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|  | Southern virginia go region 3 |

**GO VIRGINIA REGION 3**

**PROJECT SOLICITATION**

***APPLICATION PACKET***

**OCTOBER 2, 2017**

Southside Planning District Commission

200 South Mecklenburg Avenue, South Hill, VA 23970

Applications for First Round should be received NO LATER THAN Monday, November 6 at 5:00PM. Completed applications should be submitted by email to:

Gail Moody

Executive Director

Southside Planning District Commission

200 South Mecklenburg Avenue, South Hill, VA 23970

[gosouthernva@gmail.com](mailto:gosouthernva@gmail.com)

*If questions arise while preparing the application, please contact Liz Povar by email at* [*gosouthernva@gmail.com*](mailto:gosouthernva@gmail.com) *or by phone at 804-399-8297.*

Application Formats are shown on pages 12 – 37 of this Information Packet.

**Project Solicitation Process**

The Southern Virginia GO Region 3 is announces that funding is available for the *GO Virginia* program for Fiscal Year 2017-2018.

# Introduction

In the global economy, regions must strive to work together to serve as an economic unit. Economic boundaries are not defined by political boundaries; rather they are defined by shared assets or other commonalities (local economies, interests, etc). Research shows that in areas around the country where localities work together cooperatively, economic competiveness is enhanced. Quality of life indicators such as income disparity between localities, area median income, and job creation are more positive in areas that interact on a regional level. Regional, community-based strategies that capitalize upon the unique assets of communities offer stronger opportunities for success and long-term sustainability. Location decisions made by businesses are based on a number of factors, ranging from quality of life, local amenities, supply chain availability, and workforce competency to name a few—low on the list of considerations, if at all, are geographical boundaries. Collaborative efforts represent the best opportunity for economic growth and prosperity.

# Program Objectives

What is the GO Virginia Program?

The Virginia Initiative for Growth and Opportunity in Each Region (GO Virginia) was initiated by Virginia’s senior business leaders to foster private-sector growth and job creation through state incentives for regional collaboration by business, education, and government. Recognizing the harsh effect of deep federal budget cuts on a Virginia economy that is overly dependent on public-sector jobs, they launched the GO Virginia campaign to work for regional cooperation on private-sector growth, job creation, and career readiness.

What are key desired program outcomes?

* Project investments that lead to higher-paying jobs.
* Significant regional approaches that will spur regional economic growth.
* Improved capacity to respond to regional economic development priorities.
* Increased collaboration and investment from a broad and diverse contingent of stakeholder groups.

The Southern Virginia GO Region 3 Council's approved Growth & Diversification Plan can be found at <http://www.dhcd.virginia.gov/images/GoVA/Region%203%20G&D%20Plan.pdf>

The Plan identifies three areas of critical opportunities:

1. **Workforce talent development and recruitment**, including opportunities for sector partnerships, career pathways, work-based learning, talent recruitment, and broadband infrastructure development
2. **Sectoral development** in four target sectors, including business services and IT data centers, advanced manufacturing and materials, high-value natural resource products, and health care
3. **Cyber infrastructure**, including novel approaches to regional collaboration in infrastructure development and opportunities to provide incentives for “middle mile” and “last mile” network completion.

The plan also includes opportunities for rejuvenated regional cohesion:

1. **Entrepreneurial and small business** development initiatives
2. **Quality of life and regional branding** enhancement
3. Pooling of resources for **region-wide infrastructure** improvement
4. More **systematic focus** on target employment sectors and career pathways.

Organizations and entities are strongly encouraged to submit a *Request for Ideas* if planning on applying for funds; however, this is not required in order to submit for any of the Project Grants *(Enhanced Capacity Building Grants, Collaborative Project Grants, and State Competitive Project Grants).* The *Request for Ideas* should include the following:

* Name of Applicant and Contact person
* Proposed partners and nature of the partner support
* Project Description
* Estimated Total Project Cost and GO VA grant request

This *Request for Ideas* will provide the Region 3 Council will an understanding of potential projects and may initiate early discussions regarding project ideas. Please send *Requests for Ideas* at any time, by email to:

Gail Moody

Executive Director

Southside Planning District Commission

200 South Mecklenburg Avenue, South Hill, VA 23970

[gosouthernva@gmail.com](mailto:gosouthernva@gmail.com)

