GO VIRGINIA

VIRGINIA INITIATIVE FOR GROWTH & OPPORTUNITY IN EACH REGION

2026

PROGRAM MANUAL

VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Partners for Better Communities

PURPOSE OF THE MANUAL

The GO Virginia Program Manual serves as a comprehensive guide for applicants, regional support organizations, and stakeholders involved in the planning, development, and administration of GO Virginia projects. This manual outlines the program's priorities, funding opportunities, eligibility requirements, and administrative processes to help ensure consistent and successful project development across all nine GO Virginia regions.

This manual is intended to be used alongside current Board policies and DHCD guidance documents, which are referenced throughout and included in the appendix where applicable. Applicants are required to consult with their Regional Support Organization early in the process to ensure alignment with regional priorities and to receive technical assistance throughout the application process.

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1. INTRODUCTION

1.1 PROGRAM OVERVIEW

GO Virginia is a collaborative economic development initiative that engages Virginia businesses, local governments, and other regional partners to create more diverse, connected regional economies across the Commonwealth. The program provides funding for collaborative regional activities that promote private sector growth in targeted, traded industry clusters. GO Virginia aims to grow and diversify regional economies and incentivize regional collaboration.

GO Virginia rewards regional collaboration and long-term strategies that build stronger, more resilient economies. Projects must involve at least two localities or public bodies working to address shared economic priorities.

GO Virginia focuses on strengthening industries that compete in national or global markets — often referred to as "traded sectors" — such as advanced manufacturing, information technology, life sciences, and others identified in each region's Growth & Diversification Plan.

To achieve the program goals, the GO Virginia State Board has created nine regional councils. These councils are responsible for developing regional Growth and Diversification Plans and implementing those plans through the submission of project applications. Applications approved at the regional level are advanced to the GO Virginia State Board for funding.

GO Virginia embraces a holistic approach to developing a supportive regional ecosystem to accelerate the growth of traded sector industries. The GO Virginia State Board has identified four primary investment strategies to achieve the program goals. They are as follows:

- Workforce Development
- Site Development and Infrastructure
- Startup Ecosystem
- Cluster Scale-Up

1.2 GO VIRGINIA STATE BOARD (STATE BOARD)

The GO Virginia State Board is the statewide governing body that oversees the Virginia Growth and Opportunity (GO Virginia) program. Established in state law, the Board is responsible for overseeing the GO Virginia Fund and ensuring that funded projects align with the program's mission to drive regional collaboration, create higher-paying jobs, and strengthen and diversify Virginia's economy.

State Board Key Roles and Responsibilities:

- Approves or denies GO Virginia grant applications after Regional Council review

- Establishes statewide policies, investment priorities, and grant funding guidelines

- Approves funding allocations for both regional and competitive grants.

- Monitors program performance and ensure alignment with Virginia's economic goals

- Oversee the Department of Housing and Community Development (DHCD) in its role as the program's administering agency

[View the full list of GO Virginia State Board Policies on the DHCD website.](#)

1.3   GO VIRGINIA REGIONS

GO Virginia is organized into nine regions across the Commonwealth, each guided by a Regional Council made up of business, education, and government leaders. These regions are designed to reflect how local economies operate across city and county boundaries and to encourage regional collaboration on economic development strategies. Visit the DHCD website to see the full list of GO Virginia regions and localities

Each Regional Council is responsible for:

- Developing a Growth & Diversification Plan that identifies priority industry sectors and strategies

- Reviewing and approving regional grant applications

- Ensuring projects align with local economic goals and GO Virginia's mission

- Advance regional goals by participating in strategic decision-making and contributing to the development of regional priorities.

- Recommend and approve projects that align with the region's Growth and Diversification Plan and GO Virginia funding requirements.

- Represent key sectors by bringing forward the perspectives of business, education, workforce, local government, and community organizations.

- Encourage council member engagement actively in meetings, strategic planning sessions, and relevant committee work.
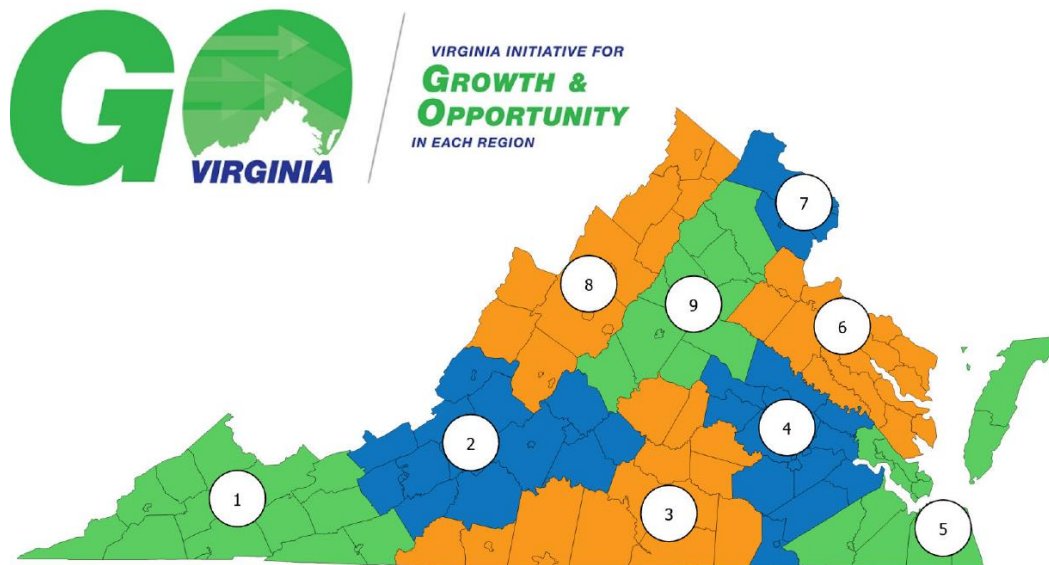
1.4 DEFINITIONS AND KEY TERMS

