



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

2024 ANNUAL REPORT

Submitted by the Virginia Department of Housing and
Community Development

Bryan Horn, Director



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 provides an executive summary of the program and summarizes the activities of the Board from July 1, 2023 to June 30, 2024.

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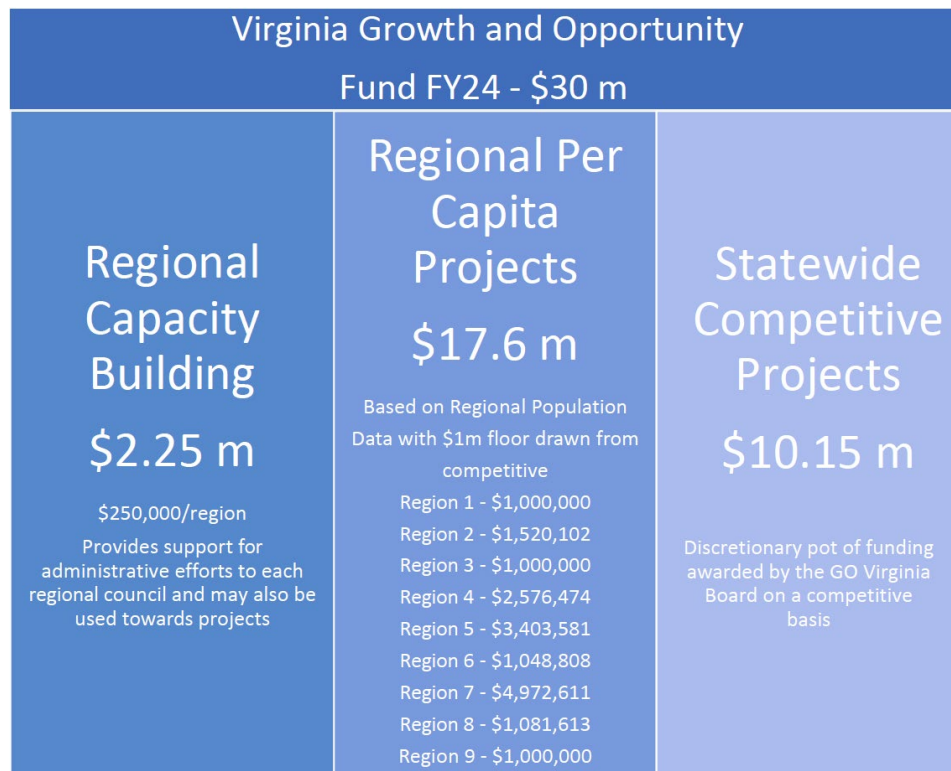
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The Fund

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 of the Code, has three grant categories:

- (1) Capacity-building funds to assist regional councils in building 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 FY23-FY24 biennium budget allocated \$30.0 million for the fund in FY24. The chart below illustrates the distribution of funds across all fund categories.



Executive Summary

The GO Virginia State Board reaffirmed regional funding priorities in four key investment areas: startup ecosystems, cluster scale-up, workforce development, and site development and infrastructure. These strategies are regarded as crucial components for sustaining and accelerating the growth of traded industry clusters—interrelated firms that significantly contribute to Virginia’s overall economic output. Companies within these supported traded clusters are well-positioned to compete in national and international markets, ultimately creating wealth-generating employment opportunities for Virginians. These priorities and sector focus support the overall program goals, to encourage and incentivize economic development activities that will strengthen and diversify regional economies and promote the development of employment opportunities across the Commonwealth.

In FY24, the Board approved \$22.7 million in funding for 40 collaborative economic development projects across the Commonwealth. These initiatives successfully leveraged over \$15.5 million in qualifying non-state investments.

In December 2023, the Board updated its bylaws to create a new officer position: Vice President of Regional Councils. This role was established to improve communication between the State Board and the nine Regional Councils. These amendments also established two standing committees to support the mission of the program. The Program Performance and Evaluation Committee will be led by the Vice Chair of the State Board and will be responsible for evaluating project and program performance. The Governance and Policy Committee was created to assist the board in policy development and leadership development efforts.

In FY24, the GO Virginia State Board created an ad hoc task force to assess program investments aimed at improving healthcare access by expanding the qualified workforce. Following the task force's recommendations, the Board adopted a policy and framework to support initiatives for developing healthcare talent. This funding will prioritize medically underserved areas and focus on high-demand occupations identified by the Virginia Office of Education Economics (VOEE).

In addition to its regular business, the Board and its established committees reviewed the sixteen recommendations presented to the Joint Legislative Review and Audit Committee (JLARC) in December 2023.

