VIRGINIA INITIATIVE FOR
GROWTH &
OPPORTUNITY
IN EACH REGION

2019 ANNUAL REPORT

Submitted by the Virginia Department of Housing and Community Development

Erik Johnston, Director

VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Partners for Better Communities
www.dhcd.virginia.gov

VIRGINIA GROWTH AND OPPORTUNTY ACT

Chapters 778 and 779 of the 2016 Virginia Acts of Assembly amended Title 2.2 of the Code of Virginia by adding Chapter 24 to create the Virginia Growth and Opportunity Board (the Board) and the Virginia Growth and Opportunity Fund (VGOF) within the Virginia Growth and Opportunity Act. Subsection 11 of §2.2-2486 of the code requires the Board to submit an annual executive summary of the interim activity of the Board by December 1 of each year. The information provided here summarizes the activities of the Board from July 1, 2018 to June 30, 2019. [1]

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[1] The 2018 report covered activity that occurred between Dec 1, 2017 and Nov 30, 2018. DHCD is moving to a reporting period consistent with a state fiscal year. As such, this submission will include previously reported activity.
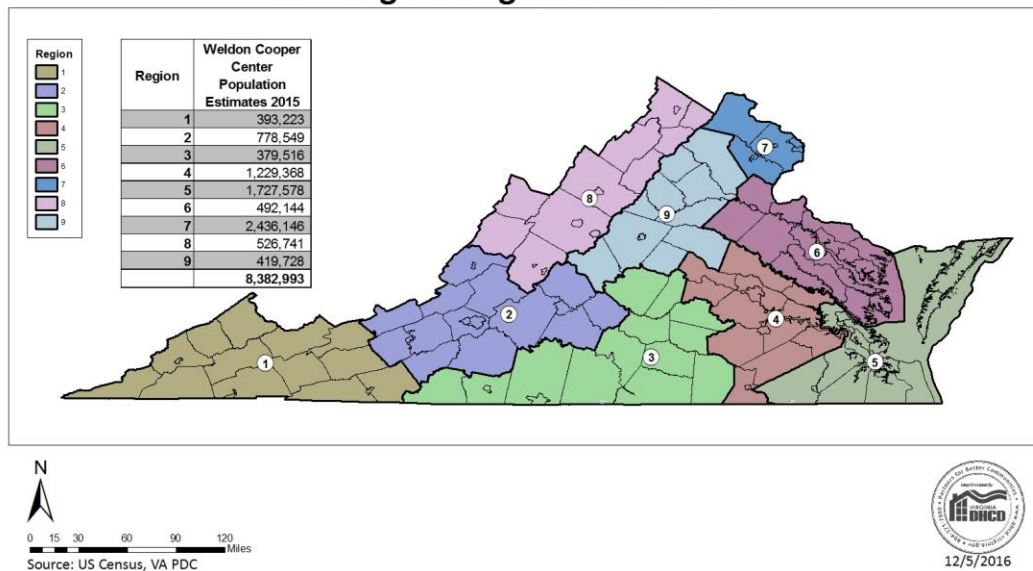
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THE FUND

Appropriations for the Virginia Growth and Opportunity Fund are included in the budget for the Virginia Department of Housing and Community Development (DHCD). The fund, as created in §2.2-2487, has three grant categories; (1) capacity building funds to assist regional councils in building regional capacity for job creation and program implementation (capacity building grants); (2) per capita project grants allocated to each region on a per capita basis for projects of regional significance (per capita grants); and (3) competitive grants awarded for projects of statewide economic impact and interregional collaborations (competitive grants).

The FY18-FY20 biennium budget allocated $29.45 million for the fund in the first year and $34.45 million for the second year. Of these funds, the budget allocated $3.25 million for capacity-building activities in the first year and $2.25 million in the second year. The budget also allocated $13.9 million in the first year and $16.9 million in the second year for the per capita grants and $12.3 million in the first year and $15.3 million in the second year for the statewide competitive grants.

The Virginia Growth and Opportunity Board has designated nine regions, each with a governance council. The map below illustrates the GO Virginia regions.

GO Virginia Regional Boundaries

2019 GO Virginia Annual Report

EXECUTIVE SUMMARY

GO Virginia is designed to encourage and reward regional collaboration around efforts to spur high-wage job growth in regionally-selected traded sector industry clusters while expanding and diversifying regional economies. Between July 1, 2017 and June 30, 2019, GO Virginia provided $20.8 million in funding for 60 diverse and distinctive projects. These included 36 project implementation grants (34 utilizing regional per capita funds and 2 using statewide competitive funds) and 24 projects designed to enhance regional capacity. **These project awards have leveraged more than $33 million in additional funding from public and private sources.** Appendix A provides a detailed list of funded projects and project descriptions.

GO Virginia was founded on the principles of regional collaboration. The program incentivizes that collaboration and encourages state and local investments to support shared, strategic goals on projects with significant regional impact. **Since program inception, more than 100 public entities, including 85 localities, have contributed $11.8 million in qualifying local match to GO Virginia projects. In addition, GO Virginia funds have helped to form or strengthen four Regional Industrial Facility Authorities (RIFAs), a best practice in regional collaboration and one which sets the stage for cost and revenue sharing around site development projects of regional significance.**

Another goal of the GO Virginia Program is to grow and diversify regional economies through the creation of more, higher-paying jobs in targeted industry clusters. **Funded projects have committed to support the creation of more than 10,000 high-paying jobs in one or more of their region's priority industry clusters.**

The regional GO Virginia Councils have targeted one or more of the following nine industry clusters for focus and identified a number of secondary clusters specific to each region's strengths and assets. The primary targeted industry clusters are:

- Manufacturing and Advanced Manufacturing
- Agriculture/Beverage/Food Manufacturing
- Information and Emerging Technologies
- Energy and Minerals
- Health/Bioscience/Life Sciences

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- Forestry/Wood/Paper Products
- Shipping and Logistics
- Water Technologies
- Professional Services

Training, retaining, and upskilling a qualified workforce remains a top priority for the nine GO Virginia regions. Significant investment has been made in this area, with great results. **Since program inception, GO Virginia-funded workforce development projects have built new capacity to support the credentialing of 1,500 workers, engaging secondary and postsecondary education partners as well as employers. The program has incentivized the creation of almost 600 new internships for high school and college students and the creation of 420 new apprenticeship opportunities.**

GO Virginia, in collaboration with regional partners, has made six strategic investments in regional priority site development and related infrastructure. These projects have been designed to create more business-ready sites suitable for firms in each region's targeted clusters. **GO Virginia funding has impacted 45 development sites and approximately 4,000 acres have been characterized, improved, or otherwise advanced using the site tier framework developed by the Virginia Economic Development Partnership.**

During the FY19 program year, the investment focus for GO Virginia remained on the critical issues of workforce development, site/infrastructure development, accelerating the growth of firms in existing priority industry clusters, and creating a resource-rich environment for entrepreneurs and firms with high-growth potential.

To support those strategies, the GO Virginia Board approved $14.5 million in funding for 33 projects during FY19. These grants attracted an additional $20.5 million in matching funds from private and public sources. Sixty-three percent of the funds awarded in FY 2019 ($9.1M) supported regional workforce development strategies designed to increase the number of job-ready candidates to support targeted traded sectors. Twenty-one percent ($3.1M) funded regional priorities in site and infrastructure development, and 16% ($2.3M) funded activities related to enriching the resource environment for entrepreneurs across the Commonwealth.

The following table provides a summary of funded projects by region and by priority investment area for the program year ending June 30, 2019.

