| **PIEDMONT OPPORTUNITY CORRIDOR** |
| **Region 9** |

Grant Application Overview

LIST OF CONTENTS
- Summary of Region 9 Growth Plan
- Grant Scoring Criteria

QUALIFY

To be eligible, applicants must have already submitted a Pre-Application and discussed it with the contact below. Early conversations are encouraged.

SUBMIT

Submit application and any other documents as email attachments to the contact below. Be sure to:
- Complete the application without formatting such as bullets, bold, italics, tables, etc.
- Comply with character limitations noted in the application

BEST PRACTICES
- Prepare – Review the GO Virginia Region 9 Growth and Diversification Plan Update (Aug. 2019) and other materials at www.GOVirginia9.org, before beginning.
- Clarity –When answering questions present the most important information first. Reference any attachments reviewers can reference for details.
- Concise – Limit wordiness.

GRANT TYPES
- **Per Capita/Regional -** Regional implementation projects for up to 2 years
- **Competitive** - Collaborate with other region(s) to implement projects with statewide impact
- **Enhanced Capacity Building (ECB)** (requesting <100k in GO VA funds) - Create capacity or plans for an implementation grant in 1 year or less
- **Economic Resilience and Recovery (ERR) FAST ACCESS** (requesting <100k in GO VA funds) - High impact projects to drive economic resilience and recovery. Details are in application.
- **Economic Resilience and Recovery (ERR)** (requesting >100k in GO VA funds) - High impact projects to drive economic resilience and recovery. Details in application.

2020 DEADLINES –
ECB, ERR-FAST ACCESS: Submit any time
Per Capita/Regional, ERR, Competitive: September 8, 2020 | January 7, April 5, and June 3, 2021

CONTACT

Shannon Holland
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Central Virginia Partnership for Economic Development
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REVIEW TIMELINE

This path to approval typically takes 60-90 days for **Per Capita/Implementation, ERR, Competitive** proposals and less than 30 days for **ECB and ERR FAST ACCESS** proposals.

In general, projects are reviewed and approved by Regional Councils first. Once approved, regional staff submits to DHCD. The project then must be reviewed and approved by the GO Virginia Board. Once approved, a contract must be signed by all parties that will include activities, outcomes, metrics proposed. Project activity may begin, at applicant's discretion, after the Board approves the proposal.

REPORTING REQUIRED

Quarterly Reporting on activities, metrics and outcomes of the grant
Quarterly Reimbursement Requests at a minimum
Fiscal and Performance Closeout Reporting at end of grant

POST AWARD

Reimbursable Grant – Typically expenses are reimbursed after project has paid
Match Requirements – Vary by project type. Match can include cash or in-kind.

Region 9 Growth Plan Summary

Download full report at www.GOVirginia9.org

GO Virginia is a statewide economic development initiative that incentivizes collaboration between business, higher education, and local government to grow and diversify regional economies through grants.

Grant Opportunities Identified in Region 9 Growth Plan Update

The Region 9 Council is seeking grant proposals that support opportunities identified in the Region 9 Growth & Diversification Plan Update. In general, projects must be framed in one of the specific project types and focus on target industry. Each of the bullets below represents an identified opportunity.

Talent Development

- Support development of a regional workforce project to convene stakeholders for developing regional target sector based strategies.
- Support growth of Information Technology, as well as all other target sectors, through a Tech Talent pipeline initiative.
- Evaluate how credentialing, apprenticeship, and /or internship programs for target industries could support higher paying jobs and/or growth of the traded sector.
- Continue supporting and monitoring Talent Development projects including George Washington Carver-Piedmont Technical Education Center (GWC-PTEC), Central Virginia Cybersecurity, and Crafting Higher Paying Jobs and Adult Beverage Exports.

Growing Existing Businesses

- Support growth of the biotechnology and biomedical cluster to attain a critical mass of enterprises, talent and intellectual property.
- Support development of a large amount of new square footage serving the biotech industry in a strategically concentrated area including wet lab space.
- Identify scale-up opportunities in other targeted sectors, such as export growth for Food & Beverage Manufacturing, Light Manufacturing, and Information Technology.
- Monitor the opportunity for supporting broadband initiatives as the access to broadband is a critical need in most Region 9 localities.