The Virginia Growth and Opportunity Board

The Virginia Growth and Opportunity Board includes seven legislators, three ex-officio members with voting rights from the Governor's Cabinet, and fourteen representatives from the private sector.

Nancy Howell Agee served as chair and Todd Stottlemyer served as vice chair. The following members were seated on June 30, 2024 can be found below.

The GO Virginia State Board conducted four business meetings and one board retreat during the fiscal year. Subcommittees and an ad hoc task force met at the request of the Board. This report provides a detailed overview of the deliberations and actions taken. In FY24, the Board approved \$22.7 million in funding for 40 collaborative economic development projects across the Commonwealth. These initiatives successfully leveraged over \$15.5 million in qualifying non-state investments. A full list of project grant awards made during FY24 can be found at the end of this report.

Key Board Actions and Activity during FY2024

The following section provides a summary of the key actions and decisions of the Board. You can access the agendas, meeting materials, and minutes by using the links provided.

Board Meeting - September 12, 2023

The September board meeting took place concurrently with the annual retreat. During this meeting, the Board elected Nancy Agee as Chair and Todd Stottlemyer as Vice Chair. They also adopted a new policy, Board Policy #16 – Subgrantee Indirect Rate Cap, which sets limits on the indirect costs that can be charged to a grant award.

A total of 10 applications were reviewed, with the most notable request coming from Region 3. This request aimed to assess talent needs in the healthcare industry, which is considered ineligible for funding. Nonetheless, the application titled "Region 3 TPI Planning 2023 – SoVa Partnership for Health Science Careers" was approved. This decision led to the establishment of a healthcare task force to consider a framework for future requests. The remaining nine applications were also approved.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Board Meeting - December 12, 2023

The December meeting was held virtually. The Board approved updates to the regional Growth and Diversification Plans. These plan reviews are required by statute and provide an opportunity for each Regional Council to reflect on economic conditions and industry cluster priorities, review overall objectives and strategies, and evaluate progress toward goals.

The Board acted on five applications.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

January 24, 2024 – Program Performance and Evaluation Committee

The Program Performance and Evaluation Committee was tasked with reviewing several recommendations included in the JLARC report. These included a review of established Core Performance Measures, assessing the verification process for reported outcomes, and evaluating the long-term impact of individual projects and the program overall.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Governance and Policy Committee – January 29, 2024

The Governance and Policy Committee is chartered to assist the Board in overseeing matters of governance and policy. The 10-member committee is responsible for leadership development, new member onboarding, and making policy recommendations to the State Board. The committee was also assigned to review several key recommendations included in the JLARC report.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Healthcare Task Force – January 31, 2024

The task force met to establish an objective statement and timeline for its activities. Members reviewed existing board policy, which limited GO Virginia investment to regional efforts designed to advance and support traded sector industries. The committee deliberated on an eligibility framework to support GO Virginia investments in the healthcare industry, with a focus on medically underserved areas, on regions where the lack of healthcare

services is negatively impacting their ability to execute their economic development strategy, and creating a larger pool of skilled workers for the healthcare industry.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Healthcare Taskforce – March 12, 2024

The Taskforce has advanced Board Policy #17 – Healthcare Sector Investments to the State Board in order to establish a framework for talent development in the healthcare sector. Staff consulted with the Virginia Department of Health and the Virginia Office for Education Economics (VOEE) to identify aligned and objective evaluation criteria for consideration.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Program Performance and Evaluation Committee – March 12, 2024

The committee met to review GO Virginia Core Grant Outcomes, with focus on aligning those established for workforce development projects with those established by the Secretary of Labor. Staff also presented recommended refinements to the core outcomes and definitions for regional Site and Infrastructure projects. This comprehensive review responded to a recommendation included in the December 2023 JLARC report.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Governance and Policy Committee Meeting – March 12, 2024

The committee reviewed five recommendations posed by JLARC in their 2023 study of GO Virginia and advanced a recommended nominee for the position of Vice Chair of Regional Councils.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Board Meeting – March 12, 2024

There was not a quorum for this meeting and no formal action was taken.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Governance and Policy Committee Meeting – May 22, 2024

The Committee voted to advance the policy defining traded sector industries to the full board for consideration and received staff updates on changes to administrative guidance related to high wage job eligibility and presented a roadmap for addressing JLARC recommendations.

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

Board Meeting - June 4, 2024

The Board took action on Regional Per Capita and Competitive Fund allocations consistent with the budget and amended the program's match policies to align with House Bill 237, which was adopted by the House and Senate and subsequently signed by the Governor. This bill requires that any grant awarded to regional council must require matching funds of at least half of the grant request, resulted in a reduced match requirement.

