishing access to healthcare providers, and the availability of healthcare workers.

Further, a JLARC report issued in December 2023 recommended that the Board revise its policies to allow grants for healthcare projects under certain conditions.

The task force met on January 31st to deliberate on the matter and identified four criteria for eligibility. Staff consulted with the Virginia Department of Health and the Virginia Office for Education Economics (VOEE) to identify aligned objective evaluation criteria. They agreed that the primary objective of any future application focusing on healthcare should be to expand the pool of qualified workers, consistent with the goals, guidelines, and core performance measures for GO Virginia’s talent development strategy.

Following the March 12, 2024 committee meeting, staff refined the policy and met with stakeholders to ensure it had clarity and could be operationalized. The policy presented today reflects small changes informed by those discussions.

RECOMMENDATION: The Task Force respectfully requests approval of Board Policy 17.



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

Board Policy #17

TITLE: Use of GO Virginia Funds for the Healthcare Sector

EFFECTIVE DATE: April 12, 2024

AUTHORITY: § 2.2-2486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that Per Capita funds may be used to support the healthcare industry if a region can ~~provide evidence~~demonstrate that a lack of adequate healthcare services is negatively impacting its ability to grow one or more traded sector industry clusters defined in their Growth and Diversification Plan. The Board supports investments in workforce development as a means of addressing the service deficiency.

Regions requesting to use their Per Capita funds for this purpose must meet the following criteria:

- 1) The region must ~~provide evidence~~ describe and document that the lack of healthcare services is affecting its ability to grow one or more of the industry clusters defined in its plan.
- 2) The majority of the participating localities (by population) have been designated as a Geographic Healthcare Professional Shortage Area¹ by the Health Resources and Services Administration.
- 3) The effort is focused on expanding the pool of qualified workers in one or more of the occupations identified on the Virginia High Demand Occupation List (VOEE Career Clusters – Health Science) as defined by the Virginia Office of Education Economics.²
- 4) The region can demonstrate that there is not sufficient capacity to train workers for those occupations.

Approved projects must align with the GO Virginia program grant evaluation criteria – regional collaboration, economic impact, project readiness, and sustainability - and deliver one or more of the core performance outcomes for workforce development projects as defined by the Board.

This policy directs DHCD to develop final administrative guidance no later than April 12, 2024.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on March 12, 2024.

SUPERSESION: This Board policy is new.

DHCD DIRECTOR: Bryan Horn

¹ Source: <https://data.hrsa.gov/tools/shortage-area/hpsa-find>

² Source: <https://voee.org/virginia-2024-high-demand-occupations-dashboard/>

VII. GOVERNANCE AND POLICY COMMITTEE REPORT

- a. **Action Item:** Amended Board Policy #4 - Growth of Traded Industry Clusters



Memorandum

TO: GO Virginia Board Members

FROM: DHCD Staff

RE: Amended Board Policy #4 - Traded Sector Industry Definitions

DATE: 06/04/2024

BACKGROUND:

As part of the 2023 JLARC Report regarding the GO Virginia Program, the Commission adopted a series of recommendations. Specifically, recommendation 5 recommended that the Board revise the program definition of traded sector activities.

The specific language of recommendation 5 reads as follows:

“The GO Virginia board should revise its policies to include a more detailed definition of traded sector activities, modeled on the definition used by the Virginia Economic Development Partnership’s Virginia Jobs Investment Program, which can be used to determine project eligibility.”

JLARC reported the following details in consideration of their recommendation:

- a) *At the inception of GO Virginia, the board determined the program should be focused on traded sector industries.*
- b) *Economists and program stakeholders – including board and council members – agree that it is appropriate for GO Virginia to focus on growing the traded sector because these activities have the biggest potential economic impact.*
- c) *Traded sector activities bring in new revenue from outside the state instead of simply reallocating existing economic activity within the state and can have a more significant impact on the economy. Traded sector industries also generally pay higher wages.*
- d) *The board policy establishing the traded sector eligibility requirement is not well defined and is largely open to interpretation.*
- e) *The policy does not clearly define if the traded sector refers to whole industries or activities within an industry. It also does not clearly define if “traded sector” refers to industries or activities that sell a majority of their goods or services outside Virginia or those that compete in international markets.*

The referenced Board Policy # 4 currently reads as follows:

Board Policy #4

TITLE: Use of GO Virginia Funds for Scholarships and Nontraded Sectors

EFFECTIVE DATE: 12/12/2017

AUTHORITY: § 2.2-2486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for projects in non-traded sectors where median wages fall below regional averages. The Board will consider future applications from these sectors that can demonstrate that the project will create higher-paying jobs across the industry sector and that the project will generate out-of-state revenue despite being a non-traded sector, such as a center of excellence or specialized/innovative model.

