



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

**REGIONAL COUNCIL 9
TALENT DEVELOPMENT (TD) TASK FORCE MEETING
OCTOBER 10, 2025
9 am to 10 am
IN-PERSON
1001 Research Park Blvd., Suite 301, Charlottesville
<https://us06web.zoom.us/j/86401404470>
Call 434-979-5610 x. 106 with connectivity issues.**

AGENDA

1. Welcome (5 minutes) Jean Runyon, Chair
 - Introductions
 - Roll Call
 - Public Comment
2. Consent Agenda (3 minutes) ACTION ITEM Jean Runyon
 - Talent Development Task Force Meeting Minutes, October 18, 2024
3. Update(s): (5 minutes) Shannon Holland, Director
 - Region 9 Talent Development Dashboard
 - Region 9 Project Pipeline
4. Proposal Review (20 minutes) ACTION ITEM Jean Runyon
 - GO TEC Expansion in Region 9 Updates (Shannon Holland)
 - Project Discussion
5. Proposal Review (15 minutes) ACTION ITEM Jean Runyon
 - Mobile AI Updates – Competitive Grant led by Region 6 (Shannon Holland)
 - Project Discussion
6. 2025 Growth Plan Grant Opportunities (5 minutes) Shannon Holland
7. Other Business (2 minutes) Jean Runyon
8. Adjourn (1 minute) Jean Runyon



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TALENT DEVELOPMENT TASK FORCE MEETING**

OCTOBER 18, 2024

11:00 am to 11:45 AM

1001 Research Park Blvd., Suite 301, Charlottesville VA 22901

In-Person Meeting

MINUTES

Attending: Ethan Dunstan, Roque Castro, Cathy Schafrik, Rob Archer

Absent: Cheryl Kirby, Kim Blosser, Jean Runyon, Tina Weaver

Staff: Shannon Holland, Christie Taylor

Virtual Guests: Joseph Dennie, DHCD, Cody Anderson, DHCD

1. Welcome

Ethan Dunstan called the meeting to order at 11:06 AM.

2. Roll Call

A roll call was performed, as noted above.

3. Public Comment

No public comment was submitted or made at the meeting.

4. Approve Meeting Minutes

Roque Castro made a motion to accept the Meeting Minutes as presented while noting that members present today didn't participate at that meeting. Cathy Schafrik seconded the motion. The motion carried.

5. Grant Proposal Discussion: Talent Pathways Initiative Letter of Interest

Shannon Holland reviewed the Talent Pathway Initiative (TPI) Letter of Interest (LOI) process, as it differs from the application process. She noted that if the council accepts this letter at the October 29 Council Meeting, then there would need to be a motion allowing staff, along with the applicant team, to complete the DHCD application based on the letter details. The application would be due at noon on November 1, just two days after the meeting.

The LOI from CvilleBioHub for a BioBridge TPI project was reviewed by six council members. The main discussion centered on match. Staff shared that there is currently about a \$20,000 gap in the match needed for the project. The project team has a plan to address. The Task Force discussed ideas for helping close this gap including sharing with the Virginia Funders Network (VFN) and the PATH Foundation. It was also suggested other community colleges might be able to submit a match.

Roque Castro offered to reach out to VFN and PATH on the applicant's behalf.

6. Other Business

Shannon Holland shared that Region 3 was leading a statewide talent planning grant initiative along with Region 2 and they were asking for other regions to support. To meet the deadline, support would have to be discussed at the October 29 Council Meeting. That grant team has committed to providing a one-page summary and requests to staff for the meeting. In general, the \$100,000 planning grant would go



to the Virginia Chamber as part of the Blueprint Virginia initiative beginning January 2025. The chamber would include an Artificial Intelligence Statewide Landscape Assessment within their discussions across the state to consider how workforce training programs may need to adjust to the occupational demand changes presented by AI. Each region that supports is asked to sign a letter of support and support a regional private sector member and staff to participate. Roque Castro agreed to serve on behalf of Region 9, if appointed.

There was discussion and concern on the emphasis on AI, as the infrastructure and regulations for it are lagging. This concern will be brought up with the Council in discussion.

7. Adjourn

The meeting was adjourned at 11:59 PM.