The Board accepted nominations and elected the Vice President of Regional Councils to facilitate dialogue between the Regional Councils and the State Board.

Nine applications were considered, including a three-region effort to advance the life science/biotechnology ecosystem. After considerable deliberation, a motion was advanced to approve Project VITAL, with applications from Regions 2, 4, and 9, contingent on the signing of a collaborative memorandum of understanding with the Virginia Innovation Partnership Corporation (VIPPC), Virginia Catalyst, and the Virginia Economic Development Partnership.

Item 3-1.01 #MM in the FY23 state budget directed the State Comptroller to transfer \$28M from the Virginia Growth and Opportunity Fund to the General Fund. Staff presented a recommendation to the Board to minimize impact to individual regions and utilize the unobligated Competitive Fund balance and distribute the remainder across the regions proportionally.

The Board also adopted [Board Policy #17 – Healthcare Industry Investments](#). Regions requesting to use their Per Capita funds for this purpose must meet the following criteria:

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

[Agenda and Meeting Materials](#)

[Meeting Minutes](#)

FY24 Grant Awards

The GO Virginia State Board approved \$22.6 million in funding for 40 projects during FY24. These grants attracted an additional \$15.3 million in matching funds from private and public non-state sources.

The following table describes the FY24 GO Virginia grant awards.

Region	Project Name	Subgrantee (Applicant)	Fund Source	Investment Strategy	Date of Award	GO Virginia Award	Committed Match	Project Purpose
1	United Way of Southwest Virginia GO TEC Expansion 2	United Way of Southwest Virginia	Regional Per Capita	Workforce Development	6/4/2024	\$491,197	\$496,871	The project will expand GOTEC to five new localities. These labs will utilize the GO TEC career connection labs framework and provide career exposure and skills training for students.
2	Developing IT & Cybersecurity Certification Pipeline to Advance Cluster Growth (ITCCP)	Radford University	Regional Per Capita	Workforce Development	6/4/2024	\$202,872	\$116,863	<p>This project aims to increase the number of certified information technology workers through a partnership between Radford University and the Commonwealth Cybersecurity Initiative – Southwest Virginia. The project team will facilitate meetings between representatives from IT and cybersecurity programs at Virginia Tech, Radford University, and New River Community College, as well as local businesses, to improve communication within the region.</p> <p>Additionally, the initiative will establish a Pearson VUE testing lab in the City of Radford and promote the importance of certifications to college students and regional employers and connect certified students and industry through internships and career fairs, organized the “Talent Connector Program.”</p>

2	Educating Engineers for the Region 2 Workforce	Randolph College	Regional Per Capita	Workforce Development	6/4/2024	\$367,000	\$379,784	<p>This project aims to establish a new engineering program focused on mechatronics and robotics. It will feature dual enrollment opportunities in partnership with Central Virginia Community College (CVCC). The program will also provide opportunities for paid internships for enrolled students.</p> <p>To ensure the curriculum remains relevant to the needs of employers in Region 2, industry partners will participate on an advisory board. Additionally, this program will offer a FANUC robotics certification, giving community college students the chance to complete Phase 2 of the FANUC certification. This will be the only engineering program in Region 2 to offer this certification.</p>
2	Region 2 - Project VITAL	Verge Alliance	Regional Per Capita/ Competitive Fund	Cluster Scale-Up	6/4/2024	\$4,987,029	\$2,517,443	<p>**Project VITAL** is a strategic initiative aimed at growing the biotechnology industry in Virginia through a three-pronged approach. It consists of three regional projects that build on the momentum created by previous investments from the Commonwealth throughout the state.</p> <p>These new GO Virginia investments target key locations and partnering institutions:</p> <ul style="list-style-type: none"> - **Virginia Commonwealth University (VCU)** in Richmond, Chesterfield, and Henrico, in collaboration with Activation Capital - **University of Virginia (UVA)** in Charlottesville and Albemarle, alongside CvilleBioHub - **Virginia Tech (VT)** in Roanoke and Blacksburg, working with the VERGE Alliance <p>The focus of these projects is to accelerate the growth of the biotechnology sector, positioning Virginia as a premier destination for this industry. Each project seeks a three-year grant period, providing sufficient time to expand staff capacity and thoughtfully deliver services.</p>