Furthermore, it is the policy of the Virginia Growth and Opportunity Board that funds shall not be used for initiatives that are unsustainable beyond GO Virginia funds, such as scholarships.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 12/12/2017.

SUPERSESSION: This Board policy is new.

DHCD DIRECTOR: William Shelton

At the March 12, 2024, meeting of the GO Virginia Governance and Policy Committee, the Committee discussed Recommendation 5 and determined that the best path forward would be to enact a new version of Board Policy #4. Committee members determined that the new version of Policy # 4 should include language stating that funds shall be used to support the growth of prioritized traded industry clusters as identified by the GO Virginia regions in their Growth and Diversification Plans. The new policy would include a specific definition of traded sector industries but allow flexibility for the Board to adopt additional subsequent policies that make targeted exceptions to the Policy. Sustainability and scholarships would be shifted to administrative guidance.

At the May 22, 2024, meeting of the Committee, Committee members voted to recommend the new version of Board Policy #4 (attached). It was also acknowledged that ongoing administrative guidance updates for FY25 will include language addressing removed components of the previous policy, specifically language regarding sustainability and prohibiting scholarships as a fundable activity.



Board Policy #4

TITLE: Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters

EFFECTIVE DATE: 06/4/2024

AUTHORITY: § 2.2-486 - §2.2-2489 of the Code of Virginia

POLICY STATEMENT: It is the policy of the Virginia Growth and Opportunity Board that program funds shall be used to support the growth of prioritized traded industry clusters as identified in each Regional Council's Economic Growth and Diversification Plan.

A traded industry cluster is defined as industry sector(s) where the majority of goods and services are sold or have the potential to be sold outside the Commonwealth.

It is within the powers of the Board to adopt superseding policies that make targeted exceptions to this Policy should the Board identify challenges that would otherwise hinder the growth of traded industry clusters.

APPROVAL AND REVIEW: This Board policy was reviewed and approved on 06/11/2024.

SUPERSESSION: This policy includes amendments to Board Policy #4, which was originally approved on 12/12/2017.

DHCD DIRECTOR: Bryan Horn



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

VIII. INFORMATION ITEMS

- a. Regional Council Letters on JLARC Recommendations
 - i. Joint Letter Council Letter
 - ii. Region 6 Council Letter
- b. DHCD Administratively Approved Projects



Memorandum

TO: GO Virginia Board Members
FROM: DHCD Staff
RE: Regional Council JLARC Letters
DATE: 3/12/2024

BACKGROUND: DHCD Staff has received two letters regarding the Joint Legislative Audit and Review Commission's (JLARC) report on the program since the December State Board meeting. One of these came from Regional Council leadership across every region and one came from the GO Virginia Region 6 Council specifically.

LETTER FROM THE REGIONAL COUNCIL CHAIRS

DHCD staff received a letter addressed to Chair Agee dated December 21, 2023. The letter, signed by leadership from each Regional Council, addressed recommendations in the JLARC report on the program. In particular, it expressed support for the expansion of eligible applications for the Statewide Competitive Fund and encouraged engagement with regional leadership with the new State Board Committee structure. It also encouraged consideration of returning to the match requirements used during the COVID period.

LETTER FROM GO VIRGINIA REGION 6 COUNCIL

DHCD staff also received a letter addressed to Chair Agee dated February 12, 2024, from the GO Virginia Region 6 Council. This letter expanded on the aforementioned letter from every region by noting additional recommendations that they thought were important to adopt. These included emphasizing other metrics such as an overall increase in workforce, relying less upon the ROI calculation in assessing project, and including representation from each GO Virginia region.



December 21, 2023

Nancy Howell Agee, Chair
GO Virginia State Board
c/o Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

Dear Chair Agee,

We join you in celebrating the release of the recent Joint Legislative Audit and Review Commission (JLARC) report on the GO Virginia program. The report's headline conclusions, that GO Virginia is improving regional collaboration and that projects have positive regional economic impacts, validate the choices we have made to volunteer our time to participate in the program at the regional level.