Project Types
Talent Development
Growing Existing Businesses
Startup/Innovation/Commercialization
Site Readiness

TARGETING

Target Industries
Financial & Business Services
Food & Beverage Manufacturing
Information Technology & Communications
Light Manufacturing
Biomedical & Biotechnology

Who can apply?
How much funding is available?
How to apply?
When are upcoming deadlines?
What projects have been funded?
Find out more at:
www.GOVirginia9.org

⚙ Startups/Innovation/Commercialization

- Facilitate initiatives that advance opportunities outlined in the TEConomy Region 9 Assessment.
- Review the opportunity for developing a plan to set aside specific Per Capita funds to invest in the entrepreneurship ecosystem as outlined by the GO Virginia Board.
- Support development of a rural entrepreneurship coalition in rural counties.

◉ Sites

- Encourage and support the creation of a Regional Industrial Facilities Authority (RIFA) or equivalent regional collaborative partnerships, as appropriate to support regional site development.
- In collaboration with partners, outline a regional approach to addressing the region's site readiness needs by advancing sites through the Virginia Business Ready Sites Program (VBRSP).
- Support and encourage the continued development of the regional business park in Louisa County.
- Advance further development of current sites and seek opportunities for regional collaboration on new sites.

✚ Other

- Review the 2019 Central Virginia Partnership Strategic Plan to identify areas for collaboration and efficiencies to drive the creation of high paying jobs and grow the traded sector in Region 9.
- Explore opportunities to assess and support the development of emerging industries that could help the region grow high paying jobs and expand the traded sector (i.e. Hemp Industry, Renewable Energy Industry, and Environmental Sustainability Industry).

**Region 9
Piedmont Opportunity Corridor**

Grant Match Requirements

Due to the COVID-19 crisis matching requirements have been temporarily eased. Most projects only need to commit matching funds of 2:1.

It's complicated. Call us.

Available funding:
$1,000,000 for Regional Project
$29,000,000 for Inter-Regional Projects

Statewide, GO Virginia has funded 51 projects totaling $20,000,000 and leveraging $30,000,000 in non-state funds. Region 9 has awarded 8 projects totaling $1,895,000 and leveraging $4,308,000 in non-state funds.

www.GOVirginia9.org

Economic Impact – 35%
1. Project application outlines the expected return on investment of the proposed project and the timeline for achieving that return.
2. Project application demonstrates the proposed project's alignment with and how it will address the prioritized needs and opportunities of the growth and diversification plan.
3. Grant requests that have a larger impact with regard to the creation of higher paying jobs and economic diversification, based on a return on investment model, in a smaller economic region shall receive higher scores.
4. Project outlines both behavioral as well as anticipated tangible results that will come from the collaboration.

Regional Collaboration – 30%
1. The number and percentage of localities within the region that are participating in the proposed project and the portion of the region's population represented by the participating localities.
2. Participation of localities or regions (including interstate collaborations) that are outside the applying region.
3. Cost efficiencies, repurposing of existing funds, leveraging of existing assets, or other evidence of collaboration that can be demonstrated as a result of the proposed project.
4. The amount of involvement in the project by businesses, colleges and universities, and other public and private entities within the region in the conceptualization of and the implementation of the project.
5. The amount, timing, and form of the proposed project match that outlines the depth of the commitment by the public and private funding partners to the effort.
6. Inventory existing grant requests or programs with similar goals to ensure the proposed project is not duplicative of, but additive to, other efforts to support economic diversification and the creation of more higher-paying jobs.

Project Readiness – 20%
1. Project application demonstrates that the project partners have the capability to successfully execute the project.
2. Project application demonstrates that the regional council has consulted with subject matter experts regarding the efficacy and viability of the proposal
3. Project application outlines how the project may be coordinated with existing efforts in the region.
4. Project application fully analyzes the barriers to successful implementation and other associated risks along with a plan to overcome them.
5. Project application reviews any prerequisite activities undertaken by the collaborating parties to increase efficiency with regard to program delivery and to ensure a deeper and consistent level of support for the project once launched.
6. Project application demonstrates the project partners, including the lead public or private administering entity, have sufficient financial management and personnel to ensure compliance with the grant agreement.

Project Sustainability – 15%
1. Plan for how a project will be sustained after grant funds are exhausted.
2. Demonstrated ability to meet the project performance metrics and to take remedial actions in the event those measures are not achieved.
3. Demonstrate leverage above the required amounts from any source.