Table 1: GO Virginia Funded Projects July 1, 2018-June 30, 2019

	Joint Site Development and Infrastructure	Startup Ecosystem	Workforce	Grand Total
Region 1	**$50,000**	**$25,000**	**$508,866**	**$583,866**
Coal-to-Graphene Study		$25,000		$25,000
Lonesome Pine RIFA Coordinator	$50,000			$50,000
Smart Farming			$310,372	$310,372
Solar Playbook for SWVA			$70,947	$70,947
Southwest Virginia Livestock and Educational Center			$100,000	$100,000
SWVTC Hub Link			$27,547	$27,547
Region 2	**$81,300**	**$150,000**	**$419,386**	**$650,686**
CERE Industry Labs: AMPL Phase II			$274,980	$274,980
Ignite Internship Expansion			$99,406	$99,406
Increasing the Birth Rate of New High Growth Companies		$150,000		$150,000
Lynchburg Regional Business Alliance Due Diligence Study	$81,300			$81,300
Regional Career and Technical Education Study			$45,000	$45,000
Region 3		**$80,000**	**$4,896,528**	**$4,976,528**
GO-TEC (phase 2)			$4,896,528	$4,896,528
SOVA Innovation Hub Planning Grant		$80,000		$80,000
Region 4	**$2,317,500**	**$1,100,000**	**$150,000**	**$3,567,500**
Activation Capital		$100,000		$100,000
CampusRVA			$100,000	$100,000
CCAM Business Plan			$50,000	$50,000
Lighthouse U		$1,000,000		$1,000,000
MAMaC Mega-Site Competitive	$2,217,500			$2,217,500
Virginia's Growth Region Site Readiness	$100,000			$100,000
Region 5	**$65,000**	**$240,000**	**$1,389,958**	**$1,694,958**
757 Angel Network		$240,000		$240,000
Accomack-Northampton Sewer and Sites Study	$65,000			$65,000
Hampton Roads Coalition for Talent Development			$99,705	$99,705
Virginia Cyber Alliance Year 2			$642,713	$642,713
Virginia Digital Shipbuilding: Year 2			$647,540	$647,540
Region 6			**$110,000**	**$110,000**
Cybersecurity Certification Program			$110,000	$110,000
Region 7			**$1,000,000**	**$1,000,000**
Tech Talent Pipeline Apprenticeships			$1,000,000	$1,000,000

(cont.) Table 1: GO Virginia Funded Projects July 1, 2018-June 30, 2019

	Joint Site Development and Infrastructure	Startup Ecosystem	Workforce	Grand Total
Region 8		**$23,000**	**$604,800**	**$627,800**
Mobile Hub-Lab Planning Grant		$23,000		$23,000
Shenandoah Valley Talent Solutions Strategy Development			$64,800	$64,800
Shihadeh Innovation Center			$540,000	$540,000
Region 9	**$600,850**	**$642,240**		**$1,243,090**
Catalyst Accelerator Program		$475,200		$475,200
CvilleBioHub Planning Grant		$83,540		$83,540
Regional Business Park - Phase 2 Site Readiness (Tier 3)	$600,850			$600,850
Youth Entrepreneurship Program Resource		$83,500		$83,500
Grand Total	**$3,114,650**	**$2,260,240**	**$9,079,538**	**$14,454,428**

THE VIRGINIA GROWTH AND OPPORTUNITY BOARD

The Board convened five times between July 1, 2018 and June 30, 2019. The Virginia Growth and Opportunity Board consists of seven legislators, three ex-officio members from the Governor's Cabinet and fourteen private sector representatives. A full list of board members can be found in Appendix B.

To assist the Board with its grant decision-making process, the Board convenes ad-hoc workgroups to review all per capita and competitive funding applications with each workgroup reviewing applications in one of the four areas of strategic focus: workforce development, joint site and infrastructure development, industry cluster scale-ups, and start-up ecosystem development. Each workgroup strives to include DHCD staff, two GO Virginia Board members, and at least two subject-matter experts drawn from relevant state agencies and other stakeholders with applicable expertise.

KEY BOARD ACTIONS AND ACTIVITY

State code requires that the designated regional councils update their Growth and Diversification Plans every two years. These plans are essential to the program and help regions prioritize industry clusters and strategies to guide and support project pipeline development. To facilitate that process, the Board issued guidance and areas of focus.

To encourage more strategic investment in the entrepreneurial ecosystem across the Commonwealth, regions received an assessment of entrepreneurial activity and recommendations to strengthen their network of services and spaces for start-ups and early-stage businesses in their priority sectors. TEConomy had previously conducted a study for the Virginia Research Investment Fund. These assessments, completed by TEConomy Partners, can be found on the DHCD website.

As follow-on, the Board endorsed a new planning grant type called a Regional Entrepreneurship Initiative to encourage the designation of a collaborating entity and to engage regional stakeholders to develop strategies to create high-wage jobs in start-up and early-stage companies. Regions may request up to $300,000 from their per capita funding to develop an entrepreneurial investment plan to increase the number of startup firms in targeted clusters and improve their survival rates.

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The Board formed a Broadband Advisory Taskforce, chaired by board vice-chairman, Ben Davenport, to develop recommendations for future investments in vital broadband infrastructure. The authorizing budget language and the members of the taskforce can be found in Appendix C and D. The Taskforce recommended that Board adopt a policy on ways GO Virginia funding can be used to expand broadband access for business development.

The Board also took action to ensure that its future investments in site development would align with the Commonwealth's goal of increasing the number of business-ready sites and with the site characterization study work being conducted by the Virginia Economic Development Partnership. It directed DHCD staff and VEDP staff to work collaboratively around a policy recommendation for future site/infrastructure investments through the GO Virginia program.

THE VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD)

DHCD administers the GO Virginia fund and provides staff support to the Board and the nine Regional Councils, as well as partnering agencies and the GO Virginia Broadband Task Force.

To support regional communication and the sharing of information, DHCD staff hosts monthly calls with the support organizations and facilitates ongoing discussions relating to project development and special topics relating to economic development and targeted industries. Staff continue to provide technical assistance to regions upon request, respond to inquiries from interested parties around the Commonwealth and provide information to a variety of stakeholder groups through speaking engagements.

THE REGIONAL COUNCILS

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. The Region One Council is led by Mike Quillen as chair and Lois Clarke as vice chair and the University of Virginia at Wise is the support organization, led by Shannon Blevins and Robyn Lee. Region One updated its Growth and Diversification Plan and its focus remains on four target industries: advanced manufacturing, agriculture and food manufacturing, information and emerging technologies, and energy and minerals. Region One's plan emphasized four main strategies to growing higher wage jobs in the targeted industry sectors: Workforce Development, Site Development, Broadband Infrastructure, and Scale-Up of existing industry.

The Regional One Council held four regional council meetings and eight subcommittee meetings which included the Chambers of Commerce, Economic Development, and Education Sub-committees. They also coordinated 23 working group meetings focused on addressing needs of the information technology, agriculture and food/beverage processing, and the advanced manufacturing industries. Each group has representatives mainly from the private sector, higher education, local government, non-profits, as well as several other sectors.

The Council was active in leading coordinated efforts to collaborate with a broad range of grant funders throughout the region to align strategies and gain a better understanding of regional projects and priorities. The group, consisting of representatives from GO Virginia Region One, Tobacco Region Revitalization Commission, Appalachian Regional Commission, Department of Mines, Minerals, and Energy, and Department of Housing and Community Development, meets quarterly to look for ways to work together to support projects that build the economy in Region One. During FY2019, the group met four times. Main topics of discussion include regional projects focusing on the agriculture/food and beverage processing sector and site development.

In FY19 the Region One Council was awarded $583,866 in per capita grant funding for six projects submitted to the state board.

SWVTC Hub Link: The Southwest Virginia Technology Council (SWVTC) will complete initial work on the SWVTC HubLink platform, an online jobs platform where job-seekers will be able to access job and training opportunities in the technology industry. Prior to the build-out of the platform, SWVTC will solicit input from regional stakeholders, including workforce training providers, community colleges, private-industry partners, student and job-seekers, and others. In order to determine the most valuable features for the online platform. SWVTC will also inventory all technology training programs offered in the region to populate a directory that will be hosted on the platform once launched.

Coal-to-Graphene Study: To conduct a market study, initial environmental impact analysis, and cost projections for the development of a graphene economy in Southwest Virginia. Virginia Tech's Institute of Critical Technology and Applied Science has developed a method of manufacturing graphene from coal at a significantly reduced cost from what is currently available.

Smart Farming: Mountain Empire Community College (MECC) will expand unmanned systems coursework with two new capstone courses on smart farming and the use of technology to improve farming techniques, increase yields, and maximize agriculture profits. MEEC will offers students the ability to earn national credentials for Federal Aviation Administration (FAA) drone operations, agricultural inspections, and pesticide spraying at the new Center for Workforce & Innovation of Appalachia (CWIA), and additional courses will allow MECC to offer the first Unmanned Aerial Systems Associate Degree in Virginia.