We also want to thank you and state staff for taking proactive steps to address issues covered in the report. The creation of new paths for access to the State Competitiveness Fund will be of great value in addressing one of JLARC's concerns with the full utilization of program funds. We also appreciate the creation of several state board committees to engage on issues of evaluation and process. We hope regional leadership will be purposely engaged in discussions with these committees and active contributors, moving the program forward together.

We also believe serious consideration is warranted for JLARC's recommendation to amend the Code of Virginia to return match requirements for GO Virginia projects to those utilized during the FY21–FY23 timeframe. The JLARC report provides very persuasive evidence that the 2:1 match requirement for all types of grants and waiver of local match enhanced the utilization of funds, increased the commitment of other matching funds, and still provided meaningful paths for local commitments.

Yours in partnership,

DocuSigned by:
Mark Eschle
F3C300CCDD744FF...

Mark Eschle
Chair, GO Virginia Region 1 Council

DocuSigned by:
William Amos
09E3FDB4D8154E4

William Amos
Chair, GO Virginia Region 2 Council

DocuSigned by:
Timothy Clark
F5D2C7FACA06437...

Timothy Clark
Chair, GO Virginia Region 3 Council

DocuSigned by:
Mark Hourigan
CCB9EFFFD91A4ED...

Mark Hourigan
Chair, GO Virginia Region 4 Council

DocuSigned by:
Thomas Frantz
8E72C7F15B2A4E6...

Thomas Frantz
Chair, GO Virginia Region 5 Council

DocuSigned by:
John Anzivino
3A994B1D7B76472...

John Anzivino
Chair, GO Virginia Region 6 Council

DocuSigned by:
Raul "Danny" Vargas
333FEC108154496...

Daniel Vargas
Chair, GO Virginia Region 7 Council

DocuSigned by:
Joanie Eiland
85B0A3C14EAF403...

Joanie Eiland
Vice-Chair, GO Virginia Region 8 Council

DocuSigned by:
Ethan Dunstan
BA3996D3F50E481...

Ethan Dunstan
Chair, GO Virginia Region 9 Council

cc: Sara Dunnigan, DHCD Deputy Director



Mary Ball Washington Regional Council
GO Virginia Region 6
406 Princess Anne
Street Fredericksburg,
VA 22401
www.govirginia6.org

February 12, 2024

Ms. Nancy Howell Agee, Chair
Virginia Growth and Opportunity Fund
c/o Virginia Department of Housing & Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Chair Agee:

We would first like to thank DHCD and the GO Virginia State Board for their dedication in endeavoring to continuously improve the program. With that in mind, we are writing to follow up on the letter submitted on behalf of all regions regarding the recent JLARC report.

We strongly agree with the points made in the letter but want to highlight additional recommendations in the JLARC report that our region would like to see adopted. They are as follows:

- Emphasizing other metrics such as an overall increase in workforce and economic activities as much as job creation.
- Relying less upon the 3-year and 5-year ROI of a project to assess its potential impact.
- Representation from each GO Virginia region. Our Council strongly feels that including at least one member from each of the 9 regions is imperative. We feel that, among other things, it would assist current State Board members in understanding the unique economic opportunities in each region.

Thank you for your consideration and thank you again for your work in helping this worthwhile program reach its potential.

Sincerely,

John Anzivino

John Anzivino (Feb 15, 2024 14:59 EST)

John Anzivino
Mary Ball Washington Regional Council Chair

Sincerely,

A handwritten signature in black ink that reads 'Jeff Szyperski'.

Jeff Szyperski (Feb 15, 2024 09:58 CST)

Jeff Szyperski
Mary Ball Washington Regional
Council Vice-Chair



Administratively Approved Planning Grant Applications

Administrative Approvals: Planning Grants

ASD Agricultural Campus Site Planning

Region: 1

Applicant(s): Appalachian Sustainable Development (ASD)

Participating Localities: City of Bristol (advisory committee), Carroll County (advisory committee), Lee County (advisory committee), Tazewell County (advisory committee), Washington County (advisory committee)

Investment Strategy: Startup Ecosystem

Targeted Industries: Agriculture/Food & Beverage Manufacturing

Type of Project: Planning Grant

Project Goal(s): To develop a physical location that fosters innovation, collaboration, and curriculum for early-stage and small-scale agricultural businesses in Region 1.

