



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

HOW-TO-APPLY WORKSHOP



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GOVA 101: Introduction to GO Virginia

MISSION STATEMENT

“Create more higher paying jobs through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens the economy in every region.”

WHAT IS GO VIRGINIA?

An economic development initiative, that provides project-based incentives to encourage collaboration between **private industry, higher education, and government partners** in each region to produce results that will grow and diversify the regional economies and ultimately the Commonwealth.

HOW DOES GO VIRGINIA WORK?

- The **Growth & Opportunity Board** is responsible for awarding funds to projects recommended for consideration by **Regional Councils**.
- **DHCD** provides administrative support and grant management for the **GO Virginia Board**.
- The **Support Organizations** provide administrative support and grant management for the 9 **Regional Councils**.



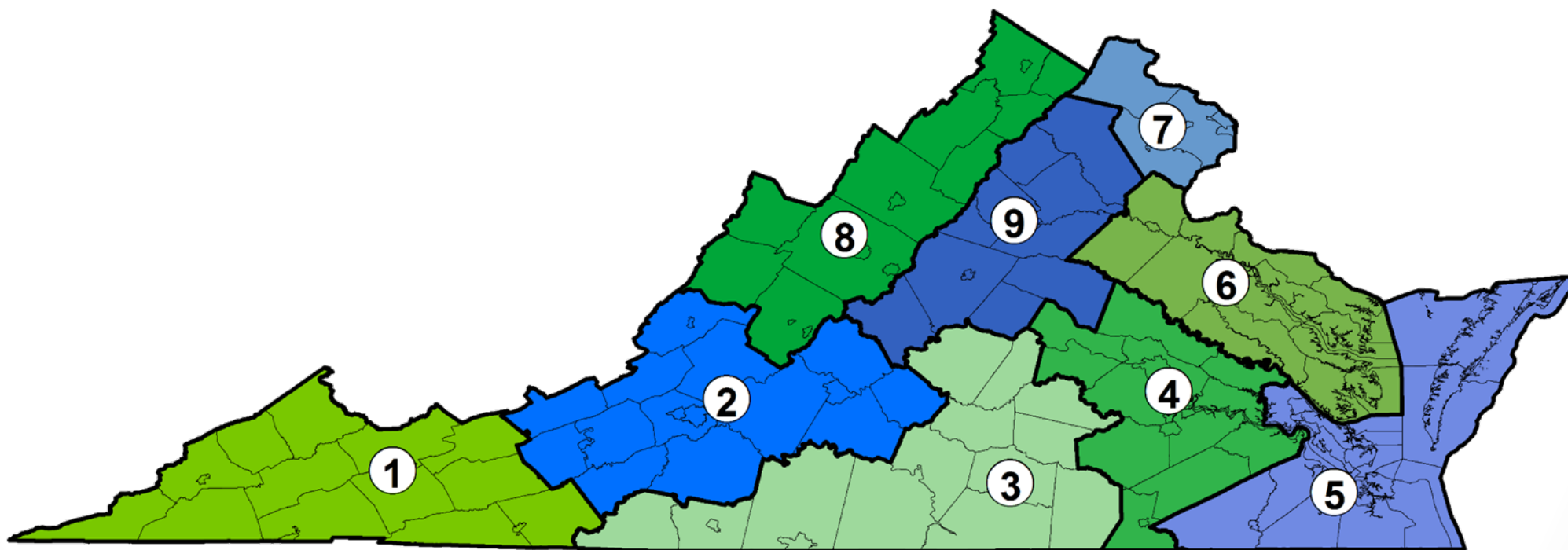
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The Regions

WHAT ARE THE REGIONS?

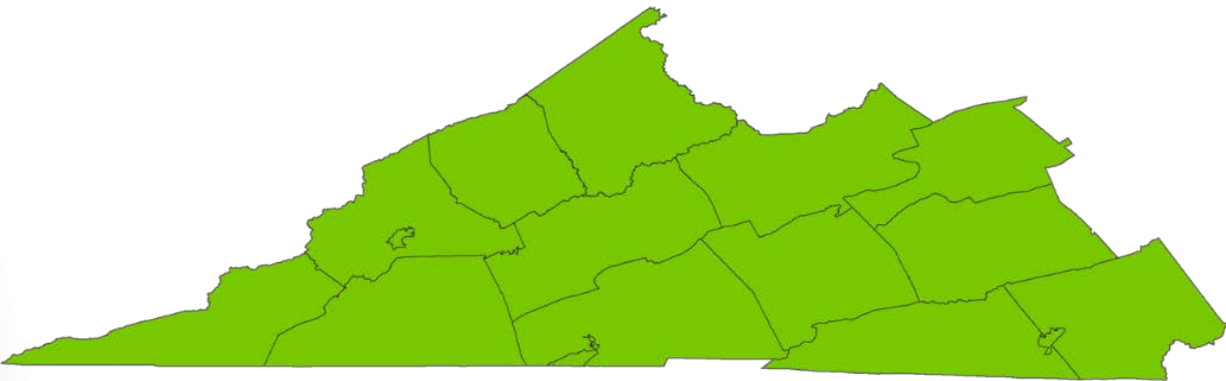
- In 2016, DHCD worked with stakeholders statewide to set boundaries for the 9 regions, which align with PDC and Workforce areas.
- These regions then established regional councils, and completed a Growth & Diversification Plan to outline the region's priority opportunities.

WHAT ARE THE REGIONS?