GO Virginia State Board (State Board)
A 25-member policy making board that oversees the funding and strategic direction of the Growth and Opportunity Program.

GO Virginia Regional Council (Regional Council)
A body of local leaders and stakeholders that identifies priorities, reviews applications, and approves projects within each of Virginia's nine GO Virginia regions.

Regional Support Organization (Support Organization)
The entity designated by a Regional Council to serve as the fiscal agency and Regional Support Organization. The support organization provides administrative and programmatic support to a Regional Council and manages contracts with grant award recipients.

Subgrantee
The applicant and lead organization responsible for carrying out a project. The subgrantee partners with the grantee (Support Organization) to manage and direct the project and provides required reports to the support organization for submission to DHCD.

Locality
A locality refers to a political subdivision of the Commonwealth of Virginia, specifically a town, city or county.

Growth and Diversification Plan

The Growth and Diversification (G&D) Plan is the strategic blueprint developed by each GO Virginia Regional Council to guide regional economic development investments. It identifies the region's targeted industry clusters, economic challenges, workforce gaps, and opportunities for collaboration among business, education, and government.

Talent Pathways Planning Initiative (TPPI)

The Talent Pathways Initiative help GO Virginia regions assess workforce gaps in high-demand, high-wage industries. The plans provide data and strategies to better align education and training with employer needs and support the development of regional workforce projects.

Regional Entrepreneurship Initiative (REI)

The Regional Entrepreneurship Initiative (REI) supports GO Virginia regions in developing strategies and infrastructure to strengthen entrepreneurial ecosystems. REI activities focus on fostering startups, scaling high-growth firms, and addressing gaps in resources, networks, and support services for entrepreneurs.

Traded Sector Industries

A traded industry cluster is defined as the industry sector(s) where many goods and services are sold or have the potential to be sold outside the Commonwealth. For more information about traded sectors, refer to Board Policy #4 - Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters. View a listing of each region's priority traded sectors on the DHCD website.

Department of Housing and Community Development (DHCD)

The state agency responsibility for administering the GO Virginia program on behalf of the GO Virginia State Board

Total Match

Total Match is the full amount of non-GO Virginia funding that must be committed to a project to meet the program's match requirement. This match can come from a variety of eligible sources, including local governments, businesses, nonprofits, and federal programs, and may include both cash and in-kind contributions.

Local Match

Local Match is the portion of the Total Match that must come directly from one or more local governments participating in the project.

In-Kind Match

Non-cash contributions of goods or services that support the project and have a verifiable dollar value.

2. ELIGIBILITY REQUIREMENTS

All GO Virginia projects must demonstrate meaningful collaboration across jurisdictions. GO Virginia projects must involve the active participation of two or more localities, political subdivisions, or public bodies corporate and politic within a region. The Code of Virginia (§ 2.2-2489) defines a "regional activity" as an economic or workforce development-focused collaborative project or program that is:

- Endorsed by a Regional Council;
- Aligned with the region's Growth and Diversification Plan; and
- Executed by two or more localities, political subdivisions, or public bodies corporate and politic within the region.

Regional collaboration can take many forms, including joint leadership or co-application by multiple localities, shared funding commitments or in-kind contributions, regional strategies that align with each participating locality's economic goals, or cross-jurisdictional initiatives such as talent pipelines, infrastructure improvements, or shared business services. For additional details on how to meet this requirement, refer to the Administrative Guidance - Regional Collaboration and Local Participation.

While letters of support may be included, they are not enough on their own to demonstrate regional commitment. Applicants must demonstrate active coordination between local governments and other partners, including education and business leaders, when developing and executing a project.

Applications should include clear evidence of one or more of the following:

- Joint project development or shared governance (e.g., steering committee participation)

- Cash or in-kind contributions from multiple localities or regional entities

- A formal cost-sharing structure or agreement to manage regional investments (e.g., a RIFA agreement or MOU)

2.1 ELIGIBLE APPLICANTS

Local government entities or organizations working on behalf of participating local government entities are eligible to apply for a GO Virginia grant. Eligible organizations may include regional government entities, nonprofit organizations, regional economic development organizations, regional chambers of commerce, planning district commissions, and colleges and universities.

GO Virginia is not an economic development incentive program. Individual private businesses may not receive funding, nor can any project provide exclusive benefits to a single private business.