Project Description: The applicant will hire contract consultants to develop a business and marketing plan, an economic impact analysis, and basic architectural and engineering planning for the ASD Agricultural Campus, which will increase the capacity of the organization to provide workforce training, agricultural expertise and resources for small farmers aspiring to grow their market access, and access to capital for businesses looking to expand.

GO Virginia funding will be used for contract services for architectural/engineering planning, business and marketing planning, and an economic impact study.

Match for the project will be used for architectural and engineering studies, environmental assessments, and other planning activities.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 25,000
Matching Funds	\$ 25,000
Local Match	\$ 0
Additional Leverage	\$ 18,500
Total Project Budget	\$ \$68,500

Products:

- Architectural and Engineering Plan
- Business and Marketing Plan

ASD Agricultural Campus Site Planning

- Economic Impact Study

Staff Discussion:

- While this is an early-stage endeavor to better focus the needs of the Agricultural Campus, ASD has a track record of developing relationships with small agricultural businesses and providing needed expertise, capital access, and market access to early-stage and smaller-scale agricultural businesses.
- The applicant is well connected, within the Region and also across Appalachia and the nation. The applicant provides an opportunity for local agricultural producers to scale and access markets in a way that would not otherwise be attainable.

Administrative Approvals: Planning Grants

Wiselink Coalfield Transformation Project

Region: 1

Applicant(s): Wise County

Participating Localities: Wise County (advisory board), Lee County (advisory board), City of Norton (advisory board), Scott County (advisory board), Dickenson County (advisory board)

Investment Strategy: Site Development & Infrastructure

Targeted Industries: Energy and Minerals, Information and Emerging Technologies

Type of Project: Planning Grant

Project Goal(s): To increase the inventory of shovel-ready sites in GO Virginia Region 1.

Project Description: The applicant will hire contract consultants to develop a preliminary transmission planning strategies report that will determine the scope of resources required to significantly bolster the electric power grid in the Region. This planning effort will inform an upcoming implementation application to the U.S. Department of Energy to connect the Region to large power providers capable of increasing the gigawatt availability to area land developers. The project will result in a large capacity increase that will make land within the Region more marketable to firms with high electrical needs such as data centers. The final deliverable will be an executive summary describing the report due to the need for protection of proprietary information that is subject to Non-Disclosure Agreements.

GO Virginia funds will be used for contract services for coordination and the development of the transmission planning strategies report. Matching funds will be in-kind contributions from additional consultants providing expertise on the transmission planning strategies report.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 99,481.70
Matching Funds	\$ 55,639
Local Match	\$0
Additional Leverage	\$0
Total Project Budget	\$ 155,120.70

Wiselinks Coalfield Transformation Project

Products:

- Transmission Planning Strategies Report

Staff Discussion:

- This study will directly contribute to the applicant's pursuit of a \$183M U.S. Department of Energy grant.
- The overall implementation aspect and benefits of the project will have a significant impact on the marketability of sites across the Lonesome Pine RIFA – including Lee County, Norton City, Wise County, Scott County, and Dickenson County.

Administrative Approvals: Planning Grants

MRRP Site Selection Identification and Evaluation, 2024

Region: 1

Applicant(s): Mount Rogers Regional Partnership (MRRP)

Participating Localities: Bland County (cash match), Carroll County (cash match), Grayson County (cash match), Smyth County (cash match), Wythe County (cash match), City of Galax (cash match)

Investment Strategy: Site Development & Infrastructure

Targeted Industries: Advanced Manufacturing, Food and Beverage Manufacturing, Agriculture, Information and Emerging Technologies, Warehousing & Logistics, and Energy & Minerals

Type of Project: Planning Grant

Project Goal(s): To increase the inventory of shovel-ready sites in GO Virginia Region 1.

Project Description: The applicant and partnering localities will work with a consultant team to collect site data, conduct GIS analysis, and conduct fieldwork to identify 20-30 sites of at least 50-100 acres that may be ripe for future development. The sites will then be further studied to determine the 10 sites best suited for future development. After the 10 sites are identified, they will be presented to localities for prioritization and MRRP will assist the localities in applying for future site development funding opportunities, as well as strategic planning potentially including the formation of Regional Industrial Facilities Authorities.