REGION 1: SOUTHWEST VIRGINIA

MAP



LOCALITIES

- Cities of Bristol, Galax, and Norton
- Counties of Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise, and Wythe

REGION 1: SOUTHWEST VIRGINIA

MAP

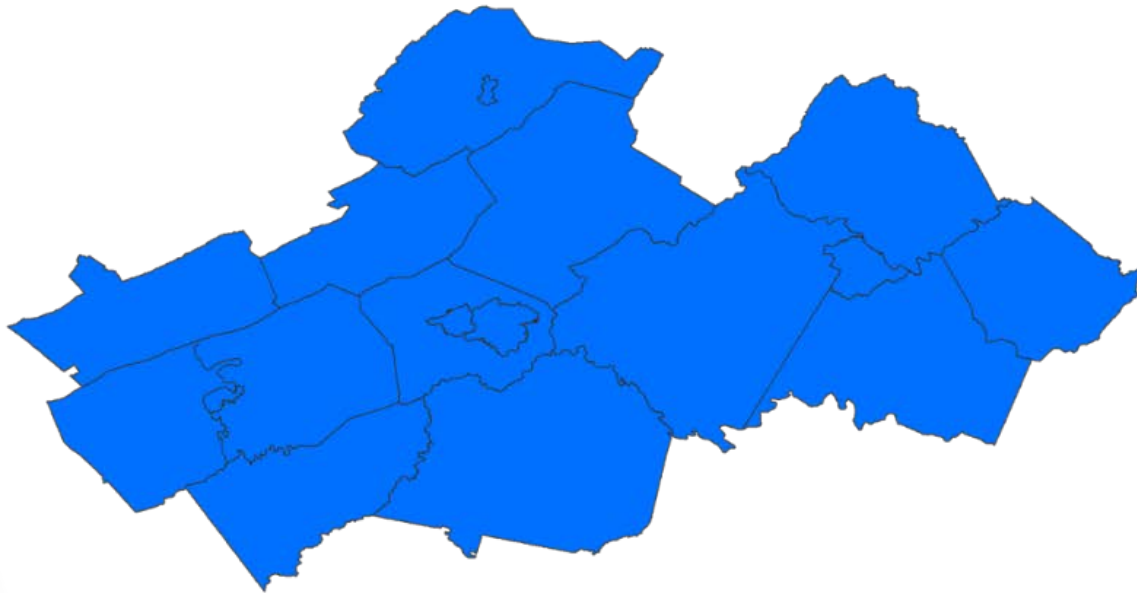


TARGET CLUSTERS

- Advanced Manufacturing
- Agriculture
- Energy and Minerals
- Food and Beverage Manufacturing
- Information and Emerging Technologies

REGION 2: WESTERN VIRGINIA

MAP

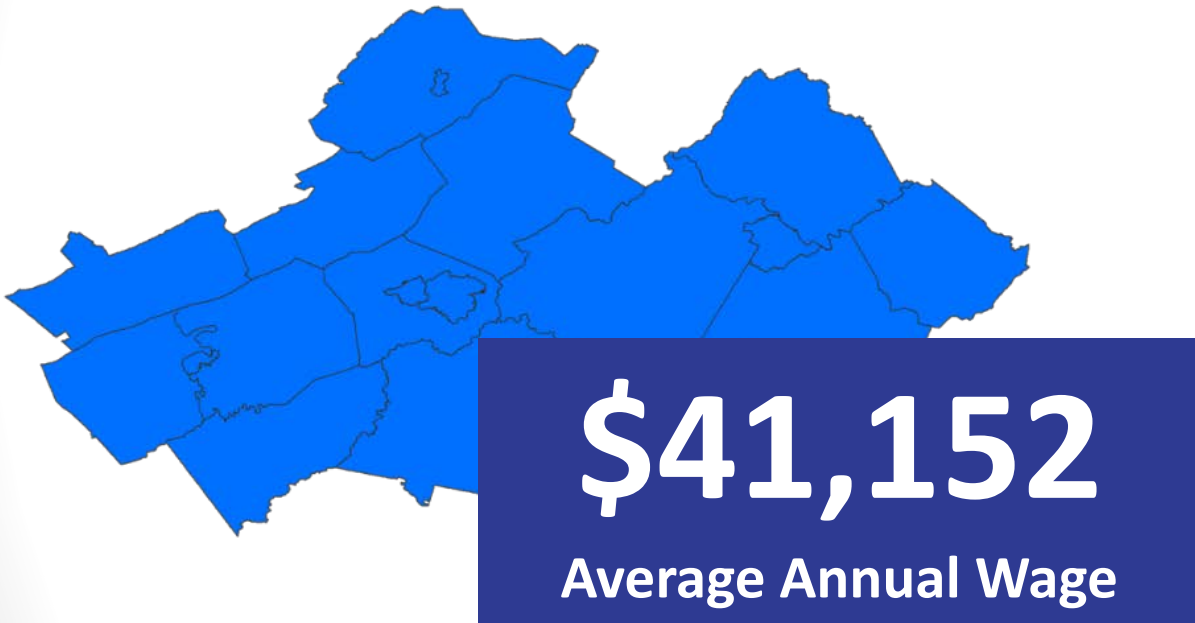


LOCALITIES

- Cities of Covington, Lynchburg, Radford, Roanoke, and Salem
- Counties of Alleghany, Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Floyd, Franklin, Giles, Montgomery, Pulaski, and Roanoke