DRAFT

Talent Development – Task Force Summary (Awarded Projects in Talent Development Strategy since 2016)

Project	Active/Closed	Grant Type	GO Virginia \$ Approved	SubGrantee	Target Industry	Contract End Date	Extension Date
GWC PTEC	Closed	Implementation-PC	\$ 244,300	Culpeper County	Light Mfg	4/23/2020	12/30/2020
Crafting Higher Paying Jobs and Adult Beverage Exports	Closed	Implementation-PC	\$ 249,472	PVCC	Food/Bev	6/30/2020	
Central Virginia Cybersecurity Partnership	Closed	ECB-PC	\$ 100,000	PVCC	IT/Comm	6/30/2020	
Project Reconnect	Closed	ERR-FA	\$ 99,500	VCW-P c/o CVPED	All	6/30/2021	
CV Business Driven Workforce Recovery	Closed	ECB-PC	\$ 99,500	CVPED	All	6/30/2021	8/31/2021
Future of Workforce Outreach	Closed	ERR	\$ 148,689	VCW-P c/o CVPED	All	9/30/2022	
Talent Supply Connector	Closed	Implementation-PC	\$ 391,528	VCW-P c/o CVPED	Food/Bev and Light Mfg	8/31/2024	1/31/2025
Technology Academies for Fauquier and Rappahannock Counties	Active	Implementation-PC	\$ 402,075	Laurel Ridge Educational Foundation	Food/Bev, IT/Comm, Light Mfg	7/24/2024	2/24/2026
Tech Talent Retention	Closed	Implementation-PC	\$ 307,800	CVPED	All	9/13/2024	12/30/2024
Bio Bridge	Active	TPI	\$ 244,400	CvilleBioHub	Biotech	2/1/2026	

Project Milestone Dashboard – Region 9 as of 2025 Q3

Talent Development

Project	Funding	Industry	Projected Businesses Served	Actual Businesses Served	Projected Jobs	Actual Jobs	Active/ Closed	Status Prev QR	Status Most Recent QR	Contract dates	Notes
Technology Academies for Fauquier and Rappahannock Counties - Laurel Ridge Community College	\$ 402,075	Food and Beverage Manufacturing, IT/Comm, Light Manufacturing	0		69	0	Active	Yellow	Yellow	7/25/2022-2/24/2026	Extended to 2/2026 to attain outcomes; pivoted from dual enrollment to bootcamps. 87 students served and 27 credentials awarded as of 2025Q2, so accelerating towards committed outcomes.
Bio Bridge TPI - CvilleBioHub	\$ 244,400	Biosciences	0		0		Active	Green	Green	2/1/2025-2/1/2026	Draft strategies submitted by TEconomy. CBH plans to lead implementation.
	\$ 646,475		0	0	69	0					

All Talent Development Projects – Committed vs Actual Outcomes

<i>Committed – White column</i> <i>Actual – Gray column</i>	Jobs created (2024-on)/filled (pre-2024)	Jobs created/filled	Businesses served	Businesses served	People/students trained	People/students trained	New internships / apprenticeships created	New internships / apprenticeships created	Credentials awarded	Credentials awarded	Students enrolled (pre-2024)/completed (post 2024) in dual enrollment programs	Students enrolled (pre-2024)/completed (post 2024) in dual enrollment programs
PROJECT												
GWC PTEC	7	7			115	115			39	39		
Crafting Higher Paying Jobs and Adult Beverage Exports	88	88			433	433			13	13		
Central Virginia Cyber Partnership												
Project Reconnect	100	183	25	109								
CV Business Driven Workforce Recovery												
Future of Workforce Outreach			15	45								
Talent Supply Connector	90	40	40	129			180	3				
Technology Academies	69	0			90	65	6	0	90	19	80	6
Tech Talent Retention	55	7	100	110								
Bio Bridge												
	409	325	180	393	638	613	186	3	142	71	80	6

NOTE: No outcomes contracted the following Outcome Categories: Job Placements; New Interns Placed; or New Programs Implemented



Project Pipeline

October 10, 2025

Project			Region 9 Deadlines							
Grant Title	Planning	End Date	2025			2026				
			7/16	9/24	12/9	3/18	5/13	7/15	9/23	12/10
Food & Beverage Business Accelerator (Eship)	Yes	2/1/2026			x					
Bio Bridge (TPI) (Talent) (will present to Council 1/26)	Yes	2/1/2026			x					
Innovation Corridor Road Map (GEB)	Yes	7/1/2026					x	x		
GO TEC (Talent)	No			x						

Planning Grants are expected to be followed by an immediate and subsequent implementation grant unless findings indicate one should not be pursued. Deadline targets are projections by staff and not necessarily the grant leaders.

