



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

# Board Meeting

## June 23, 2020



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OPENING

# OPENING

- **Call to Order**
- **Roll Call**
- **Public Comment**



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# ACTION ITEMS

- **Dec. 9, 2019 Minutes**
- **April 17, 2020 Minutes**
- **FY21 Capacity Building Fund Allocation and Budgets**
  - **FY21 Capacity Building Fund Allocation and Match Waiver**
  - **FY21 Regional Capacity Building Budgets**

# ACTION ITEMS

- **FY21 Per Capita Fund Allocation**
- **Region 3 GO TEC Phase 2B Total Match Waiver**
- **Technical Amendments to Board Policy #11 GO Virginia Program Match Requirements – Per Capita Funds**



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**NEW BUSINESS**

# ACTION ITEMS

- **Board Policy #12: Tobacco Commission Funds as Match**
- **Region 3 GO TEC Phase 2A Validation**



## Board Policy #12

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**TITLE:** Use of Tobacco Commission Funds as Match

**EFFECTIVE DATE:** 6/24/2020

**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, as permitted by § 2.2-2489(K) Code of Virginia, Tobacco Region Revitalization Commission funds may be applied as matching funds for GO Virginia projects. Tobacco Commission funds may cover up to 50% of the total project match required and may not be used to satisfy any local match requirement. Tobacco Commission funds may be utilized as project match funds for projects submitted between July 1, 2020 and June 30, 2021.

To be considered, projects must meet GO Virginia program guidelines and applicants must provide a letter of award from the Tobacco Region Revitalization Commission that demonstrates that the funds have been awarded by the Commission to support the GO Virginia application and delineate the project activities supported by the Tobacco Region Revitalization Commission grant.

Tobacco Commission and DHCD staff will jointly monitor the project.

**APPROVAL AND REVIEW:** This Board policy was reviewed and approved on 06/23/2020.

**SUPERSESION:** This policy is new.

**DHCD DIRECTOR:** Erik Johnston



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PER CAPITA APPS

# PER CAPITA FUNDING

- **3 proposals submitted**
- **3 out of 9 regions participated**
  - **1 Workforce Development, 1 Startup Ecosystem & 1 Cluster-Scale Up**
  - **Total Request: \$1,408,941**
- **Total Match: \$731,150**
- **Includes \$189,900 Local Match**

# OFFSHORE WIND SUPPLY CHAIN HUB DEVELOPMENT PROGRAM

- **Investment Strategy:** Cluster Scale Up
- **Goal:** To build an Offshore Wind (OSW) supply chain by targeting and attracting suppliers to establish operations in the region.
- **Outcomes**
  - 1,625 jobs created
  - \$50M in capital investments
  - 2 full-time positions at HREDA

- **Funding:**
  - Total Request: \$529,788
  - Match: \$290,840
  - Local Match: \$0
  - Total Budget: \$820,628

# WESTMORELAND WORKFORCE TRAINING CENTER EXPANSION

- **Investment Strategy:** Workforce Development
- **Goal:** To expand the CNC Machinist training pilot program by marketing the program through machine shops and expanding private sector involvement in the program through local industry partnerships for job placement or internships.
- **Outcomes:**
  - 340 individuals trained
  - 294 individuals earn credentials
  - 75 individuals hired as a result of training

- **Funding:**

- Total Request: \$250,200
- Match: \$125,100
- Local Match: \$125,100
- Total Budget: \$375,300

# STARTUP SHENANDOAH VALLEY

- **Investment Strategy:** Startup Ecosystem
- **Goal:** To deliver a three pronged approach to kick start a vibrant entrepreneurial ecosystem that will deliver dedicated staff, partnerships with regional assets, workspaces, connections to mentorships, and access to capital to companies with high potential for growth and success.
- **Outcomes:**
  - 80 new jobs created
  - 29 entrepreneurs served
  - 26 entrepreneurs program completers
  - 20 scaled-up business models

- **Funding:**
  - Total Request: \$628,953
  - Match: \$315,210
  - Local Match: \$64,800
  - Total Budget: \$944,263



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# GENEDGE- RETOOLING VIRGINIA