REGION 2: WESTERN VIRGINIA

MAP

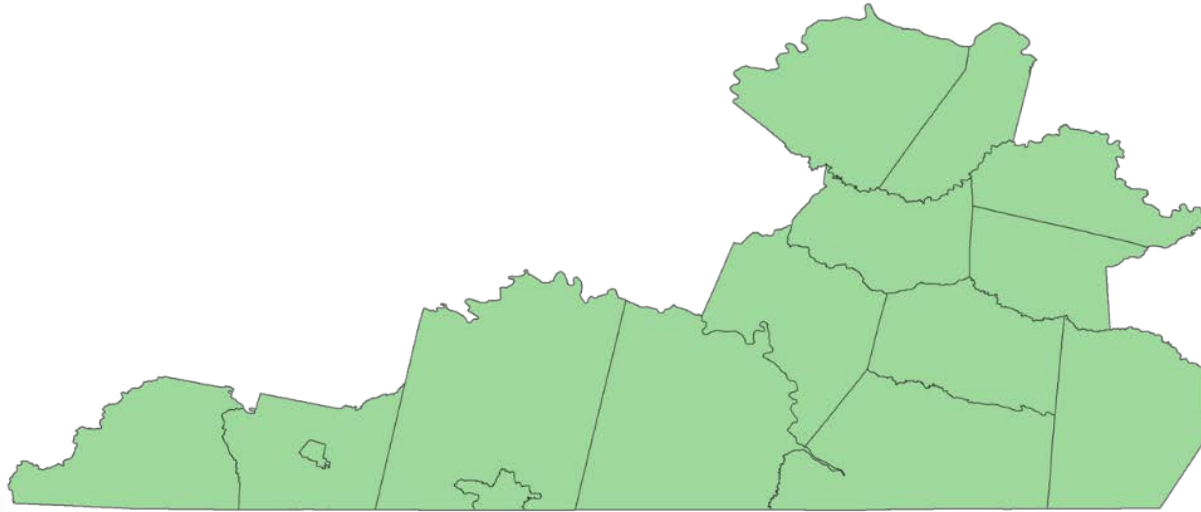


TARGET CLUSTERS

- Food and Beverage Manufacturing
- Information and Emerging Technologies
- Life Sciences and Healthcare
- Manufacturing

REGION 3: SOUTHSIDE

MAP



LOCALITIES

- Cities of Danville and Martinsville
- Counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward

REGION 3: SOUTHSIDE

MAP

\$33,846

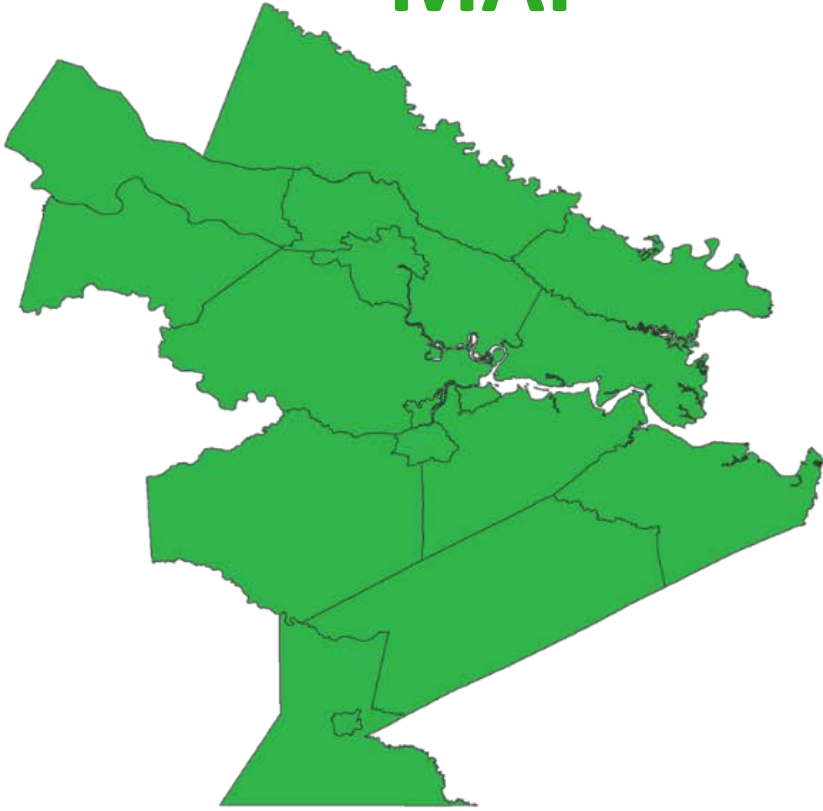
Average Annual Wage

TARGET CLUSTERS

- Advanced Manufacturing and Advanced Materials
- Health Care
- High-Value Natural Resource Products
- IT and Data Centers
- Professional Services