Southwest Virginia Livestock and Educational Center: To coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. The Southwest Virginia Livestock and Educational Center will house the facilities necessary for local farmers to get their cattle weighed, graded and sold and/or receive veterinary treatment while also providing opportunities for experiential learning for local students. The program will also coordinate opportunities for participating students to have internships with local cattle farmers.

Lonesome Pine RIFA Coordinator: To create a coordinator position to further the mission of the Regional Industrial Facility Authority, which serves the counties of Lee, Scott, Wise,

and Dickenson and the City of Norton. The coordinator will formalize the RIFA organization structure, continue and expand the conversations regarding tax revenue sharing, coordinate with other RIFAs as appropriate, and coordinate funding opportunities in the region.

Solar Playbook for SWVA: To lead a collaborative planning initiative and in-depth market study that will identify specific pathways for large-scale solar-related investment on mined lands and develop high-paying employment opportunities in Southwest Virginia.

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. The Region Two Council is led by Raymond Smoot as chair and Ab Boxley as vice chair, and the Office of Economic Development (OED) at Virginia Tech is the support organization, led by John Provo.

The update of Region Two's Growth and Diversification Plan reaffirmed the region's commitment to priority target industries to include: advanced manufacturing, agriculture and food manufacturing, information and emerging technologies, bioscience, wood and paper products, and professional services. The Council prioritized Technology Innovation/Entrepreneurship, Workforce Development, Cluster Scale-Up, and Site Development as means to grow and diversify the Region Two economy.

The Region Two Council was awarded $650,686 in per capita funding for five projects submitted to the Board in FY19.

Center for Engineering Research and Education (CERE) Industry Labs AMPL Phase II: To develop the Additive Manufacturing Partnership Lab (AMPL) at the newly-established CERE facility in Bedford County. Liberty University will utilize AMPL to train students and manufacturing employees in the region on the newest technology-based processes, such as 3D printing and robotics, which are driving manufacturing industry growth.

Increasing the Birth Rate of New High Growth Companies: The Advancement Foundation will develop a new program designed to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and student investors.

Ignite Internship Expansion: To expand on what was previously awarded in Region One for $250,000 to include the creation of a web-based platform to deliver activities that will encourage post-secondary education and streamline workforce credentialing, provide work-based learning opportunities, and match new graduates with local employers. The United Way of Southwest Virginia will expand these efforts into Giles and Pulaski Counties and the City of Radford.

Lynchburg Regional Business Alliance Due Diligence Study: To advance a portfolio of six existing commercial/industrial sites along the site readiness scale and determine next steps for moving all sites to at least Tier 3 according to the Virginia Business Ready Sites Program (VBRSP), with seven localities participating. GO Virginia funds will be used for consultant services to complete the required due diligence phase necessary to advance these sites.

Regional Career and Technical Education Study: To evaluate the region's current Career and Technical Education (CTE) initiatives and programs. The project will facilitate initial evaluation of the current needs, demand, and capacity and make recommendations to better serve the region.

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. The Region Three Council is led by Charles Majors as chair and Randy Lail as vice chair, and the Southside Planning District Commission (SPDC) is the support organization, and in FY19 was led by Gail Moody. The Region Three Council updated its Growth and Diversification Plan after extensive stakeholder engagement and identified target industries to include: advanced manufacturing, information and emerging technologies, health/bioscience, forestry/wood and paper products, shipping and logistics, and professional services.

The Council approved strategies to support the growth and expansion of firms in targeted sectors and grow new, higher wage jobs in the region. Those strategies include developing new sites and enhancing infrastructure, developing and scaling existing traded industry sectors, developing a larger pool of job-ready workers, and technology innovation and entrepreneurship.

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Region Three organized and executed five (5) Region Three Council Executive Committee meetings and five (5) Region 3 Council meetings. Region Three engaged a firm to create a more robust project pipeline by more effectively informing and educating local and regional stakeholders. The Communications Committee of the Council has developed and executed an extensive outreach and engagement strategy that includes a Six Weeks to Application workshop series for prospective applicants as well as an Ambassador Outreach Initiative.

The Region Three Council was awarded $4,976,528 in per capita ($80,000) and competitive funding ($4,896,528) for two projects submitted to the state board in FY19.

> **GO-TEC (Phase 2):** To expand GO-TEC Phase 1 to be used for personnel, instructor training, program outreach, equipment and build-out of 4 middle-school career connection labs, and program materials focusing in the areas of precision machining, welding, IT/cybersecurity, robotics/mechatronics/automation, and advanced materials. This scaled down version of $1,320,787 will be required to be validated before the remaining $3,575,741 will be released to expand to another 10 middle-school career connection labs.

> **Southern Virginia (SOVA) Innovation Hub Planning Grant:** Mid-Atlantic Broadband Communities (MBC) Corp. will explore the concept of a Southern Virginia Innovation Hub that will enhance the Microsoft TechSpark program through a modern multi-use facility with technology outreach programs in the region, located in downtown South Boston. This feasibility study will establish site plans for the SOVA Innovation Hub, as well as an implementation plan with projected outcomes and metrics for benchmarking success, while validating these plans with partners, stakeholders, businesses, educators and students. The region hopes to secure Microsoft's continued investment through the TechSpark program by demonstrating the potential for this facility to become a signature project for the program.

REGION FOUR includes the counties of Charles City, Chesterfield, Dinwiddie, Goochland, Greensville, Hanover, Henrico, New Kent, Powhatan, Prince George, Surry, and Sussex; and the cities of Colonial Heights, Emporia, Hopewell, Petersburg, and Richmond. The Region Four Council is led by William Goodwin Jr. as chair and John Luke Jr. as vice chair and is supported by the Grow Capital Jobs Foundation, a nonprofit led by Wilson Flohr.

The Region Four Growth and Diversification Plan update affirmed the region's focus on advanced manufacturing, information and emerging technologies, bioscience, and shipping and logistics. The Regional Council held four council meetings and convened stakeholders in a series of "ideation" sessions between July and September 2018.

The Region Four Council was awarded a total of $3,567,500 in the most recent program year, including $1,350,000 in per capita funding for three projects and an additional $2,217,500 in competitive funding for one project approved by the Board:

Lighthouse U: Lighthouse Labs, a top-30, seed-stage accelerator program, and the da Vinci Center at Virginia Commonwealth University (VCU) will partner to expand the recently piloted Virginia Start-Up Spring Break and Pre-Accelerator programs. The partners will pilot the Lighthouse U program, which will feature 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.

CampusRVA: Southeastern Institute of Research (SIR) and ChamberRVA will develop the CampusRVA initiative, which will serve as a marketplace, both online and off-line, for internships and job openings to facilitate the matching of employers with potential employees. Based on the successful CampusPhilly model, CampusRVA will promote the Capital Region as an attractive place to live, work and play, supporting the region's goal of retaining Virginia's recent college graduates.

Competitive Grant: Mid-Atlantic Advanced Manufacturing Center (MAMaC) Mega-site: The MAMaC RIFA, a revenue-sharing partnership between Greensville and Mecklenburg counties and the city of Emporia, will advance the 1,600-acre certified mega-site in Greensville County to a Tier 4 mega-site. The MAMaC RIFA has made significant progress toward improving the site with water, electric and natural gas utilities, clearing land for pads and securing crucial right-of-way acreage to ensure utility access to the site. The RIFA will complete engineering plans to upgrade the Greensville County Water and Sewer Authority's Water Treatment Plant, construct the gravity-fed sewer system to the site and

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construct the wetlands mitigation bank that will be necessary to accommodate future development on the site.

REGION FIVE includes the counties of Accomack, Franklin, Isle of Wright, James City, Northampton, Southampton and York; and the cities of Chesapeake, Hampton, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach and Williamsburg. The Region Five Council is led by Thomas Frantz as chair and Anne Conner as vice chair, and is supported by Reinvent Hampton Roads, a nonprofit led by James Spore. The Regional Council held 10 council meetings and five subcommittee meetings.

The Region Five Growth and Diversification Plan identifies target industries to include: advanced manufacturing, information and emerging technologies, bioscience, port operations and logistics, shipbuilding and repair, and water technologies. Key goals of the updated Economic Growth and Diversification Plan continue to focus upon creating coordinated regional capacity for innovation in the region's key cluster areas; increasing the pace of Small and Medium-sized Enterprise (SME) job creation through the expansion of existing firms and expanding resources for entrepreneurs; and, closing all skills, credentialing and degree gaps in the workforce that support the region's key industry clusters.