## MANUFACTURERS FOR STRATEGIC INDUSTRIES

- **Investment Strategy:** Cluster Scale Up
- **Goal:** To expand the capabilities of existing suppliers to develop sustainable ongoing revenues in the areas of PPE and other medical chains, and to help participating manufacturers diversify their market and product offerings in response to federal initiatives that support re-shoring, critical and strategic sectors intentionally reducing sourcing risk, and initiatives to bolster Department of Defense Supply chains.
- **Outcomes:**
  - 50 businesses served
  - 500 jobs created or retained
  - \$81,250,000 in new or retained revenues
  - \$10M in capital investments

- **Funding:**
  - Total Request: \$2,950,000
  - Match: \$1,475,000
  - Total Budget: \$4,425,000



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# REGIONAL ERR FUNDING

- **3 proposals submitted**
- **2 out of 9 regions participated**
  - **1 Workforce Development & 1 Cluster-Scale Up**
  - **Total Request: \$1,425,000**
- **Total Match: \$728,250**
- **Includes \$733,250 Additional Leverage**

# VT WORKFORCE TRAINING, COVID-19

## RESPONSE

- **Investment Strategy:** Workforce Development
- **Goal:** To increase capacity at two newly stood up Fralin laboratories in Blacksburg and Roanoke to allow for COVID-19 testing over a one year period and develop an internship pipeline for full time positions.
- **Outcomes:**
  - 36 internships created and trained
  - 36 full time jobs created
  - 5,000 sample regular testing capacity

- **Funding:**
  - Total Request: \$500,000
  - Match: \$250,000
  - Total Budget: \$750,000

# BRIDGE TO RECOVERY

- **Investment Strategy:** Cluster Scale Up
- **Goal:** To provide immediate and impactful support to businesses through the multiple recovery periods of the COVID-19 pandemic and bridge supply chain needs of companies with service providers
- **Outcomes:**
  - 500 jobs retained
  - 100 full time jobs created
  - \$10M in capital investment

- **Funding:**
  - Total Request: \$925,000
  - Match: \$478,250
  - Additional Leverage: \$733,250
  - Total Budget: \$2,136,500



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# ADMINISTRATIVELY APPROVED ECB PROJECTS

- REGION 1- Project Energizer
- REGION 1- Project Innovation
- REGION 2- Roanoke Regional Recovery
- REGION 3- IALR Common Platform
- REGION 5- Eastern Shore of Virginia Hydro Drone Project
- REGION 6- Commercial Kitchen at Hull Springs
- REGION 6- Fredericksburg Regional Industrial Facilities Authority
- REGION 6- Fredericksburg Region Industry Cluster Analysis
- REGION 9- Central Virginia Business-Driven Workforce Recovery Initiative