REGION 4: CAPITAL REGION

MAP

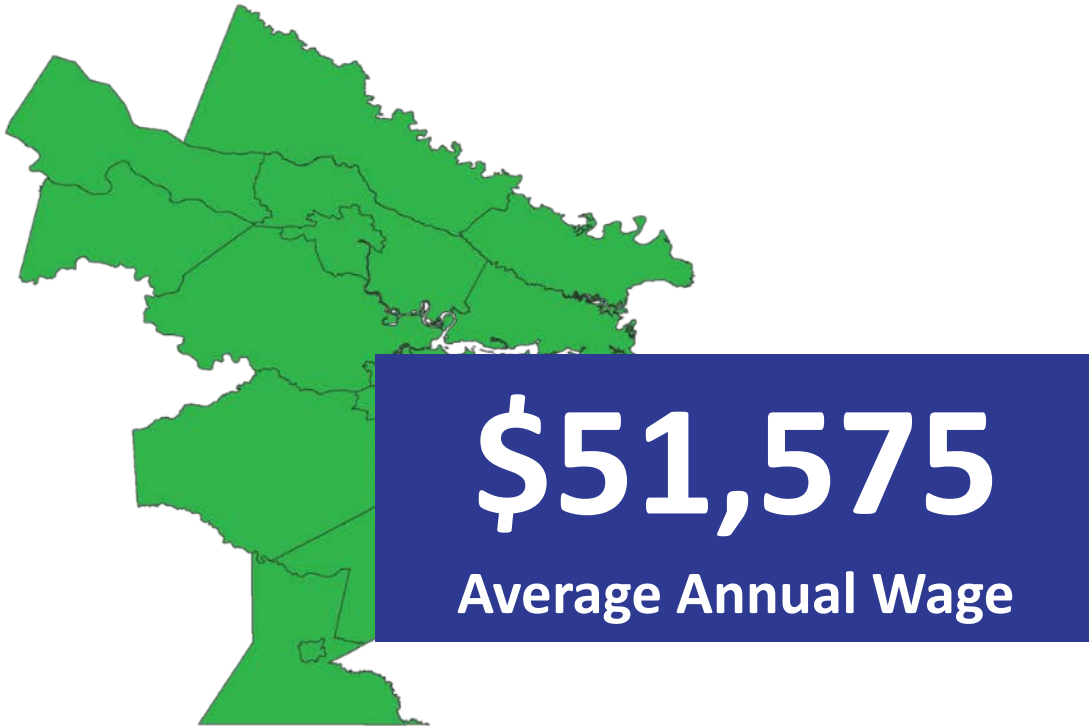


LOCALITIES

- Cities of Colonial Heights, Emporia, Hopewell, Petersburg, and Richmond
- Counties of Charles City, Chesterfield, Dinwiddie, Goochland, Greensville, Hanover, Henrico, New Kent, Powhatan, Prince George, Surry, and Sussex

REGION 4: CAPITAL REGION

MAP



TARGET CLUSTERS

- Advanced Manufacturing
- Healthcare and Biotechnology
- Information and Emerging Technologies
- Logistics

REGION 5: HAMPTON ROADS

MAP



LOCALITIES

- Cities of Chesapeake, Franklin, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg
- Counties of Accomack, Isle of Wight, James City, Northampton, Southampton, and York

REGION 5: HAMPTON ROADS

MAP

\$45,720

Average Annual Wage



TARGET CLUSTERS

- Advanced Manufacturing
- Cybersecurity, Data Analytics, and Modeling and Simulation
- Logistics and Port Operations
- Ship Building and Ship Repair
- Water Technologies
- Professional Services

REGION 6: MARY BALL WASHINGTON

MAP

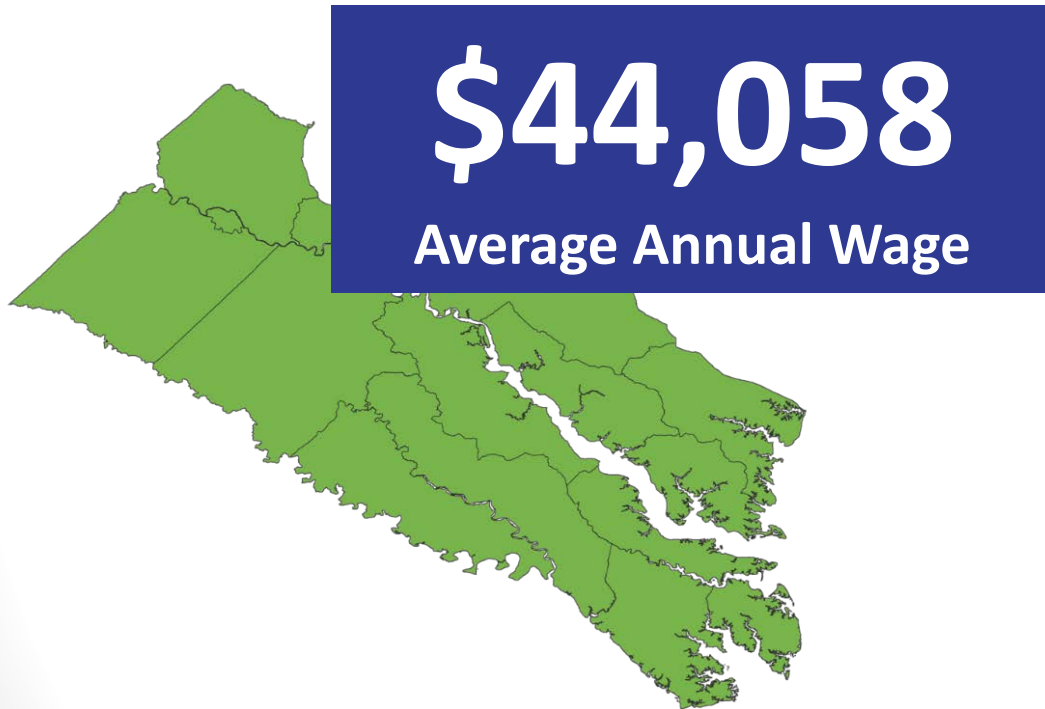


LOCALITIES

- City of Fredericksburg
- Counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford, and Westmoreland

