



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

PROGRAM MANUAL

Updated March 2023



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Section 1: About the Program

Background

GO Virginia is a collaborative economic development initiative that engages Virginia businesses, local governments, and other regional partners to create more diverse, connected regional economies across the Commonwealth. The program seeks opportunities to promote private sector growth in targeted, traded industry clusters and create high-paying jobs through incentivizing regional cooperation and collaboration.

The Virginia Growth and Opportunity (GO Virginia) Board was created in 2016 by the Virginia General Assembly with the passage of the Virginia Growth and Opportunity Act. The Virginia Growth and Opportunity Act is located in Virginia Code under [§ 2.2-2484](#).

The Virginia 2020-2022 Biennium Budget appropriated \$34,450,000 and \$30,000,000 to the GO Virginia Fund for 2021 and 2022, respectively. For the 2022-2024 Biennium, the GO Virginia Fund has appropriated \$30,000,000 for each year.

Purpose

Money from the Virginia Growth and Opportunity Fund, also created through the Virginia Growth and Opportunity Act, is used to fund economic development projects in nine designated regions. The certified regional councils must develop growth and diversification plans in order to qualify to receive grants from the Fund. Any project put forward by a regional council must be approved by the GO Virginia State Board. The Agency has the authority to administratively approve requests of \$100,000 or less to support planning activities, small-scale pilot projects, or demonstration projects that serve as a proof of concept. There are three separate grant categories that can be utilized from the Fund, as established in Virginia Code [§ 2.2-2487](#):

- **Capacity-building funds** – these funds support the organizational efforts of each regional council, such as capacity-building activities, project prioritization, and studies and analyses related to the creation of a regional Growth and Diversification Plan, as well as identifying current and potential gaps in education and skills in the region. Each region receives \$250,000 each year for administrative support.
- **Per capita funds** – funds reserved for specific projects in each region, based on its share of the state population. Population estimates are made by the Weldon Cooper Center for Public Service at the University of Virginia. The amount of per capita funds awarded to each region is based on the regional population - regions with higher populations receive more funding. However, each region receives at least \$1,000,000, with additional funds awarded on top of that based on population.

- **Competitive funds** – funds that are awarded to statewide or interregional projects with expected high economic impact and outcomes, without taking into account the region’s population. Competitive funds are awarded to projects involving two or more regions.
- **Talent Pathways Initiative funds** – these funds recently appropriated by the 2022 General Assembly are for planning grants to support analysis of the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets. Talent Pathways Initiative- Planning funds are allotted to each region for up to \$250,000. It is anticipated that the Board, with subsequent funding, will be able to support implementation projects for talent pathways initiatives. Please see these [Talent Pathways Initiative Planning Guidelines](#) for more detailed information.
- Additional funding pools may be made available by the State Board. Please visit <https://www.dhcd.virginia.gov/gova> for up-to-date additional funding opportunities.

An up-to-date document detailing the GO Virginia funding stream appropriations and allocations can be found [at this link](#) on the GO Virginia regional materials page under “General Program Information.” There are documents breaking down the funding streams by year.

GO Virginia Goals & Mission

The mission statement is as follows:

GO Virginia will create more higher-paying jobs through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens the economy in every region.

The goals of GO Virginia are to:

- Create higher paying jobs in targeted traded industry sectors
- Grow and diversify regional economies
- Encourage and incentivize regional collaboration

Regional Collaboration and Meaningful Local Participation

Foundational to the GO Virginia program is the concept of regionalism and growing and diversifying regional economies through the collaboration of at least two Virginia localities on a region. The enabling legislation for GO Virginia funds states in [§ 2.2-2489](#) :

“Moneys in the Fund shall be used to facilitate regional collaboration on economic growth and diversification. Specifically, the Fund shall be used to incentivize and encourage cooperation among business, education, and government on regional strategic economic development and workforce development efforts.” To demonstrate this collaboration, eligible projects must demonstrate the participation of two or more localities, political subdivisions, or public bodies. The [Memo on Regional Collaboration and Local Participation](#) provides additional information.

Grant Information

GO Virginia grants are reimbursement-based grants; project work must be completed and paid for prior to receiving grant funds. Applicants may apply for Per Capita grants or Statewide Competitive grants.

Capacity Building Funds - Capacity Building funds are awarded to each of the nine GO Virginia regions on an annual basis and are meant to support the administrative efforts and organization of regional councils.

Per Capita Project Funds - Per capita project funds are allocated to each regional council based on the region's per capita share of the state population. These funds are then awarded for projects of regional significance that will create higher paying jobs in industries that derive their revenue from out of state sources. There are three types of projects funded through this pool of GO Virginia funds:

1. *Planning Grants* (formerly Enhanced Capacity Building Grants) -grants designed to build regional capacity for project development and implementation. These planning grants lead to future GO Virginia implementation projects. For planning and feasibility studies, regions are limited to \$250,000 per program year and no project can be more than \$100,000.
2. *Per Capita Implementation Projects* – grants designed for regional collaborations that will build the infrastructure necessary for the creation of higher paying jobs.
3. *Regional Entrepreneurship Initiative (REI)* - Regional councils can currently apply to the state board to utilize \$300,000 of their per capita funding to support enhanced capacity building projects. While these types of projects would typically be considered as enhanced capacity building and, therefore, limited to \$100,000, the Board allows for additional spending to facilitate establishment of the REI. To encourage the regions to move quickly with implementation of the regional plan, funding for the REI is limited to no more than two years. Additionally, the GO Virginia Board will waive the local match requirement, and the usual \$1:1 matching requirement will be reduced to \$2:1 (e.g. a \$300,000 request will require \$150,000 match of non-state sources).

More information is outlined in the [GO Virginia Regional Entrepreneurship Initiative Guidance](#).

Statewide Competitive Project Funds – Statewide Competitive project funds are awarded for projects of statewide significance, either through interregional collaboration or significant economic opportunity that will create higher paying jobs in industries that derive their revenue from out of state sources.

For more information, please see the [Statewide Competitive Fund Project Guidance](#).

Board Policies relating to Per Capita and Competitive Project Funds:

[Board Policy #3 – Administrative Approval Process for Grants under \\$100,000 from Regional Per Capita Grant Allocations](#)

[Board Policy #6 – FY19 Per Capita Allocation and Competitive Fund Redistribution](#)

Talent Pathways Initiative – The 2022 General Assembly provided \$2.5 million to the GO Virginia State Board for planning grants to support analysis of the workforce needs of regional businesses and the identification of the skills and training that can help prepare Virginians to fill available jobs in regional markets.

Administrative Guidance Materials relating to Talent Pathways Initiative:

[Talent Pathways Initiative Guidance](#)

[Talent Pathways Initiative FAQs](#)

Program Investment Strategies

GO Virginia supports four economic development strategies – workforce development, site and infrastructure development, innovation and entrepreneurial ecosystems, and cluster scale-up activities.



Workforce Development

No issue is more important to the economic diversification, growth, and competitiveness of Virginia than the quality of its workforce. GO Virginia emphasizes aligning talent with current and prospective job opportunities, adapting education and training programs to meet current and prospective Virginia business needs, and attracting and retaining needed talent from outside Virginia.

The overall goal of GO Virginia investments in workforce initiatives is to build new capacity that, in turn, creates a larger pool of qualified workers to meet unmet employer demand and address the need for new/emerging skills within area talent pools. In addition, training programs funded by GO Virginia resources should focus on occupations integral to the industry sectors identified in the region’s Growth & Diversification Plan and helping to prepare workers for sustainable jobs in those industries.