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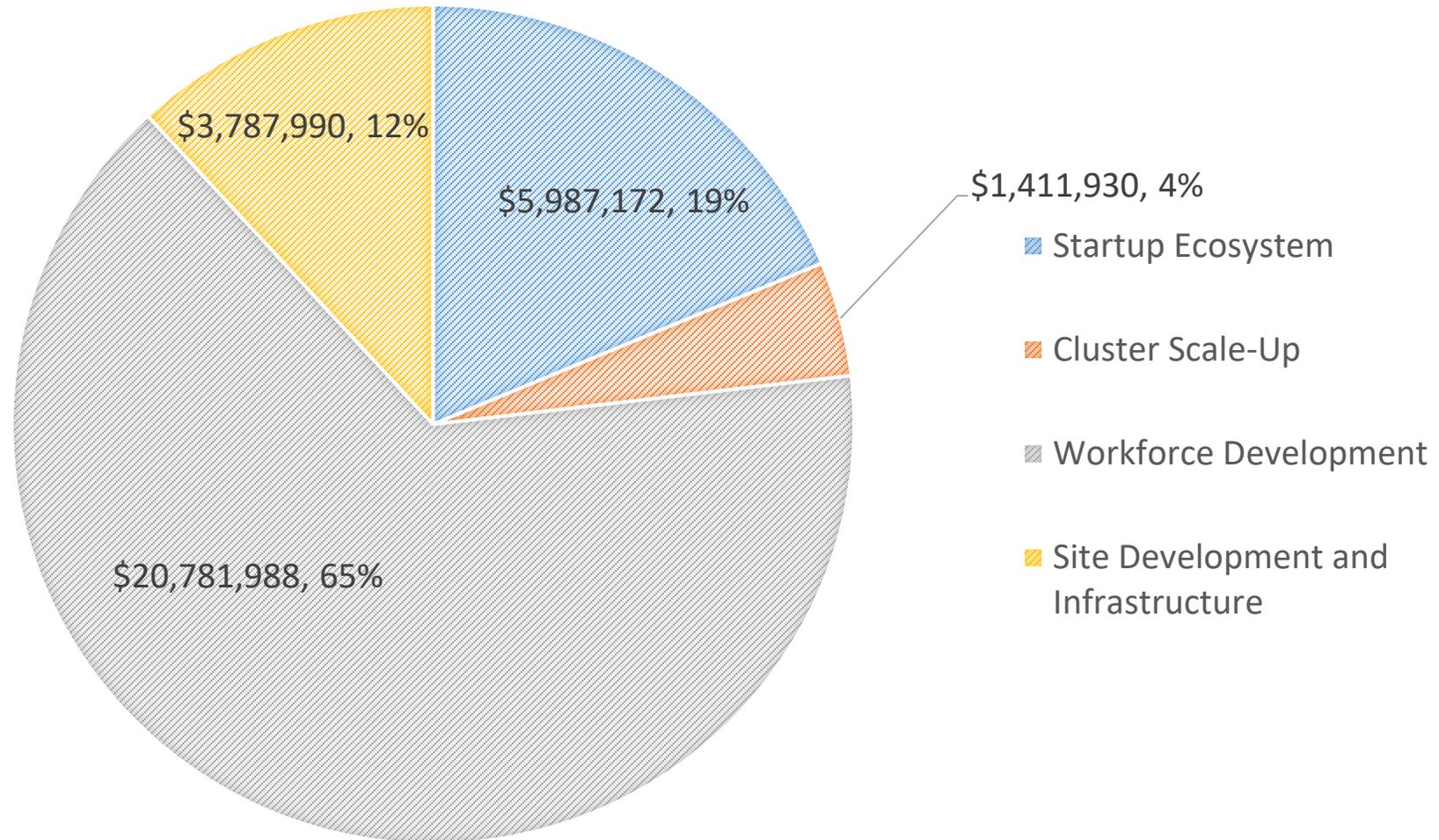
# ADMINISTRATIVELY APPROVED ERR PROJECTS

- REGION 2- Workforce Training and Regional Capacity for Rapid High-Throughput COVID-19 Testing
- REGION 2- Pivot and RAMP UP
- REGION 2- New River Valley Business Continuity Team
- REGION 3- Operation Last Mile: Critical Drone Delivery Testing
- REGION 4- ForwardRVA
- REGION 4- Demand + Supply Success: Virtual Connections for Businesses and Jobseekers
- REGION 4- Idea Factory
- REGION 6- Middle Peninsula Seafood and Agriculture E-Marketplace Development
- REGION 7- Back to Work Website and Information Project
- REGION 7- Back to Work: Back to Innovation Video Series
- REGION 7- Steps to Safely Reopen the Economy
- REGION 9- Project Rebound
- REGION 9- Project Reconnect
- REGION 9- Crafting a New Normal