REGION 6: MARY BALL WASHINGTON

MAP

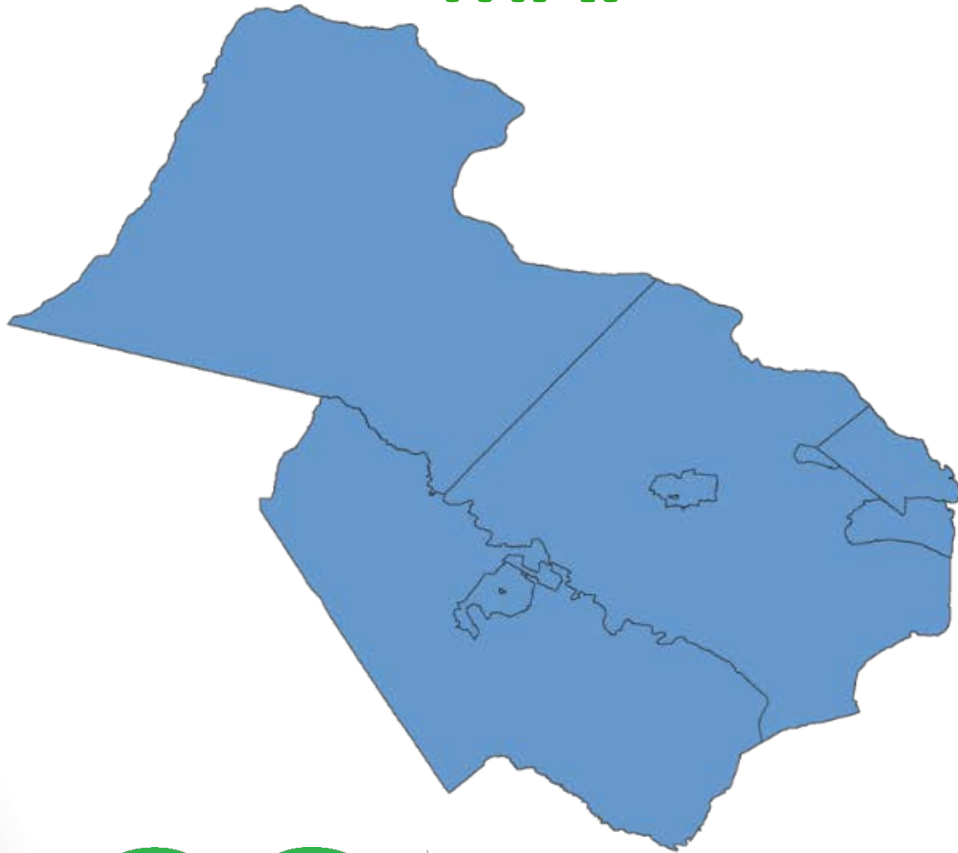


TARGET CLUSTERS

- Aquaculture, Commercial Fishing, and Seafood Processing
- Forestry, Wood, and Paper
- IT and Data Centers
- Logistics
- Manufacturing
- Professional Services

REGION 7: NORTHERN VIRGINIA

MAP

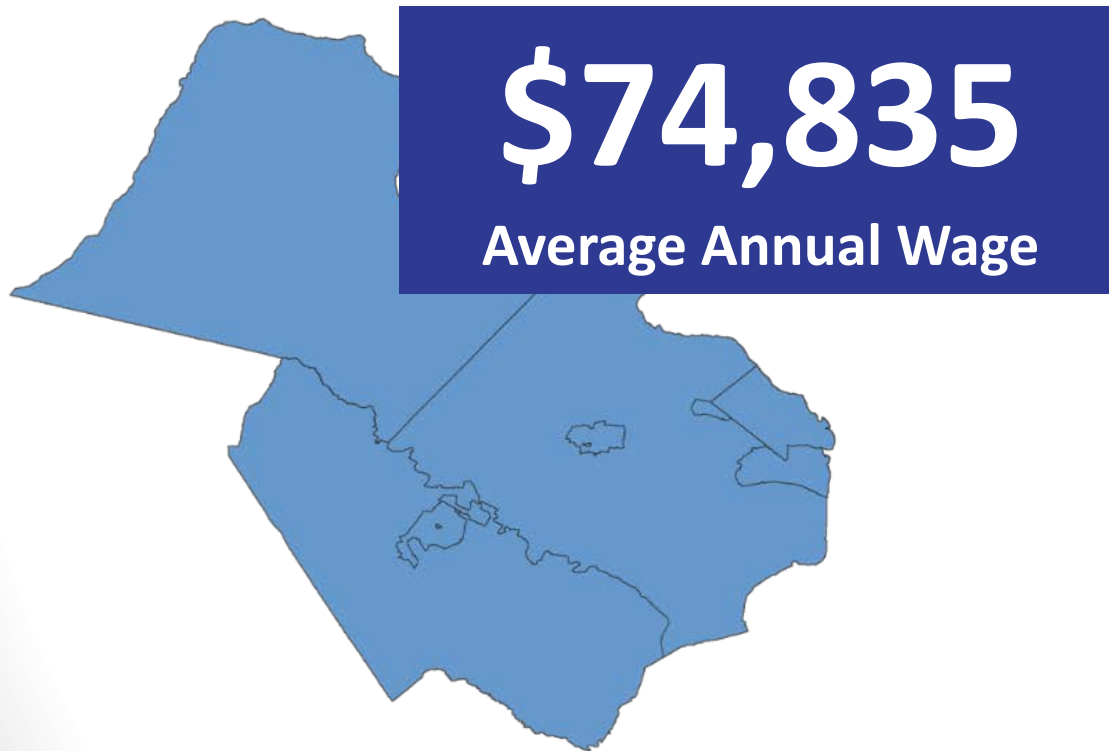


LOCALITIES

- Cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park
- Counties of Arlington, Fairfax, Loudoun, and Prince William

REGION 7: NORTHERN VIRGINIA

MAP



TARGET CLUSTERS

- Professional Services
- Computer Services
- Cybersecurity
- Engineering Services
- Life Sciences
- Research and Development