In keeping with the foundational elements of the GO Virginia Program, workforce development and talent attraction initiatives need to demonstrate strong engagement and support from industry partners. Specifically, projects around this framework should be substantiated by quantitative and qualitative data confirming the essential skills gaps and unmet needs of

regional employers. Solutions or new programs funded by GO Virginia should be innovative and not redundant or duplicative of other training resources in the region.

GO Virginia proposals focused in the workforce development investment strategy should first consider a region's Talent Pathways Initiative Planning effort early on in the proposal's development, whether the region's TPI Planning project is already underway or if under consideration by a regional council.

Project Elements and Allowable Activities

Skills Training: GO Virginia can be used to develop and implement new and innovative training programs that are not currently available within that region, or within a reasonable distance of the project location. For projects replicating training that exists elsewhere in the region or Commonwealth, those that can effectively scale, rather than duplicating, an existing program will be more appropriate. Scaled or expanded projects are generally those that involve collaborations across and between regions.

Industry Partnerships: GO Virginia strongly encourages private-industry partnerships for all types of projects. Securing financial and resource commitments from private-industry partners is a best practice, along with pledges to hire trainees or to upskill existing employees. Projects that address an explicit industry need, and demonstrate a clear, long-term demand for the skills and credentials provided by the program/project, will be the most successful. Those aiming to address a short-term need or the workforce requirements of a single business are ineligible for GO Virginia funding.

Expansion of Work-based Learning Opportunities: Projects that demonstrate a direct line of sight to job creation through student credentialing or work-based learning will have the best alignment with GO Virginia. This can include establishment of internships, apprenticeships, or other work-based learning opportunities supported and offered by businesses in the region's targeted sectors, as well as "match-making" activities that help facilitate student interests with available opportunities.

Sustainability: GO Virginia funds should be utilized to build the region's capacity to create jobs in the targeted sectors, and projects that demonstrate the ability to sustain that capacity will be most successful. Projects that reflect a short-term solution that is financially or functionally unsustainable will be viewed less favorably. Furthermore, projects that can be sustained through non-State resources are preferred to those creating new or expanded obligations for the State.

Online Platforms: GO Virginia can be utilized to establish platforms that will match talent with available opportunities (jobs or training), as is being pursued throughout the Commonwealth. Regions should pursue opportunities that can be scaled across boundaries, or systems that work in coordination with existing platforms, to avoid duplication of efforts. GO Virginia funds

should be focused on the buildout of such platforms, while marketing and outreach (for the platform or for a training program) would be more appropriately sourced from matching funds.

6th-12th Grade Initiatives: GO Virginia can be used to develop stronger connections between secondary education and the creation of higher paying jobs in the traded sectors. For projects with longer timelines between execution and outcomes (e.g. job creation), GO Virginia funds will be more difficult to attain, particularly those focused on early childhood and primary education.

Programs focused on skills development and exposure to targeted sectors for students in grades 6-12 will be viewed favorably by the GO Virginia Board. Similarly, education and training opportunities that provide for direct transition into the labor force or a related post-secondary training program can generally be supported. These initiatives should include elements that allow high school students to earn credentials or move into a community college program.

Workforce Development Project Outcomes

Project outcomes demonstrating success and achievement of the stated goals should be established for each project.

GO Virginia project outcomes for workforce development projects can include:

- Number of students trained
- Number of upskilled employees/jobs retained
- Number of new jobs created
- Number of businesses served
- Number of new internships created
- Number of new apprenticeships created
- Number of new programs/credentials implemented
- Number of credentials awarded
- Number of students enrolled in dual enrollment programs

Successful Talent and Workforce Development Project Example

RAAMP Welding Training - Region 8

- Address demand for welders in the Shenandoah Valley
- Expand training capacity through training equipment, instructors, and courses
- Trains 20 welders in 40-week cohorts



Site Development and Infrastructure

In May 2019, the GO Virginia State Board directed the Department of Housing and Community Development (DHCD) to work with the Virginia Economic Development Partnership (VEDP) to identify strategies for aligning investments through collaboration between GO Virginia and VEDP's Virginia Business Ready Sites Program (VBRSP). Since both entities share the goal of increasing the number of business-ready sites both regionally and statewide, additional site development activities will enhance the Commonwealth's competitive position, and ultimately expand the number of economic development prospects (new and expanding businesses) that choose Virginia.

In 2019, VEDP used VBRSP funds to analyze and characterize 466 sites across the State to augment the Commonwealth's sites inventory, and to determine the types and amount of investment required to make these sites shovel-ready. The VEDP Site Characterization process evaluated each property using a 5-level tiered system to show the degree of readiness for economic development. The sites readiness scoring system, along with a prioritization process guided by VEDP and aligned with each region's Growth and Diversification Plan, should serve as a guide to site investments by GO Virginia. Likewise, GO Virginia site development projects should be aligned with the Virginia Collaborative Economic Development Act, wherever possible.

The GO Virginia State Board approved Board Policy #9 - Use of GO Virginia Funds for Site Development Investments on December 9, 2019, stating that funds may be used for regional site planning efforts, as well as regional site development implementation activities. Specifically, GO Virginia funding of regional site planning projects should be used to initiate due diligence activities or advance a site through the lower level tiers of the VBRSP scoring system (e.g. 1-3). For site development implementation projects, investments should advance properties towards achieving Tier 4 or 5 status under the Virginia Business Ready Sites Program criteria. Sites that have been previously certified as Tier 4 or 5 may be considered for funding if the applicant can demonstrate that the investment will significantly increase the marketability of the site, as well as position the property for capital investment and job creation activities.

Please see the [GO Virginia Regional Site Development Project Guidance](#) for additional information and details on site development projects.

Regional Broadband Infrastructure Projects: GO Virginia funds may be used to support regional planning efforts that inform and encourage private sector broadband infrastructure build out. GO Virginia funds may be used to fund middle-mile broadband infrastructure projects, including, but not limited to, fiber and conduit, that extend telecommunications networks in partnership with the private sector and focus on meeting the business needs of a community.

Further guidance about these topics can be found in the [Regional Broadband Infrastructure Project Guidance](#) document.

Site Development Documents

- [Regional Site Development Project Guidance](#)
- [Property Information Form](#)

Regional Site Development Project Outcomes

1. Number of acres advanced to higher tier per Virginia Business Ready Sites Program (VBRSP)
2. Increased locality engagement in establishing a RIFA/revenue sharing agreement
3. Number of prospects (active company visits)
4. Number of businesses attracted
5. Number of linear feet of sewer/water infrastructure
6. Total acres impacted/developed

Successful Sites and Infrastructure Development Project Example

Shenandoah Valley Sites Enhancement - Region 8

- Enhanced six sites totaling 1,112 acres in the region
- Elevated these sites to the next tier on the VEDP Site Characterization scale
- All due diligence work associated with the sites was completed

Board Policies relating to Site Development:

[Board Policy #9 – Use of GO Virginia Funds for Site Development Investments](#)



Start-up Ecosystem

Innovation and entrepreneurship initiatives refer to activities that foster the necessary elements of a thriving environment for the launch of new businesses and foundational support systems in each region. Collectively, this “entrepreneurial ecosystem” should provide both the infrastructure and culture that allows innovation and entrepreneurial ventures to be successful. When aligned with the targeted industry sectors in each region, GO Virginia can be a valuable catalyst to establish or enhance the fundamental building blocks of such an effort.