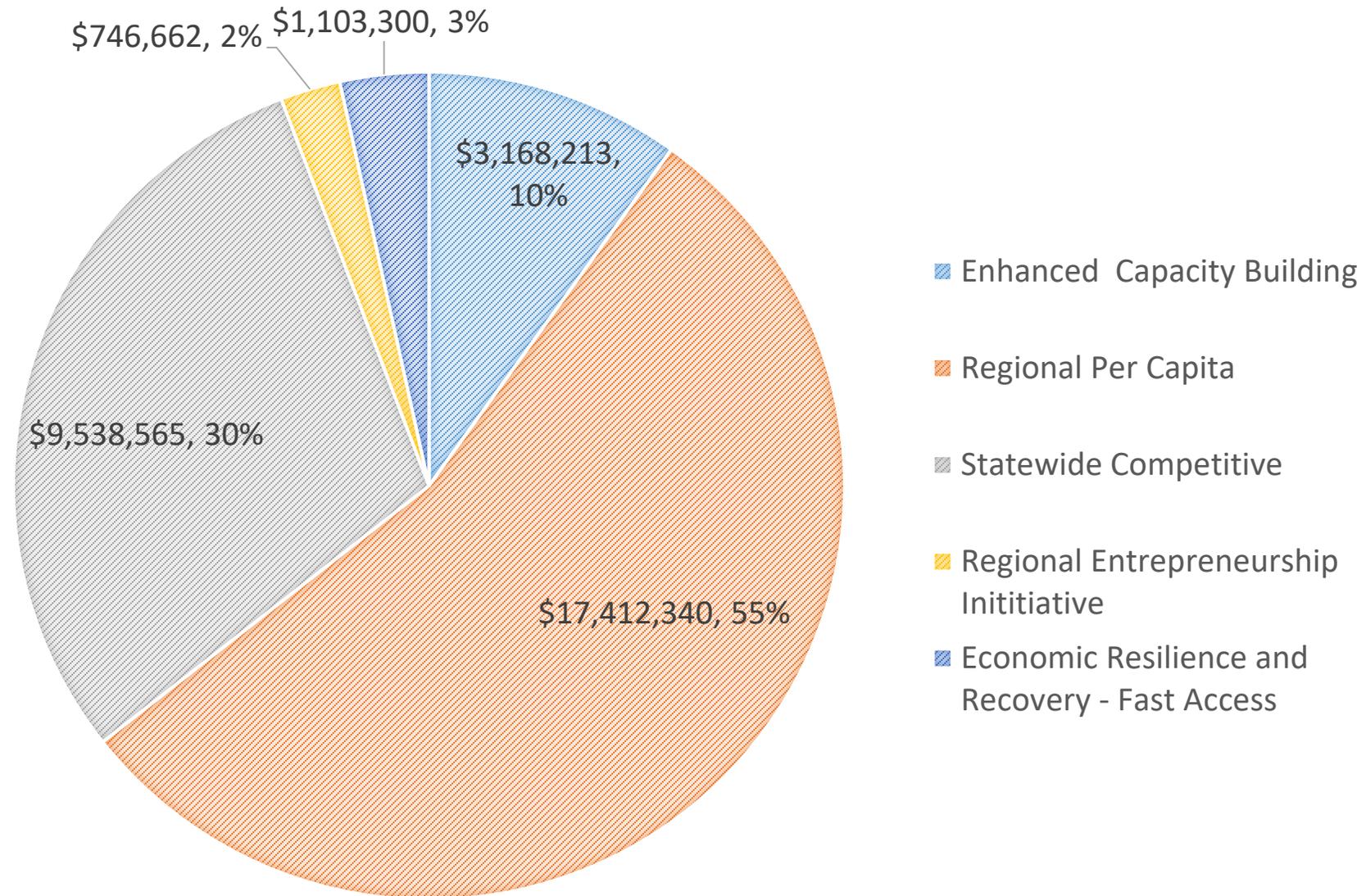
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## GO VIRGINIA GRANT AWARDS BY INVESTMENT STRATEGY



