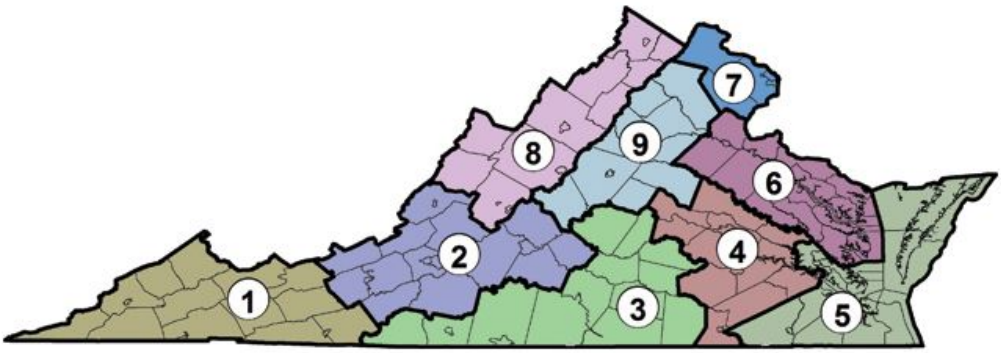


GO Virginia How-To-Apply Workshop

Wednesday, April 11, University of Richmond

The workshop was presented by staff of the Department of Housing and Community Development (DHCD), which oversees administrative and financial aspects of the GO Virginia board. Find FAQs about the application process, detailed regional data (**and to sign up for email newsletter):**

http://www.dhcd.virginia.gov/index.php/go-virginia.html

GO Virginia mission: To create more higher-paying jobs* through incentivized collaboration, primarily through out-of-state revenue, which diversifies and strengthens the economy in every region. **Jobs should pay higher than the average wage in each region. Region 1: $33,475; Region 2: $39,012; Region 3: $33,480; Region 4: $50,623; Region 5: $46,192; Region 6: $46,109; Region 7: $70,571; Region 8: $40,199; Region 9: $52,038.*

A total of 19 projects in three rounds have been funded so far, and most are related to Workforce and Credentialing. *Some funded project examples are listed on Pages 2-3.*

The biggest workshop takeaway: The grant process is designed to encourage collaboration … not just within each of the nine Regions, but between Regions. Everything funded so far has been considered a **"Per Capita" project** (located within one GO Virginia Region). The other **"Competitive" application** requires a minimum of 2 Regions collaborating on larger-scale projects ($11.3 million is currently available for these proposals). **VCCS could be in strong position to convene stakeholders across Regions.** *See the matrix on Pages 7-9, which shows overlapping target clusters across regions.*

Who is your regional contact? Each region has a "Support Organization" which helps vet the projects along with each Regional Council. Applicants are strongly encouraged to discuss ideas with the designated support organization before working on a proposal, especially since each region has their own proposal deadlines and meeting schedules. *The contact information for each region is on Page 4, and the application process for both types of proposals (Per Capita and Competitive) are Pages 5-6.*

Projects can be up to 2 years and **must show a 3-year return on investment**. The support organization and DHCD staff can assist with determining ROI calculations.

GO Virginia DOES NOT fund: Healthcare (such as nursing) or quality of life projects; Incentives to private companies; Scholarships; and Transportation projects (unless associated w/ site development)

Match requirement: The DHCD fields most questions about the match requirement, which is $1 to $1 with NON-STATE sources. Additionally, the greater of $50,000 or 20% of the request **must be matched by localities**, which could include local government, a school district, or EDA/IDA. These funds can be passed through regional or statewide organizations, including WIBs and community colleges. Match can be cash or in-kind contributions. Note that community colleges can match w/ tuition dollars and not state funds. DHCD staff can assist with more match ideas.

Checklist of requirements the DHCD uses to determine project eligibility:

- $1 to $1 match? (Yes)
- Local match requirement? (Greater of $50,000 or 20% of request) (Yes)
- Local participation requirement? (At least 2 or more localities involved) (Yes)
- Alignment with GO Virginia strategies? (Yes)
- Alignment with region's Growth and Development Plan ("Target clusters")? (Yes)
- High-wage job creation potential? (Yes)
- Grant management capacity? (Yes)
- Is the project sustainable after GO Virginia funds? (Yes)
- Does this only fund a feasibility study?* (No)
- Healthcare project? (No)
- Fund scholarships? (No)
- Fund broadband project? (No)

**Up to $100,000 per project can be used for feasibility studies, plans, and capacity building activities.*

Funded Workforce & Credentialing projects (announced April 10):

Regional Acceleration and Mentorship Program (RAMP) Expansion, $244,300
The project enhances and expands the reach of the Regional Acceleration and Mentorship Program (RAMP), a partnership between RBTC, the city of Roanoke and the Virginia Western Community College, which offers technology-based startups access to classroom education, mentoring and assistance in identifying capital.

GWC Piedmont Technical Education Center, $245,000
The proposed project will 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.

Center for Energy Research and Education (CERE) Industry Labs, $300,000
The project will create a Center for Energy Research and Education (CERE) Industry Labs at Liberty University that is connected to local and regional economic development efforts. These labs will 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.