REGION 8: SHENANDOAH VALLEY

MAP

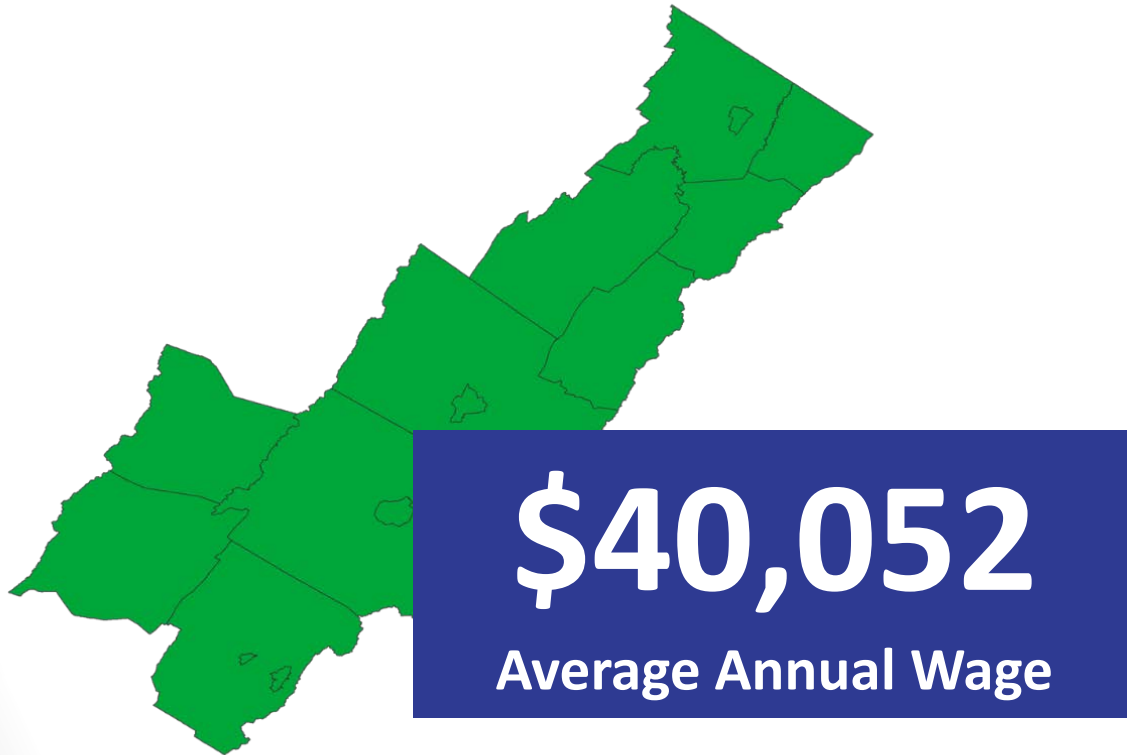


LOCALITIES

- Cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro, and Winchester
- Counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, and Warren

REGION 8: SHENANDOAH VALLEY

MAP

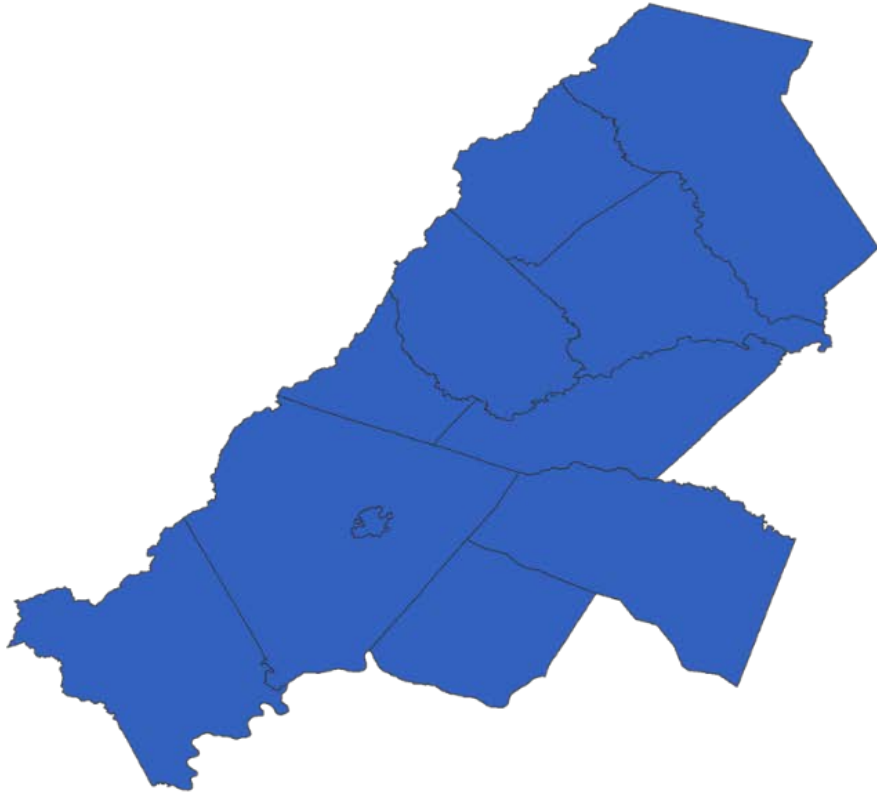


TARGET CLUSTERS

- Advanced Manufacturing
- Biotechnology and Healthcare
- Food and Beverage Manufacturing
- IT and Communications
- Logistics
- Professional Services

REGION 9: CENTRAL VIRGINIA

MAP



LOCALITIES

- City of Charlottesville
- Counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock

REGION 9: CENTRAL VIRGINIA

MAP

\$48,154

Average Annual Wage



TARGET CLUSTERS

- Advanced Manufacturing
- Biomedicine and Biotechnology
- Food and Beverage Manufacturing
- IT and Communications
- Professional Services



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The Projects

GO VIRGINIA FUNDS PROJECTS IN...

- **Workforce and Credentialing**
- **Commercialization**
- **Site & Infrastructure Development**
- **Cluster Scale-Up**



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Westmoreland County Welder Training Facility

APPLICATION OVERVIEW

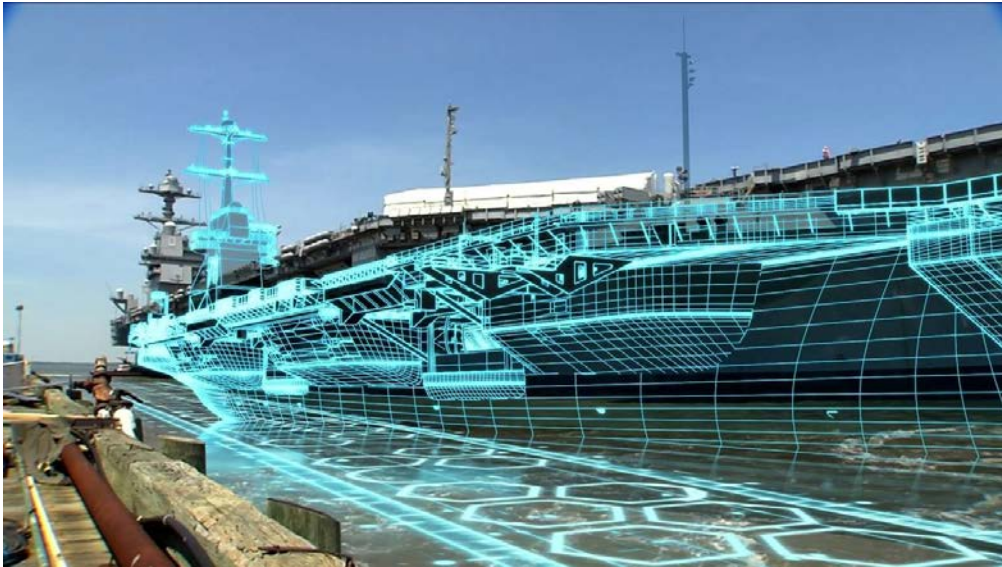
- Region 6 requested \$130,000 for lease payments, equipment, and instructor salaries
- To establish a new welding training facility to offer daytime courses through Rappahannock Community College (RCC) to train adult welders for employment at local businesses