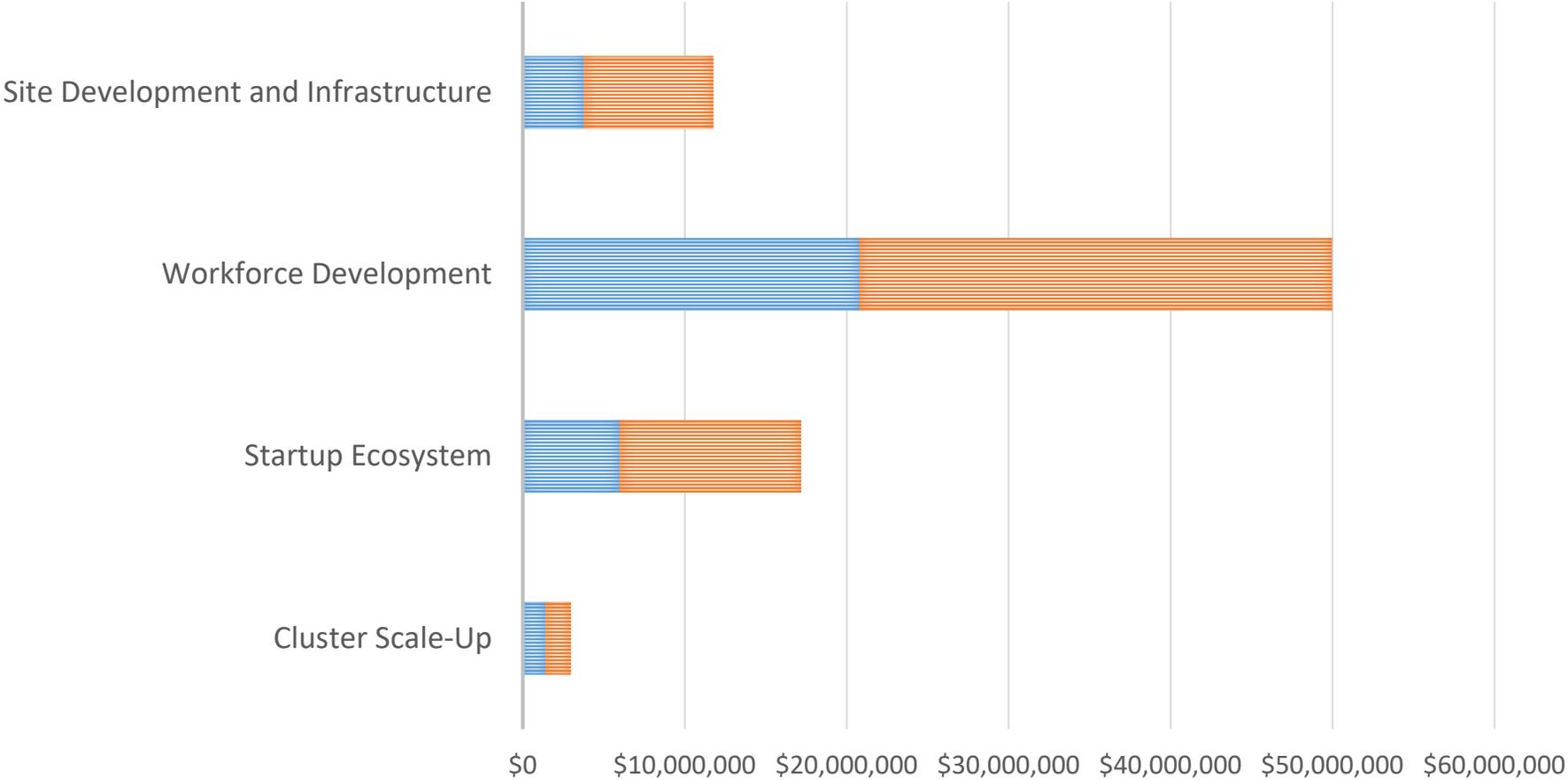
Reflects Grant Awards and Program Activity Through 6.5.2020