3. GO VIRGINIA GRANT OPPORTUNITIES

3.1 FUNDING SOURCES

GO Virginia grant opportunities are supported by two funds. Total program funding is determined by the General Assembly and the Governor. Annual fund allocations are made by the GO Virginia State Board. Awards may be made based on regional (per capita) and/or competitive (statewide) funding available, with no established limits on maximum awards for implementation projects from either source.

- Regional Funds (Per Capita) – funds reserved for specific projects in each region, based on its share of the state population. Regional per capita funds may be used for planning grants. Each region is limited to a $250,000 annual limitation on planning activities. and implementation projects.
- Statewide Funds (Competitive) – funds awarded on a competitive basis to interregional or single-region projects with expected high economic impact and outcomes, without regard to the region's population. Competitive Funds may be used for planning (up to $250K per award) and implementation projects.

Visit the DHCD website to view a full listing of regional and statewide funding allocations.

3.2 GRANT CATEGORIES

GO Virginia offers three grant categories designed to support projects at different stages of development and scale. Each funding source supports distinct grant categories. The table below summarizes the grant categories, their general purpose, and links to applicable guidelines.

Funding Source	Grant Category	Purpose	Guidelines
Regional Fund (Per Capita)	Planning, Pilot, and Feasibility Grants	For early-stage activities such as research, strategy development, and pilot projects.	Planning Grant Guidelines
	Implementation	For projects ready to launch, scale, and deliver measurable outcomes like job creation or business expansion	Implementation Grant Guidelines *(coming soon!)*

Statewide (Competitive Fund)	Planning	High economic impact planning or implementation projects involving two or more regions, or large-scale single-region projects. Projects are scored on a competitive basis, must achieve 75 out of 100 points.	Competitive Guidelines
	Implementation		

GO Virginia funds must support new and expanded efforts — not ongoing operations. Funding cannot be used to continue, sustain, or supplement the operating costs of existing programs. Projects must clearly demonstrate added value and represent new activity that advances GO Virginia's mission. Proposals must fill a documented gap, scale a proven model, or introduce a new approach that supports regional priorities.

4. FUNDING INVESTMENT STRATEGIES

The four priority investment strategies are:

- **Workforce Development** – building talent pipelines aligned with business needs that increases the pool of qualified workers
- **Site Development and Infrastructure** – preparing a regional portfolio of business-ready sites that attract private investment
- **Entrepreneurship & Innovation** – creating a resource-rich environment for scalable start-ups and early-stage companies
- **Cluster Scale-Up** – helping existing regional industries grow and compete at a larger scale
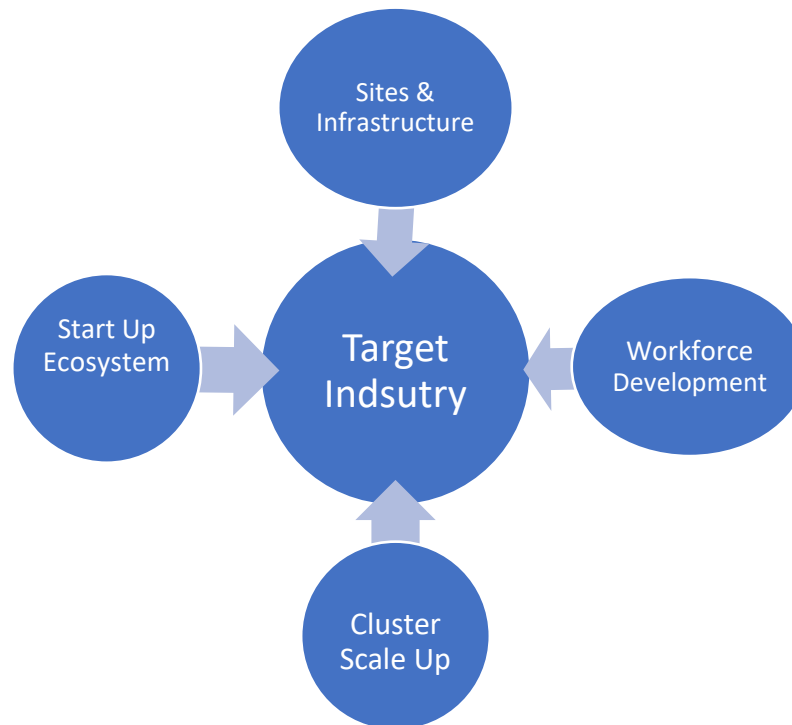
All successful projects should align with at least one of these strategies and demonstrate a clear connection to a region's Growth & Diversification Plan. The investment strategies are outlined below:

4.1 WORKFORCE DEVELOPMENT

The primary goal of GO Virginia workforce investments is to increase/align system capacity to increase the pool of qualified workers to support priority traded sector industries identified by Regional Councils in their Growth and Diversification Plans, and, if available, be informed by the region's Talent Pathways Planning Initiative (TPPI) recommendations or other regional workforce development strategies.

Applicants should provide quantitative and qualitative data supporting how the project will address the unmet and/or emerging needs of the served industry sector.