								The three regions will work together to ensure effective support for early-stage life science companies. This collaboration will include tracking outcomes across the regions, creating an intellectual property (IP) database, offering shared pitchbook services, establishing a combined pool of mentors and advisors, and providing shared access to physical infrastructure and equipment.
3	GO TEC Region 3 Expansion	Institute of Advanced Learning and Research	Regional Per Capita	Workforce Development	6/4/2024	\$302,690	\$517,237	The project aims to expand the GOTEC model by adding two new Career Connections labs, one located in Henry County and the other in Brunswick County. These labs will focus on advanced manufacturing and IT modules. Additionally, the project will introduce a bridge pilot program for 9th and 10th grades in Henry County. This program is designed to bridge the gap between the existing middle school GO TEC® programming and the Career and Technical Education (CTE) courses offered in 11th and 12th grades.
4	Region 4 - Project VITAL	Activation Capital	Regional Per Capita	Cluster Scale-Up	6/4/2024	\$5,000,000	\$4,557,000	Project VITAL is a three-pronged approach to growing the biotechnology industry in Virginia. Project Vital is composed of three projects at the regional level that build on momentum generated from previous investments by the Commonwealth across the state. These additional GO Virginia investments in key locations and partnering institutions (VCU with Richmond/Chesterfield/Henrico and Activation Capital; UVA with Charlottesville/Albemarle and CvilleBioHub; and, VT with Roanoke/Blacksburg and VERGE Alliance) are focused on accelerating the growth of the biotechnology industry to make Virginia a premier destination for this industry. Each of these projects requests a three-year grant period, to ensure adequate time to add staff capacity and deliver services in a thoughtful, robust manner. The three regions will

								collaborate to ensure robust delivery of assistance to early-stage life science companies. This will involve collaboration on outcome tracking across the region, an intellectual property (IP) database across regions, shared pitchbook services, a combined mentor and advisor pool, and shared access to physical infrastructure and equipment.
8	Shenandoah Valley Workforce Development Board TPI	Shenandoah Valley Workforce Development Board	Talent Pathway Initiative	Workforce Development	6/4/2024	\$250,000	\$125,000	The Region 8 Council has chosen the Shenandoah Valley Workforce Development Board (SVWDB) as the coordinating entity for the Talent Pathways Planning Initiative which will be developed with a focus on the advanced manufacturing and logistics industry clusters. As a regional workforce convening organization, SVWDB, in collaboration with WorkED, will develop a comprehensive talent pathways plan. This plan will serve as a roadmap for future workforce development projects, which will be submitted for the Region 8 Council's consideration.
9	Region 9 - Project VITAL	CvilleBioHub	Regional Per Capita/Competitive	Cluster Scale-Up	6/4/2024	\$4,302,887	\$2,702,158	Project VITAL is a three-pronged approach to growing the biotechnology industry in Virginia. Project Vital is composed of three projects at the regional level that build on momentum generated from previous investments by the Commonwealth across the state. These additional GO Virginia investments in key locations and partnering institutions (VCU with Richmond/ Chesterfield/Henrico and Activation Capital; UVA with Charlottesville/Albemarle and CvilleBioHub; and, VT with Roanoke/Blacksburg and VERGE Alliance) are focused on accelerating the growth of the biotechnology industry to make Virginia a premier destination for this industry. Each of these projects requests a three-year grant period, to ensure adequate time to add staff capacity and deliver services in a thoughtful, robust manner.

								The three regions will collaborate to ensure robust delivery of assistance to early-stage life science companies. This will involve collaboration on outcome tracking across the region, an intellectual property (IP) database across regions, shared pitchbook services, a combined mentor and advisor pool, and shared access to physical infrastructure and equipment.
4	Greater Richmond Cluster Analysis	Greater Richmond Partnership	Regional Per Capita	Cluster Scale-Up	4/25/2024	\$87,500	\$87,500	The Partnership will develop a plan with actionable strategies for growing targeted industry sectors within the Greater Richmond subregion.
8	Winchester Advanced Air Mobility Workforce Study	Winchester Regional Airport Authority	Regional Per Capita	Workforce Development	4/23/2024	\$71,000	\$35,000	The applicant will contract with a third-party consultant to study the need for workforce development initiatives in the advanced air mobility space.
3	Amelia County Regional Commerce Center Planning Grant	Amelia County EDA	Regional Per Capita	Site Development and Infrastructure	4/17/2024	\$21,000	\$10,500	Amelia County Economic Development Authority recently acquired a 134-acre site on the north side of Rt. 360 and has rezoned the property to Industrial M-1 in June 2023. Before additional due diligence activities are undertaken, the County will complete a sector suitability study to determine which of Region 3's traded industry clusters could be supported by the site.
5	Workforce Development Plan for Western Tidewater	Paul D. Camp Community College	Regional Per Capita	Workforce Development	4/16/2024	\$100,000	\$100,000	To fill higher-paying jobs in the logistics industry sector by exploring needs and opportunities for mechatronics training.
1	WiseLink	Wise County	Regional Per Capita	Site Development and Infrastructure	3/27/2024	\$99,482	\$55,639	The applicant will hire contract consultants to create a preliminary report on transmission planning strategies. This report will outline the resources needed to significantly strengthen the electric power grid in the region. The planning effort will help inform an upcoming application to the U.S. Department of Energy, aimed at connecting the region with large power providers capable of increasing gigawatt availability for local land developers. The project is expected to result in a substantial capacity increase, making land in the