GO Virginia funding will be used for contract services for consultant fees and data source tools. Match for the project will be used for contract services and in-kind time from the applicant for project administration.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 50,000
Local Match	\$ 25,000
Additional Leverage	\$ 179,250
Total Project Budget	\$ 302,880

Products:

- Site Identification and Evaluation study completed

MRRP Site Selection Identification and Evaluation, 2024

Staff Discussion:

- The applicant has detailed the current sites available and demonstrated the need for identification of future sites not currently on the radar of the localities.
- VEDP has indicated support for the project, noting that sites of the size targeted by this project are in demand and the existing inventory of those sites is dwindling.
- The applicant has already held communication with key stakeholders, including VEDP, and is positioned to both manage this project as well as provide technical assistance to member localities as sites are selected and an eye toward implementation via the GO Virginia program comes into focus

Administrative Approvals – Planning Grants

Career Pathway Development Initiatives for the Lynchburg Region

Region: 2

Applicant(s): Lynchburg Regional Business Alliance

Participating Localities: Town of Amherst, Town of Appomattox, Amherst County, Bedford County, Campbell County, Lynchburg City

Investment Strategy: Workforce Development

Targeted Industries: Materials and Machinery Manufacturing

Type of Project: Planning Grant

Project Goal(s): To increase the pool of qualified workers in the materials and machinery manufacturing targeted industry sector.

Project Description: This project proposes a two-pronged approach to better understanding the landscape of the materials and machinery manufacturing industry in Region 2's nuclear sector. The primary focus of this effort is hiring a consultant to do a skills gap analysis which will help to determine the skills not being currently taught in the Lynchburg area that would benefit area employers seeking a qualified local talent pool. The second part of the approach is to hold employer-school leadership roundtables and employer facility tours, described by the initiative as Educator Academy. These roundtables will be geared toward educating educators about workforce needs and employers about educational offerings and will serve as a staging ground for producing data and information that can be used as part of the skills gap analysis.

GO Virginia funding will be used for planning and piloting the educator workforce academy, for contract services to hire a consultant for conducting the skills gap analysis, and for grant administration by the supporting organization.

Match for the project will be used for LRBA salaries for planning and administration of the project, staff hours from Central Virginia Workforce Development Board for implementation of the Educators Academy, and cash match from Lynchburg City for hiring the consultant to conduct the skills gap analysis.

Career Pathway Development Initiatives for the Lynchburg Region

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 40,500
Matching Funds	\$ 37,500
Local Match	\$18,750
Additional Leverage	
Total Project Budget	\$ 78,000

Products:

- Nuclear Manufacturing Skills Gap Assessment

Outcomes:

- 50 educators trained

Staff Discussion:

- Training educators to be more familiar with the available careers that students could pursue seems like a worthwhile endeavor that could inspire faculty to align resources to support the workforce of the future. If this model is proven successful through this pilot, it could be a scalable effort employed by other localities and regions.
- Lynchburg Regional Business Alliance is the key figure in this endeavor and holds close ties with many of the area employers, including those employers who would most benefit from this effort such as BWXT Technologies.

Administrative Approvals: Planning Grants

Amelia County Regional Commerce Center Planning Grant

Region: 3

Applicant(s): Amelia County EDA

Participating Localities: Buckingham County, Charlotte County, Lunenburg County, Nottoway County, and Prince Edward County via a partnership with the Heartland Regional Industrial Facilities Authority

Investment Strategy: Site Development and Infrastructure

Targeted Industry(s): The sector suitability study will determine which of Region 3's traded industries could be supported by this site

Type of Project: Planning Grant

Project Goal(s): To increase the inventory of business-ready sites within Virginia's Heartland Region.

Project Description: Amelia County Economic Development Authority recently acquired a 134-acre site on the north side of Rt. 360 and has rezoned the property to Industrial M-1 in June 2023. The site is not currently served by water, sewer, or gas. Before the due diligence activities are undertaken, the County will complete a site sector suitability study to determine which of Region 3's traded industry clusters could be supported. The following activities will be completed as part of this study:

1. Evaluate the site features, layouts, and infrastructure to determine the potential industry sectors that the site can
2. Review readily available information to determine public water and sewer capacities, current and future expandability for the Amelia Courthouse Sanitary District system located at Amelia Courthouse, and determine the approximate water and sewer capacities that can be provided for the site.
3. Investigate current electrical utility transmission corridors and potential capacities with Dominion Energy.
4. Investigate potential natural gas availability and capacities with Columbia Gas of Virginia.
5. Analyze project announcements and RFI information relative to Region 3 target industries.
6. Determine the appropriate target industries that can be accommodated with on-site utilities (well and small wastewater package plant).
7. Determine the appropriate target industries that can be accommodated with public utilities extended to the site.