Projects should focus on:

- Aligning training programs with the needs of Virginia employers
- Attracting and retaining talent, including from outside the region
- Addressing skills gaps identified by regional employers
- Preparing workers for sustainable, higher-paying jobs in traded industry sectors

GO Virginia encourages applicants to secure partnerships with private-sector employers. Projects are strongest when they include:

- Financial or resource commitments from industry partners
- Pledges to hire graduates, upskill existing employees, or host internships and apprenticeships
- Evidence of long-term industry demand for the skills and credentials being delivered
- Quantitative and qualitative data confirming the essential skills gaps and unmet needs of regional employers.

Projects that serve only one employer or address short-term hiring needs are not eligible.

Supported Activities

The following activities are eligible for GO Virginia funding under this investment strategy and should directly support the region's targeted industry sectors.

New or Expanded Skills Training Programs:
GO Virginia can fund the development and launch of new, high-demand training programs that do not currently exist in the region. Projects may also expand or scale existing programs that are proven and align with employer needs.

Work-based Learning Opportunities:
Projects that provide students or job seekers with real work experience and connect Virginia-based businesses with qualified talent—such as paid internships, apprenticeships, or other hands-on learning—are highly aligned with GO Virginia's goals. These experiences should be designed to strengthen connections to employment opportunities in one or more of the Region's priority industry sectors.

Career Exploration in 6th-12th Grade Initiatives: GO Virginia supports initiatives that strengthen the connection between secondary education and career opportunities in Virginia's high-wage, traded industry sectors. Projects focused on grades 6 through 12 are eligible when they help students explore targeted careers, gain industry exposure, and transition into postsecondary training or direct employment. Examples include dual enrollment opportunities, industry-recognized credential programs, and work-based learning experiences that are directly aligned with employer needs. *Projects that focus on early childhood or K–5 education are not eligible for funding.* Programs that allow students to earn industry-recognized credentials or seamlessly enter a community college or workforce training program are particularly well aligned with GO Virginia's goals; however, GO Virginia does not fund the cost of individual student certification exams.

Workforce Development Outcomes

Projects aligned with the Workforce Development strategy are expected to strengthen regional talent pipelines, address skills gaps, and support job placement in high-demand occupations within traded sectors. These projects often involve partnerships between industry, education, and workforce providers.

Applicants should define outcome targets clearly in their proposal and ensure alignment with the needs of employers and the region's Growth & Diversification Plan. While long-term workforce pipeline development is valuable, proposals must show a clear and measurable path to job creation or workforce outcomes.

Core performance outcomes for workforce development projects include:

- **Number of people trained**
  Number of individuals who successfully complete a course or combination of courses required to enter employment.

- **Number of job placements**
  Total number of new jobs stemming from successful exits from a workforce program.

- **Number of businesses served**
  The number of unique firms provided with targeted and/or individualized business assistance.

- **Number of new interns placed**
  An internship is defined as a professional learning experience hosted by an employer that offers meaningful, practical work related to a student's field of study or career interest. For the purposes of this program, new internships must have a pay or stipend component. This metric tracks the number of students who have been successfully placed into an internship as a result of the project.

- **Number of new apprenticeships created**
  An apprenticeship is a structured employment/training arrangement, hosted by a sponsoring employer. It may be registered or unregistered but must include a combination of paid employment and related academic or on-the-job instruction.

- **Number of new programs implemented**
  The number of new workforce training programs put in place as a result of project activities.

- **Number of credentials awarded**
  A credential is a certificate, degree, or certification generally recognized by employers as evidence that a completer is qualified for work in a specific occupation.

- **Number of students completing a dual enrollment program**
  Number of high school students who are enrolled dually in a community college level course and completed it.

4.2 SITE DEVELOPMENT AND INFRASTRUCTURE

GO Virginia supports site development and middle-mile broadband infrastructure projects that help regions develop a competitive portfolio of sites suitable for new or expanding businesses in one or more targeted traded sectors.

Generally, sites with a minimum of 25 contiguous acres are eligible. Waivers may be considered for sites of regional significance or those within established industrial parks.

GO Virginia encourages applicants to align their site investments with the Virginia Business Ready Sites Program (VBRSP) administered by the Virginia Economic Development Partnership (VEDP). Sites are scored using a five-tier readiness system developed by VEDP, with higher tiers reflecting greater marketability. GO Virginia investments should help move sites up this scale or make Tier 4–5 sites more competitive to attract private investment.

Sites and Infrastructure Project Types:

- **Site Planning Projects**: Funded projects may include early-stage work such as identifying and evaluating potential sites (especially those not already reviewed by the Virginia Economic Development Partnership) or creating agreements between partners to share the costs and benefits of future site development. The goal of these planning projects is to provide clear recommendations that help move a site closer to being ready for business investment. *NOTE: Site Planning Projects do NOT count towards a Region's planning grant cap.*

- **Site Implementation Projects**: GO Virginia supports projects that improve a site's readiness for business development. These implementation grants can fund both soft costs (such as site studies, due diligence, engineering, and permitting) and hard costs (such as infrastructure

improvements like roads or utilities). Projects must help prepare a site for future business use in alignment with the region's targeted industry sectors.