In 2018, the Department of Housing and Community Development (DHCD) engaged TEconomy Partners, LLC to provide each GO Virginia region with an independent and objective assessment of its entrepreneurial development position. The analysis identified strengths and gaps across the region which were used to formulate recommendations for bolstering start-up activities and resources in both rural and urban areas. Each region was also provided with a baseline

assessment that can be utilized by the regional councils to define strategies for improving innovation, as well as a pipeline of initial projects to support regional entrepreneurship.

While the TEconomy study provided valuable ideas based on the unique attributes of each region, it also presented a significant finding applicable across the Commonwealth. Specifically, TEconomy noted that each region would benefit from the identification and designation of an entrepreneurial coordinating entity to advance regional ecosystem development activities. The coordinating entity may use a dedicated staff member or an outside consultant to assist with the delivery of the items outlined in these guidelines; however, each proposed plan must include specific deliverables and metrics which will be used to measure success.

Although the coordinating entity's primary role is to identify opportunities and needs within the targeted traded sectors and facilitate implementation, in March 2019 the GO Virginia Board outlined and approved detailed guidance on the responsibilities of the coordinating entity. Now referred to as the Regional Entrepreneurship Initiative (REI), each regional council will provide oversight of the coordinating entity to ensure the following:

- a) Development of a strategy for implementing the TEconomy recommendations or other concepts derived from the stakeholder engagement process that aligns with the regional growth and diversification plan;
- b) Development of a structure for advancing the entrepreneurial ecosystem;
- c) Development of strategies to sustain the initiative after the initial GO Virginia grant.

Completed TEconomy regional assessments can be found on the regional landing pages on the DHCD website.

Project Elements and Allowable Activities

Creation of a Regional Entrepreneurship Initiative (REI): As outlined in [Grant Information](#), regional councils can apply to the GO Virginia Board to utilize up to \$300,000 in per capita funding for development of a regional entrepreneurial investment plan.

Please see the [REI Guidance](#) for more information.

Business Accelerators and Pre-accelerators: Business accelerators and pre-accelerators can provide educational opportunities to individuals who seek to create their own start-up businesses. While accelerators often provide businesses with mentorship and demonstration opportunities, pre-accelerators focus on the early stages of business development.

Business Incubators: Business incubators generally provide physical space – collaboration, co-working – and an array of support services needed by entrepreneurs. Services may include: assistance in writing business plans, objective feedback and review of business ideas, connection to financing sources, and identification of markets for products or services. Business incubators may also offer a series of educational modules that aspiring business owners can complete before launching new ventures.

Entrepreneur in residence programs: Entrepreneur in residence programs can provide newer businesses with the opportunity to work with a knowledgeable and experienced entrepreneur.

Innovation Hubs: These are locations that support an “open innovation” business model, foster co-location, and promote easy and constant interaction among many different industries and disciplines. They are often comprised of a wide variety of creative workers – such as artists, scientists, and engineers – collaborating or interfacing under the same roof. Innovation hubs are typically designed to provide work spaces and resources that facilitate clustering and interaction among multidiscipline leadership teams and partners, in order to create a thriving center of innovation.

Industry and Mentor Networks: These are organized groups that encourage interaction, stimulate further innovation, help develop specialized services to support area companies, and encourage cross-industry partnerships. These networks usually also include knowledge sharing and expertise, strategy development, and leadership guidance.

Workshops & Training: Topic-specific, educational programming and training sessions geared towards entrepreneurs in the region’s targeted business sectors. Common programming elements include communications and media relations, technology resources, fundraising, tax and legal issues, and HR regulations. Training programs may also include entrepreneurial “bootcamps” that provide comprehensive, intensive coursework in an accelerated time frame.

Ideation/Proof of Concept Support (POC): A costly but critical step for entrepreneurs is validating that a new product, technology, or service idea is both viable and marketable. Thus, ideation support includes specialized review and technical guidance by subject matter experts (SME’s) to test product design ideas or market assumptions before advancing a business idea or enterprise. Since the main purpose of developing a POC is to demonstrate functionality and verify a certain concept or theory can actually be achieved through product or service development, services that help entrepreneurs through this key step can provide a much-needed “reality check” before aspiring entrepreneurs incur significant expense.

Innovation Districts & Mega-Partnerships: Creation of innovation districts or establishment of mega-partnerships with industries and/or universities are also allowable projects under the Start-up Ecosystem framework; however, these projects must facilitate interaction and collaboration between key players operating in the region’s targeted industry sectors.

Start-up Ecosystem Project Outcomes

Project outcomes demonstrating success and achievement of the stated goals should be established for each project.

GO Virginia project outcomes for startup-ecosystem projects can include:

- Number of jobs created
- Number of businesses attracted

- Number of business retained
- Number of existing businesses expanded
- Number of new businesses created
- Number of businesses served
- Total capital raised by fund manager
- Total capital deployed by fund manager
- Venture capital investment in served businesses
- Number of fund investments
- Average deal size
- Research and development (R&D) funding deployed
- New products completed/released to production
- Total patents filed
- Total patents awarded
- Revenues increased from export-sales

Successful Start-up Ecosystem Project Example

Regional Acceleration and Mentorship Program (RAMP) - Region 2

- Expand the reach of the RAMP program in downtown Roanoke
- Offers technology-based startup access to classroom education, mentoring and assistance in identifying capita



Cluster Scale-up

While the focus of many economic development activities is on the recruitment of new companies, an equally important strategy for job creation and economic diversification is through the growth of successful small- and medium-sized enterprises already in the region. By working with these companies to expand and retain their operations, each of the GO Virginia regions can significantly enhance their economic prospects. In fact, with the growth of existing companies typically generating 70-80% of new jobs and investment, business retention and scale-up activities can be the most impactful on regional economies. More importantly, nothing demonstrates the vibrancy and attractiveness of business locations to prospective investors better than those with thriving companies operating in balanced, healthy economies.

The most effective growth strategies are those aligned with and built around regional assets that can continually support the primary requirements of targeted industry sectors. Through specific initiatives that identify and expand new customer and supplier networks, provide business mentoring, and enhance access to capital, well-defined scale-up activities can significantly improve employment and revenue generating opportunities within each region.

Unlike start-up and entrepreneurial ecosystem initiatives which focus primarily on innovation and foundational support systems for launching new business ventures, cluster scale-up

activities are centered around second-stage companies ready to commercialize proven ideas. Additionally, cluster scale-up focuses on expansion of capacity, retooling and modernization of production facilities, as well as growth and/or improved coordination of supply chains. More importantly, a distinct element of cluster scale-up is that growth in one area generally precipitates growth in a related or ancillary function – e.g. increased production generates increased need for distribution. Thus, the outcomes of cluster scale-up projects may ultimately lead to creation of new jobs in a variety of occupations, as well as increased revenue streams from outside of the Commonwealth.

Cluster Scale-up projects can also be defined by their efforts to support the growth of an emerging or nascent industry. This nascent industry could be in an early stage of existence based out of R&D effort or be new to the Virginia economy. Projects targeting nascent or emerging sectors can also be considered when costs are shared between collaborating partners, and outcomes are in keeping with those required of all GO Virginia projects.

Project Elements and Allowable Activities

Business Accelerators: Business accelerators are those that offer intense programs and required infrastructure to established companies. Common elements include access to mentorship, investors, and other support systems that help an enterprise to rapidly scale production and growth. Accelerator programs target businesses that have moved beyond the earliest stages of operations and, essentially, have entered their “adolescence” – meaning they can stand on their own two feet but need guidance and peer support to commercialize or ready “proven” products for the marketplace in a short period of time. In addition to mentorship and investment opportunities, a business accelerator often gives growing companies access to logistical and technical resources, as well as peer networks with whom experiences can be shared.