Enhancing the Region through New Technology for Unmanned Systems, $76,000
The project will implement a new drone technology training program at Dabney S. Lancaster Community College to capitalize on the Alleghany Highlands Drone Zone Initiative surrounding the development of unmanned systems facilities in the region. This new program will establish a career pathway beginning with project-based learning opportunities for high school students and extending to four-year degree attainment through partnerships with other higher-education institutions.

United Way of Southwest Virginia: Ignite Internships, $250,000
The project will expand the Ignite Program throughout the region and will collaboratively align school curriculums with local employer needs. United Way of Southwest Virginia will build a web-based platform to deliver activities that will encourage post-secondary education and streamlined workforce credentialing, provide work-based learning opportunities and match new graduates with local employers.

Previously funded Workforce & Credentialing projects (from GoVirginia.org):

CCAM Apprentice Academy
This project will serve to expand GO Virginia Region 4's advanced manufacturing workforce development ecosystem by providing two new pilot apprenticeship programs at CCAM: the Mechatronics Workforce Training Center and the New Transitioning Military Program. Once fully operational, CCAM's Apprentice Academy will graduate approximately 200 students a year in mechatronics, machining, and welding to create a pipeline of these workers to fill jobs across the region.

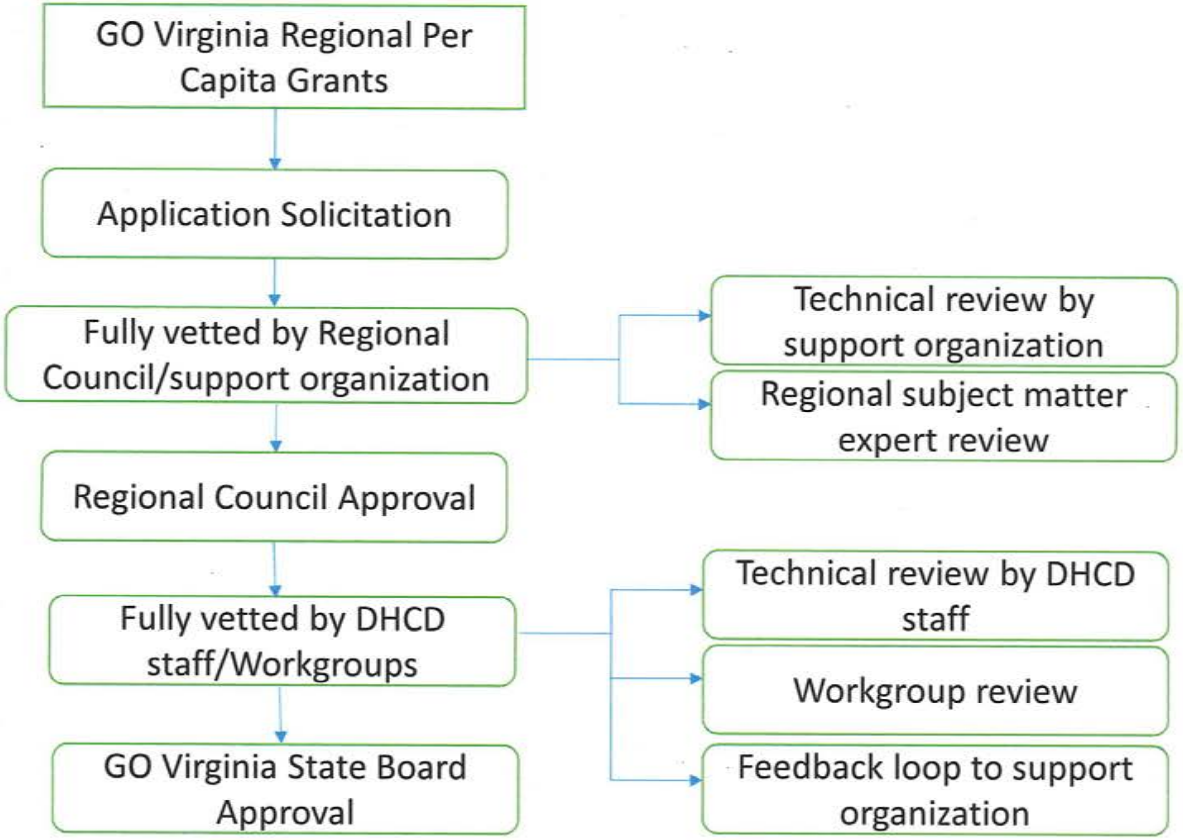
GO-TEC Talent Collaborative
The Great Opportunities in Technology and Engineering Careers (GO-TEC) project will expand existing curriculum offered by six higher education partners in Region 3, build a regional training system of scale for career training for careers in IT and focused areas in advanced manufacturing, and will develop a pipeline beginning in middle school to increase the number of students entering the targeted five training areas of need (Precision Machining; Welding; IT/Cyber Security; Robotics, Automation & Mechatronics; and Advanced Materials).

