



VIRGINIA INITIATIVE FOR
**GROWTH &
OPPORTUNITY**
IN EACH REGION
REGIONAL COUNCIL 9

Project Pipeline - Discussions

October 20, 2022

Talent Pathways Initiative (TPI)

TPI – Key Activity

To conduct a situational analysis of existing conditions and to support the development of a regional talent pathway strategy to support the workforce needs **of priority targeted industry clusters** as designated in 2021 Growth and Diversification plan.

TPI - Guidelines

- Identify an industry cluster talent coordinating entity
- This organization may apply for up to \$250,000 for a one-year grant
- With council oversight, the coordinating entity will be tasked with developing a comprehensive talent pathway analysis and prioritize strategic investments with input from regional stakeholders
- Match: 2:1 eased match applies

TPI - Deliverables

- Develop industry cluster coalitions to guide
- Conduct a quantitative and qualitative analysis of workforce needs for 1-2 priority clusters
- Complete of a gap analysis related to the critical occupations needed for cluster growth
- Identify the skills and training needed for people to fill such jobs, including those provided through high school career and technical education, credentials, certifications, apprenticeships, internships, and other degree and non-degree programs
- Develop an asset map (institutions, programs) to support the identified unmet workforce needs
- **Identify solution-oriented pathway projects for future implementation**

TPI -Application

- Applications open December 2022 through December 2024
- Not all regions will be interested in or ready to apply at this time
- Applications due on established Per Capita Application deadlines
- Grant for no longer than one year
- Applications will be reviewed by DHCD's GO Virginia staff and VEDP's Office of Education Economics staff and reported to the Board for consideration at the next board meeting.

DISCUSSION

Site Readiness

Site Readiness – Funding Focus

Generally:

- 25 acres or greater (some exceptions)
- Regionally significant sites as defined by Council
- Regionally prioritized sites as defined by Council
- Target Industries
- Pre-prospect
- Collaboration of 2 or more localities
- Privately owned sites require contractual agreement:
 - Grant access to property for evaluation purposes
 - State intended industrial use
 - Define maximum per acre price landowner will charge a buyer



Site Readiness – Grant Types

- Planning –
 - Due diligence efforts through lower tiers (1-3)
 - Characterization of properties not previously characterized
 - Regional site prioritization efforts (i.e. feasibility studies, sector suitability analysis)
- Implementation –
 - Advance to Tier 4 or 5 or enhanced marketability
 - Due diligence (soft costs)
 - Infrastructure enhancements (hard costs) [excludes acquisition, unrelated offsite improvements, construction of speculative buildings, demolition of existing buildings]

Site Readiness - Sites List Draft

- 82 sites
- 30 have Tier ranking (letter)
- 9 are Tier 3 or Tier 4
- 0 are Tier 5
- Most are privately owned
- 21 were assessed by VEDP in 2019
- Of the sites where sectors are noted,
 - 15 target manufacturing
 - 14 target data centers

DISCUSSION

Regional Entrepreneurship Initiative (REI)

REI - Background

- In Q4 2018, TEConomy released regional entrepreneurship assessments
- Region 9 used Capacity Building funds to support two planning grants
 - Venture Hub (2019) (Venture Central)
 - Rural Entrepreneurship published (2020)
- In the meantime, the GO Virginia Board developed the REI funding opportunity for regional entrepreneurship planning (300k for 2 yrs)
- Region 9 Council elected to not move forward with the initiative since two initiatives were under way
- Currently, there is not one strategy for funding entrepreneurship grant proposals other than the recommendations from both reports that are included in the Region 9 Growth Plan

DISCUSSION