. However, grant funds cannot be used for:

- o Buying property

- o Improvements that are unrelated or offsite

- o Demolishing existing buildings

- o Construction, capital improvement, or constructing speculative buildings (those built without a committed user)

Projects must commit to marketing and developing the site as described in the application. GO Virginia expects these site development investments to begin showing results within 7 to 10 years after the project ends, depending on the project's scale and goals.

Applications should:

- Align Projects with Regional Plans: Ensure projects support the region's Growth and Diversification Plan and VEDP's site readiness goals.

- Demonstrate Regional Collaboration: Projects must involve at least two localities and may include partnerships through Regional Industrial Facility Authorities (RIFAs).

- Focus on Tier Advancement: Prioritize activities that move sites to higher VBRSP tiers, enhancing their marketability.

- Engage Private Sector: Collaborate with private entities to leverage additional resources and expertise.

Site Development Outcomes

Projects aligned with the Site and Infrastructure Development strategy are expected to prepare land and infrastructure that support private-sector investment and business attraction. Outcomes should reflect improvements in site readiness, infrastructure, or regional collaboration.

Core performance outcomes for Site Development projects include:

- **Number of acres advanced to a higher tier (VBRSP)**
  Acres of land moved up the Virginia Business Ready Sites Program (VBRSP) scale. Go to https://www.vedp.org/vbrsp for more information on the VBRSP program.

- **For sites not advancing to a higher tier, number of acres impacted/developed**
  The number of acres that the infrastructure improvements will impact. This outcome

differs from the number of acres advanced to a higher tier in that it tracks the number of acres impacted by projects which increase marketability of a site but do not change the site's tiering.

- **Number of increased locality engagement in establishing Regional Industrial Facility Authority (RIFA) and/or a revenue sharing agreement**
The localities that are involved in a Regional Industrial Facility Authority (RIFA) or other shared revenue agreement. This could also include the discussion among localities regarding the development of a RIFA.

- **Number of linear feet of water infrastructure**
The total number of linear feet of water lines and supporting infrastructure improvements.

- **Number of linear feet of gas infrastructure installed**
The total number of linear feet of gas lines and supporting infrastructure improvements.

- **Number of linear feet of sewer infrastructure**
The total number of linear feet of sewer lines and supporting infrastructure improvements.

- **Number of miles of middle-mile broadband completed**
The total number of fiber and/or conduit, which extend telecommunication networks in partnerships with the private sector and focus on meeting the business needs of a community.

Outcomes should correspond to the specific activities proposed. Applicants are encouraged to consult with their Regional Support Organization and VEDP to set appropriate targets.

Regional Broadband Infrastructure Projects: GO Virginia supports broadband initiatives that enhance regional economic development by expanding access to high-speed internet infrastructure. Specifically, GO Virginia funds may be used to support the development of middle-mile broadband infrastructure, such as fiber and conduct, that extends telecommunications networks in ways that serve the business and workforce needs of the region. These projects must be designed in partnership with the private sector and should strengthen the region's ability to attract and retain businesses, support remote work, and expand access to training or educational resources.

*GO Virginia does not fund last-mile projects intended solely for residential access.

Related Guidance:

Regional Site Development Project Guidance

Regional Broadband Infrastructure Project Guidance

Related Board Policies:

[Board Policy #9 – Use of GO Virginia Funds for Site Development Investments](#)

4.3 ENTREPRENEURSHIP & INNOVATION

GO Virginia supports projects that help regions build a stronger entrepreneurial ecosystem — the network of programs, partnerships, and resources that enable startups and innovative businesses to launch, grow, and thrive.

Strong ecosystems combine the infrastructure (like accelerators, incubators, and shared workspaces) and the support systems (such as mentorship, access to capital, and commercialization assistance) that entrepreneurs need to succeed. GO Virginia funds can be used to establish or expand these ecosystem elements, that support companies in targeted traded industry sectors.

Projects should be regionally coordinated and designed to:

- Fill gaps in the region's startup support landscape

- Create sustainable tools or programming for entrepreneurs

- Increase new business formation, scale-up activity, or investment

- Strengthen collaboration between the public, private, and higher education sectors

To be competitive, proposals must align with the region's Growth & Diversification Plan. Applications should demonstrate a clear pathway to long-term sustainability beyond the initial GO Virginia investment. When applicable, projects should also align with the Regional Entrepreneurship Initiative plan. Copies of these plans are available on your region's page on the [DHCD website.](#)

Supported Activities:

The following activities are eligible for GO Virginia funding under this investment strategy and should directly support the region's targeted industry sectors. These activities provide targeted services that increase business readiness, accelerate growth, and improve access to capital.

Startup Support Infrastructure: GO Virginia supports the development of spaces and programs that give entrepreneurs the tools, resources, and environment they need to start and grow businesses. These efforts may include accelerators, incubators, innovation hubs, and other physical or virtual infrastructure that help early-stage companies access mentorship, workspace, and support services. Projects should be aligned with the region's priority industry sectors and designed to expand the region's long-term capacity to support new business formation.