The Region Five Council was awarded $1,690,958 in per capita funding in FY19 for five projects submitted to the Board.

Hampton Roads Coalition for Talent Development: To partner with the Hampton Roads Workforce Foundation and the Greater Peninsula Workforce Board to enable the systematic collaboration, involvement, and investment of the major partners in talent development. Will allow for a new senior-level position to establish implementation and communication plans, and to convene senior business leaders and regional workforce providers to identify and address regional needs in real time.

757 Angel Network: To expand efforts to connect the most promising startup and early stage companies to smart growth capital, and to sustain and expand the organizational capacity through the hire of a program director. 757 Angels is the first centralized source

of angel seed stage capital in Hampton Roads, with 120 members and $40M deployed in Virginia companies to date.

Accomack-Northampton Sewer and Sites Study: To conduct a two-phased approach to 1) complete the Eastern Shore Main Force Sewer Transmission Line study and 2) evaluate 25+ acre sites with the Accomack-Northampton Planning District Commission's (ANPDC) footprint. The sewer line study will help the Eastern Shore increase it sewer capacity and enable it to meet the minimum infrastructure requirements to become eligible for the Virginia Business Ready Site Program (VBRSP). ANPDC will inventory and identify sites to be characterized through an engineering firm.

Virginia Digital Shipbuilding Year 2: Virginia Modeling and Simulation Center at Old Dominion University will create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment and will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters.

Virginia Cyber Alliance Year 2: To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.

Hampton Roads Workforce Council (formerly Opportunity Inc.), Hampton Roads Economic Development Alliance, Reinvent Hampton Roads, and the Peninsula Workforce Development Council funded an initial workforce gap analysis, with focus on the industry clusters identified in the Economic Growth and Diversification Plan. A more comprehensive analysis was completed this year with support from the Hampton Roads Community Foundation and other regional partners. The Hampton Roads Talent Alignment Strategy Initiative came out of the work of CAEL and Avalanche Consulting who facilitated and developed the project. Their analysis determined the makeup of the region's labor force and identified the industries and occupations that are thriving.

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With the support of GO Virginia funds, the Eastern Virginia Regional Industrial Facility Authority (EVRIFA) was formed to oversee development of the unmanned systems facility and begin preliminary engineering and architectural work to prepare a site in York County for construction of the facility. Unmanned Systems and Aerospace was identified in the Economic Growth and Diversification Plan as a priority cluster in the Hampton Roads region. In addition to this specific development the EVRIFA will provide the region with an entity that can used to develop sites that benefit multiple jurisdictions.

REGION SIX includes the counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford and Westmoreland; and the city of Fredericksburg. The Region Six Council, also known as the Mary Ball Washington Regional Council, is led by William Beale as chair and Carlton Revere as vice chair, and is supported by the George Washington Regional Commission (GWRC), led by Linda Millsaps and Kate Gibson. The Region Six Council organized and executed twelve subcommittee meetings, including two Executive Committee meetings, five Nominating Committee meetings, three Review Committee meetings, and two Interview Panel meetings.

The revised Growth and Diversification Plan highlights six targeted industries possessing the greatest economic potential for Region 6: Aquaculture/Seafood/Commercial Fishing/Marine Industries; Forestry/Wood Products/Paper; Manufacturing; Distribution/Logistics; Information/Data Centers; and Professional/Scientific/Technical Services.

The Mary Ball Washington Regional Council was awarded $110,000 in per capita funding in FY19 for one project submitted to the Board:

> **Cybersecurity Certification Program:** To establish a cybersecurity preparatory program to train Certified Information Systems Security Professionals (CISSP). University of Mary Washington (UMW) will help businesses in the region fill current openings that are difficult to fill due to the inadequate supply of certified professionals. In partnerships with Germanna Community College and Rappahannock Community College, UMW will implement a 40-hour certification program, as well as a structured pre-study curriculum.

REGION SEVEN includes the counties of Arlington, Fairfax, Loudoun and Prince William; and the cities of Alexandria, Fairfax, Falls Church, Manassas and Manassas Park. The Region Seven Council is led by Tom Rust as chair and Sharon Virts as vice chair, and is supported by the Northern Virginia Regional Commission (NVRC). Additional contract support is provided by SR Consulting Inc., led by Sue Rowland.

The region revised its Growth and Diversification Plan that identifies target industries to include: information and emerging technologies, bioscience, and professional services.

The Region 7 Council was awarded $1,000,000 in per capita funding in FY19 for one project submitted to the Board:

> **Tech Talent Pipeline Apprenticeship Initiative:** Northern Virginia Community College (NOVA) will expand the previously awarded Tech Talent Pipeline Initiative, which aims to create a workforce system to effectively attract, prepare and retain qualified candidates to fill high-demand cybersecurity and IT jobs. NOVA will develop and implement a new apprenticeship program, matching 400 apprentices to employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce, conduct Tech Talent Pipeline outreach and develop and implement the apprenticeship curriculum and models.

REGION EIGHT includes the counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah and Warren; and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro and Winchester. The Region Eight Council is led by George Pace as chair and Chris Kyle as vice chair, and is supported by the Northern Shenandoah Valley Regional Commission (NSVRC) led by Brandon Davis, with additional consulting services from Faith McClintic. Additional contract support is provided by the Shenandoah Valley Partnership (SVP) and the Central Shenandoah Planning District Commission (CSPDC).

The Region Eight Growth and Diversification Plan identifies target industries to include: advanced manufacturing, agriculture/food and beverage manufacturing, information and emerging technologies, bioscience, wood and paper products, shipping and logistics, and professional services. Key strategies in the revised Growth and Diversification Plan include broadband, the

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scaling of existing targeted industry clusters, research commercialization with university partners, regional site development, workforce development, and innovation/entrepreneurship.

The Region Eight Council was awarded $627,800 in per capita funding for three projects submitted to the Board:

Shihadeh Innovation Center: To renovate the former Kohn Kerr Elementary School into an advanced facility for career and technical education (CTE) programs offered through a Professional Skills Academy, a Health Sciences Academy, and an Information Technology Academy to support an expanded Work-Based Learning program to connect students to regional businesses in the targeted clusters.

Shenandoah Valley Talent Solutions Strategy Development: To develop a Talent Solutions Strategy to address: 1) high school and college graduate retention 2) development of a workforce to meet the needs of regional businesses, and 3) attraction of new workforce participation from outside of the Region and State.

Mobile Hub-Lab Planning Grant: To assess the feasibility of creating the Hub-Lab, a student-entrepreneur makerspace, to teach creative and collaborative ways to use innovative equipment and technology such as 3D printers, laser cutters, robotics, and electronics. This study will 1) assess the need for this initiative 2) determine the equipment and relevant curriculum for the initiative, 3) assess the practicality of bricks-and-mortar and mobile lab spaces, and 4) identify funding sources to support build out of the Hub-Lab.

REGION NINE includes the counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange and Rappahannock; and the city of Charlottesville. The Council is led by Tom Click as chair and Jim Cheng as vice chair, and is supported by the Central Virginia Partnership for Economic Development (CVPED), led by Helen Cauthen and Shannon Holland.

The Region Nine Growth and Diversification Plan identifies target industries to include: advanced manufacturing, food and beverage manufacturing, information and emerging technologies, and bioscience. The regional council held nine council meetings and four subcommittee meetings.

The Region Nine Council has been awarded $1,243,090 in per capita funding for four projects submitted to the Board:

> **CvilleBioHub Planning Grant:** CVPED will build capacity for CvilleBioHub, an organization that informs and connects the biotech and life sciences community and promotes the region as the center of the biotechnology industry. The overall goal for the project is to assess the current and projected regional capacity for the biotech industry and create a strategic plan for driving innovation and growth for this cluster. In addition, CvilleBioHub will also plan for organizational sustainability and growth by investigating new revenue models and forming additional institutional partnerships.