## GO VIRGINIA PROJECT AWARDS BY GRANT FUND TYPE



Reflects Grant Awards and Program Activity Through 6.5.2020

# GO VIRGINIA AWARDED FUNDS AND COMMITTED MATCH



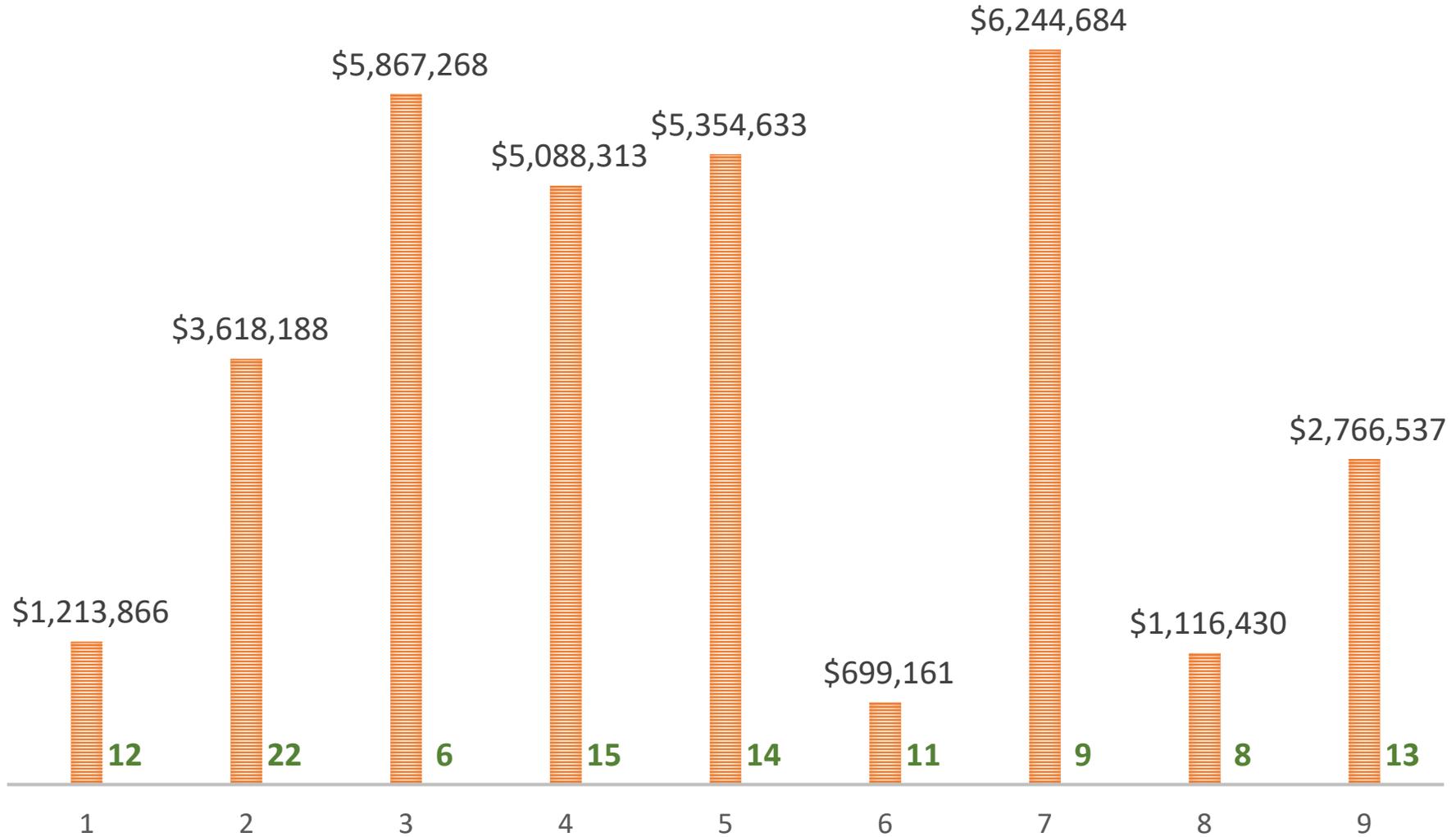
	Cluster Scale-Up	Startup Ecosystem	Workforce Development	Site Development and Infrastructure
GO Virginia Award	\$1,411,930	\$5,987,172	\$20,781,988	\$3,787,990
Committed Match	\$1,569,768	\$11,207,996	\$29,167,867	\$7,989,393