Second-stage Growth Programs: These programs are intended to focus on well-established and more mature enterprises looking to address distinct growth challenges. Second stage companies already have proven leadership and generally have been operating for at least two years with solid and reliable revenue streams. Thus, these programs should center around activities that help companies identify and develop new markets, refine and update business models, or strengthen supplier/customer networks. Additionally, second-stage growth programs may focus on strategies that allow for enhancement of commercialization opportunities or expansion of production capacities such as shared manufacturing facilities.

R&D Collaborations: GO Virginia can be a mechanism to stimulate and facilitate collaboration between both industry partners and academia. Projects built around sector-based research and development activities, especially those that facilitate retooling of operations or enable implementation of new technologies, are good candidates for GO Virginia.

Sector-Based Supply Chain Initiatives: Initiatives that improve/enhance access to raw materials – particularly those that reduce production costs – can be valuable projects in the Cluster Scale-up framework. Examples can include development of technology platforms that “match” in-state suppliers and producers, identification of supply chain gaps, or establishment of consortia within industry sectors requiring similar support systems or shared distribution channels.

Cluster Studies: Projects that identify or refine industry sectors best suited for the region are good candidates for GO Virginia funding. This may include assessment of nascent sectors and alignment of regional assets with those required by these emerging industries.

Cluster-Pivot Strategies: Projects focused on cluster-pivot strategies can be particularly impactful in regions where long-standing industries are waning. Thus, activities that identify how and where existing skill sets, and other regional assets, can be adapted or transferred into different industry sectors are ideal opportunities for GO Virginia.

Cluster Scale-up Project Outcomes

Project outcomes demonstrating success and achievement of the stated goals should be established for each project.

GO Virginia project outcomes for cluster scale-up projects can include:

- Number of jobs created/retained
- Number of businesses retained
- Number of existing businesses expanded
- Number of businesses served
- Revenues increased
- Operations costs reduced
- New products completed/released to production

Successful Cluster Scale-up Project Example

Pharmaceutical Manufacturing Cluster Scaleup - Region 4

- Accelerate the growth of emerging pharmaceutical manufacturing cluster in the region
- Goal to become a national leader in pharmaceutical manufacturing and R&D
- Grow high-paying jobs
- Recruitment and expansion of companies
- Investment in high tech tradeable sectors

Section 2: Governance & Administration

Virginia Growth and Opportunity (GO Virginia) Board

The GO Virginia Board was created as a part of the Virginia Growth and Opportunity Act ([Title 2.2, Chapter 24, Article 26 of Virginia Code](#)). The Board oversees the implementation of the GO Virginia program and reviews and accesses applications for funding by the nine GO Virginia regional councils. The Board is made up of 24 members, consisting of seven legislators, 3 ex-officio members from the Governor’s cabinet, and 14 private sector members.

Department of Housing and Community Development (DHCD)

The Department of Housing and Community Development (DHCD) is responsible for administering the GO Virginia Program on behalf of the Board. GO Virginia is within the Economic Development and Community Vitality Division. GO Virginia staff provides administrative support, reviews project proposals, and coordinates with the regional councils and the Board.

Regional Councils

The Regional Councils are the first point of contact for those interested in submitting an application. There are nine GO Virginia regions across the Commonwealth, each with its own regional council. Designated Support Organizations provide administrative and program support to the regional councils under terms defined in a Memorandum of Understanding between the parties.

GO Virginia regions receive capacity building funds at \$250,000 per region in order to support administrative efforts. These funds may also be put towards projects.

Additional funding comes from regional per capita funds. These funds are allocated to each region based on the region’s population, with a floor of \$1,000,000.

Documents of Note for Regional Councils:

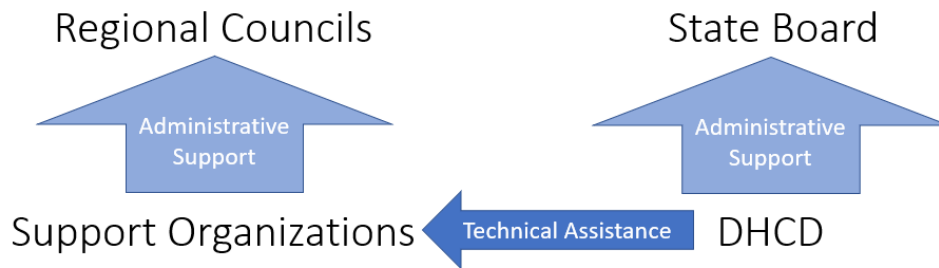
- [Regional Councils Conflict of Interest \(COIA\) Guidelines](#)
- [Regional Council FOIA Guidelines](#)

Board Policies relating to Regional Councils:

[Board Policy #1 – Regional Council Budget Approval Process](#)

[Board Policy #2 – Electronic Participation in Virginia Growth and Opportunity Board Meetings](#)

GO Virginia Administrative Structure



Key Contacts & Regional Information

Regional Contacts

For questions or application information, contact your regional support organization via the links below. Each link will redirect you to the DHCD website with the corresponding up-to-date contact information.

Region 1	Region 2	Region 3
Region 4	Region 5	Region 6
Region 7	Region 8	Region 9

DHCD Contact

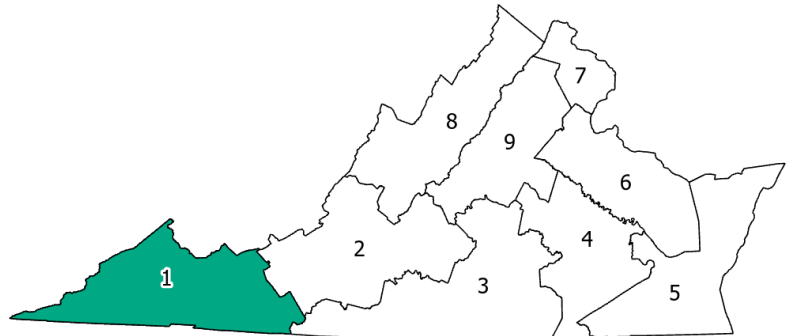
Andrea Devening, Program Manager
 andrea.devening@dhcd.virginia.gov

GO Virginia Regions

Region 1

Region One includes the counties of Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise, and Wythe, and the cities of Bristol, Galax and Norton.

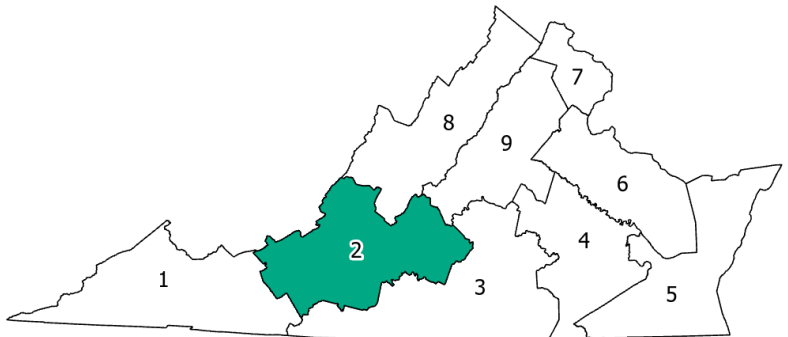
<https://www.goswva.org/>



Region 2

Region Two includes the counties of Alleghany, Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Floyd, Franklin, Giles, Montgomery, Pulaski, and Roanoke, and the cities of Covington, Lynchburg, Radford, Roanoke and Salem.