APPENDIX A: GO VIRGINIA FUNDED PROJECTS JULY 1, 2017-JUNE 30, 2019

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
1	Solar Playbook for SWVA	Appalachian Voices	6/24/19	$70,947	$70,947	To conduct a collaborative planning initiative and in-depth market study that will identify specific pathways for large-scale solar-related investment on mined lands and high-paying employment opportunities in Southwest Virginia.
1	Lonesome Pine Regional Industrial Facility Authority (RIFA) Coordinator	LENOWISCO Planning District Commission	6/24/19	$50,000	$50,000	To further the mission of the Regional Industrial Facility Authority, which serves the counties of Lee, Scott, Wise, and Dickenson and the City of Norton. The coordinator will formalize the RIFA organization structure, continue and expand the conversations regarding tax revenue sharing, coordinate with other RIFAs as appropriate, and coordinate funding opportunities in the region.
1	Southwest Virginia Livestock and Educational Center	Carroll County	6/24/19	$100,000	$167,200	To coordinate the creation of a hands-on educational facility for agriculture students and 4H programs to learn cattle farming and meat processing skills. The Southwest Virginia Livestock and Educational Center will house the facilities necessary for local farmers to get their cattle weighed, graded and sold and/or receive veterinary treatment while also providing opportunities for experiential learning for local students. The program will also coordinate opportunities for participating students to have internships with local cattle farmers.

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Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
2	Regional Career and Technical Education Study	Western Virginia Workforce Development Board	6/24/19	$45,000	$45,535	To evaluate the region's current Career and Technical Education (CTE) initiatives and programs. The project will identify the current needs, workforce demand, and current capacity and make recommendations to better serve the region.
2	Lynchburg Regional Business Alliance Due Diligence Study	Lynchburg Regional Business Alliance	6/24/19	$81,300	$81,301	To advance a portfolio of six existing commercial/industrial sites along the site readiness scale and determine next steps for moving all sites to at least Tier 3 according to the Virginia Business Ready Sites Program (VBRSP), with seven localities participating. GO Virginia funds will be used for consultant services to complete due diligence phase necessary to advance these sites.
4	CCAM Business Plan	Commonwealth Center for Advanced Manufacturing (CCAM)	6/24/19	$50,000	$50,500	To develop a ready-to-implement plan for the Advanced Manufacturing Academy (AMA) with John Tyler Community College. The plan will 1) increase high school to community college dual enrollment programs, 2) replicate Region 3's GO-TEC initiatives, 3) work to deliver more opportunities with CCAM's university members, and 4) outline the financial and human resources assets required to support delivery of advanced manufacturing educational services.
4	Activation Capital	Activation Capital	6/24/19	$100,000	$100,000	To implement two efforts to advance the entrepreneurial ecosystem in Region 4. One effort will create, administer, and maintain a learning platform for a resource guide to help serve the entrepreneurial ecosystem. The other effort will create a Small Business Innovation Research (SBIR) assistance program to assist with grant writing and administration for potential applicants.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
9	Youth Entrepreneur-ship Program Resource	Fauquier County	6/24/19	$83,500	$83,500	To develop a pilot Youth Entrepreneurship Program in three schools and a best practices resource deliverable. The program is designed to introduce, expose and pique interest in the concept of entrepreneurship to high-school-aged youth and help youth explore careers as entrepreneurs. The goals of the program are to develop a pipeline of future business owners in high-growth, targeted sectors and to encourage these new businesses to locate and focus their job growth in the rural part of Region 9.
9	Regional Business Park - Phase 2 Site Readiness (Tier 3)	Louisa County	6/24/19	$600,850	$2,802,150	To complete the Phase II due diligence work for an approximately 700-acre new regional business park and advance the development status to a Tier 3 site on the Virginia Business Ready Site Program (VBSRP). This phase of due diligence includes topographic and boundary surveys, traffic impact assessment, preliminary engineering reports (PER), geotechnical survey, cultural resource summary, and completion of the master plan.
1	Smart Farming	Mountain Empire Community College (MECC)	3/12/19	$310,372	$380,500	To expand unmanned systems coursework with two new capstone courses on smart farming and the use of technology to improve farming techniques, increase yields, and maximize agriculture profits. MECC will offers students the ability to earn national credentials for FAA drone operations, agricultural inspections, and pesticide spraying at the new Center for Workforce Development & Innovation of Appalachia (CWIA), and additional courses will allow MECC to offer the first Unmanned Aerial Systems Associate Degree (AAS) in Virginia.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
2	Increasing the Birth Rate of New High Growth Companies	The Advancement Foundation	3/12/19	$150,000	$315,000	To start a new program to increase the number of high growth companies by aligning regional assets, accelerating proof of concept, offering comprehensive technical support and growing a culture of innovation by actively engaging industry experts, STEM practitioners, and student investors.
3	GO-TEC (phase 2)	Danville Community College	3/12/19	$4,896,528	$4,915,962	To expand GO-TEC phase 1 to be used for personnel, instructor training, program outreach, equipment and build-out of 4 middle-school career connection labs, and program materials focusing in the areas of precision machining, welding, IT/cybersecurity, robotics/mechatronics/automation, and advanced materials. This scaled down version of $1,320,787 will be required to be validated before the remaining $3,575,741 will be released to expand to another 10 middle-school career connection labs.
4	Virginia's Growth Region Site Readiness	Virginia's Growth Region (VGR)	3/12/19	$100,000	$119,757	To evaluate a portfolio of 89 sites and work with an engineering firm to characterize each site according to the Virginia Business Ready Site Program (VBSP) and to develop a plan for advancing site to Tier 4 characterization with cost estimates.
5	Hampton Roads Coalition for Talent Development	Hampton Roads Workforce Council	3/12/19	$99,705	$318,000	To partner with the Hampton Roads Workforce Foundation and the Greater Peninsula Workforce Board to enable the systematic collaboration, involvement, and investment of the major partners in talent development. Will allow for a new senior-level position to establish implementation and communication plans, and to convene senior business leaders and regional workforce providers to identify and address regional needs in real time.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
5	757 Angel Network	757 Angel Network	3/12/19	$240,000	$479,000	To expand efforts to connect the most promising startup and early stage companies to smart growth capital, and to sustain and expand the organizational capacity through the hire of a program director. 757 Angels is the first centralized source of angel seed stage capital in Hampton Roads, with 120 members and $40M deployed in Virginia companies to date.
5	Accomack-Northampton Sewer and Sites Study	Accomack-Northampton Planning District Commission (ANPDC)	3/12/19	$65,000	$65,000	To 1) complete the Eastern Shore Main Force Sewer Transmission Line study and 2) evaluate 25+ acre sites with the ANPDC footprint. The sewer line study will help the Eastern Shore increase it sewer capacity and enable it to meet the minimum infrastructure requirements to become eligible for the Virginia Business Ready Site Program (VBRSP). ANPDC will inventory and identify sites to be characterized through an engineering firm.
6	Cybersecurity Certification Program	University of Mary Washington (UMW)	3/12/19	$110,000	$110,000	To establish a cybersecurity program to train Certified Information Systems Security Professionals (CISSP). UMW will help businesses in the region fill current openings that are difficult to fill due to the inadequate supply of certified professionals. In partnerships with GCC and RCC, UMW will implement a 40-hour certification program, as well as a structured pre-study curriculum.
8	Shihadeh Innovation Center	Winchester Public Schools	3/12/19	$540,000	$540,000	To renovate the former Kohn Kerr Elementary School into an advanced facility for career and technical education programs offered through a Professional Skills Academy, a Health Sciences Academy, and an Information Technology Academy to support an expanded Work-Based Learning program to connect students to regional businesses in the targeted clusters.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
9	Catalyst Accelerator Program	University of Virginia School of Business Batten Institute for Entrepreneurship and Innovation	3/12/19	$475,200	$476,000	To fill an existing gap in the local ecosystem by providing dedicated staff, workspace, programming, mentorship, and grant funding to support up to 20 high-potential companies. The Catalyst will offer a portfolio of programming and network events, as well as internships and project-based learning opportunities for UVA students.
1	Coal-to-Graphene Study	Virginia Tech	12/11/18	$25,000	$25,000	To conduct a market study, initial environmental impact analysis and cost projections for the development of a graphene economy in Southwest Virginia. Virginia Tech's Institute of Critical Technology and Applied Science has developed a method of manufacturing graphene from coal at a significantly reduced cost from what is currently available.
2	Center for Engineering Research and Education (CERE) Industry Labs: Additive Manufacturing Partnership Lab (AMPL) Phase II	Liberty University	12/11/18	$274,980	$630,000	To develop the AMPL at the newly-established CERE facility in Bedford County. Liberty will utilize AMPL to train students and manufacturing employees in the region on the newest technology-based processes, such as 3D printing and robotics, which are diving manufacturing industry growth.
5	Virginia Digital Shipbuilding: Year 2	Old Dominion University – Virginia Modeling, Analysis and Simulation Center (ODO VMASC)	12/11/18	$647,540	$1,877,000	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
5	Virginia Cyber Alliance Year 2	ODU VMASC	12/11/18	$642,713	$750,100	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics, and unmanned systems and aerospace.
8	Shenandoah Valley Talent Solutions Strategy Development	Frederick County EDA	12/11/18	$64,800	$68,400	To develop a Talent Solutions Strategy to address: 1) high school and college graduate retention 2) development of a Workforce Development strategy to meet the needs of regional businesses, and 3) attraction of new Workforce Development participation from outside of the Region and State.
8	Mobile Hub-Lab Planning Grant	Staunton Innovation League	12/11/18	$23,000	$23,000	To assess the feasibility of creating the Hub-Lab, a student-entrepreneur makerspace, to teach creative and collaborative ways to use innovative equipment and technology such as 3D printers, laser cutters, robotics, and electronics. This study will 1) assess the need for this initiative 2) determine the equipment and relevant curriculum for the initiative, 3) assess the practicality of bricks-and-mortar and mobile lab spaces, and 4) identify funding sources to support build out of the Hub-Lab.
3	SOVA Innovation Hub Planning Grant	Mid-Atlantic Broadband Communities (MBC)	10/9/18	$80,000	$80,000	To explore the concept of a modern multi-use facility with technology outreach programs in the region, to be known as the Southern Virginia Innovation Hub. MBC will establish site plans, as well as an implementation plan with projected outcomes and metrics for benchmarking success, while validating these plans with partners, stakeholders, businesses, educators and students. (continues on next page)