GO Virginia Region 9

Executive Project Summary

Complete this form and submit it along with your proposal. (Maximum of 2 pages)

Project Name: Expanding the GO TEC Career Pathway in Region 9

Applicant: Albemarle County Public Schools (fiscal agent) in partnership with Charlottesville City Schools and Greene County Public Schools

Contact Name: Meagan Maynard

Grant Timeline: 24 months (January 2026 – January 2028)

GO Virginia Amount Requested: \$ 1,115,361.00

Match Amount Proposed: \$ 767,210

Local Match Subtotal: \$ 767,210

Match Breakdown: In-kind \$728,710 ; Cash - \$58,500

Localities Served: City of Charlottesville, Greene County, Albemarle County

Local Match Commitment From: Charlottesville City Schools, Greene County Public Schools, Albemarle County Public Schools

Other Match Commitment From: (list here)

Letters of Support From: Region 9 Council, GO TEC/IALR, PVCC, local industry partners, Virginia Career Works – Piedmont, Center for Community Partnerships - UVA, Cville BioHub, Charlottesville Office of Economic Development, Afton Scientific, Charlottesville Albemarle Visitors Bureau, Charlottesville City Schools, 100 Black Men of Central Virginia, County of Albemarle Economic Development Office, Region 9 Virginia Partnerships for Health Science Careers, Greene County Economic Development and Tourism, Greene County Public Schools, Piedmont Virginia Community College, Trades & Tech Education Foundations, and Albemarle County Public Schools

Strategy: Talent Development

Region 9 Target Sectors this project is focused on:

- Biomedical & Biotechnology, Financial & Business Services, Food & Beverage Manufacturing, IT & Communications, and Light Manufacturing.

Region 9 Growth Plan Opportunities Targeted:

- **Strengthen the talent development pipeline** in target industry sectors by encouraging collaboration among education, business and workforce partners to develop in-demand skills, retain local talent and attract new talent to the region.

Description: This project will be transformational for Region 9 by expanding the GO TEC (Great Opportunities in Technology and Engineering Careers) model into Charlottesville City Schools, Albemarle County Public Schools, and Greene County Public Schools. Developed by the Institute for Advanced Learning and Research, GO TEC brings advanced technology curriculum and industry-grade equipment into middle schools, creating early career exposure and skill-building experiences that directly align with regional workforce needs. For the first time, thousands of students across our communities will have

access to hands-on learning in emerging and high-demand fields that align with our target industry sectors. Funding will support teacher training, equipment purchases, curriculum resources, and regional coordination and technical support to ensure fidelity and long-term sustainability. This initiative will catalyze a pipeline, beginning in middle school, that connects education to industry, leading to advanced high school and postsecondary CTE and STEM programs, dual enrollment, industry-recognized credentials, and internships that drive the region's long-term economic growth and competitiveness.

[STAFF NOTE: project advances 3 strategies identified in the 2025 Growth & Diversification Plan Draft for Talent Development:

- *Establish workforce coalitions and initiatives that enhance collaboration and efficiency within the Region 9 talent development ecosystem for target sectors.*
- *Advance sector-specific talent pathway planning, ensuring alignment of education and training with industry-specified needs.*
- *Implement talent pathway strategies spanning from middle school awareness to senior-level employment opportunities.]*

Return on Investment: __0%__ at Year 3; __103%__ at Year 5 (from ROI Worksheet)

GO Virginia Core Metrics and Committed Outcomes:

- Number of people trained: __3,126__ middle school students during the 2-year grant period
- Number of new programs implemented: __7__ across GCPS, CCS and ACPS middle schools


List Other Outcomes or Deliverables, if any:

- New regional collaboration model for talent pipeline development

Highlight Major Grant Activities in Bullet format:

- **Launch seven GO TEC Career Connection Labs** in CCS, ACPS, and GCPS middle schools. These cutting-edge spaces are the region's first middle-school pipeline into high-demand technical fields, transforming career awareness for more than 1,500 students annually.
- **Teacher Training & Support:** Equip and support educators with the skills and confidence to deliver the GO TEC curriculum at the highest level. This professional development investment creates a cadre of regional teacher-leaders capable of sustaining and scaling workforce-aligned instruction for years to come.
- **Pathway and Sector Alignment.** Integrate learning experiences with Region 9's priority industry sectors to create seamless transitions to high school programs, dual enrollment, and work-based learning opportunities, catalyzing long-term workforce development.
- **Grant Management and Administration:** ACPS will serve as the in-region coordinating entity, providing a dedicated coordinator to ensure efficient implementation and a unified regional approach to advancing workforce readiness.
- **IALR Support:** The Institute for Advanced Learning and Research (IALR), as the statewide GO TEC lead, will deliver critical technical assistance and implementation support. Their expertise accelerates regional capacity to deliver innovative workforce solutions.

REGION 9 GO VIRGINIA – IMPLEMENTATION GRANT REVIEW RUBRIC

<p>Project Name Expanding the GO TEC Career Pathway in Region 9</p> <p>Applicant: Albemarle County Public Schools</p> <p>Contact Name: Meagan Maynard, Albemarle County Public Schools</p> <p>Grant Amount Requested: \$ 1,115,361 for 2 years (Jan, 2026 – Jan. 2028)</p> <p>Match Amount Proposed: \$ 767,210</p> <p>Local Match: \$ 767,210</p> <p>Localities: City of Charlottesville, Counties of Albemarle and Greene</p> <p>Match Commitment Forms: Yes</p> <p>Localities: City of Charlottesville, Counties of Albemarle and Greene</p> <p>Business: Afton Scientific (<i>Staff note: more pending</i>)</p> <p>Community Partners: GO TEC/IALR, PVCC, Virginia Career Works – Piedmont, Center for Community Partnerships - UVA, CvilleBioHub, Charlottesville Economic Development, Charlottesville Albemarle Visitors Bureau, Charlottesville City Schools, 100 Black Men of Central Virginia, County of Albemarle Economic Development, Region 9 Virginia Partnerships for Health Science Careers, Greene County Economic Development, Greene County Public Schools, Piedmont Virginia Community College, Trades & Tech Education Foundations, and Albemarle County Public Schools</p> <p>Region 9 Project Categories: <input checked="" type="checkbox"/> Talent Development <input type="checkbox"/> Innovation/Entrepreneurship <input type="checkbox"/> Growing Existing Business <input type="checkbox"/> Sites</p> <p>Region 9 Target Industries: <input checked="" type="checkbox"/> Information Technology <input checked="" type="checkbox"/> Food & Beverage Mfg. <input checked="" type="checkbox"/> Financial & Business Services <input checked="" type="checkbox"/> Light Mfg. <input checked="" type="checkbox"/> Biotechnology</p>	<div style="text-align: right;">  <div style="text-align: left;"> <small>VIRGINIA INITIATIVE FOR</small> GROWTH & OPPORTUNITY <small>IN EACH REGION</small> REGIONAL COUNCIL 9 </div> </div> <p>Submitted: 9.23.2025</p> <p>Region 9 Task Force Reviewing <input checked="" type="checkbox"/> Talent Development <input type="checkbox"/> Entrepreneurship <input type="checkbox"/> Growing Existing Business <input type="checkbox"/> Sites</p> <p>REVIEWER FINAL SCORE: _____ / 100 POINTS</p> <p style="color: red;">Reviewers are encouraged to complete this scoring rubric to prepare for project reviews. They need not be shared with others.</p>
<p>REVIEWERS: Check all goals/opportunities demonstrated in proposal.</p> <p>State Goals: <input type="checkbox"/> Higher Paying Jobs <input type="checkbox"/> Out of state investment <input type="checkbox"/> Transformative project <input type="checkbox"/> Collaboration between government, business, education, etc.</p>	
GRANT SCORING GUIDELINES	<p>Score each section up to the stated point value. Make notes, comments, concerns, to support rating.</p>
ECONOMIC IMPACT <small>Refer to Application Questions: 1-4</small>	Up to 35 total points
1. Proposal provides an adequate outline of the project and project activities.	
2. Project application demonstrates alignment with opportunities and target sectors identified in the Region 9 Growth Plan. If applicable, the proposal notes alignment with other collaborative planning efforts.	
3. Proposal outlines quantitative and qualitative outcomes/products and activities that are linked to those outcomes/products. The GO Virginia Outcomes Worksheet aligns with those described. The applicant has described a methodology for tracking these commitments.	
4. The 3- and 5-year Return on Investment (ROI) calculations are provided and are supported with an adequate description of variables used in the calculation such as Jobs, Salaries, etc.	
REGIONAL COLLABORATION <small>Refer to Application Questions: 5-9</small>	Up to 30 total points