								region more attractive to companies with high electrical demands, such as data centers.
7	SciTech Innovation District Planning Grant	George Mason University	Regional Per Capita	Startup Ecosystem	3/21/2024	\$75,000	\$75,000	Through collaborations with the economic development offices of Prince William County and the City of Manassas, George Mason University (GMU) will partner with a third-party contractor to engage both public and private stakeholders. The goal is to develop a strategic plan and outline the necessary next steps for creating an Innovation District, also referred to as a Research Park. The success of this initiative will depend on a comprehensive business plan that 1) is informed by a SWOT analysis; 2) includes all relevant assets, highlighting strengths in research, educational programs, workforce development, business counts, and support organizations; 3) features sustainable and scalable financial and operational plans; and 4) is guided by a collaborative governance model.
2	Manufacturing Workforce Development for the Lynchburg Region	Lynchburg Regional Business Alliance	Regional Per Capita	Workforce Development	1/25/2024	\$40,500	\$37,500	The applicant will organize stakeholder workgroups and hire a third party to create a workforce pipeline development strategy that addresses the workforce needs of manufacturers in the Lynchburg subregion of Region 2.
8	Blue Mountain RIFA Feasibility Study	Shenandoah Valley Partnership	Regional Per Capita	Site Development and Infrastructure	1/19/2024	\$78,630	\$45,000	Conduct a feasibility analysis of the Blue Mountain site for a proposed Regional Industrial Facilities Authority, which includes a thorough economic analysis of the property and the establishment of a RIFA.

7	Future Kings Life Sciences Workforce Development Pilot Program	Future Kings	Regional Per Capita	Workforce Development	1/17/2024	\$100,000	\$100,000	<p>The goal of this program is to enhance job readiness for entry-level positions in the biomedical field for underserved Black and Latino communities. Future Kings will achieve this by increasing interest among K-12 students and offering two internship opportunities for graduate students, as well as college credit opportunities for high school students.</p> <p>The program will be implemented through a two-part approach:</p> <p>1) Increase the number of graduate school candidates who qualify for the most in-demand jobs in local life science companies.</p> <p>2) Create a pipeline of motivated secondary school students prepared to pursue careers in the life science industry, giving them the chance to earn college credits through the American Council on Education (ACE).</p>
1	ASD Agriculture Campus	Appalachian Sustainable Development	Regional Per Capita	Startup Ecosystem	1/16/2024	\$25,000	\$25,000	<p>Appalachian Sustainable Development will hire contract consultants to create a comprehensive business and marketing plan, conduct an economic impact analysis, and provide essential architectural and engineering planning for the ASD Agricultural Campus. This initiative aims to enhance our organization's capacity to deliver workforce training, agricultural expertise, and resources for small farmers looking to improve their market access, as well as support businesses seeking to expand their access to capital.</p>
1	MRRP Site Selection Identification and Evaluation, 2024	Mount Rogers Regional Partnership	Regional Per Capita	Site Development and Infrastructure	1/16/2024	\$100,000	\$50,000	<p>Mount Rogers Regional Partnership will collaborate with a consultant team to gather site data, perform GIS analysis, and conduct fieldwork to identify 20 to 30 sites, each ranging from 50 to 100 acres, that show potential for future development. After identifying these sites, they will identify the 10 sites most suitable for development. Once the top 10 sites are selected, they</p>