Business Accelerators and Pre-Accelerators:
Business accelerators and pre-accelerators are structured programs that support entrepreneurs through mentorship, education, and business development. Pre-accelerators focus on early-stage ideas and first-time founders, while accelerators provide more advanced support such as coaching, pitch preparation, investor access, and peer learning opportunities.

Business Incubators:
Business incubators are physical spaces that provide co-working areas and wraparound support services to help startups grow. These services often include business planning, market research, customer discovery, and connections to funding sources or investors.

Entrepreneurial Talent & Mentorship:
A strong ecosystem connects entrepreneurs with experienced mentors and industry leaders. GO Virginia funds can support programs that embed seasoned entrepreneurs in key institutions, establish professional mentor networks, or facilitate peer learning and cross-sector relationships that help founders navigate the challenges of launching and scaling businesses.

Entrepreneur-in-Residence Programs:
Initiatives that embed experienced entrepreneurs within incubators, accelerators, or ecosystem hubs to mentor and guide startup founders.

Industry & Mentor Networks:
Industry and mentor networks are organized groups of experts who offer industry-specific insights, peer learning opportunities, and access to specialized support services. These networks also foster cross-industry collaboration and strengthen public-private partnerships.

Workshops & Training:
Workshops and training programs provide entrepreneurship-focused education on topics like business formation, legal and HR compliance, fundraising, and branding. These programs may include bootcamps or cohort-based courses tailored to the region's priority industry sectors.

Ideation & Proof of Concept (POC) Support:
Ideation and proof of concept (POC) support helps entrepreneurs test and validate whether their ideas are viable and ready for market. These activities may include expert technical reviews, product testing, user feedback, and market feasibility assessments.

Large-Scale Ecosystem Investments

GO Virginia may also fund high-impact collaborations between universities, industry, and the public sector that create long-term infrastructure for entrepreneurship. These may include innovation districts or large-scale partnerships that drive regional innovation, support commercialization, and build new capacity to serve early-stage businesses across multiple sectors.

Innovation Hubs:

Innovation hubs are programming-driven environments that bring together entrepreneurs, researchers, and businesses to accelerate idea commercialization, startup formation, and cross-sector collaboration. Projects may include shared lab or coworking spaces only when paired with services such as training, mentorship, access to capital, incubation, and industry partnerships. Physical space investments alone are not eligible without a clear, sustained programming strategy.

Innovation Districts & Mega-Partnerships:

Innovation districts and mega-partnerships are large-scale, cross-sector initiatives that unite universities, industry, and government to support high-growth entrepreneurship and commercialization. These projects focus on programming and infrastructure that generate measurable outcomes, such as new business formation, research-to-market activity, and high-wage job creation. Physical space investments alone are not eligible without a clear, sustained programming strategy.

Entrepreneurship and Innovation Outcomes

Projects aligned with the Startup Ecosystem investment strategy should aim to strengthen the region's startup ecosystem by supporting new business creation, business support services, commercialization, and access to capital.

Core performance outcomes for Startup Ecosystem projects include:

- **Number of jobs created**
  The number of jobs that will be created by businesses supported by the effort.

- **Number of existing businesses expanded**
  The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort.

- **Number of new businesses created**
  The number of new businesses that were created as part of the effort. A new business is official when it has a license or permit to operate.

- **Number of businesses served**
  Number of unique firms provided with targeted and/or individualized business assistance.

- **Number of new mentors providing business assistance**
  The number of mentors who participated in the effort. A mentor is an individual who provides advice or coaching on starting/growing a business.

- **Total funds raised by businesses served**

  The total dollar amount in funds raised by the businesses served as part of the effort. This may include venture capital, research and development funds, SBIR funding, grants, private investment, or other sources of funds to be used by the businesses served.

- **Number of new products released to production**

  The total number of new products created by a business/startup served as part of the effort that are released to production.

- **Number of patents filed**

  The number of patents filed as a result of the effort. A patent is a type of intellectual property that gives its owner the legal right to exclude others from making, using, or selling an invention for a limited period of years in exchange for publishing an enabling public disclosure of the invention.

- **Number of patents awarded**

  The number of patents awarded as a result of the effort. A patent is a type of intellectual property that gives its owner the legal right to exclude other from making, using, or selling an invention for a limited period of years in exchange for publishing an enabling public disclosure of the invention.

Projects are not expected to produce every outcome listed. Applicants should select and report on the metrics that are most relevant to their project activities.

4.4   CLUSTER SCALE-UP

GO Virginia supports projects that help existing businesses scale or accelerate the development of emerging industry subclusters within targeted industry clusters. Cluster scale-up focuses on second-stage companies—businesses that have moved beyond startup and are ready to grow, commercialize proven products, and reach new markets or legacy industries.

Firms in these industry clusters may need help with:

- Retooling or expanding production

- Strengthening supply chains

- Accessing capital or workforce

- Reaching new customer or supplier networks

Scale-up projects must align with a region's priority industry sectors and show how growth in one business or area can trigger growth in related sectors, such as distribution, logistics, or services.