Reflects Grant Awards and Program Activity Through 6.5.2020

## GO VIRGINIA PROGRAM - COMMITTED OUTCOMES

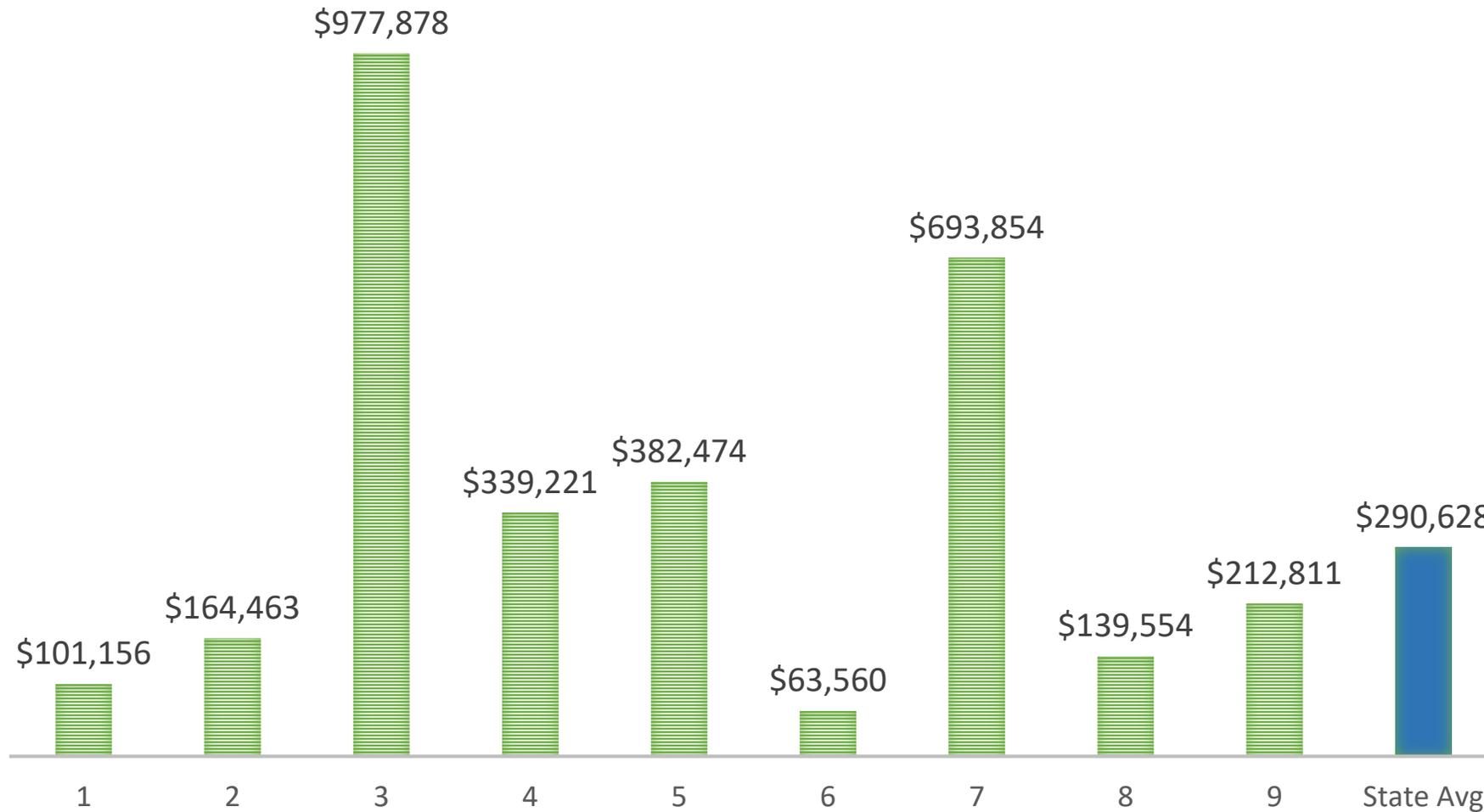
Impact Area	Committed Outcomes
Jobs Created	11,019
New Internships	1,073
New Apprentices	420
Credentials Awarded	1,819
Businesses Served	513
Businesses Created	132
Economic Development Sites/Acres Impacted	45/3923
Total Sites/Acres Characterized for Development	37/1,887
Total Acres Elevated a Tier (VBRSP Framework)	3,144

