



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

Grant Opportunities Feedback Session
Growth Plan Update (2023)

All Virtual Council Meeting
August 8, 2023

Goals



VALIDATE TARGET SECTORS AND
STAFF RECOMMENDATIONS

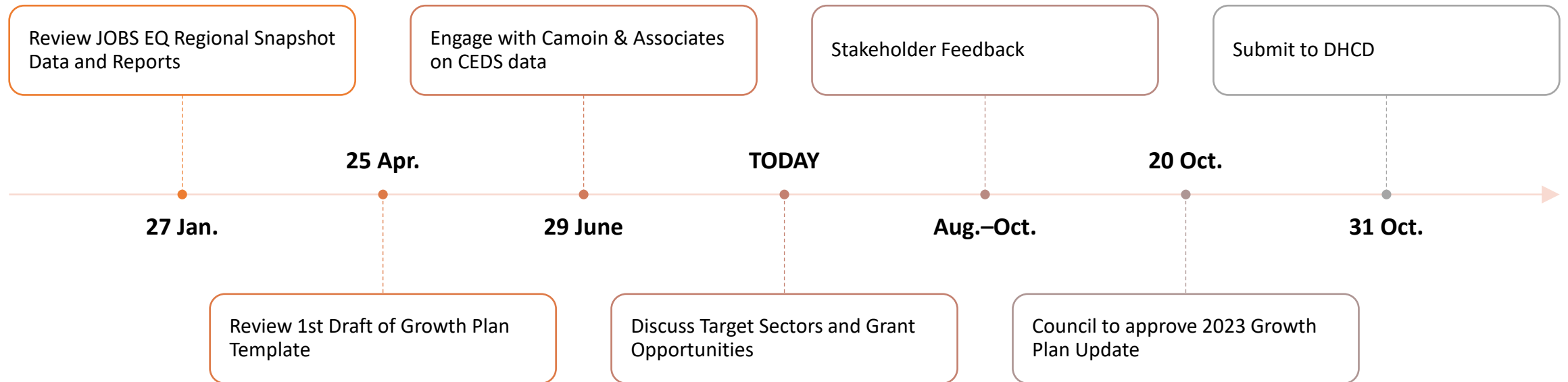


FOLLOW UP ON PREVIOUS
COUNCIL DISCUSSION



DISCUSS 2023 GRANT
OPPORTUNITIES

Growth & Diversification Plan – Timeline (2023)



Region 9 Industries (2-digit NAICS)

JOBS EQ 2022Q3, GO Virginia Reg. 9				
NAICS	Industry	Empl	Avg Ann Wages	LQ
62	Health Care and Social Assistance	28,271	\$61,949	1.05
61	Educational Services	28,199	\$60,326	1.88
44	Retail Trade	19,413	\$34,262	1.02
72	Accommodation and Food Services	16,229	\$26,276	1.02
23	Construction	13,795	\$56,590	1.23
54	Professional, Scientific, and Technical Services	13,643	\$93,276	0.99
81	Other Services (except Public Administration)	10,478	\$43,654	1.30
31	Manufacturing	9,676	\$59,845	0.63
56	Administrative and Support and Waste Management and Remediation Services	8,541	\$42,294	0.70
92	Public Administration	7,775	\$64,810	0.89
48	Transportation and Warehousing	5,268	\$60,219	0.56
11	Agriculture, Forestry, Fishing and Hunting	4,633	\$30,511	1.84
71	Arts, Entertainment, and Recreation	4,140	\$36,969	1.15
52	Finance and Insurance	3,923	\$123,552	0.51
42	Wholesale Trade	3,717	\$75,176	0.53
53	Real Estate and Rental and Leasing	3,287	\$60,087	0.99
51	Information	2,603	\$93,516	0.68
55	Management of Companies and Enterprises	2,398	\$125,287	0.83
22	Utilities	1,641	\$113,760	1.72
99	Unclassified	754	\$53,371	2.13
21	Mining, Quarrying, and Oil and Gas Extraction	229	\$73,100	0.35
	Total - All Industries	188,614	\$57,946	1.00

Top Industries are Non-Traded Sectors

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Region 9 Clusters since 2017

Priority Target Clusters (2-digit NAICS)