WORKGROUP FEEDBACK

- Addressed an identified workforce gap in several targeted clusters including manufacturing and water industries
- Documented wages fall above regional average
- Demonstrated demand from private industry partners throughout the region
- Strong out-of-state revenue potential



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Old Dominion University

32 **Virginia Digital Shipbuilding**

APPLICATION OVERVIEW

- Region 5 requested \$ 1,295,080 over 2 phases for salaries and program outreach
- To create a regional and statewide digital shipbuilding curriculum and co-lab facility to train approximately 8,500 current and future workers in the shipbuilding and advanced manufacturing industries.

WORKGROUP FEEDBACK

- Strong private-industry and association support
- Training future workforce and upskill existing workforce to meet industry progress
- Virtual curriculum is scalable and replicable for other industries
- Line of sight to applications for supply chain statewide or spinoffs such as marine electric propulsion



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VCU and Lighthouse Labs

35 Lighthouse U

APPLICATION OVERVIEW

- Region 4 requested \$1,000,000 for salaries, travel, and program events
- To establish Lighthouse U, which features a series of events and training opportunities to prepare students to launch their own businesses after graduation. As part of the collaboration, Lighthouse Labs will introduce a new summer cohort program for recent graduates of Virginia universities that participated in Lighthouse U to become entrepreneurs.

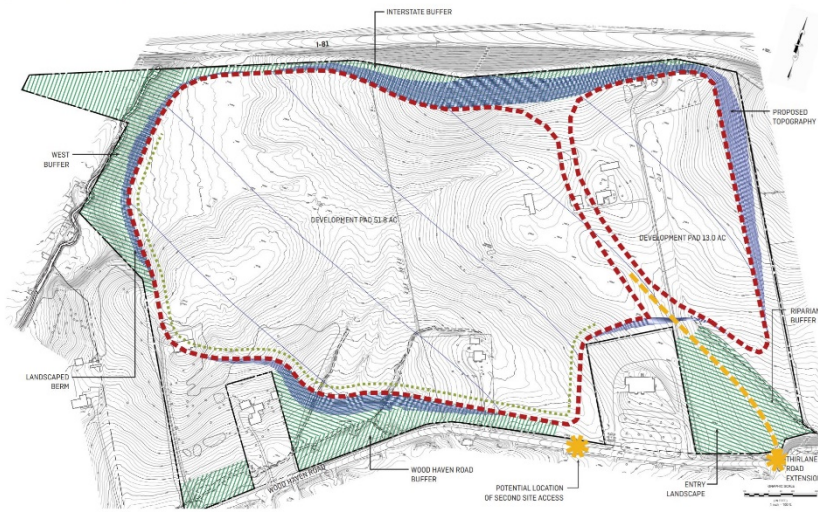
WORKGROUP FEEDBACK

- Retaining young entrepreneurs exiting Virginia's universities is important
- GOVA funds will not be used as seed funding
- Strong support from locality and higher education partners and entrepreneurship community
- Supports startup ecosystem and workforce credentialing



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WOOD HAVEN ROAD | TWO-SITE DEVELOPMENT PLAN OPTION



Western Virginia RIFA

38 Wood Haven W/S Infrastructure

APPLICATION OVERVIEW

- Region 2 requested \$200,000 for utility extension hard and soft costs.
- To advance a multi-pad industrial site in Roanoke to Tier 4 by extending water main infrastructure to two pad sites which would create 100+ jobs when developed.

WORKGROUP FEEDBACK

- Strong site location
- Worth investment to add to the state's inventory of business-ready sites
- Long-term, but significant ROI potential



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The Project Requirements

GO VIRGINIA PROJECTS MUST...

- Align with the region's target industries
- Involve 2+ local governments
- Create new higher-wage jobs
- Generate out-of-state revenue
- Produce a positive ROI within 3 Years
- Be sustainable after GOVA

GO VIRGINIA PROJECTS MUST....

- Demonstrate at least **\$1:1 match** from non-state sources
- Demonstrate at least **20% local match** from a local government, school district, or EDA/IDA entity

MATCH WAIVERS

- The Board can waive up to half of the required \$1:1 match for significant **fiscal distress** or an **exceptional economic opportunity**.
- The Board can waive the required local match for significant **fiscal distress** or an **exceptional economic opportunity** if a project serves the majority of the region's population.
- To date, the Board has not granted any waivers.

GO VIRGINIA DOES NOT FUND....