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
						The region hopes to secure Microsoft's continued investment through the TechSpark program by demonstrating the potential for this facility to become a signature project for the program.
1	Southwest Virginia Technology Council (SWVTC) Hub Link	Southwest Virginia Technology Council	8/14/18	$27,547	$27,637	To complete initial work on the HubLink platform, an online jobs platform where job-seekers will be able to access job and training opportunities in the technology industry. SWVTC will engage stakeholders and job seekers, and inventory all technology training programs offered in the region.
4	MAMaC Mega-Site	MAMaC RIFA	8/14/18	$2,217,500	$3,262,175	To advance the 1,600-acre certified mega-site to a Tier 4 by completing the engineering plans to upgrade the Greensville County Water and Sewer Authority's Water Treatment Plant, constructing the gravity fed sewer system to the site and constructing the wetlands mitigation bank that will be necessary to accommodate future development on the site.
4	Lighthouse U	Virginia Biotechnology Research Park dba Lighthouse Labs	8/14/18	$1,000,000	$1,298,563	To expand the recently piloted Virginia Start-Up Spring Break and Pre-Accelerator programs through VCU. Lighthouse Labs will pilot the Lighthouse U program, which will feature 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.
4	CampusRVA	Southeastern Institute of Research (SIR) and ChamberRVA	8/14/18	$100,000	$105,000	The initiative will serve as a marketplace, both online and off-line, for internships and job openings to facilitate the matching of employers with potential employees. CampusRVA will promote the capital region as an attractive place to live, work and play, supporting the region's goal of retaining Virginia's recent college graduates.