Amelia County Regional Commerce Center Planning Grant

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 21,000
Matching Funds	\$ 10,500
Local Match	\$ 10,500
Additional Leverage	\$ 624,000
Total Project Budget	\$ \$655,500

Products:

- Completion of the Site Sector Suitability Study

Staff Discussion:

- Resolution from Heartland Regional Industrial Facilities Authority and the Commonwealth Regional Council (made up of the same localities) endorses this project and commits to support and assist with marketing the property.
- DHCD, in consultation with VEDP, determined that the County should conduct a site suitability study to ensure that the property, given its limited utility infrastructure, would be suitable to one or more of the targeted industries in Region 3's Growth and Diversification Plan.
- If it is determined the suitability study can support one or more of Region 3's traded industry clusters, it is anticipated Amelia County will follow up with a request to complete the due diligence work, allowing the site to be advanced from a Tier 2 to a Tier 3 along VEDP's Virginia Business Ready Sites Program (VBRSP) scale.

Administrative Approvals: Planning Grants

Greater Richmond Cluster Analysis

Region: 4

Applicant(s): Greater Richmond Partnership (GRP)

Participating Localities: Greater Richmond Partnership (cash match) on behalf of its member localities (the City of Richmond, Henrico County, Hanover County, and Chesterfield County)

Investment Strategy: Cluster Scaleup

Targeted Industries: Advanced Manufacturing, Information Technologies, Logistics, Biosciences

Type of Project: Planning Grant

Project Goal(s): To develop a plan with actionable strategies for growing targeted industry sectors within the Greater Richmond subregion

Project Description: The Greater Richmond Partnership proposes to engage a consultant to analyze the Richmond subregion and make recommendations on strategies for growing clusters specific to this subregion. The foundational research and strategies generated by this plan will also be leveraged by PlanRVA as they begin to generate a Comprehensive Economic Development Strategy (CEDS) for the region. GO Virginia funds would be used for contract services for the consultant and grant administration by the support organization. Matching funds would cash match from GRP and would be used for contract services from the consultant.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 87,500
Matching Funds	\$ 87,500
Local Match	\$ 43,750
Additional Leverage	\$
Total Project Budget	\$ 175,000

Products:

- Cluster Analysis for greater Richmond region, including actionable strategies for growing the clustered identified as having the highest potential in the study

Greater Richmond Cluster Analysis

Staff Discussion:

- Opportunity to engage with a regional group in the Richmond area that has not received GO Virginia funding before
- Plan would connect with other work being done to position the region for federal funding opportunities

Administrative Approvals: Planning Grants

Workforce Development Plan for Western Tidewater Mechatronics Program

Region: 5

Applicant(s): Paul D. Camp Community College

Participating Localities: Cities of Suffolk (in-kind), City of Franklin (in-kind), Southampton County (in-kind), Isle of Wight County (in-kind), Hampton Roads Workforce Council (in-kind)

Investment Strategy: Workforce Development

Targeted Industries: Logistics/Port Operations/Warehousing

Type of Project: Planning Grant

Project Goal(s): To fill higher-paying jobs in the logistics industry sector by exploring needs and opportunities for mechatronics training.

Project Description: Paul D. Camp Community College requests \$100,000 in GO Virginia funding to support a planning phase project for employer engagement and development of additional mechatronics career and technical education programming. This planning phase would involve working with employers in the regions regarding skill needs and where gaps currently exist, as well as strategies for meeting these needs. This information would be used to explore development of new short-term workforce programs and expanded capacity for the program as a whole. GO Virginia funds would be used for contract services to hire a consultant for research and analysis, as well as salary and fringe for program staff at Paul Camp Community College to manage the project. Matching funds would come from in-kind time given by locality and Hampton Roads Workforce Council staff in support of the project.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,000
Local Match	\$ 50,000
Additional Leverage	\$
Total Project Budget	\$ 200,000

Workforce Development Plan for Western Tidewater Mechatronics Program

Products:

- Development of a comprehensive workforce plan to address skill and workforce gaps in mechatronics

Staff Discussion:

- Exciting opportunity to engage Camp Community College and work with the western portion of Region 5
- Good collaboration among the localities and Workforce Council in the region

Administrative Approvals: Planning Grants

Future Kings Life Sciences Workforce Development Pilot Program

Region: 7

Applicant(s): Future Kings

Participating Localities: Loudoun County (recruitment and referrals), Prince William County (recruitment and referrals), and City of Manassas (recruitment and referrals).