								will be presented to local authorities for prioritization. The MRRP will then assist these localities in applying for future funding opportunities for site development, as well as in strategic planning, which may include establishing Regional Industrial Facilities Authorities.
7	Career Investigations: Pathways to Your Future	Alexandria City Public Schools	Regional Per Capita	Workforce Development	12/20/2023	\$100,000	\$100,035	This initiative will engage middle school students in Northern Virginia with a focus on Computer Science, Life Science, Emerging Technologies, Financial Services, and Health Science industries. A comprehensive 9-week readiness and exploration curriculum will be developed. A consultant will be selected to design and create this curriculum in collaboration with ACPS and an advisory committee, which will include representatives from CTE leadership of participating school divisions and Northern Virginia Community College. The curriculum will feature real-world examples, hands-on activities, and interactive lessons. Additionally, it will include a dedicated module to help students create personalized academic and career plans.
1	ACI Talent Pathway Planning Initiative	Appalachian Council for Innovation	Talent Pathway Planning Initiative	Workforce Development	12/12/2023	\$250,000	\$125,000	ACI will enter into a contract with GENEDGE Alliance, which, in partnership with the Southwest Virginia Alliance for Manufacturing and the Appalachian Council of Business Leaders, will lead the planning initiative. The core team will host at least ten roundtable discussions across the Region 1 area to collect feedback that will be integrated into the final project deliverables.
2	ACA Classical & CTE Academy Welding Program	Central Virginia Planning District Commission	Regional Per Capita	Workforce Development	12/12/2023	\$565,000	\$303,182	Appomattox County, in collaboration with Central Virginia Community College (CVCC) and the Appomattox Christian Academy, will enhance career and technical education in the region by developing a new welding training facility. This facility will address the demand for welding courses that are currently unavailable at existing training centers

								operated by CVCC. Students at the facility will have the opportunity to earn portable credentials in welding and pipefitting.
4	Region 4 Talent Pathway Planning Initiative Planning	Brightpoint Community College	Talent Pathway Initiative	Workforce Development	12/12/2023	\$250,000	\$125,000	To enhance established models from previous GO Virginia initiatives in the Information Technology and Advanced Pharmaceutical Manufacturing sectors, the project is designed to create and utilize regional partnerships. These alliances will help guide and validate the necessary elements of the Talent Pathway Planning Initiative Program.
6	Promoting Careers in Aquaculture 2.0	Virginia Tech	Statewide Competitive	Workforce Development	12/12/2023	\$302,536	\$164,733	The aquaculture industry has a growing demand for skilled workers. To meet this need, the applicant will develop and deliver a hands-on summer course called the Summer Program in Aquaculture Training (SPAT) for students, along with 75-hour internship placements at local aquaculture businesses. This project aims to enhance the region's ability to prepare workers for the industry by also providing training for local teachers in the aquaculture curriculum.
6	Rappahannock Community College New Career Training Center	Rappahannock Community College Educational Foundation	Regional Per Capita	Workforce Development	12/12/2023	\$290,000	\$313,500	Rappahannock Community College aims to train students and provide credentials in Diesel Mechanics, Welding, and HVAC programs. The college will renovate a building to create a Career Training Center, which will offer evening classes for adult students and daytime classes for dual enrollment students.
9	Wine Industry Planning Grant	Nelson County	Regional Per Capita	Cluster Scale-Up	12/12/2023	\$100,000	\$104,159	The goal of this study is to address a current knowledge gap in the food and beverage manufacturing industry within the region. It aims to identify barriers hindering export expansion from the state and explore potential solutions to these challenges. The study will involve meetings with stakeholders, conducting surveys, and forming business-led coalitions to validate findings related to different

								aspects of the production process. Ultimately, the report will include recommendations for future funding opportunities to tackle these challenges and promote growth in the industry.
2	NRV Materials and Machinery Cluster Scale-Up	New River Valley Regional Commission	Regional Per Capita	Workforce Development	10/23/2023	\$98,859	\$102,528	To create a roadmap that will achieve the following objectives: 1. Enhance the coalition's capacity to expand the cluster through regular discussions and planning. 2. Identify and map regional assets and resources that can support industry scaling, particularly in the Roanoke, Lynchburg, and Danville regions. 3. Recognize and prioritize unique projects that can facilitate ecosystem growth and the transformation of the cluster.
6	Empower Black Entrepreneurs Accelerator Pilot Program	Virginia Black Chamber of Commerce	Regional Per Capita	Startup Ecosystem	10/23/2023	\$98,438	\$99,738	To provide resources for Black-owned businesses to scale their operations, an accelerator program will be offered that includes resources and mentorship. This program will address the challenges businesses face, such as limited access to capital, insufficient networking opportunities, and lack of business education.
8	Winchester Airport Northside Parcel Planning Study	Winchester Regional Airport Authority	Regional Per Capita	Site Development and Infrastructure	9/15/2023	\$100,000	\$50,000	This project involves conducting due diligence planning for a 27-acre parcel of land at the Winchester Airport. The goal is to attract aircraft manufacturers that serve the GO Virginia Region 8's targeted industry sectors, which include Light Manufacturing, Transportation and Logistics, and Information Technology/Communications. The study will analyze the site development requirements and carry out selected surveys for this land, which is owned by the Winchester Regional Airport Authority and is zoned for aeronautical use.
1	United Way of Southwest Virginia GO TEC Expansion	United Way of Southwest Virginia	Regional Per Capita	Workforce Development	9/12/2023	\$600,055	\$366,845	The goal of this project is to expand the pool of qualified candidates in the Advanced Manufacturing, Agriculture/Food and Beverage Manufacturing,