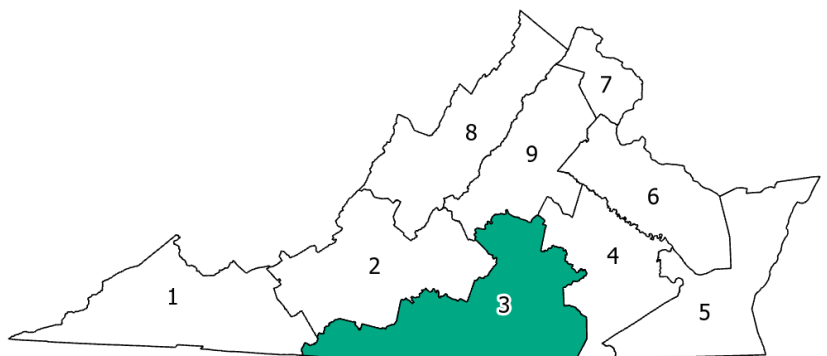
<https://cece.vt.edu/GOVAR2.html>



Region 3

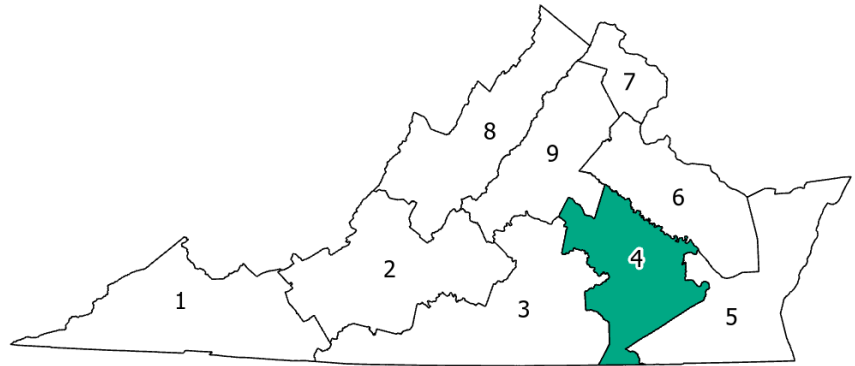
Region Three includes the counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward, and the cities of Danville and Martinsville.

<https://govirginia3.org/>



Region 4

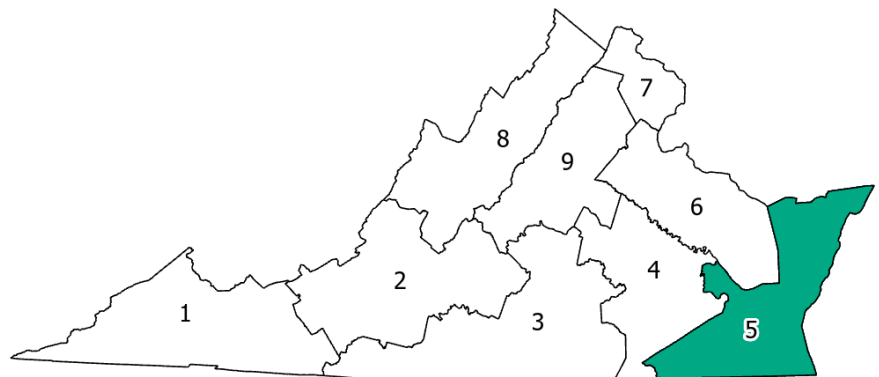
Region Four includes the counties of Charles City, Chesterfield, Dinwiddie, Goochland, Greenville, Hanover, Henrico, New Kent, Powhatan, Prince George, Surry, and Sussex, and the cities of Colonial Heights, Emporia, Hopewell, Petersburg and Richmond.



<https://growcapitaljobs.org/>

Region 5

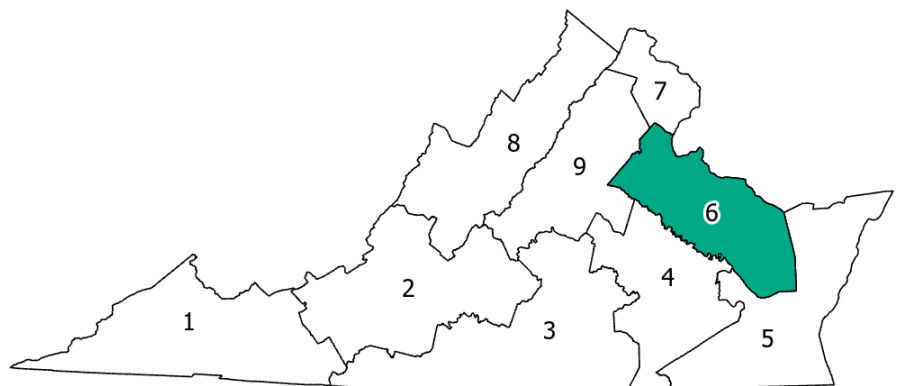
Region 5 consists of the cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg; and the counties of Accomack, Isle of Wight, James City, Northampton, Southampton, and York.



<https://www.reinventhr.org/>

Region 6

Region 6 consists of the city of Fredericksburg; and the counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford, and Westmoreland.

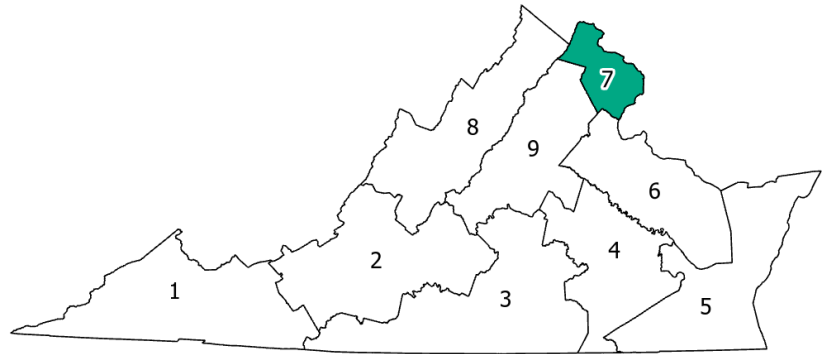


<https://govirginia6.org/>

Region 7

Region 7 consists of the cities Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park; and the counties of Arlington, Fairfax, Loudoun, and Prince William.

<https://www.gonorthernva.com/>



Region 8

Region 8 consists of the cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro, Winchester; and the counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, and Warren.

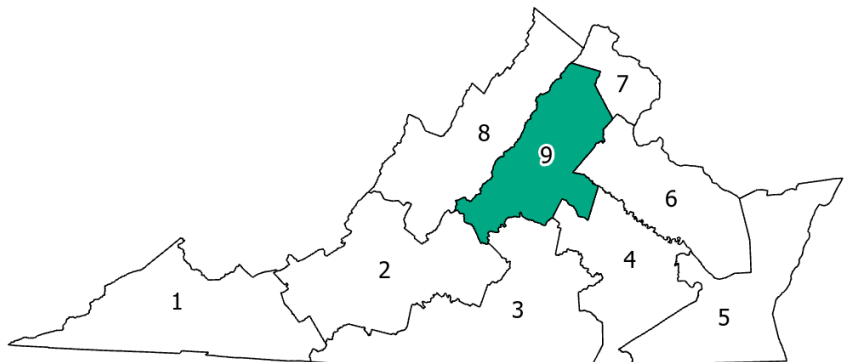
<https://govirginiaregion8.org/>



Region 9

Region 9 consists of the city of Charlottesville; and the counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock.

<https://www.govirginia9.org/>



Regional Map



Section 3: Grant Eligibility Requirements

Eligible Applicants

Potential applicants interested in applying to receive GO Virginia funds for a project must reach out to the regional council for the area of the Commonwealth that their project will be located. Regional council information is listed [here](#).