# Application Types

With up to $750,000 available in initial grant funding to applicants ($488,000 in state per capita funding and $260,000 in carry-forward Capacity Building funds), the Southern Virginia GO Region 3 Council offers two grant opportunities for applicants. In addition, the GO Virginia Board will accept recommendations for State Competitive Grants, likely starting in early 2018. In all applications, projects must align with the priorities identified in the *Region 3 Growth & Diversification Plan.*

## ***1. Enhanced Capacity Building Grants***

The Region 3 Enhanced Capacity Building Program (ECBG) will allocate funding to projects that develop platforms to support various collaborative approaches, increase efficiency, provide a deeper and consistent level of support, assess and reduce risk, and provide more focus on broad concepts outlined in the Plan. Such projects should create the opportunity for regions to share information on best practices and validate platforms that may lead to more collaboration and future grant requests with similar goals. Ultimately, enhanced capacity building projects are intended to examine how a subsequent future project grant request will be supported through the creation of this platform. Project applications solely for enhanced capacity building as a phase independent from, but in anticipation of, future grant requests, will be accepted. Applications for Enhanced Capacity Building should:

1. Inventory existing programs with similar goals,
2. Identify gaps in current programs that the proposed project will fill,
3. Address resources and structures needed to ensure the success of the project, and
4. Explore how the project could contribute to the success of associated future grant requests if the applicant chooses to go forward with a Collaborative Project Grant application.

Proposed Enhanced Capacity Building Projects will likely not have direct economic outcomes. Project examples include feasibility studies, pre-development activities, operational structures and business strategies, market studies, etc.

* ***Maximum Funding Request***: n/a
* ***Match***: At least 1:1; State Board may waive based on certain criteria
* ***Partner Engagement*:** Includes at least two localities
* ***Duration of Project:*** Funding commitment from GO Virginia will only cover up to a 2-year period although the lifespan of the Project may exceed 2 years.

## ***2. Collaborative Project Grants***

The Collaborative Project Grant (CPG) will allocate funding to projects that induce collaborations between two or more localities or regions that focus on direct economic impacts to the Southern Virginia GO Region 3. Examples of projects include but not limited to workforce training programs, development of business accelerators, research commercialization, broadband initiatives, targeted business assistance as well as industry site development. The outcomes of these projects can be calculated and measured.

* ***Maximum Funding Request***: n/a
* ***Match***: At least 1:1; State Board may waive based on certain criteria
* ***Partner Engagement*:** Includes at least two localities
* ***Duration of Project:*** Funding commitment from GO Virginia will only cover up to a 2-year period although the lifespan of the Project may exceed 2 years.

1. ***State Competitive Project Grants***

The State Competitive Project Grants (SCPG) will allocate funding to projects that induce collaborations between two or more localities or regions that focus on direct economic impacts to the Southern Virginia GO Region 3; these projects will be submitted to the State Board and compete for funding with projects from other Regions. Examples of projects include but not limited to workforce training programs, development of business accelerators, research commercialization, broadband initiatives, targeted business assistance as well as industry site development. The outcomes of these projects can be calculated and measured. The SCPG projects will demonstrate outcomes that the Region 3 Council deems to be able to successfully compete with projects from other Regions.

* ***Maximum Funding Request:*** n/a
* ***Match****:* At least 1:1; State Board may waive based on certain criteria
* ***Partner Engagement***: Includes at least two localities
* ***Duration of Project***: Funding commitment from GO Virginia will only cover up to a 2-year period although the lifespan of the Project may exceed 2 years.

## Southern Virginia GO Regional Council 3 reserves the right to withhold funds should the proposed grant requests not meet certain minimum thresholds or advance the goals of the Region's Growth & Diversification Plan. Note: ineligible projects include projectsthat are duplicative of ongoing or recent efforts or that use funding as a substitute, offset or replacement of other funding, and projects that use funds for purposes not permitted by GO Virginia.

**General Application Information**

*The Region 3 General Application Information is guided by the Code of Virginia and by Guidelines established by the GO Virginia State Board. Please see these documents for additional information.*

## ***Local Collaboration Requirements***

All proposals (ECBG, CPG and SCPG) require the collaboration of at least two localities, which may be any combination of counties, cities and towns and/or political subdivisions, or public bodies corporate and politic. Political subdivisions or public bodies corporate that represent the same county or city will not be counted as a separate locality. A town may petition the GO Virginia Board to be counted as a separate locality from the county in which it is located.