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Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
7	Tech Talent Pipeline Apprenticeships	Northern Virginia Community College (NOVA)	8/14/18	$1,000,000	$1,000,000	To expand the previously awarded Tech Talent Pipeline Initiative, which aims to create a Workforce Development system to effectively attract, prepare and retain qualified candidates to fill high-demand cybersecurity and IT jobs. NOVA will develop and implement a new apprenticeship program, matching 400 apprentices to employers as an alternative career pathway to traditional two- or four-year degrees. GO Virginia funds will be used to expand staffing for NOVA Workforce Development, conduct Tech Talent Pipeline outreach and develop and implement the apprenticeship curriculum and models.
9	CvilleBioHub Planning Grant	CvilleBioHub	8/14/18	$83,540	$92,540	To assess the current and projected regional capacity for the biotech industry and create a strategic plan for driving innovation and growth for this cluster. CvilleBioHub will also plan for organizational sustainability and growth by investigating new revenue models and forming additional institutional partnerships.
6	Welding Training Program	Westmoreland County	6/12/18	$130,000	$130,500	To establish a new 4,000-square-foot welding training facility to offer courses through Rappahannock Community College (RCC) and other training programs as needed. RCC will begin offering daytime welding courses and expanding evening courses which are currently at capacity. RCC will train at least 40 welders in four areas of basic and specialty welding.
6	Virginia Sea Grant Resiliency (VASG) Ecosystem Development	Virginia Institute of Maritime Science	6/12/18	$49,996	$49,996	To convene a group of regional stakeholders and national resiliency experts to identify best practices for future resilience activities for a multi-regional water management economy. VASG will also convene workgroups to identify key gaps in the Virginia economic development ecosystem surrounding water technologies and coastal resiliency.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
						(continued from previous page) It will also develop an operational framework for the operation of comprehensive, multi-sector network of resilience stakeholders.
8	Cyber Security Workforce Development	Blue Ridge Community College (BRCC)	6/12/18	$200,000	$200,000	To initiate a new cybersecurity workforce development program focused on producing new industry credentials (CompTIA Security+) that will attract cybersecurity jobs to the Shenandoah Valley. BRCC will arrange internship opportunities with regional employers and establish an advisory council of Managed Security Service Providers (MSSP) who will review and approve the development of the program, curriculum and on-the-job training opportunities.
9	Adult Beverage Jobs & Exports	Piedmont Virginia Community College (PVCC)	6/12/18	$249,472	$251,800	To create a professional training program in wine and cider making, craft brewing and distilling to support the scale-up of the growing food and beverage manufacturing industry for the region and the commonwealth. PVCC will equip two training facilities for the training programs, and establish the necessary agribusiness curriculum and career pathway from post-secondary instruction to employment. The new curriculum will be shared with Germanna Community College (GCC) and deployed to students and businesses in GCC's service region.
9	Central Virginia Cybersecurity Partnership	Piedmont Virginia Community College (PVCC)	6/12/18	$100,000	$136,400	To build capacity for the Central Virginia Cybersecurity Partnership, a collaborative talent development solution for the cybersecurity industry in Region Nine. PVCC will coordinate with Germanna Community College and Lord Fairfax Community College to establish a shared cybersecurity program by aligning each community college with area of instructional expertise and accreditation from the National Centers for Academic Excellence in Cyber Defense.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
						(continued from previous page) The project will result in common cybersecurity curricula and a credentialing pathway between the partners for areas of specialization.
9	Central Virginia Site Readiness	Central Virginia Partnership for Economic Development (CVPED)	6/12/18	$58,675	$58,675	To advance a portfolio of eight sites targeted for light manufacturing to at least a Tier 3 of the Virginia Business Ready Sites Program classification system. CVPED engaged a consultant to conduct site characterization and initial due diligence activities for the site nominated by each of the participating localities.
1	Ignite Internships	United Way of Southwest Virginia (UWSWVA)	4/10/18	$250,000	$618,482	To expand the Ignite Program throughout the Region One footprint to collaboratively align school curriculums with local employer needs. UWSWVA will engage key industry associations in targeted industries and build a web-based platform of activities to assess student skills and interests and match those students with available work-based learning opportunities in these industries. UWSWVA expects to place 120 interns with at least 40 companies as part of this project.
2	Center for Advanced Engineering & Research (CERE) Industry Labs: Phase I	Liberty University	4/10/18	$300,000	$1,586,100	To design, construct, and equip the CERE Industry Labs at the former (CAER) facility in Bedford County to offer regional companies and institutions of higher education the facilities necessary to promote research and development, as well as to foster the attraction and retention of the scientific and engineering workforce.
2	Regional Acceleration and Mentorship Program (RAMP)	Roanoke-Blacksburg Technology Council	4/10/18	$245,000	$245,000	To expand the reach of the RAMP in downtown Roanoke, which offers technology-based startups access to classroom education, mentoring and assistance in identifying capital. GO Virginia funds will be used to expand into services for a second cohort.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
2	Unmanned Systems Training Program	Dabney S. Lancaster Community College	4/10/18	$76,000	$257,000	To implement a new drone technology training program to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of an unmanned systems facility in the region. This new program will establish a career pathway beginning with project-based learning opportunities for high school students and extending to two- or four-year degree attainment through partnerships with other higher-education institutions.
9	George Washington Carver P-Tech Welding and Machining Center	Culpeper County	4/10/18	$244,300	$431,625	To redevelop the former George Washington Carver High School into the state-of-the-art GWC Piedmont Technical Education Center to train machinists and welders. New Pathways Tech Inc. will operate the facility in partnership with Germanna Community College and the American Institute of Welding to train machinists and welders for the region's advanced manufacturing industry.
2	Talent Collaborative	Central Virginia Workforce Development Board (CVWDB)	2/13/18	$300,000	$630,072	To address the skills and interest gaps in middle- and high-skill occupations in manufacturing, healthcare and information technology. CVWDB will conduct a campaign to increase awareness and interest in these industries, and create an existing worker-training program to upskill employees into higher-skilled vacant jobs.
2	Wood Haven Water & Sewer	Western Virginia Regional Industrial Facility Authority (WVRIFA)	2/13/18	$200,000	$760,000	To improve the site readiness and marketability of an industrial site near the intersection of Routes 81 and 581 that will accommodate a 52-acre pad and a 20-acre pad. GO Virginia funding will be used to complete the necessary water and sewer utility extensions and connections to prepare the site for development.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
2	Capital Ecosystem Development Plan	Roanoke-Blacksburg Innovation Network (RBIN) dba Valleys Innovation Council (VIC)	2/13/18	$77,207	$128,832	To conduct a two-year strategic planning process to assess weaknesses in the current capital landscape that inhibit entrepreneurship and the commercialization of regional research. VIC will use this information to establish a capital pathways plan to cultivate sources of startup capital for high-growth companies, complete with proposals for new and expanding programming and capital resources for the region.
2	Stopping the Brain Drain Study	Roanoke Regional Partnership	2/13/18	$65,300	$65,800	To create a talent attraction and retention plan to reduce outmigration of recent graduates from the region's 25 colleges and universities. GO Virginia funds will be used to identify the region's challenges through surveys, focus groups and interviews to produce an action plan for recruiting and retaining talent.
3	Great Opportunities in Technology and Engineering Careers (GO-TEC) Phase 1	Danville Community College	2/13/18	$648,000	$674,437	To build the regional GO-TEC program for careers in IT and advanced manufacturing. GO-TEC is a partnership between six higher-education centers and the K-12 school systems in their service areas, beginning with Danville and Pittsylvania schools as the pilot sites. GO-TEC will build give students hands-on exposure to in-demand career pathways starting in middle school. Areas of focus are precision machining, welding, information technology and cybersecurity, robotics, automation, and mechatronics, and advanced materials.
4	CCAM Pilot Program	Commonwealth Center for Advanced Manufacturing (CCAM)	2/13/18	$430,000	$626,023	To address the growing need for middle- and high-skilled advanced manufacturing workers through the implementation of two pilot training programs which will be housed at the to-be-constructed CCAM Apprenticeship Academy. The pilot programs include a Mechatronics Workforce Training Program and a Transitioning Military Program for Industrial Maintenance Mechanics.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
5	Hampton Roads Regional Industrial Facility Authority (RIFA) and Drone Park	Virginia Peninsula Chamber Foundation	2/13/18	$150,000	$150,000	To facilitate the initial steps needed to establish a regional unmanned systems facility on state-owned surplus land in York County. The new facility will provide an open area and infrastructure for use by public institutions, private companies and individuals to develop, test and demonstrate unmanned systems. The goal of this first phase would be to establish a new RIFA governance structure for cost and revenue sharing and to prepare architecture and engineering plans for development of site infrastructure.
5	757 Seed Fund	757 Seed Fund	2/13/18	$140,000	$256,000	To establish the administrative structure to provide seed-stage investments to Virginia's most compelling innovation-based, high-growth companies. The creation of a new seed fund to complement the work of the 757 Angels will help increase the quantity and quality of investable companies necessary to establish an innovation economy in the Hampton Roads region.
6	Pamunkey Net Business Plan	Middle Peninsula Alliance (MPA)	2/13/18	$50,000	$83,000	To design and implement a sustainable business model for the Pamunkey Tribe to deliver high-speed broadband to underserved areas of the Middle Peninsula and Northern Neck. MPA will work closely with the Pamunkey Tribe to develop a business plan and create a new legal enterprise to be owned by the tribe. MPA will also review existing studies on the region's broadband infrastructure to ensure that existing assets and service areas are considered for future infrastructure development plans.
6	Flex Space Due Diligence	Westmoreland County	2/13/18	$50,000	$50,000	To initiate the development of a 20,000-square-foot flexible office space in the town of Montross. The new facility will be one of the only office spaces of its size and quality available to businesses in the Northern Neck.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
8	RAAMP Welding Training	Byers Technical Institute	2/13/18	$100,000	$100,000	To address the demand for welders throughout the Shenandoah Valley by expanding the training capacity through additional training equipment, instructors and course offerings. RAAMP will train 20 additional welders in each 40-week cohort.
5	Virginia Digital Shipbuilding Year 1	Old Dominion University Virginia Modeling, Analysis, and Simulation Center	12/12/17	$647,540	$1,877,000	To create a regional and statewide program curriculum and co-lab facility to train approximately 8,500 current and future workers to work in the new digital manufacturing environment. The project will support Hampton Roads' existing advanced manufacturing and shipbuilding clusters, with impacts to the supply-chain throughout the Commonwealth.
5	Virginia Cyber Alliance (Prev. known as HR Cyber CoLab) Year 1	Old Dominion University Virginia Modeling, Analysis, and Simulation Center	12/12/17	$642,713	$750,100	To develop a highly advanced collaboration hub at Old Dominion University's Tri-Cities Campus. The Virginia Cyber Alliance will consist of online platforms, industry partnerships, a virtual demonstration environment for cybersecurity analysis modules and a work-based learning initiative for transitioning military and recent graduates to intern with firms that specialize in cybersecurity, data analytics and unmanned systems and aerospace.
7	Tech Talent Pipeline	Northern Virginia Community College	12/12/17	$487,500	$603,425	To build upon the Region's existing computer services and cybersecurity clusters to create a workforce system that effectively attracts, prepares and retains qualified candidates to fill high-demand technology jobs in high-paying occupations, such as programming and software development, networking and cybersecurity, and data and data warehousing. Target populations include tech workers who lack the high demand credentials, transitioning military veterans, college students, recent graduates and high school seniors with desired aptitudes.

Region	Project Name	Subgrantee	Date of Award	$ Award	Match	Project Description
7	NOVA Fab Lab	Northern Virginia Community College	12/12/17	$250,000	$1,829,000	To create a state-of-the-art, 9,000-square-foot Fabrication Laboratory (FabLab) at the NOVA Manassas Campus, to leverage NOVA SySTEMic and inspire interest and encourage future generations to pursue careers in engineering technologies. NOVA will align its engineering technology program to meet the needs of private-industry partners, such as Micron Technology and BAE Systems.
7	Alexandria-Arlington Workforce	Arlington County	12/12/17	$201,897	$255,049	To provide immediate support to ready-to-be-trained individuals and to newly located or newly established firms in Northern Virginia that are not supported by federal WIOA/SNAPNET funding. This initiative is a combination of career pathway assistance incumbent working training, upskilling, on-the-job training and credentialing activities aimed to support the computer services industry.

APPENDIX B: VIRGINIA GROWTH AND OPPORTUNITY BOARD MEMBERS[2]

Gubernatorial Appointees	
Nancy Howell Agee	President and CEO, Carilion Clinic
The Honorable Brian Ball	Secretary of Commerce & Trade
The Honorable Aubrey Layne	Secretary of Finance
Jennifer Boykin	Executive Vice President, Huntington Ingalls Industries President, Newport News Shipbuilding
Jim Dyke	Senior Advisor, McGuireWoods Consulting
Thomas F. Farrell II	Chairman, President & CEO, Dominion Resources Inc.
Doug Juanarena	Retired, Vice President, RackSpace Hosting
The Honorable Atif Qarni	Secretary of Education
Bruce Smith	President, Bruce Smith Enterprise
Todd A. Stottlemyer	Former CEO, Inova Health Systems Center for Personalized Health
Lucia Anna "Pia" Trigiani	Partner, MercerTrigiani
Marilyn H. West	Chairman/CEO, M. H. West & Co. Inc.
John O. "Dubby" Wynne	Retired, President & CEO, Landmark Communications
Virginia Senate Appointees	
Benjamin J. Davenport Jr.	Chairman, First Piedmont Corporation
Heywood W. Fralin	President and CEO, Medical Facilities of America

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[2] This list represents members serving on June 30, 2019.