Local government entities or *organizations working on behalf of local government entities* may apply to receive a GO Virginia grant. These organizations may include regional government entities, nonprofit organizations, regional economic development organizations, regional chambers of commerce, planning district commissions, and colleges and universities. GO Virginia is not an economic development incentive program. Individual private businesses may not apply to receive funding nor can any grant serve to benefit a single private business.

Eligible Activities

Eligible activities for GO Virginia funding are those that grow high-paying jobs and work to diversify the economy of a region. All activities should support the need of one or more traded industry sectors, involve two or more localities, and be sustainable after initial GO Virginia funding. Please see the below table for eligibility information by grant type:

Requirement	Per Capita Implementation Projects	Statewide Competitive Projects	Planning Grants
Support need of one or more traded sector, target industries of the involved GO Virginia region	✓	✓	✓
Create new, high-wage jobs	✓	✓	✗
Involve two or more local governments	✓	✓	✓
Demonstrate a return on investment (ROI)	✓	✓	✗
Be sustainable after receiving support from GO Virginia	✓	✓	✓
Conduct a pilot activity, complete a feasibility study, or complete a plan	✗	✗	✓
Align with regional economic development goals and strategies outlined in the Growth & Diversification plan	✓	✓	✓

Based on Board policy, program guidelines, and prior decisions by the Board, projects and items NOT eligible for GO Virginia funds include:

- Non-traded sector projects, including:
 - Healthcare related to patient care or quality of life projects
 - *Healthcare and nursing training programs: Healthcare is not a traded sector and, therefore, does not meet the mission of the GO Virginia program; however, the Board will consider future applications that will create higher-paying jobs and generate out-of-state revenue, despite being a non-traded sector, such as a medical center of excellence, specialized/innovative model, or facilities located near State boundaries and serving populations located outside of the Commonwealth.*
- Incentives to a single company
 - Funding that could be deemed as providing benefit to an individual company are ineligible for GO Virginia funding. The focus of any GO Virginia request should instead be geared towards addressing the needs of an entire sector.
- Projects targeting industry sectors where wages are less than the regional/sub-regional average
- Capital improvements or construction projects
 - Funding requests for the construction of a school or high-school vocational center is considered to be a general responsibility of the local school system and the Department of Education, as the majority of course offerings typically do not align with the region's growth and diversification plan.
- Scholarships, stipends, vouchers or any type of subsidization of a students' tuition/ fees for a training course
 - Since the above uses of GO Virginia funds typically can only be sustained through ongoing funding sources and can be provided through other State resources, they are not considered a good use of GO Virginia funds. While scholarships can reduce the cost of education and training for recipients, the region's overall training capacity is not enhanced.
- Kindergarten through 5th grade education projects
- Transportation projects
- Last-mile broadband projects

Board policies regarding eligible and ineligible projects:

[Board Policy #4 – Use of GO Virginia Funds for Scholarships and Non-traded Sectors](#)

[Board Policy #8 – Use of GO Virginia Funds for Investments in Broadband](#)

Match

The enabling legislation regarding match for GO Virginia funds states in [§ 2.2-2489](#) that any grant awarded from the Fund to a regional council shall require matching funds. Additionally, the GO Virginia Board may change the match requirements as needed. For any project, match documentation must be provided with the application at the time of application submission. The contribution of match for a GO Virginia project demonstrates investment and commitment by a locality or other entity to the goals, purpose and activities of the project.

For more detailed information about the different kinds of match, the documentation for match, and conditions and restrictions regarding match, please see the [GO Virginia Match Guidelines](#).

Board Policies pertaining to Match Requirements:

[Board Policy #11 – Modified GO Virginia Program Match Requirements – Per Capita Funds](#)

[Board Policy #12 – Use of Tobacco Commission Funds as Match](#)

[Board Policy #13 – GO Virginia Program Match Requirements – Statewide Competitive Fund](#)

Section 4: How to Apply

Regional Project Application Links

The regional councils and the accompanying support organizations should be the first contact when submitting a project proposal. The links below will take you directly to each region’s application page. Different regions have different application processes. For questions about your project application, please contact your regional support organization listed in the [Regional Contacts](#) section.

Region 1	Region 2	Region 3
Region 4	Region 5	Region 6
Region 7	Region 8	Region 9

The following steps are suggested in order to develop a strong GO Virginia application. Applicants should always work with their identified support organization to create and finalize applications.

Step 1: Contact your regional support organization

For those considering applying for GO Virginia funds, the first point of contact should be the [regional support organization](#). Support organizations administer the GO Virginia program in each region and will facilitate the application process for that region. Application processes and deadlines vary by region, and generally regional application deadlines are 4-6 weeks in advance of the State application deadline.

GO Virginia projects must be approved first by a Regional Council, in order to be submitted for consideration by the State Board. Once approved by a Regional Council, the support organization submits an application to DHCD through the Centralized Application Management System (CAMS). Submitted applications are reviewed by DHCD staff for program requirements, and a workgroup of board members and subject matter experts for additional input. Applicants are given the opportunity to respond to staff and workgroup feedback.

Step 2: Review your regional Growth & Diversification (G&D) Plan

Potential applicants should review their regional Growth and Diversification plan with your support organization in order to gauge how a project may fit into a region’s priorities. Each region will have identified several target industries in their plans.

The Virginia Growth and Opportunity Act establishes that each Regional Council is required to develop an economic growth and diversification plan to (i) promote private-sector growth and opportunity in the region; (ii) identify issues of economic competitiveness for the region, including gaps in education and skills required to meet existing and prospective employer needs within the region; and (iii) outline steps that the collaborating business, education, and government entities in the region will pursue to expand economic opportunity, diversify the economy, and align workforce development activities with the education and skills needed by employers in the region.

Each Regional Council is required to review their Plan not less than biennially while receiving grants from the GO Virginia fund. The overall goal of this plan update is to reevaluate each Council's overall goals and strategic priorities, with a focus on accelerating economic recovery efforts in the near term while supporting investments that will advance longer-term economic growth strategies within each region.

For more information about the Growth & Diversification Plan, please see the [Growth and Diversification Guidance](#).

Step 3: Identify your targeted industry(ies) impacted

Potential applicants should work with their regional support organization to establish which targeted industry cluster(s) will be impacted by the project and how the proposed project addresses a specific need for that cluster(s). Please find a chart that may be helpful in designing a project and some guidelines based on type of grant.

Each region will have identified targeted industry clusters in their Growth and Diversification plans. These targeted industry clusters reflect the region's economy. GO Virginia projects should be centered around a target industry cluster for the region that it is located in.

A document detailing each region's target industry clusters can be found [here](#).

Step 4: Identify the appropriate application for your project

	Planning Grant	Per Capita Implementation Grant	Statewide Competitive Grant	Site Development Planning Grant	Site Development Implementation Grant	Regional Entrepreneurship Initiative (REI)	Talent Pathways Initiative (TPI) Planning
<i>Type of activity</i>	Planning, pilots, and feasibility studies	Two or more localities collaborating - impact to targeted industry cluster(s) in one of four core investment areas	Two or more regions working together - Impact to targeted industry cluster(s) in one of four core investment areas	Initiate due diligence activities or advance a site through the lower level tiers of the VBRSP scoring system (1-3)	Advance properties towards achieving Tier 4 or 5 status under the Virginia Business Ready Sites Program criteria	Establish and develop coordinating entity, structure, and strategies to advance entrepreneurial ecosystem	Conduct situational analysis and support development of regional talent pathway strategy for workforce needs of priority targeted industry clusters
<i>Regional collaboration</i>	✓	✓	✓	✓	✓	✓	✓
<i>Targeted industry clusters</i>	✓	✓	✓	✓	✓	✓	✓
<i>Maximum funding</i>	\$100,000 <i>(No more than \$250,000 per region per year)</i>	Determined by regional budget – consult with support organization	Determined by regional budget – consult with support organization	\$100,000 <i>(No more than \$250,000 per region per year)</i>	Determined by regional budget – consult with support organization	\$300,000	\$250,000
<i>Duration of project</i>	1 year project period, discretionary performance period if producing outcomes	2 year project period, 1 year performance	2 year project period, 1 year performance	1 year project period, up to 1 yr. performance	2 year project period, 1 year performance	2 year project period, discretionary performance period	1 year project period, discretionary performance period

Note: Project proposals must first complete the required application for the regional council that they are located in. Some regions may have different application processes than others. Be sure to check the application process for the region that a proposed project is located in.