## ***Project Applicant***

Any public or private entity may be a grant applicant. Project applicants may include, but are not limited to, localities (counties, cities or towns), political subdivisions, foundations, non-profit entities, colleges and universities, other educational entities, economic development organizations, workforce boards, local governments, regional council support organizations, and other stakeholder organizations. While a private company may apply, in cooperation with the collaborating localities and other partners, for a GO Virginia funding, grant funds are not to be used as economic development incentive payments or to promote the activities of a single entity. Instead, grant funds must implement Plan priorities and should offer broad community benefits. Evidence of financial participation by the collaborating localities is required as part of any grant application, and must meet the minimum threshold for such participation.

## ***Matching Funds***

For all proposals (ECBG, CPG and SCPG), at least a dollar for dollar match is required (State Board may waive based on certain criteria). Non-state public entities, private, federal, or local funds are acceptable forms of match for funds requested from the State Board. The State Board may waive the match, to half of the required amount, upon a finding of fiscal distress or an exceptional economic opportunity within the collaborating localities. Note: "fiscal distress" is defined by the applicant at the time of submission for ECBP or CGP funding; approval of that definition is done on a case-by-case basis).

It is the goal of the State Board that there be a local contribution of not less than 20% of the required match, or $50,000, whichever is greater, in the aggregate, per proposed project. The local contribution may come from any combination of the participating localities and political subdivisions and may take the form of cash, revenue sharing, dedication of locally-owned or controlled assets to the proposed regional project, reallocation of existing funds, in kind contributions, or other local resources. Projects designed to address issues which impact more than 50% of the population of Region 3 are encouraged to meet this minimum local contribution but are not required to do so.

If the participating localities identify actions that they will take which result in cost efficiencies that provide resources for the proposed regional project, such funds shall be worth a 50% bonus in meeting the local contribution requirement. Also, existing investments by localities and political subdivisions that are redirected, repurposed, or refocused towards collaborative regional grant requests will count as local match. Please note that the State Board also reserves the right to waive the local contribution for enhanced capacity building projects that demonstrate an ability to benefit multiple GO Virginia regions or grant requests.

Applicants should clearly identify how the participating localities will make available the required local contribution. The local contribution may take the form of cash, revenue sharing, dedication of locally-owned or controlled assets to the proposed regional project, reallocation of existing funds, in kind contributions, or other local resources. The application should also outline the status of the other non-local government contributions to the project.

## ***Scoring Criteria***

Upon receipt of the applications all proposed projects will be scored using the evaluation criteria in this packet. The criteria are based on five principal areas, **1) Required Threshold Components, 2) Economic Impact, 3) Regional Collaboration, 4) Project Readiness and Capacity, and 5) Project Sustainability.** Each category has been assigned weights that will contribute to the overall scoring and assessment of application.

***Review Schedule***

All applications will be reviewed by a designated team from the Region 3 Council and its Advisory Committees. In addition, Region 3 will engage subject matter experts to ensure the efficacy and viability of the proposals. The review schedule is found on page 8 of this document and includes these steps:

1. Proposals received by Region 3 Support Organization
2. Technical review by Region 3 Support Organization and Contractor to ensure minimum threshold required criteria have been met.
3. Project review and preliminary scoring by Region 3 Review Team and Subject Matter Experts.
4. Feedback to applicants
5. Recommendations to Regional Council and interviews with applicants (if scoring minimums are met) for review, prioritization and approval
6. Regional Council recommendations to State Board for approval

## ***Return on Investment***

For all proposals (ECBG, CPG and SCPG), the Return on Investmentshould be calculated or estimated. This will be a key measure used by the State Board in making funding allocations. The proposed return on investment not only covers direct job creation and capital investment measures, but under GO Virginia, the proposed grant requests should focus on long-term, sustainable change, economic diversification, and regional collaboration, so some measures of success may be behavioral and thus, harder to measure. Further, GO Virginia expects that funds will have a broad community benefit that supports activities across local boundaries. To calculate the anticipated return on investment for proposed grant requests, applicants should:

1. Outline the anticipated jobs and capital investment that may accrue from the project over a two-year period that aligns with the likely payout schedule of the grant, as well as over a longer term.
2. Outline the anticipated state and local tax revenues that will be generated as a result of the proposed activity. Note that the State Board will give preference to those applications that can demonstrate that the GO Virginia portion of grant funds are recouped within three years, however, projects that may have a smaller return in the initial phases, but anticipate a larger longer-term impact, will receive special consideration.
3. Outline other measures of success and financial viability (i.e. new collaborative agreements, revenue sharing, cost savings and efficiencies, and discuss previous successes involving the applicant on similar initiatives).