Biomedical & Biotechnology (32, 33, 56, 54, 62)

Financial & Business Services (32, 51, 52, 53, 54)

Food & Beverage Manufacturing (31)

IT & Communications (23, 33, 42, 51, 54)

Light Manufacturing (31, 32, 33)

Region 9 Clusters by Employment

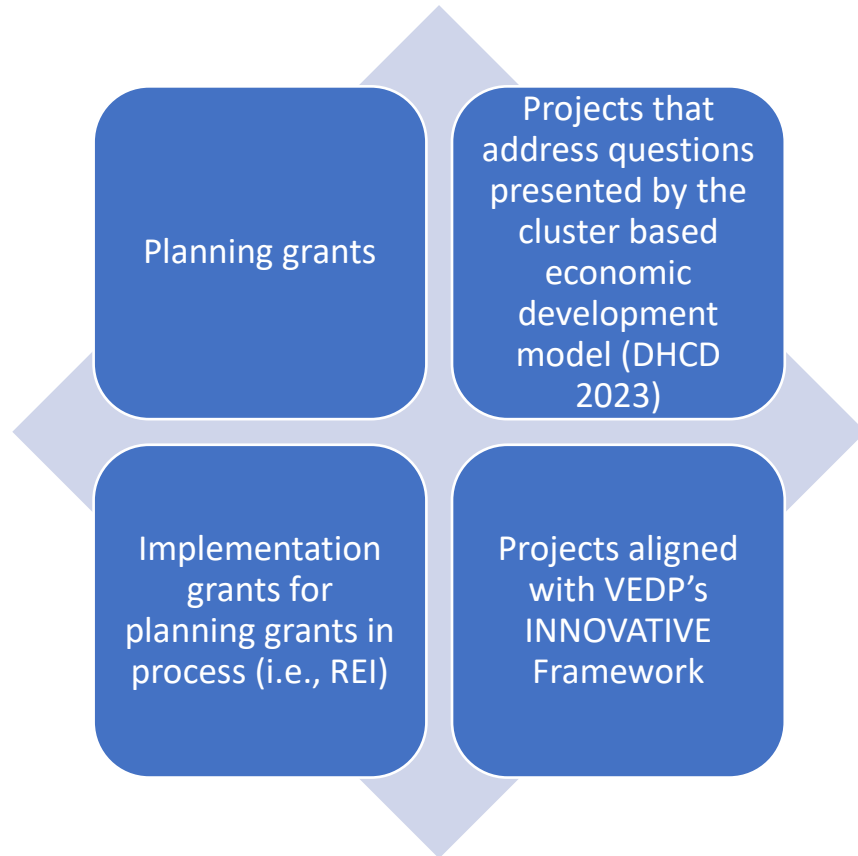
Region 9 Cluster	Employment	Average Annual Wages Q32022
Biotech	3,206	\$ 94,807
Financial & Business Services	18,904	\$ 92,578
Food & Beverage Manufacturing	2,593	\$ 35,128
IT & Communications	12,920	\$ 95,028
Light Manufacturing	9,132	\$ 58,297
Total - All Industries	188,614	\$ 57,946

January 27 Meeting Discussion – Follow Up

- Biotech vs Life Science
- Ag Tech
- Use Biotechnology & Biomedical (Biotech) as description vs Life Science
- Keep Food & Beverage Manufacturing as target sector
 - Expand cluster to include Ag-Tech NAICS
 - VEDP defined cluster in Region 9 includes 325314 and 32532 (NAICS) with Average Annual Wages of \$68,823
 - Other NAICS - TBD

June 29 Meeting Discussion

Prioritize:



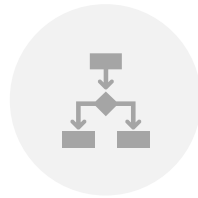
Region 9 Alignment with INNOVATIVE Framework:

Knowledge Work	Manufacturing	Niche
Financial & Business Services	Light Manufacturing	
IT & Communications	Food & Beverage Manufacturing	Ag-Tech
Biotech	Biotech	

2023 Grant Funding Opportunities



What grant opportunities have been missed in draft?



What should be clarified?



What organizations are missing as potential grant leaders?