REGION 9 GO VIRGINIA – IMPLEMENTATION GRANT REVIEW RUBRIC

5. The localities participating in the activities of the project are noted and their commitment adequately documented in match forms, narrative or letters of support. At least two localities are represented.	
6. The proposal describes how the grant team has engaged with local government, private sector and subject matter experts in validating the strategy and approach of the project.	
7. The project has an adequate range of partners, each with a documented meaningful role.	
8. The proposal identifies cost efficiency, repurposing of existing funds, leveraging of existing assets and other evidence of collaboration.	
9. This proposal explains how this project is additive and not duplicative.	
PROJECT READINESS Refer to Application Questions: 10-13	Up to 20 total points
10. Proposal includes a clear timeline and adequate milestones to track project and projected funds drawdown. The applicant has the ability to address issues and take remedial action as necessary.	
11. Projected expenses and uses of committed match are aligned with project activities.	
12. Potential barriers have been identified and the project administration team has a team in place to address those that arise.	
13. Pre-requisite activities undertaken by the project partners to increase effectiveness of this grant delivery are described and adequate.	
PROJECT SUSTAINABILITY Refer to Application Question: 14	Up to 15 total points
14. The proposal has identified a path forward for long-term sustainability beyond the grant period.	
BUDGET – SEE BUDGET WORKBOOK in proposal	0 points
Budget is reasonable and realistic for scope of project and stated efficiencies and Budget Narrative supports proposed budget. Adequate descriptions are provided in the workbook. <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Needs clarification	
TOTAL POINTS AWARDED	_____ out of 100 points

Executive Summary

Staff Note: This is a 2 region competitive proposal led by Region 6 (Fredericksburg) and partnering with Region 9 localities. A letter of support is requested from the Region 9 Council.

AI Mobile Unit for Workforce & Education *GO Virginia Regions 6 & 9*

The AI Mobile Unit for Workforce & Education is a multi-regional initiative that directly addresses the growing demand for artificial intelligence (AI) skills across GO Virginia Regions 6 and 9. By deploying mobile training labs equipped with laptops, connectivity, and instructional software, the project brings AI literacy, ethics, prompting, and certification training directly to schools, workforce centers, and businesses. This model ensures equitable access for rural and underserved communities while embedding AI competencies into K–12 pipelines, teacher professional development, and incumbent workforce training.

Project Activities

Staff Note: Applicant team is developing strategy for how these activities will be delivered across regions or localities

The initiative will deliver a comprehensive suite of programs:

- Teacher Training & Certification: 40–50 educators certified annually with CompTIA's AI credential, embedding AI integration into classrooms and ensuring sustainability.
- Student Workshops and Certification: 80 workshops each year, serving ~2,000 students in grades 9–12 with AI literacy, ethics, and prompting skills. 200 Senior students certified over two year grant period.
- Community Workshops: 20 per year, providing reskilling and upskilling for adult learners.
- Business Training: 20 employers per year served with applied AI workshops that directly support traded-sector competitiveness.
- Dual Enrollment Pathway: By Fall 2027, establish community-college partnerships that allow high school students to earn AI college credit.

Outcomes

Staff Note: Applicant team is developing allocation of these outcomes between regions/localities

Over the two-year grant period, the project will achieve:

- 2,000 students trained in AI literacy.
- 200 12th-grade students earning AI certifications, strengthening their readiness for both college and career pathways.
- 80 educators credentialed through CompTIA AI certification.
- 20 businesses served with tailored AI workshops.
- Dual-enrollment pathway launched in Year 2, enabling students to earn college credit.
- New workforce training model implemented, replicable statewide.