## ***Application Submission Information***

Applications for First Round should be received NO LATER THAN Monday, November 6 at 5pm. Completed applications should be submitted by email to:

Gail Moody

Executive Director

Southside Planning District Commission

200 South Mecklenburg Avenue, South Hill, VA 23970

[gosouthernva@gmail.com](mailto:gosouthernva@gmail.com)

If questions arise while preparing the application, please contact Liz Povar by email at [gosouthernva@gmail.com](mailto:gosouthernva@gmail.com) or by phone at 804-399-8297. Applications not including all required application information and documentation may result in the application being declared ineligible for funding consideration. Applicants who do not provide accurate information and documentation relating to the evaluation criteria for the proposed project set forth in this packet may result in a loss of points for the project's competitive score.

## **Additional Notes**

Business leadership and regional collaboration are at the core of this program. Proposals should seek to develop place-based strategies without regard to previously established geographical, political, or membership boundaries. Projects should strive to “stretch” beyond the traditional boundaries and exceed the minimum required for localities in establishing a region in an effort to create new partnerships and relationships. Projects must demonstrate clear outcomes in terms of creating higher paying jobs and must demonstrate alignment with the Region 3 Growth & Diversification Plan Critical Areas.

Successful proposals will include the commitment of a broad and diverse base of stakeholders. Strong participation from private sector entities, including local industry and business, local leaders, government officials, educational institutions, appropriate membership organizations, economic developers, community advocates, nonprofits, and others as necessary, is essential. Stakeholder involvement should include representatives from traditionally under-represented demographic groups in the collaborative region. The formation of a Project Management Team to oversee the project is strongly recommended.

Administration costs are limited to eight percent of the total *GO Virginia* program funds. Typical administrative costs include: advertising, audit services, legal expenses, printing and postage, workshop expenses, and general project administration. An applicant may administer their project or contract with a consultant.

Following the award of funds, grantees must prepare a detailed project budget using a prescribed format. This budget must reflect current budget activities and funding sources (both *GO Virginia* program and leverage funds). All GO Virginia administrative costs are performance-based, which will only allow costs to be paid after the attainment of pre-determined thresholds. These are negotiated between the Region 3 Council and the successful grantee after the completion of the Project Management Plan (a management tool that enables the grantee and its partners to know where the project is going and how it will get there). The payment thresholds will outline the respective tasks and funding available for request upon completion of the task.

**REGION 3 Round 1 Timeline**

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| **Date** | **Action** |
| September 29 | Press Release, Application Package finalized |
| October 2 | Issue Press Release re: Project Solicitation and Webinar; Send Notice to Stakeholders with link to Webinar; Application Form posted on SPDC Website |
| October 11, 9:00 AM | Hold Region 3 Project Application Information Webinar (recorded and then posted on SPDC website) |
| October 11 – October 31 | Articles in Local Papers to Continue Solicitation Process |
| October 31 | Region 3 Executive Committee Meeting |
| November 6 | First Round Region 3 Applications Due |
| November 7 – 10 | Staff review for technical qualifications; summary prepared for Review Team |
| November 13 | Applications and Summary sent to Review Team & Subject Matter Experts |
| November 13 – December 6 | Review Team & Subject Matter Experts Individually Review Applications |
| December 6 | Review Team/Subject Matter Experts Meet to Review Applications, Conduct Interviews and Preliminarily Score Projects |
| December 13 | Review Package sent to Full Council |
| December 20 | Region 3 Council Meets to Review Applications, Conduct Interviews (if needed) and Approve Recommendations |
| December 21 – January 9 | Notification to Applicants; Staff Prepares Recommendation Package to go to DHCD |
| January 10 (tentative) | Project Applications sent to DHCD |
| February 13 | GO Virginia State Board to Review Applications for Funding |