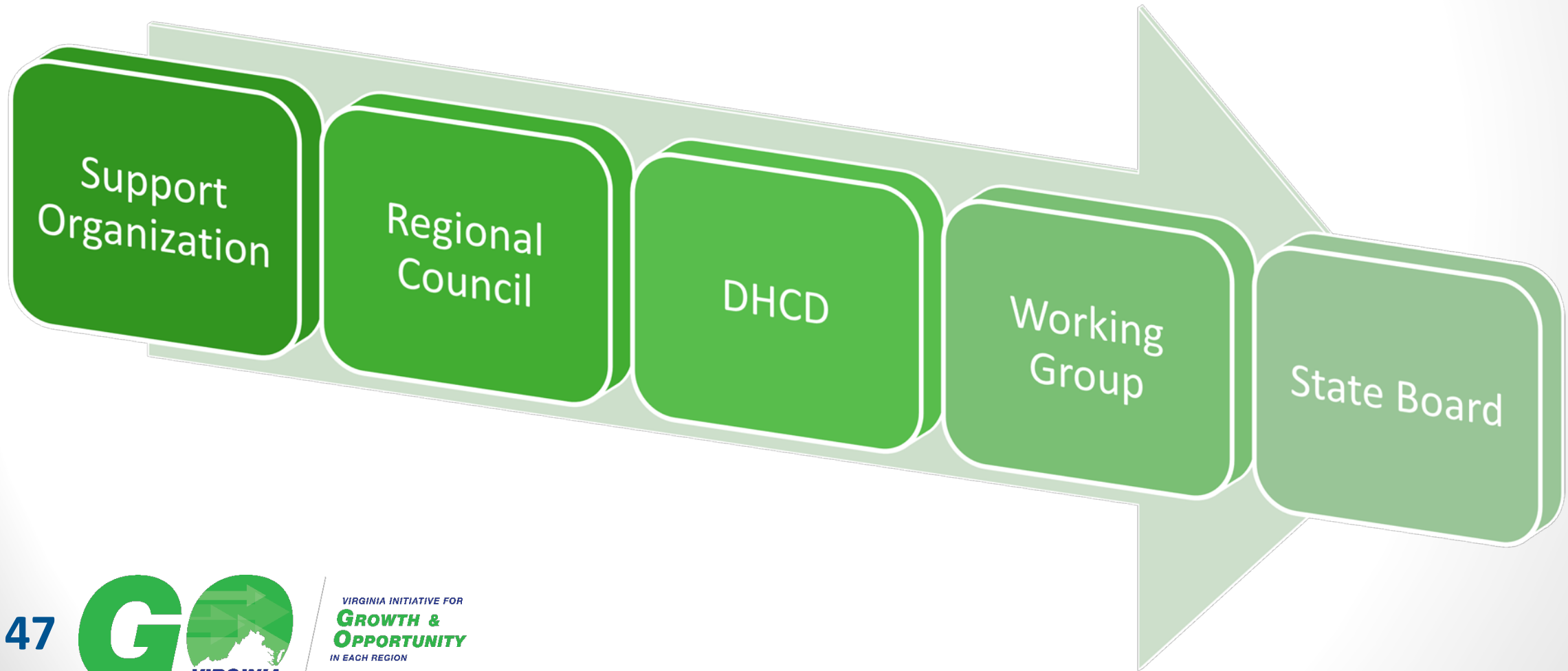
- Healthcare or quality of life projects
- Incentives to a single company
- Scholarships
- Transportation projects
- General capital improvements



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The Application Process

THE APPLICATION REVIEW PROCESS



THE REGIONAL APPLICATION PROCESS

- Projects must be approved by a Regional Council in order to be submitted to the State Board.
- Once approved by a Regional Council, the support organization submits an application to DHCD through the Centralized Application Management System (**CAMS**).

THE REGIONAL APPLICATION PROCESS

- Submitted applications are reviewed by 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.

REGION 1 APPLICATIONS

- **Application Deadlines:** April 8 and July 8
- **Application Materials:**
<http://www.goswva.org/proposals>
- **Point of Contact:** Robyn Lee
- **Email:** rlee@uvawise.edu

REGION 2 APPLICATIONS

- Application Deadlines: **Rolling**
- Application Materials:
<https://econdev.vt.edu/GOVirginia.html>
- Point of Contact: **John Provo**
- Email: **jprovo@vt.edu**

REGION 3 APPLICATIONS

- **Application Deadlines:** April 5 and July 5
- **Application Materials:**
<http://govirginia3.org/apply/>
- **Point of Contact:** Liz Povar
- **Email:** [**info@govirginia3.org**](mailto:info@govirginia3.org)

REGION 4 APPLICATIONS

- **Application Deadlines:** January 28 and May 10
- **Application Materials:**
<http://growcapitaljobs.org/requirements.html>
- **Point of Contact:** Wilson Flohr
- **Email:** Wilson@GrowCapitalJobs.org

REGION 5 APPLICATIONS

- **Application Deadlines:** January 7; Rolling
- **Application Materials:**
<http://www.reinventhr.org/2018/03/23/go-virginia-regional-5-council-is-now-expecting-grant-applications/>
- **Point of Contact:** Donna Morris
- **Email:** DMorris@ReinventHR.org

REGION 6 APPLICATIONS

- **Application Deadlines:** January 25 and March 22
- **Application Materials:**
<https://www.gwregion.org/our-work/gova>
- **Point of Contact:** Kate Gibson
- **Email:** gibson@gwregion.org

REGION 7 APPLICATIONS

- **Application Deadlines:** January 16; Rolling
- **Application Materials:**
<https://www.gonorthernva.com/>
- **Point of Contact:** Sue Rowland
- **Email:** sue.rowland@gonorthernva.com

REGION 8 APPLICATIONS

- **Application Deadlines:** March 29; Rolling
- **Application Materials:**
www.theshenandoahvalley.com/govirginia
- **Point of Contact:** Faith McClintic
- **Email:** govareg8pd@gmail.com

REGION 9 APPLICATIONS

- **Application Deadlines:** January 8 and April 3
- **Application Materials:**
<https://www.centralvirginia.org/about-the-partnership/go-virginia/>
- **Point of Contact:** Shannon Holland
- **Email:** sholland@centralvirginia.org

STATE DEADLINES

- **February 8, 2019 State Application Deadline**
 - **March 12, 2019 Board Meeting**
- **May 10, 2019 State Application Deadline**
 - **June 11, 2019 Board Meeting**

Questions?



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