# GO VIRGINIA FUNDS AWARDED AND PROJECT COUNT BY REGION



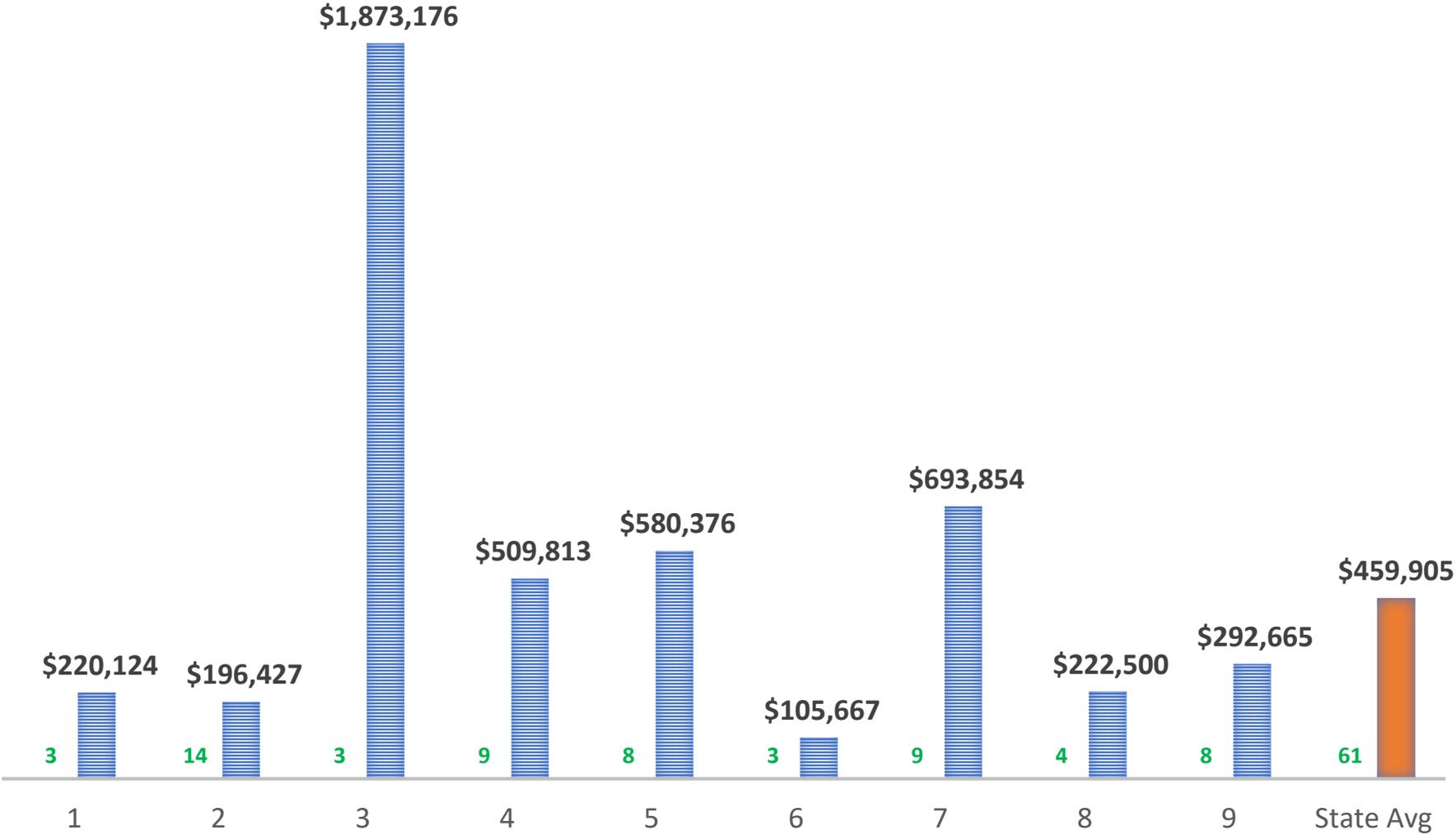
Reflects Grant Awards and Program Activity Through 6.5.2020

# GO VIRGINIA AVERAGE AWARD PER PROJECT BY REGION



Reflects Grant Awards and Program Activity Through 6.5.2020

# GO VIRGINIA AVERAGE AWARD PER PROJECT IMPLEMENTATION PROJECTS ONLY BY REGION



Reflects Grant Awards and Program Activity Through 6.5.2020



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# WITHDRAWN/INCOMPLETE PROJECTS

- **REGION 1- Carroll County IDA**
- **REGION 5- 757 Seed Fund**
- **REGION 7- GOVA 2 Tech Apprenticeships**
- **REGION 9- Crafting Higher Paying Jobs and Adult Beverage Exports**



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# 2020 MEETING DATES

- **Thursday, September 3<sup>rd</sup>**
- **Tuesday, December 8<sup>th</sup>**