**REGION 3 GRANT APPLICATION**

***Enhanced Capacity Building Grants***

*Please complete all sections fully*

1. **Project Applicant**

**Organization:**

**Address:**

**Website:**

**EIN:**

1. **Contact Person**

**Name:**

**Address:**

**Phone:**

**Email:**

1. **Amount of Grant Request:**

**Total Project Cost:**

**GO Virginia Grant Request:**

1. **Project Location:**

**County, City or Town:**

**Address:**

**City:**

**Zip:**

1. **Service Area Impacted (name the localities)**
2. **Alignment with Region 3 Area of Critical Need:**

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| --- | --- |
| **Critical Need Area** | **Alignment (yes or no)** |
| Workforce Talent Development & Recruitment/**Sector Partnerships** |  |
| Workforce Talent Development & Recruitment/**Career Pathways** |  |
| Workforce Talent Development & Recruitment/**Work-Based Learning** |  |
| Workforce Talent Development & Recruitment/**Recruitment** |  |
| Workforce Talent Development & Recruitment/**Broadband** |  |
| Sectoral Development/**Business Services** |  |
| Sectoral Development/**Information Technology & Data Centers** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Aerospace** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Production Technology** |  |
| Sector Development/Advanced Manufacturing & Materials/**Lighting and Electrical Equipment** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Automotive and OTR Truck Manufacturing** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**BioPharmaceutical Manufacturing** |  |
| Sectoral Development/**High Value-Added Natural Resource Products** |  |
| Sectoral Development/**Health Care** |  |
| Cyber Infrastructure/**Regional Collaboration** |  |
| Cyber Infrastructure/**Middle and Last Mile Opportunities** |  |

1. **Locality Partners (both financial contributors and non-financial contributors):**

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| **Locality Name** | **Cash** | **Non-Cash (describe)** |
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1. **Project Partners (both financial contributors and non-financial contributors):**

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| --- | --- | --- | --- |
| **Organization Name** | **Resource Contribution** | **Cash** | **Non-Cash (describe)** |
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1. **Project Description (1-page limit; provide as an attachment):** Provide a one-page summary of the project application to include the following key pieces of information: project goals; approach; timeline; description of connectivity to the priorities in the Region 3 Growth & Diversification Plan, and to the Opportunities for improvement in the Region 3 Growth & Diversification Plan; and the applicability to the GO Virginia goals.
2. **Project Executive Summary (1-page limit; provide as an attachment):** Provide a one page summary of the project application to include the following key pieces of information: project summary; ROI in terms of higher-paying jobs and out-of-state investment; transformative nature of the project; localities involved; and partners.

***Following are the categories of information that will be incorporated into the evaluation process; note the weighting scales. Please complete the following sections as specifically as possible and note there is a 6000 character limit for each question; attach any additional narratives or information as desired, including documentation of commitments of match, letters of support, etc.***

1. **Economic Impact – 35%**

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| **1. As an attachment, describe the metrics used to calculate the expected return on investment of the proposed project and the timeline for achieving that return. Include breakout of the ROI based solely on the GO Virginia portion of funding, including ROI over 3 years for state revenue, and for local revenue. For Enhanced Capacity Building Grant, if the ROI is not possible to calculate, describe the outcomes in terms of value to the Region or impacted localities.** |
| **2. Describe the proposed project's alignment with, and how it addresses, the Critical Areas of Need for the Region 3 Growth & Diversification Plan.** |
| **3. Describe how the Region 3 investment will impact the creation of higher paying jobs and economic diversification in Region 3.** |
| **4. Describe the outcomes of the project, both in terms of tangible results as well as behavioral outcomes.** |
| **5. Provide an attachment listing project milestones that can be used to gauge the project progress and fund disbursement. Include a proposed schedule of funding draw-downs.** |

1. **Regional Collaboration – 30%**

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| --- |
| **1. List the number and percentage of localities within the Region that are participating in the project, and the portion of the Region's population represented by those participating localities.**  **2. List the number and names of the localities and Regions that are outside the applying Region (including interstate collaborations) and the nature of the collaboration and potential impact.** |
| **3. List the cost efficiencies, repurposing of existing funds, leveraging of existing assets, or evidence of other collaboration that can be demonstrated as a result of, or input into, the proposed project.** |
| **4. List the types and dollar amount or in-kind value 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. Explain 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. Demonstrate that the GO Virginia investment is not duplicative of, but additive to, the inventory of existing grant requests or programs with similar goals that support economic diversification and the creation of more higher-paying jobs.** |