								and Information and Emerging Technologies sectors. To achieve this, the applicant will establish six new career connection labs, one in each participating locality. These labs will be designed around nine individual career pathway modules, all following the GO TEC career connection labs framework.
2	Strengthening Entrepreneurs' Impact	Verge Alliance	Regional Per Capita	Startup Ecosystem	9/12/2023	\$577,800	\$288,900	<p>To create jobs and expand businesses, this project aims to support entrepreneurs and mentors while increasing fund investments by scaling the Regional Accelerator and Mentoring Program (RAMP). This will involve both pre- and post-accelerator activities, as well as updating data in the Region 2 Innovation Ecosystem report. The project will focus on helping companies in the technology and biotechnology sectors grow and scale through the following activities:</p> <ol style="list-style-type: none"> 1. Launching OnRAMP, a pre-accelerator program designed to reduce barriers to entry for early-stage startup companies. 2. Enhancing the Exit RAMP program. 3. Improving the Innovation & Entrepreneurship report by collecting data on early-stage startups.
2	Talent Pathway Planning Initiative	Virginia Tech Center for Economic and Community Engagement	Talent Pathway Initiative	Workforce Development	9/12/2023	\$250,000	\$125,029	<p>The goal of this project is to establish talent pathways for the targeted industries of Life Sciences & Biotechnology and Transportation, Manufacturing, & Autonomy in Region 2. Virginia Tech's Center for Education and Community Engagement (CECE) will collaborate with a diverse group of implementation partners to:</p> <ol style="list-style-type: none"> 1. Convene industry coalitions. 2. Conduct a comprehensive situational analysis, both quantitative and qualitative. 3. Perform a gap analysis. 4. Create an inventory of necessary and existing skills and training opportunities. 5. Develop an asset map. 6. Identify strategies and support high-impact pathway projects for the future.

3	TPI Planning 2023: SoVa Partnership for Health Science Careers	Southern Virginia Partnership for Health Science Careers	Talent Pathway Initiative	Workforce Development	9/12/2023	\$133,000	\$67,500	The goal is to develop a workforce in Southern Virginia that is both skilled and healthy, thereby boosting the regional economy. The Region 3 Council has chosen the Southern Virginia Partnership for Health Science Careers (SOVAPHSC) to act as the coordinating entity for the Talent Pathways Planning Initiative, which focuses on industry clusters. This proposal addresses the competitive disadvantages that Southern Virginia faces in attracting and retaining investments from traded sector businesses, primarily due to poor healthcare outcomes, limited access to healthcare providers, and a shortage of healthcare workers.
3	RISE Build-To-Scale Initiative	SOVA Innovation Hub Corporation	Regional Per Capita	Startup Ecosystem	9/12/2023	\$600,000	\$350,000	The aim of this initiative is to provide easy access to capital for innovators and entrepreneurs by offering targeted resource navigation, technical assistance, and effective outreach and storytelling. The RISE Build-to-Scale Initiative marks the next phase of the SOVA RISE Collaboration, which started with Region 3's Entrepreneurship and Innovation Strategy in 2019. This proposal aims to expand and enhance the entrepreneurship ecosystem in Region 3 over the next two years through the following planned activities: 1) Launching the RISE Community Navigator Program, 2) Expanding the RISE Entrepreneurship Training Pipeline, and 3) Increasing outreach and storytelling efforts.
6	Region 6 Regional Entrepreneurship Initiative (REI)	Rivers Region Entrepreneurial Ecosystem Council	Regional Per Capita	Startup Ecosystem	9/12/2023	\$300,000	\$150,000	The goal of this project is to develop a strategy for the entrepreneurial ecosystem in Region 6, which will include recommendations for further growth. We aim to enhance the capacity of the Rivers Region Entrepreneurial Ecosystem Council by hiring an executive director. This individual will be responsible for executing the organization's duties, engaging with stakeholders, and developing recommendations and