Virginia House of Delegates Appointees	
Steven C. Smith	President and CEO, Food City
Joe Wilson	CEO, PermaTreat
Virginia Senate Members	
The Honorable Janet D. Howell	32nd District
The Honorable Thomas K. Norment	3rd District
The Honorable Frank M. Ruff	15th District
Virginia House of Delegates Members	
The Honorable M. Kirkland "Kirk" Cox	66th District
The Honorable S. Chris Jones	76th District
The Honorable Terry G. Kilgore	1st District
The Honorable R. Steven Landes	25th District

APPENDIX C: GO VIRGINIA BROADBAND TASKFORCE BUDGET LANGUAGE

The 2018-20 Appropriations Act, Item 106:

"The Chairman of the Virginia Growth and Opportunity Board shall convene a broadband telecommunications advisory workgroup in cooperation with the Secretary of Commerce and Trade and the Commonwealth Chief Broadband Advisor, including representatives of the Department of Housing and Community Development, the Center for Innovative Technology, Virginia Economic Development Partnership, Mid-Atlantic Broadband Communities Corporation, staff from the House Appropriations Committee and Senate Finance Committee, and representatives from the broadband telecommunications industry, to develop a framework for policies related to broadband telecommunications across the Commonwealth of Virginia. The framework shall be used to provide guidance on statewide policies for commercial and economic planning and project development, including regional solutions, to improve access to and utilization of broadband to support economic development goals, including those developed by qualifying regions and those areas of the Commonwealth recognized as having high unemployment. Such framework shall include, but not be limited to, the following principles: (i) potential broadband telecommunications development and deployment solutions must be technology-neutral in order to leverage all available or emerging technologies to identify the most cost-effective plan; (ii) solutions that utilize speeds greater than the minimum technology standards as prescribed by the Virginia Telecommunications Initiative for unserved areas; (iii) maximize opportunities for private sector driven models related to construction, operations, and maintenance and open access to private-sector Internet Service Providers where public ownership of infrastructure may be proposed; (iv) facilitate broadband development and deployment-friendly polices at the regional and local level to expedite implementation of plans and projects, as well as mitigate costs, and (v) opportunities to leverage new and existing broadband infrastructure, including transoceanic and transcontinental backbone lines, to encourage new private sector job creation and investment in the Commonwealth."

APPENDIX D: GO VIRGINIA BROADBAND TASKFORCE MEMBERS

Broadband Taskforce Members	
Danny Bottoms	Retired, Cavalier Telephone
Karen Campbell	Verizon Communications Inc.
Ben J. Davenport Jr.	GO Virginia Board - Vice Chairman
Tad Deriso	Mid-Atlantic Broadband Communities Corporation
The Honorable Courtney Dozier	Deputy Chief Broadband Advisor
Bill Fanning	MVP Capital
The Honorable Evan Feinman	Chief Broadband Advisor
Paul Garnett	Microsoft
David Hudgins	Old Dominion Electric Cooperative (ODEC)
Erik Johnston	Department of Housing and Community Development (DHCD)
Charles Kennington	Senate Finance Committee (staff)
Chuck Kirby	Center for Innovative Technology (CIT)
Chris Kyle	Shenandoah Telecommunications
Ray LaMura	Virginia Cable Telecommunications Association
John Loftus	Virginia Economic Development Partnership
Skip Maupai	House Appropriations Committee (staff)
Bud Oakley	Sprint
Rich Schollmann	CenturyLink

APPENDIX E: REGIONAL CAPACITY BUILDING FUNDS OVERVIEW

Fiscal Year 2017 - 2019 Regional Capacity Building Funds

Region	Total Disbursed to Date	Total Reallocated to Per Capita Project Funds	Total Available for Disbursement
Region 1	$331,829.84	$411,456.33	$267,824.83
Region 2	$350,798.35	$412,677.63	$247,635.02
Region 3	$607,606.88	$270,000.00	$133,504.12
Region 4	$660,858.50	$64,185.89	$286,066.61
Region 5	$827,842.82	$0.00	$183,268.18
Region 6	$252,207.45	$250,000.00	$508,903.55
Region 7	$357,669.42	$361,111.00	$292,330.58
Region 8	$565,240.37	$250,000.00	$195,870.63
Region 9	$522,906.67	$349,350.00	$138,854.33
Total	**$4,476,960.30**	**$2,368,780.85**	**$2,254,257.85***

Notes:

The 2016-18 Appropriations Act, Item 106 allocated $3.6 million to capacity-building activities for Fiscal Year 2017, $2.25 million to capacity building activities for Fiscal Year 2018, and $2.25 million for Fiscal Year 2019. Therefore, each of the nine GO Virginia Regional Councils had available $1,011,111 in capacity-building activity funds through 2019. This chart shows those capacity funds dispersed by DHCD to the Regional Councils' support organizations as of June 30, 2019.

* It is important to note that several regions moved capacity building funds from Fiscal Year 2017, 2018, and 2019 into their per capita projects funding pool, as shown in the second column.

APPENDIX F: PER CAPITA FUNDING OVERVIEW

	GO VIRGINIA — VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION			
Fiscal Year 2018 and 2019 Per Capita Funds				
Region	**Total Per Capita Funds Available**	**Total Funds Obligated to Projects**	**Total Leverage for Obligated Funds** **(Local Match)**	**Total Disbursed to Date**
Region 1	$1,914,578.33	$833,866.19	$1,339,766 ($253,500 local)	$86,536.89
Region 2	$2,700,319.63	$1,914,193.00	$4,847,526 ($2,138,346 local)	$666,501.14
Region 3	$1,757,402.00	$728,000.00	$754,437 ($360,400 local)	$372,635.15
Region 4	$3,712,095.95	$1,780,000.00	$2,299,843 ($519,176 local)	$225,686.42
Region 5	$5,080,507.00	$3,275,211.00	$6,522,200 ($835,510 local)	$824,587.00
Region 6	$1,890,182.00	$389,996.00	$423,496 ($152,301 local)	$125,757.77
Region 7	$7,639,299.00	$1,939,396.62	$3,687,473 ($804,127 local)	$281,612.12
Region 8	$1,934,865.00	$927,800.00	$931,400 ($334,200 local)	$133,058.06

Region	Total Per Capita Funds Available	Total Funds Obligated to Projects	Total Leverage for Obligated Funds (Local Match)	Total Disbursed to Date
Region 9	$1,895,652.00	$1,895,537.00	$4,332,690 ($3,539,950 local)	$266,599.40
Total	**$28,524,900.91**	**$13,683,999.81**	**$20,806,141** **($8,937,510 local)**	**$2,982,973.95**

Notes:

The 2016-18 Appropriations Act, Item 106 allocated $10.9 million in Fiscal Year 2018 for per capita projects. The 2018-20 biennium budget allocated $13.9 million in Fiscal Year 2019 for per capita projects. In addition, $1,355,120 in competitive funds were transferred by the GO Virginia Board to the per capita project fund for a total of $15,255,120.

The regional councils have transferred a total of $2,368,780 in capacity building funds from the Fiscal Years 2017, 2018 and 19 to their per capita funds to support projects.

APPENDIX G: COMPETITIVE FUNDING OVERVIEW

Fiscal Year 2018 and 2019 Competitive Funds

Fiscal Year	Total Competitive Funds Available	Total Funds Obligated to Projects	Total Leverage for Obligated Funds (Local Match)	Total Disbursed to Date
FY18	$11,300,000	$7,114,028	$8,178,137 ($3,592,372 local)	$395,687.50
FY19	$10,944,880	$0	$0	$0.00
Total	$22,244,880.00	$7,114,028.00	$8,178,137.00 ($3,592,372 local)	$395,687.50

Notes:

The 2016-18 Appropriations Act, Item 106 allocated $11.3 million in Fiscal Year 2018 for per capita projects. The 2018-20 biennium budget allocated $13.9 million in Fiscal Year 2019 for per capita projects, less $1,355,120 that was reallocated by the GO Virginia Board to establish a per capita floor of $1 million per region. To date, two competitive projects have been awarded.