1. **Project Readiness – 20%**

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| **1. Explain how the project partners have the capability to successfully execute the project.**  **2. Explain how the project can be coordinated with other existing efforts in the Region.** |
| **3. Explain the barriers to successful implementation and other associated risks to the success of the project, and describe the plan to overcome these barriers and risks.** |
| **4. Describe any prerequisite activities undertaken that will increase efficiency with regard to the project delivery of outcomes, and that will ensure a deeper and consistent level of support for the project, once launched.** |
| **5. Describe the partners' financial management and personnel capabilities, to carry out the successful implementation of the project.** |

1. **Project Sustainability – 15%**

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| **1. Describe how the project will be sustained after grant funds are exhausted.** |
| **2. Describe the partners' 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 (provide any letters of commitment or letters of request already received).** |

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| **(NAME OF APPLICANT) ECBG Project Application Budget** | | | | |
| **Expenditure** | | | | |
| **Category** | **Line Item** | **GO VA Request** | **Other Funding** | **Total** |
| ADMINISTRATION |  |  |  |  |
|  | Salaries |  |  |  |
|  | Fringe |  |  |  |
|  | Office Expenses |  |  |  |
|  | Consultants |  |  |  |
|  | Indirect |  |  |  |
|  | Other Admin. |  |  |  |
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| PROGRAM |  |  |  |  |
|  | Salaries |  |  |  |
|  | Fringe |  |  |  |
|  | Office/facilities |  |  |  |
|  | Travel |  |  |  |
|  | Contractors/consultants |  |  |  |
|  | Materials and Supplies |  |  |  |
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|  | Stipends/direct payments |  |  |  |
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| CONSTRUCTION |  |  |  |  |
|  | Acquisition |  |  |  |
|  | Predevelopment |  |  |  |
|  | Hard costs |  |  |  |
|  | Equipment and Furnishings |  |  |  |
| OTHER |  |  |  |  |
| **TOTAL** |  |  |  |  |

**REGION 3 GRANT APPLICATION**

***Collaborative Project Building Grants***

***State Competitive Project Grants***

*Please complete all sections fully*

1. **Project Applicant**

**Organization:**

**Address:**

**Website:**

**EIN:**

1. **Contact Person**

**Name:**

**Address:**

**Phone:**

**Email:**

1. **Amount of Grant Request:**

**Total Project Cost:**

**GO Virginia Grant Request:**

1. **Project Location:**

**County, City or Town:**

**Address:**

**City:**

**Zip:**

1. **Service Area Impacted (name the localities)**
2. **Alignment with Region 3 Area of Critical Need:**

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| --- | --- |
| **Critical Need Area** | **Alignment (yes or no)** |
| Workforce Talent Development & Recruitment/**Sector Partnerships** |  |
| Workforce Talent Development & Recruitment/**Career Pathways** |  |
| Workforce Talent Development & Recruitment/**Work-Based Learning** |  |
| Workforce Talent Development & Recruitment/**Recruitment** |  |
| Workforce Talent Development & Recruitment/**Broadband** |  |
| Sectoral Development/**Business Services** |  |
| Sectoral Development/**Information Technology & Data Centers** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Aerospace** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Production Technology** |  |
| Sector Development/Advanced Manufacturing & Materials/**Lighting and Electrical Equipment** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**Automotive and OTR Truck Manufacturing** |  |
| Sectoral Development/Advanced Manufacturing & Materials/**BioPharmaceutical Manufacturing** |  |
| Sectoral Development/**High Value-Added Natural Resource Products** |  |
| Sectoral Development/**Health Care** |  |
| Cyber Infrastructure/**Regional Collaboration** |  |
| Cyber Infrastructure/**Middle and Last Mile Opportunities** |  |

1. **Locality Partners (both financial contributors and non-financial contributors):**

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| **Locality Name** | **Cash** | **Non-Cash (describe)** |
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1. **Project Partners (both financial contributors and non-financial contributors):**

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| **Organization Name** | **Resource Contribution** | **Cash** | **Non-Cash (describe)** |
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1. **Project Description: (1-page limit; provide as an attachment):** Provide a one-page summary of the project application to include the following key pieces of information: project goals; approach; timeline; description of connectivity to the priorities in the Region 3 Growth & Diversification Plan, and to the Opportunities for improvement in the Region 3 Growth & Diversification Plan; and the applicability to the GO Virginia goals.
2. **Project Executive Summary (1-page limit; provide as an attachment):** Provide a one page summary of the project application to include the following key pieces of information: project summary; ROI in terms of higher-paying jobs and out-of-state investment; transformative nature of the project; localities involved; and partners.