Investment Strategy: Workforce Development

Targeted Industries: Life Sciences

Type of Project: Planning Grant

Project Goal(s): To accelerate entry level job readiness for emerging biomedical job opportunities in life sciences for underserved black and Latino populations by increasing the pool of interested students in the K-12 system and providing two internship opportunities for graduate students and college credit opportunities for secondary students.

Project Description: This program will accomplish its project goal through a two-part process: 1) increasing the number of graduate school candidates who meet the qualifications of the most in-demand jobs of area life science employers, and 2) creating a pipeline of area secondary school students who are prepared and motivated to pursue a career in the life science industry and have the opportunity to earn college credits through American Council on Education (ACE).

GO Virginia funds will be used to pay for project management and curriculum delivery. Matching funds will be used for graduate student stipends, instruction expenses, training consultant services, and administration of the program.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,000
Local Match	\$ 0
Additional Leverage	\$ 19,750
Total Project Budget	\$ 219,750

Future Kings Life Sciences Workforce Development Pilot Program

Products:

- Approval of the Future King Biomedical Sciences workforce development program by American Council on Education (ACE) credits to be able to offer college credit to students in the program
- Study of alignment between employer needs and the Future Kings Biomedical Sciences program

Outcomes:

- 30 students trained in grades 6-12
- 3 graduate student internships completed (graduate student instructors)

Staff Discussion:

- Great opportunity to target an under-represented population for future employment in the Life Sciences.
- Partnerships in place with Virginia Bio Connect to have graduate students referred to the program as instructors and with GMU's Institute for Biohealth Innovation to help refer Future Kings instructors for entry level job opportunities.
- MOUs are in place with two school divisions (Manassas and Prince William) to refer secondary students to the program.

Administrative Approvals: Planning Grants

Career Investigations: Pathways to Your Future

Region: 7

Applicant(s): Alexandria City Public Schools (ACPS)

Participating Localities: Arlington County Public Schools (advisory committee), Fairfax County Public Schools (advisory committee), Loudoun County Public Schools (advisory committee), Alexandria City Public Schools (advisory committee), Manassas Park City Public Schools (advisory committee), Manassas City Public Schools (advisory committee)

Investment Strategy: Workforce Development

Targeted Industry(s): Computer Software, Cybersecurity, Financial Services, Life Sciences, Emerging Technologies, and Health Sciences

Type of Project: Planning Grant

Project Goal(s): To increase awareness of middle schools students of in-demand STEM-H careers within the Region and develop a pathway to careers.

Project Description: This effort will work with middle school students in Northern Virginia focused on Computer Science, Life Science, Emerging Technologies, Financial Services, and the Health Science industries, with the development of a comprehensive 9-week readiness and exploration curriculum. A consultant will be identified to design and develop the curriculum in collaboration with ACPS and an advisory committee comprised of CTE leadership representatives from the other participating school divisions listed and representation from the Northern Virginia Community College. The curriculum content will include real word examples, hands-on activities, interactive lessons, and a dedicated module that will help students develop their personalized academic and career plans. The content will introduce students to local career opportunities, industry certifications, and a wide range of occupations within the targeted industries. Additionally, through training sessions and workshops, there will be an opportunity to enhance educators' proficiency in delivering the curriculum.

GO Virginia funds will be used to pay for contracts services, project management and oversight, and indirect costs. Matching funds will be used for school division staff time and waived training workshops.

Career Investigations: Pathways to Your Future

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 100,000
Matching Funds	\$ 100,035
Local Match	\$ 73,535
Additional Leverage	\$ 0
Total Project Budget	\$ 200,035

Products:

- Playbook to include:
 - New curriculum/modules developed
 - Addresses how model can be scaled in Region 7
 - What the pathways would look like for high school students related to dual enrollment, credentialing, internships, etc.

Outcomes:

- 5,050 individual students trained (5,000 middle schools student and 50 teachers)

Staff Discussion:

- Opportunity to for middle schools students to complete the career investigations required coursework from the Department of Education (DOE) in the Region 7 targeted industries by exposing them these types of career opportunities.
- Excellent opportunity for a playbook to help develop a pipeline towards industry certifications and other credentialing, particularly dual enrollment.