Regional and Economic Impact

This initiative supports the growth of traded-sector industries identified in both Regions 6 and 9's Growth & Diversification Plans—including Professional, Scientific, and Technical Services; IT & Communications; Cybersecurity; Advanced Manufacturing; and Biotech. By embedding AI skills into these clusters, the project builds a robust pipeline of AI-ready talent, supports higher-wage job growth, and enhances regional competitiveness.

Equally important, the mobile design ensures access for rural localities (Northern Neck, Middle Peninsula, Piedmont), addressing talent outmigration and limited exposure to advanced training. By preparing students, teachers, and workers for AI-enabled careers, the project strengthens both workforce resilience and employer attraction/retention across both regions.

Partnerships and Governance

The project will be led by the Cyber Bytes Foundation (CBF) in partnership with the Academy of Technology and Innovation (ATI), serving as applicant and fiscal agent. A coalition of partners—including Rappahannock Community College, the Bay Consortium Workforce Development Board, Orange County, Fauquier County, Stafford County, King George County, local school divisions, and industry leaders such as GT Edge AI, GCubed, Smart Communities Exchange, and X Corp Solutions—will provide curriculum, facilities, advisory participation, and over \$600,000 in match contributions.

A multi-regional Advisory Board will guide implementation, meeting monthly during the first phase and quarterly thereafter to ensure accountability and alignment with local workforce strategies.

Sustainability and Scalability

The project's long-term stability is supported by:


- An industry rental model allowing businesses to fund ongoing unit operations.
- Pursuit of federal and state grants (NSF, NIST, DOL, DOE, EDA, DoD STEM).
- Integration of AI certification into teacher training and dual enrollment curricula.

Following implementation in Regions 6 and 9, the model will scale to Regions 5 and 7, then Regions 3 and 4, and ultimately statewide. The AI Mobile Unit establishes Virginia's foundation for a sustainable, equitable, and industry-aligned AI workforce infrastructure.

REGION 9 GO VIRGINIA – COMPETITIVE GRANT REVIEW RUBRIC

Led by Region 6

Partnering with Region 9

<p>Project Name Mobile AI Lab Applicant: Cyber Bytes Foundation, Stafford, VA Contact Name: Nancy Pattillo, Director Operations, Cyber Bytes Found. Grant Amount Requested: \$ 1,307,924 for 2 years (Jan 2026-Dec 2027) Match Amount Proposed: \$ 674,651 Local Match: \$ 16,578 additional pending from Fauquier and Orange Reg 9 Localities: Counties of Fauquier and Orange Reg 6 Localities: Counties of Stafford and King George Match Commitment Forms: Yes, (pending from Fauquier and Orange Schools) Region 9 Partners: Economic Development and School Divisions in Orange and Fauquier: Region 6 Partners: King George, Va; Stafford, Va; Bay Consortium Workforce Board; Rappahannock Comm College; University of Mary Washington SmartX; HSOC; GCubed; XCorp; GT Edge AI;</p> <p>Region 9 Project Categories: <input checked="" type="checkbox"/> Talent Development <input type="checkbox"/> Innovation/Entrepreneurship <input type="checkbox"/> Growing Existing Business <input type="checkbox"/> Sites</p> <p>Region 9 Target Industries: <input checked="" type="checkbox"/> Information Technology <input checked="" type="checkbox"/> Food & Beverage Mfg. <input checked="" type="checkbox"/> Financial & Business Services <input checked="" type="checkbox"/> Light Mfg. <input checked="" type="checkbox"/> Biotechnology (Described in Grant as Professional, Scientific and Technical Services, IT & Communications)</p> <p>REVIEWERS: Check all goals/opportunities demonstrated in proposal. State Goals: <input type="checkbox"/> Higher Paying Jobs <input type="checkbox"/> Out-of-state investment <input type="checkbox"/> Transformative project <input type="checkbox"/> Collaboration between government, business, education, etc.</p>	<div style="text-align: center;">  <div style="display: inline-block; text-align: left; font-size: 0.8em;"> VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION REGIONAL COUNCIL 9 </div> </div> <p>Submitted: 9.24.2025</p> <p><u>Region 9 Task Force Reviewing</u> <input checked="" type="checkbox"/> Talent Development <input type="checkbox"/> Entrepreneurship <input type="checkbox"/> Growing Existing Business <input type="checkbox"/> Sites</p> <p>REVIEWER FINAL SCORE: _____ / 100 POINTS Reviewers are encouraged to complete this scoring rubric to prepare for project reviews. They need not be shared with others.</p> <p>STAFF NOTE: A Letter of Support has been requested from the Region 9 Council for this two-regional competitive proposal. If awarded, this project will be funded via statewide competitive. No Region 9 per capita funds are required.</p> <p>This proposal is still being finalized so I have added staff notes to the most recent proposal received. The final proposal will not be completed until October 10. The applicant team is expected to attend the Task Force Meeting on October 10 to answer reviewers questions, if any.</p>
GRANT SCORING GUIDELINES	Score each section up to the stated point value. Make notes, comments, concerns, to support rating.
ECONOMIC IMPACT Refer to Application Questions: 1-4	Up to 35 total points
1 Proposal provides an adequate outline of the project and project activities.	
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3. Proposal outlines quantitative and qualitative outcomes/products and activities that are linked to those outcomes/products. The GO Virginia Outcomes Worksheet aligns with those described. The applicant has described a methodology for tracking these commitments.	
4. The 3- and 5-year Return on Investment (ROI) calculations are provided and are supported with an adequate description of variables used in the calculation such as Jobs, Salaries, etc.	
REGIONAL COLLABORATION Refer to Application Questions: 5-9	Up to 30 total points