								priorities. Additionally, the project will result in the creation of a REI Strategy and Report, as well as an Actionable Strategies Plan.
7	Region 7 Talent Pathway Planning Initiative	Center for Regional Economic Competitiveness (CREC)	Talent Pathway Initiative	Workforce Development	9/12/2023	\$250,000	\$125,000	The goal is to define talent pathways for Region 7's targeted industries, specifically Computer Software, Cybersecurity, and Emerging Technologies. The Region 7 Council has selected the nonprofit Center for Regional Economic Competitiveness (CREC), based in Arlington, to lead the Talent Pathways Planning Initiative as the coordinating entity for industry clusters. CREC will collaborate with the leadership of the Region 7 Council to establish a Research Advisory Group. This group will consist of businesses, local stakeholder organizations, and subject matter experts from educational institutions to provide guidance for the project.
8	GO2 Work in Manufacturing and Transportation in the Valley	Shenandoah Valley Center for Advanced Learning	Regional Per Capita	Workforce Development	9/12/2023	\$884,500	\$442,250	The goal of this project is to expand the pool of qualified candidates in the Transportation and Logistics, as well as the Light Manufacturing industry clusters. The applicant will introduce new career education and technical programs in Industrial Maintenance and Aviation Technology. Additionally, the project will focus on upgrading equipment to modern standards and technologies, which is essential for training high school students and adult apprentices in Precision Machining, Welding, Automotive Technology, and Diesel Technology.
5	Life Science Virginia	LifeNet Health	Regional Per Capita	Workforce Development	8/22/2023	\$40,000	\$22,885	The goal of this project is to establish a talent pipeline for students interested in careers in the life sciences. The applicant will prepare and conduct a pilot program that introduces students to the life science field. This program will encompass classroom instruction, laboratory studies, and networking opportunities, emphasizing developing soft skills. Henrico County Public Schools and Virginia Beach Public Schools have agreed

								to partner and host the pilot program for one semester.
1	Virtual Reality for Training and Career Exploration	Mount Rogers Regional Partnership	Regional Per Capita	Workforce Development	7/21/2023	\$50,000	\$25,000	This project involves a planning process aimed at conducting a needs assessment, completing a feasibility study, and developing an action plan for the implementation of a virtual reality curriculum in high school career and technical education (CTE) programs in partnership with GO TEC. The needs assessment will evaluate the importance of engaging students early in their high school careers, particularly when CTE opportunities are limited. The feasibility study will determine whether virtual reality is an effective learning tool for high school students and assess the sustainability of the program. Finally, the action plan will outline the steps necessary for implementation, facilitating career pathways for students from middle school through high school and beyond, leading to credentialing, higher education institutions, and career opportunities.
5	Hampton Roads Regional Aviation, Aerospace, and Unmanned Systems	Hampton Roads Alliance	Regional Per Capita	Workforce Development	7/11/2023	\$100,000	\$50,000	In collaboration with the Norfolk Airport Authority, the Peninsula Airport Commission, and the Virginia Institute for Spaceflight and Autonomy, the Hampton Roads Alliance will conduct a comprehensive assessment to enhance the aviation, aerospace, and unmanned systems industry in Region 5. This study will evaluate the current state of the region's aviation industry, predict future demands, and offer recommendations on how the region can effectively meet those demands.

Appendix A – GO Virginia State Board Members

 	
Gubernatorial Appointees	
Nancy Howell Agee, Chair	President and CEO, Carilion Clinic
The Honorable Caren Merrick	Secretary of Commerce & Trade
The Honorable Steve Cummings	Secretary of Finance
Jim Dyke	Senior Advisor, McGuireWoods Consulting
Ken Johnson	President and CEO, JMI
John King	President, Virginia Poultry Growers Cooperative
Cliff Fleet	President and CEO, Colonial Williamsburg Foundation
Leah Fremouw	Virginia Community Capital
Todd A. Stottlemeyer, Vice Chair	CEO, CNSI
Lucia Anna “Pia” Trigiani	Partner, MercerTrigiani
Virginia Senate Appointees	
Benjamin J. Davenport Jr.	Chairman, First Piedmont Corporation
Heywood W. Fralin	President and CEO, Medical Facilities of America
Virginia House of Delegates Appointees	
Jonathan M. Peterson	CEO, Peterson Companies

Virginia Senate Members

Senator L. Louise Lucas	18 th District
Senator Creigh Deeds	11 th District
Senator Ryan McDougle	26 th District

Virginia House of Delegates Members

Speaker Don Scott	88 th District
Delegate Luke Torian	24 th District
Delegate Terry Kilgore	45 th District
Delegate Michelle Maldonado	20 th District