GO Virginia may also support efforts to accelerate emerging or nascent industries that are new to the region or in early stages of commercialization. These projects should be collaborative and demonstrate the same high standards for impact, job creation, and return on investment as other implementation projects.

Supported Activities

Business Accelerators (for Second-Stage Companies):
These accelerators support businesses that are beyond the startup phase but need help commercializing products, scaling operations, or entering new markets. They provide access to mentors, investors, and technical resources, along with peer learning and connections to customers, suppliers, and infrastructure that supports growth.

Second-Stage Growth Programs:
Designed for more mature companies—typically operating for two or more years with consistent revenue—these programs help businesses expand into new markets, update business models, enhance production capacity, and improve readiness for commercialization.

R&D Partnerships
These collaborations connect businesses with research institutions to accelerate innovation and the adoption of new technologies. Projects may support commercialization of new products, industry-academia technology transfer, or the modernization of manufacturing processes.

Supply Chain Initiatives
Supply chain initiatives aim to strengthen regional supplier networks and fill logistical gaps. Activities may include developing platforms to connect suppliers with producers, identifying critical supply chain needs, and forming industry consortia or shared logistics networks.

Cluster Intelligence & Transition Strategies
These projects help regions understand and refine their priority industry sectors. They often include economic and workforce assessments, analysis of regional assets and market trends, and recommendations for future scale-up strategies or investment priorities.

Cluster Pivot Strategies:
These initiatives help regions respond to economic shifts by leveraging existing assets and workforce capabilities. Projects may focus on transitioning skills from declining industries to emerging sectors or realigning regional infrastructure to support new cluster opportunities.

Cluster Scale-Up Outcomes

Projects aligned with the Cluster Scale-Up strategy focus on helping existing businesses grow, expanding supply chains, and building capacity within high-potential industry sectors. These projects are expected to strengthen regional economies by accelerating business expansion and attracting investment.

Core performance outcomes for Cluster Scale-Up projects include:

- **Number of jobs created**
  The number of jobs that will be created by businesses supported by the effort.

- **Number of businesses attracted**
  Total number of unique new businesses relocating to the region(s) as a result of the project's work.

- **Number of existing businesses expanded**
  The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort.

- **Number of businesses served**
  The number of unique firms provided with targeted and/or individualized business assistance.

- **Total funds raised by businesses served**
  The total dollar amount in funds raised by the businesses served as part of the effort. This may include venture capital, research and development funds, SBIR funding, grants, private investment, or other sources of funds to be used by the businesses served.

Applicants should work with their Regional Support Organization to identify which outcomes are most relevant to their project and how those outcomes will be measured and tracked.

5. Cost Sharing and Match Requirements

GO Virginia operates as a cost-sharing program, meaning grant funds must be matched with non-state resources to demonstrate local and regional investment in the project's success.

While GO Virginia does not mandate a strict match formula for every line item, certain budget categories are typically expected to reflect a *true cost share* between GO Virginia and local partners. Examples of budget items where a true cost share is generally expected include:

- Salaries or contracted staff

- Internship stipends or wages

- Facility leases or occupancy costs (if used for project-specific activity)

All GO Virginia grants require cost sharing through commitment of non-state matching funds. Projects must provide a 2:1 total match, meaning that for every $2 of GO Virginia funds requested, at least $1 of non-state match must be secured.

This match can include cash or in-kind contributions from local governments, regional partners, educational institutions, private industry, federal sources, or philanthropic contributions. State general or non-general funds are not eligible for use as match.

Local Match

The State Board requires that a portion of the match must be contributed by the participating localities (Local Match). The required local match varies by grant type and is outlined in the table that follows.

Local Match strengthens the project's alignment with regional priorities and showcases local stakeholder engagement. The local contribution may come from any combination of the participating localities within a region, such as:

- Cities
- Counties
- Towns
- School Divisions
- Economic Development Authority, Industrial Development Authority
- Regional Organizations (i.e. Regional Industrial Facility Authority, Regional Economic Development Organization, Planning District Commission, Regional Airport Commission) contributing non-state resources on behalf of their member localities.

In certain circumstances, applicants may request a waiver for the local match requirement. Such requests must be submitted by the Regional Council on behalf of the applicant and will be considered by the GO Virginia State Board. Waiver requests should demonstrate that localities are unable to provide the required contribution, supported by evidence such as high fiscal stress levels or documented efforts to solicit support from participating localities. Refer to the Match Guidance hyperlinked at the end of this section to read more about local match waivers.

Match Requirements by Project Type

GO VIRGINIA MATCH REQUIREMENTS		
Project Type	**Total Match Requirement**	**Local Match Requirement**
Planning, Pilot, and Feasibility	2:1	No Local Match Required
Implementation (Regional)	2:1	20% Local Match Required
Sites Planning	2:1	No Local Match Required
Sites Implementation	2:1	20% Local Match Required
Broadband Planning	2:1	No Local Match Required
Broadband (implementation)	2:1	20% Local Match Required
Competitive Planning	2:1	20% Local Match Required
Competitive Implementation	2:1	20% Local Match Required

Eligible Sources of Match

Matching contributions can be cash or in-kind.

Cash Match: Direct monetary contributions allocated specifically for the project.