REGION 9 GO VIRGINIA – COMPETITIVE GRANT REVIEW RUBRIC

Led by Region 6

Partnering with Region 9

5. The localities participating in the activities of the project are noted and their commitment adequately documented in match forms, narrative or letters of support. At least two localities are represented.	
6. The proposal describes how the grant team has engaged with local government, private sector and subject matter experts in validating the strategy and approach of the project.	
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Budget is reasonable and realistic for scope of project and stated efficiencies and Budget Narrative supports proposed budget. Adequate descriptions are provided in the workbook. <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Needs clarification	
TOTAL POINTS AWARDED	_____ out of 100 points

2025 GROWTH PLAN OPPORTUNITIES

The GO Virginia Region 9 Council invites grant proposals that deliver outcomes for the Region 9 target sectors of *Biosciences; Financial & Business Services; Food & Beverage Manufacturing; Information Technology & Communication or Light Manufacturing*

Talent Development

1. Establish workforce coalition(s) or initiatives that enhance collaboration and efficiency within the Region 9 talent development ecosystem for target sectors regionally or subregional.
2. Grow an AI-ready workforce to advance the competitiveness of region 9's target sectors informed by the AISLA Project Blueprint Report. (Fall 2025)
3. Advance sector-specific talent pathways planning efforts, ensuring the alignment of education and training with industry specified needs in each target sector.
4. Implement talent pathway strategies spanning from middle school career awareness to senior-level employment opportunities
5. Develop sector-driven credentialing, micro-credentialling, apprenticeship, upskilling, and internship (high school, adult) programs designed to meet the demands of target industries
6. Assess and address regional target sector workforce needs to fill high demand occupations

Grow Existing Business

1. For each target cluster, re-evaluate member industries within each cluster as defined and identify gaps in growth to develop recommendations for future implementation grants.
2. Support implementation grants from gaps identified through planning grants or other regional reports
3. Support sector led initiatives that address business-validated sector gaps to traded sector growth.
4. Catalyze AI & technology adoption in target sectors that drive sector growth and competitiveness

Entrepreneurship

1. Expand the number of sector specific industry support organizations (peer groups) that will provide mentorship, education, community, and resource exchange for target sectors entrepreneur leaders.
2. Establish coordinated sector specific incubators or accelerators when demand is validated
3. Widen founder education about capital sources and connect more capital

Sites

1. Advance development of regionally significant sites.
2. Identify new potential sites in the region for these sectors.
3. Create a regional site development plan for target sectors.
4. Support future projects from the regional sites plan, once completed.
5. Assess benefits of collaboration on site development, such as RIFA development opportunities.

Other

1. Support planning grants to assess, map, and catalyze growth in emerging industries for which the region may have a competitive advantage
2. Support implementation grants that address recommendations identified in emerging industries planning grants