Board Policies relating to GO Virginia project term:

[Board Policy #15: Contract Terms and Performance Period](#)

Application Links

This section provides links to the required question documents associated with each application. Each document also specifies the additional required information that should be included with the application questions. The links to the additional forms are provided later in the section.

Per Capita Project Application Materials:

- [Per Capita Application Questions](#)
- [Enhanced Capacity Building Application Questions](#)
- [Regional Entrepreneurship Initiative Application Questions](#)

- [Site Development Planning Grant Application Questions](#)
- [Site Development Implementation Grant Application Questions](#)
- [Per Capita Application Sources and Uses Budget Template](#)

Statewide Competitive Application Materials:

- [Statewide Competitive Application Questions](#)
- [Competitive Application Review Scoring Rubric](#)
- [Competitive Application Sources and Uses Budget Template](#)

Talent Pathways Initiative Planning Application Materials:

- [Talent Pathways Initiative- Planning Application Questions](#)
- [Talent Pathways Initiative- Planning Application Sources and Uses Budget Template](#)

Core Grant Outcomes

For GO Virginia, each region will be required to track specific and measurable outcomes that demonstrate how the funds granted to the regional council are achieving the goals of the region's growth and diversification plan. Each region will also track the expected economic impacts and outcomes identified in the regional council's project application.

GO Virginia provides a list of core grant outcomes intended for GO Virginia funding. Project teams may choose to track project-specific metrics beyond GO Virginia core grant outcomes, but those project-specific metrics are tracked in addition to the core grant outcomes. Outcomes are emphasized through the entire process, from application to award to closeout. If a project is awarded funding, outcomes of the project will be formalized in the contract between DHCD, the grantee, and the subgrantee. Quarterly reporting provides an opportunity for the project team to report on any achieved outcomes each quarter. At the end of a grant period, project closeout procedures provide the final opportunity to report on cumulative grant outcomes.

Outcomes will be provided to DHCD for each project on a quarterly basis. Regional councils must also track comprehensive metrics on an annual basis. For a full list of performance outcomes, please see the [Core Performance Outcomes By Investment Area](#) document.

Return on Investment (ROI)

Return on investment (ROI) measures how much money or profit is made from an investment relative to the costs of the investment. When determining the economic impact of a proposed grant request, the Board will give preference to those applications which can demonstrate a positive ROI within three years, however, it is not the only measure used when allocating funds. Income tax revenue and sales tax revenue are used for determining ROI. DHCD uses a fiscal impact calculator to determine the fiscal impact that a project will have on state revenue in 3 and 5 year intervals. For competitive projects, DHCD uses a third-party to validate inputs to ROI models and calculate the fiscal impact.

ROI Formula:

$$\frac{(\$ \text{ Increase in State Revenue}) - (\text{GO Virginia Funding Amount})}{(\text{GO Virginia Funding Amount})} = \text{ROI } \%$$

DHCD provides an excel template for estimating ROI for a proposed project, which can be found [here](#). Applications for per capita and competitive projects require both a 3 and 5-year ROI submission using this same excel template.

An explanation of your ROI methodology assumptions and calculated ROI, as well as the timeline for achieving the expected ROI should be included in the project application. Additionally, other performance outcomes, both qualitative and quantitative, should be included.

Step 5: Verify Match

Match documentation should be submitted and complete at the time of project submission. Failure to submit match documentation may impact the project review process.

Match Documents

- [Match Verification Form](#)

Grant Evaluation

Application Review Process

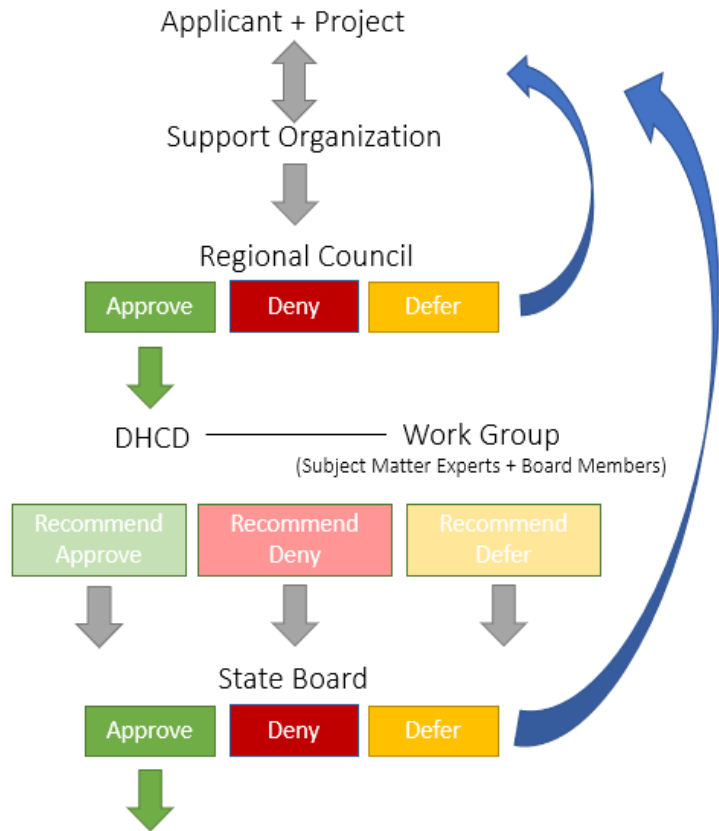
Applicants work with their support organization to develop applications. When the application is finalized, it is submitted to the regional council meeting, which typically occurs quarterly each year. A council may approve, deny, or defer an application. If it is deferred, it goes back to the initial development process.

If it is approved, it is submitted to DHCD in CAMS before midnight on the quarterly deadline (there are four application deadlines each year based on the GO Virginia State Board quarterly meetings as indicated in the [GO Virginia Calendar](#)).

All applications must be complete to be considered for this next phase of the Application Review Process. To be considered complete, each application must include narrative response to each question and all required attachments (with signatures where applicable). Upon each application deadline, DHCD staff will review for completeness and only forward completed applications to the application workgroups for the full application review process. In the event of an unforeseen circumstance beyond the applicant and/or support organization's control, Support Organization staff may contact DHCD with a request for an extension for application submittals. These types of requests should be communicated as soon as possible ahead of the application deadline.

DHCD staff review the application with an identified workgroup made up of subject matter experts and up to two State Board members. The workgroup and staff reach a consensus recommendation: approve, deny, or defer. All applications are then presented to the State Board at their quarterly Board meeting. Final decision for each application is determined by the State Board. If the Board approves a project, the post-award process begins. If it is deferred, it returns to the support organization and applicant for review and DHCD provides technical assistance to strengthen the application and address deficiencies before it can be submitted again if the applicant chooses.