Administrative Approvals: Planning Grants

Blue Mountain RIFA Feasibility Study

Region: 8

Applicant(s): Shenandoah Valley Partnership (SVP)

Participating Localities: Rockbridge County (cash match), City of Buena Vista (cash match), City of Lexington (cash match), Bath County (cash match), Highland County (cash match), City of Waynesboro (cash match), City of Staunton (cash match), Augusta County (cash match), Rockingham County (cash match), City of Harrisonburg (cash match), Page County (cash match), Shenandoah County (cash match)

Investment Strategy: Site Development & Infrastructure

Targeted Industries: Advanced Manufacturing

Type of Project: Planning Grant

Project Goal(s): To increase the inventory of shovel-ready sites in GO Virginia Region 8.

Project Description: The project team will perform a feasibility analysis of the Blue Mountain site for a proposed Regional Industrial Facilities Authority to include a comprehensive economic analysis of the property and the creation of a RIFA.

GO Virginia funding will be used for a feasibility analysis of the site, including a market assessment, site analysis, marketing and implementation strategy, and an economic impact analysis, as well as for project administration. Match for the project will be used to hire legal counsel to create the RIFA and include in-kind support from SVP staff administering the project.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 78,630
Matching Funds	\$ 45,000
Local Match	\$ 45,000
Additional Leverage	\$ 0
Total Project Budget	\$ 123,630

Products:

- Blue Mountain Site Feasibility Analysis
- Formation of Blue Mountain RIFA

Blue Mountain RIFA Feasibility Study

Staff Discussion:

- The Blue Mountain Site is the most promising site in the Region and the development of a RIFA will allow localities to mutually invest and benefit from the property.
- This site has long been a priority of the localities of the Region, and its proximity to an airport, a major interstate, and several institutions of higher education make the site a strong candidate for future development.
- This project represents a strong demonstration of local participation, both from an initial funding standpoint and from RIFA creation. The Shenandoah Valley Regional Airport Authority has agreed, in principle, to host the RIFA.

Administrative Approvals – Planning Grants

Winchester Airport Advanced Air Mobility Pipeline Study

Region: 8

Applicant(s): Winchester Regional Airport Authority

Participating Localities: Frederick County (advisory), Clarke County (advisory), Warren County (advisory), Shenandoah County (advisory), City of Winchester (advisory)

Investment Strategy: Cluster Scale-up

Targeted Industries: Manufacturing, Information Technology and Emerging Technologies, Transportation and Logistics

Type of Project: Planning Grant

Project Goal(s): To support the growth of the emerging advanced air mobility industry cluster in GO Virginia Region 8.

Project Description: The applicant will perform necessary due diligence, including comprehensive market analysis, development of a talent pipeline playbook, and an analysis of available land at the Winchester Regional Airport to define a clear pathway for launching, bolstering, and accelerating the emerging advanced air mobility industry cluster.

GO Virginia funding will be used for a market feasibility study and development of an advanced air mobility workforce playbook.

Match for the project will be used to perform environmental assessments to determine the impact of developing 30 acres of land at Winchester Airport for the express purpose of supporting developments in the advanced air mobility industry cluster.

Project Budget:

Type of Funds	Totals
GO Virginia Request	\$ 71,000
Matching Funds	\$ 71,000
Local Match	\$
Additional Leverage	\$
Total Project Budget	\$ 142,000

Winchester Airport Advanced Air Mobility Pipeline Study

Products:

- Regional Market Study
- Advanced Air Mobility Workforce Playbook
- Environmental Assessment for Impact of Advanced Air Mobility

Staff Discussion:

- This project demonstrates a future-forward approach to an emerging industry cluster that touches many targeted industries that the Region 8 Council has prioritized, including information technology, manufacturing, and transportation and logistics.
- This emerging technology cluster is estimated to generate more than \$4B in Virginia's economy, as stated by a report developed by VIPC.
- This project is a shared effort among the partner members of the Winchester Airport Authority and will heavily rely on the individual school systems for information that will build the workforce report. Ultimately this report will result in workforce recommendations that could potentially impact every locality across Region 8.
- The project applicant has stated a common interest in collaborating with Shenandoah Regional Airport, which is found in the southern portion of the Region. This should provide synergies and promote further regional collaboration between the Northern Shenandoah Valley and South/Central Shenandoah Valley.