***Following are the categories of information that will be incorporated into the evaluation process; note the weighting scales. Please complete the following sections as specifically as possible; note there is a 6000 character limit for each question; attach any additional narratives or information as desired, including documentation of commitments of match, letters of support, etc.***

1. **Economic Impact – 35%**

|  |
| --- |
| **1. As an attachment, describe the metrics used to calculate the expected return on investment of the proposed project and the timeline for achieving that return. Include breakout of the ROI based solely on the GO Virginia portion of funding, including ROI over 3 years for state revenue, and for local revenue.** |
| **2. Describe the proposed project's alignment with, and how it addresses, the Critical Areas of Need for the Region 3 Growth & Diversification Plan.** |
| **3. Describe how the Region 3 investment will impact the creation of higher paying jobs and economic diversification in Region 3.** |
| **4. Describe the outcomes of the project, both in terms of tangible results as well as behavioral outcomes.** |
| **5. Provide an attachment listing project milestones that can be used to gauge the project progress and fund disbursement. Include a proposed schedule of funding draw-downs.** |

1. **Regional Collaboration – 30%**

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| **1. List the number and percentage of localities within the Region that are participating in the project, and the portion of the Region's population represented by those participating localities.**  **2. List the number and names of the localities and Regions that are outside the applying Region (including interstate collaborations) and the nature of the collaboration and potential impact.** |
| **3. List the cost efficiencies, repurposing of existing funds, leveraging of existing assets, or evidence of other collaboration that can be demonstrated as a result of, or input into, the proposed project.** |
| **4. List the types and dollar amount or in-kind value 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. Explain 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. Demonstrate that the GO Virginia investment is not duplicative of, but additive to, the inventory of existing grant requests or programs with similar goals that support economic diversification and the creation of more higher-paying jobs.** |

1. **Project Readiness – 20%**

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| **1. Explain how the project partners have the capability to successfully execute the project.**  **2. Explain how the project can be coordinated with other existing efforts in the Region.** |
| **3. Explain the barriers to successful implementation and other associated risks to the success of the project, and describe the plan to overcome these barriers and risks.** |
| **4. Describe any prerequisite activities undertaken that will increase efficiency with regard to the project delivery of outcomes, and that will ensure a deeper and consistent level of support for the project, once launched.** |
| **5. Describe the partners' financial management and personnel capabilities, to carry out the successful implementation of the project.** |

1. **Project Sustainability – 15%**

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| **1. Describe how the project will be sustained after grant funds are exhausted.** |
| **2. Describe the partners' 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 (provide any letters of commitment or letters of request already received).** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **(NAME OF APPLICANT) CPG and SCPG Project Application Budget** | | | | |
| **Expenditure** | | | | |
| **Category** | **Line Item** | **GO VA Request** | **Other Funding** | **Total** |
| ADMINISTRATION |  |  |  |  |
|  | Salaries |  |  |  |
|  | Fringe |  |  |  |
|  | Office Expenses |  |  |  |
|  | Consultants |  |  |  |
|  | Indirect |  |  |  |
|  | Other Admin. |  |  |  |
|  |  |  |  |  |
| PROGRAM |  |  |  |  |
|  | Salaries |  |  |  |
|  | Fringe |  |  |  |
|  | Office/facilities |  |  |  |
|  | Travel |  |  |  |
|  | Contractors/consultants |  |  |  |
|  | Materials and Supplies |  |  |  |
|  | Equipment |  |  |  |
|  | Stipends/direct payments |  |  |  |
|  |  |  |  |  |
| CONSTRUCTION |  |  |  |  |
|  | Acquisition |  |  |  |
|  | Predevelopment |  |  |  |
|  | Hard costs |  |  |  |
|  | Equipment and Furnishings |  |  |  |
| OTHER |  |  |  |  |
| **TOTAL** |  |  |  |  |