GO Virginia Application Review



Post Award process begins

Scoring Guidelines for Consideration of Grant Awards

In determining the eligibility of the project and the amount to be awarded for grant requests, the Board and the regional councils shall follow the following criteria. The Board reserves the right to not make an award to proposed grant requests that have a low score in one of more of the following areas:

Economic Impact: 35%

- This criteria demonstrates a project's return on investment (ROI), other tangible results, and alignment with the regional Growth and Diversification Plan

Regional Collaboration: 30%

- This criteria looks at the amount of participation by localities or other entities in the region, as well as the amount and form of match being contributed to the project.

Project Readiness: 20%

- This criteria shows that the project partners are able to implement the project by outlining project partners, prerequisite activities, and any potential barriers to the project's implementation.

Project Sustainability: 15%

- This criteria shows that there has been planning for how the project will continue after grant funds are exhausted.

For more information, please see the [GO Virginia Grant Scoring Guidelines](#).

Section 5: Post-Award Information

Initiation of Project Contracts

Once a project has been awarded GO Virginia Funds, DHCD staff will initiate the creation of a contract for the project with the support organization staff and the grant recipient. Project Contracts will cover a whole range of details about the project, such as scope of work, project activities, milestones, performance outcomes, budget, and financial requirements.

For GO Virginia project contracts, the grant recipient is referred to as *subgrantee*, and the regional support organization is referred to as *grantee* is.

Quarterly Reporting

Project contracts will include a quarterly progress report requirement. The subgrantee must report any outcomes that have been achieved in that calendar year quarter per a deadline established once the contract is executed. The grantee will submit these quarterly reports to DHCD in CAMS under the “Reports & Communications” tab.

Quarterly reports should include the following:

- project outcomes that have occurred that quarter
- brief description of any project milestones that have been undertaken
- any obstacles encountered during project implementation.

The GO Virginia Quarterly Progress Report (Implementation) template must be completed for any implementation projects (Workforce Development, Site Development and Infrastructure, Startup Ecosystem, Cluster Scale-Up), while the GO Virginia Quarterly Progress Report (Planning) template should be filled out for any planning projects.

Quarterly Reporting Tips:

- *Be concise! Please note the character limit listed in instructions. The reports are not intended to be a burden - just a way to check in on milestones and outcomes.*
- *Be honest! Barriers and surprises can be a part of any project. Clearly explaining potential issues in a timely manner will help with project support further down the line.*
- *Make sure the correct investment strategy is selected when you submit numeric outcomes.*
- *Make sure to submit only numeric outcomes met that quarter; do not submit cumulative outcomes in the quarterly reports.*

Remittance & Requests for Reimbursement

Grantees and subgrantees must abide by a set of requirements in order to remit GO Virginia funds. Grantees will ensure adherence to the GO Virginia Guidelines and submit the required documentation to the Department of Housing and Community Development's Centralized Application and Management System (CAMS).

The [GO Virginia Remittance Guidelines](#) provide an overview of the requirements for remittance submission, as well as details about what kind of documentation should be included with reimbursement requests.

- Remittances are required to be submitted on a QUARTERLY basis
- Remittances typically should provide proof of expense showing the work was completed (i.e. an invoice) and proof of payment (i.e. a canceled check or general ledger).
- See the guidelines for more details.

Subgrantees must submit GO Virginia remittance requests and match documentation quarterly (at minimum), or at the rate agreed upon in the project contract. A [Project Remittance Template](#) should be submitted with all sections complete and with supporting documentation in order of their appearance on the transaction list.

Contract Extensions

Project grantees and subgrantees may seek an extension to a GO Virginia project after consulting with their support organization. In order to request a contract extension for a project, rationale will need to be provided for why the extension is necessary and confirmation that contracted outcomes will still be met. If the support organization approves the extension request, they will fill out the [GO Virginia Contract Completion Date Extension Form and submit it for approval](#) by DHCD. The extension form is for the grantee and subgrantee to explain the reasons for a contract extension and indicate updated milestones and remittance requests. Contract extensions will not be approved if outcomes are changing significantly, and a contract revision may need to occur instead.

Budget Revisions

Budget revisions may need to be made once the project has gone under contract. To modify a project budget, any request must first be submitted to the support organization. DHCD must approve any request before it is submitted in CAMS. If the budget modification has substantially altered any project's scope of work, the subgrantee may advise and initiate a contract amendment.

Closeout Procedures

Project closeout procedures ensure that the project was implemented in accordance with the contract agreed upon with DHCD, as well as to track outcomes of GO Virginia projects. Project teams will complete two different closeouts: a fiscal closeout and a performance closeout.

Fiscal Closeout Procedures ensure that the grantee and subgrantee have completed the milestones set out in the project contract, submitted all remittance requests into CAMS, and will submit the Fiscal Closeout Report within 90 days of the project end date.

Performance Closeout Procedures describe how the project achieved its outcomes, how the project applies to the regional Growth and Diversification plan, and the impact that the project had on the region.

- Implementation Projects will need to complete a performance narrative and certified performance statement. Grant outcomes will need to be documented and reported according to the outcomes agreed upon in the project contract.
- Planning Projects will need to complete a performance narrative and certified performance statement. Any products outlined in the grant contract will need to be recorded and submitted at closeout.

The [GO Virginia Project Closeout Procedures](#) provides more in depth information about all project closeout procedures.

Fiscal Closeout Checklist			Performance Closeout Checklist		
Contracts	All contracts for services rendered using GO Virginia grant funds will need to be uploaded	✓	Narrative and Certification	Document signed and dated by grantee and subgrantee	✓
Procurement policy	Provide your organization's official procurement policy – if not subject to VPPA, provide a brief description of the procurement process used	✓	Grant outcomes (Attachment C)	Attachment documents the project's contracted outcomes and final achieved outcomes. Only report on those performance measures referenced in your contract.	✓
Proof of payment	Documentation for expenses not submitted on any previous remittances	✓	Grant outcomes (in CAMS)	Enter achieved outcomes (only those committed in the contract) into the CAMS report template	✓
Certified financial closeout document	Document signed and dated by grantee and subgrantee	✓	Grant products (if applicable)	Any products outlined in grant contract, i.e., plan, feasibility stud, report, playbook	✓

Section 6: Frequently Asked Questions

Who maintains the <https://govirginia.org/> website?

The website is not maintained by DHCD – it is maintained by the GO Virginia Foundation. The GO Virginia Foundation is a private, 501(c)(3) organization that supports the GO Virginia Board and the regional councils. This entity is an advocacy organization for the GO Virginia initiative within the Commonwealth and is not involved in any grant processes.

For more information on the GO Virginia Foundation, you may visit their website at <https://govirginia.org/>.

When developing a project budget, what is the difference between “Administration” and “Administration (Support Org Grant Management up to 8%)”?

"Administration" refers to administrative costs like phone, office supplies and equipment, rent, utilities, etc. on the subgrantee's end.

The Support Org Grant management line item, on the other hand, allows for *up to 8%* of the *total GO Virginia request* of any funded project to be used for administrative purposes by the Regional Council and Support Organization. These administrative purposes refer to the work the support organization is doing on behalf of their regional council and subgrantee pertaining to grant management, remittance processing, or performance tracking on any approved GO Virginia funded projects. In this case, the support org works with the subgrantee and gets approval from the regional council on the budget of the project to include the "Administration - Support Org Grant Management" percentage. This is covered more thoroughly in the administrative guidelines on the subject:

[Support Organization Grant Administration Allowance Administrative Guidance](#)