Rockbridge Area Advanced Manufacturing Project (RAAMP)
With light manufacturing being a target industry sector for Region 8, this project will serve to supply talent to fill that industry sector. Through a partnership with Byers Technical Institute (BTI), RAAMP will produce highly skilled laborers in the region, with a particular emphasis on welding and other high-demand occupations. Students graduating from this 40-week program will receive both an industry recognized skills credential and a diploma.

Workshop summary provided by Stephanie Ogilvie Seagle, Grant Specialist, Virginia Western Community College

REGION	Support Organization Contact	Phone Number	Email
Region 1	Shannon Blevins	276-328-0133	srb8q@uvawise.edu
Region 2	John Provo	540-231-5278	jprovo@vt.edu
Region 3	Gail Moody	434-447-7101	gmoody@southsidepdc.org
Region 4	Wilson H. Flohr	804-347-7000	Info@GrowCapitalJobs.org
Region 5	Jim Spore	757-961-8181	jspore@reinventhr.org
Region 6	Tim Ware	540-642-1580	ware@gwregion.org
Region 7	Sue Rowland	703-626-7392	Sue.Rowland@GOnorthernVA.com
Region 8	Carrie Chenery	540-460-3904	chenerch@jmu.edu
Region 9	Helen Cauthen	434-979-5610	hcauthen@centralvirginia.org

GO Virginia Per Capita Application Process



GO Virginia Competitive Application Process

Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Manufacturing and Advanced Manufacturing	X	X	X	X	X	X		X	X
Chemical Products	X	X		X					
Automotive and Transportation Equipment	X	X	X						
Electrical Equipment, Appliance and Component	X								
Metalworking Technology		X							
Paper and Packaging		X							
Lightning and Electrical Equipment		X	X						
Aerospace			X		X				X
Production Technology			X						
Pharmaceutical and Bioparmaceutical			X					X	
Food and Beverage					X				
Advanced Materials (Painting, Adhesive, Plastic, Rubber, Steel, Metal, Chemical, Textile)	X	X		X	X	X		X	X
Computer and Electronic Equipment						X			X
Food and Beverage						X		X	
Wood Products and Paper						X			X
Medical Devices and Equipment				X				X	
Textiles								X	
Aerospace, Navigational, and Biomedical Electronics			X		X				X
Agriculture/Beverage/Food Manufacturing	X	X				X			X
Animal Slaughtering and Processing	X								
Food	X	X							
Agriculture Inputs and Services		X							
Aquaculture/Seafood/Commercial Fishing						X			
Beer									X
Wine									X
Soft Drinks									X
Retail Bakery									X

Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Information and Emerging Technologies	X	X	X	X	X	X	X	X	X
Computer Systems Design	X					X		X	X
Data Centers	X		X			X			X
Autonomous Systems		X							
Cybersecurity		X		X	X		X	X	
Knowledge Creation and R&D		X						X	X
Business Services			X			X	X	X	X
Data Analytics					X				
Modeling and Simulation					X				
Digital Media						X			
Software Design								X	
Fiber Optic Cable								X	X
Data Processing								X	
Navigational Equipment									X
Other Component Manufacturing									X
Energy and Minerals	X								
Health/Bioscience/Life Sciences		X	X	X			X	X	X
Biopharmaceuticals and Medical Devices		X		X				X	X
Health Care Providers		X	X	X				X	
Surgeries								X	
Assisted Living								X	
Medical Research								X	X
Dentistry								X	
Diagnostics Laboratory Services									X
Medical Waste Treatment and Disposal									X
Forestry/Wood Products/Paper			X			X			
Wood Product			X			X			X
Forestry			X			X			
Saw Mills			X						
Veneer Operations			X						
Flooring			X						
Paper						X			

Cluster	Region 1	Region 2	Region 3	Region 4	Region 5	Region 6	Region 7	Region 8	Region 9
Logistics				X	X	X		X	
Transportation				X	X	X		X	
Warehousing				X	X	X		X	
Shipping Services				X	X				
Charter Flights								X	
Shipbuilding and Ship Repair					X				
Water Technologies					X				
Aerospace			X		X				X
Aircraft Manufacturing			X		X				X
Aircraft Parts Manufacturing			X		X				X
Robotics Manufacturing					X				
Aerospace Engineering					X				
Computer Services			X			X	X		
Consulting Services			X			X	X		
Financial and Business Services			X			X	X	X	X
Engineering Services			X			X	X		
Research and Development		X	X			X	X		
Common Strategies and Goals Identified									
Cluster Scale Up	X	X	X	X	X		X	X	X
Talent and Workforce	X	X	X	X	X	X	X	X	X
Broadband Infrastructure	X		X			X		X	X
Sites		X						X	X
Technology and Innovation		X		X			X		
Sectoral Development			X	X	X	X			
Commercialization of Research							X	X	X

High level clusters identified in each Region's Growth and Diverisification Plan

Strategies or goals identified in each Region's Growth and Diversification Plan

Footnotes

It should be noted some identified priority clusters were broader than other regions and as a result they cross cut through multiple clusters.