In-Kind Match: Non-cash contributions that provide value to the project, such as

- Equipment
- Facilities
- Personnel (salary/fringe)
- Consultant services
- Training
- Waived fees, unrecovered indirect costs
- Site acquisition/development

5.1 DOCUMENTATION OF MATCH

Applicants must submit a Match Verification Form for each source of match at the time of application. All match expenditures must be documented and submitted as part of the reimbursement process. After the project closes, the Department of Housing and Community Development (DHCD) may conduct a financial review to verify that the contracted match

amount has been fully met. This process ensures compliance with GO Virginia program guidelines and proper use of funds.

5.2 MATCH CONDITIONS AND RESTRICTIONS

- **Exclusive Use**: Match contributions must be exclusive to the GO Virginia project and cannot be used to satisfy the matching requirements of any other grant program. Contributions that have already been applied to or are intended to be applied to another grant's match requirements are ineligible for GO Virginia match consideration.

- **Equipment:** Equipment donated by an entity can be applied as match if the donated equipment was purchased no more than 12 months before the State Board approved the project. In cases where the equipment being donated was purchased more than 12 months before the State Board approved the project, a third-party appraisal on the equipment will need to be completed, showing fair market valuation. This fair market valuation amount is what is permitted for match.

- **Site Investments**: Prior investments in a site may be counted as a match if they meet certain conditions. Generally, costs incurred within the last 24 months by a private landowner, developer, locality, planning district commission, or other public entity may be eligible. These costs must be directly related to the site proposed in the application and can include activities like due diligence, environmental assessments, infrastructure design, or demolition (for redevelopment sites).

  - In some cases, investments made within the last five years may also be qualified as an eligible match if the applicant can demonstrate that the investments were part of a regular, ongoing site advancement strategy. GO Virginia funds cannot be used for site acquisition, but previous site acquisition costs may count as match if incurred within the eligible timeframes.

- **Scholarships/Tuition:** Tuition paid by enrolled students may not be committed as match. Non-state funds used for the express purpose of paying for participants' tuition/ enrollment fees to participate in a training program related to a workforce development project may be applied as match. This could include local contributions from school divisions to allow students to participate in dual enrollment courses, private/philanthropic contributions, or federal fund commitments from a local workforce board.

- **Contractors:** Vendors or contractors paid with GO Virginia funds may not contribute match—whether cash or in-kind.

Administrative Guidance related to Match

Project Match Documentation Guidelines

Forms

Match Verification Form

Local Match Waiver Request Form

Related Board Policies on Match Requirements:

Board Policy #11 – Modified GO Virginia Program Match Requirements – Per Capita Funds

Board Policy #13 – GO Virginia Program Match Requirements – Statewide Competitive Fund

5.3 BUDGET & ALLOWABLE COSTS

Applicants are required to submit a detailed budget that outlines how GO Virginia funds will be used to support the proposed project. The budget should align with the project's scope of work and must be reasonable, necessary, and clearly tied to the project's scope of work, deliverables, and outcomes. GO Virginia funds are reimbursement-based and must support new activities that directly advance the goals of the program. The budget should demonstrate cost-efficiency, leverage matching resources, and follow the principles of sound financial management.

Allowable costs include, but are not limited to:

- **Personnel and Professional Services**: Salaries, fringe benefits, contract services, legal services, and audit costs.

- **Planning and Assessment**: Market and feasibility studies, needs assessments, strategic planning, outreach, and training-related expenses.

- **Engineering and Design**: Architectural and engineering fees, preliminary engineering reports (PER), and preliminary architectural reports (PAR).

- **Construction and Site Development**: Site work, construction, stormwater management, water and sewer improvements, clearance and demolition.

- **Equipment and Technology**: Purchase of equipment, hardware, software, and telecommunications necessary for implementation.

- **Operational Support**: Rent or lease costs, supplies, indirect costs (per approved 10% rate), and administrative overhead (as defined by DHCD).

- **Licenses and Fees**: Fees, permits, and required licenses associated with the project.

- **Other Project Costs**: Contingencies, taxes and insurance, travel related to project delivery, and website development.

5.4 FUNDING RESTRICTIONS AND INELIGIBLE ACTIVITIES

Projects are not eligible for funding if they include any of the following:

- Projects in Non-Traded Sectors (unless indicated by the State Board) -
- Projects Benefiting a Single Business
  - No incentives, direct subsidies, or grants to individual companies. Projects must benefit an entire industry sector, not one employer
- Construction Projects
- Academic Scholarships and Tuition Subsidies
- K–5 education initiatives
- Last-mile broadband project
- Single-use supplies and/or consumables

For more details on funding restrictions, refer to:

Board Policy #4: Use of GO Virginia Funds to Promote the Growth of Traded Industry Clusters
Board Policy #8: Use of GO Virginia Funds for Investment in Broadband

6. APPLICATION PROCESS

6.1 APPLICATION TIMELINE AND DEADLINE

GO Virginia applications are developed and submitted through one of nine GO Virginia Regional Councils Each region has its own process and timeline for reviewing applications. Applicants should work closely with their Regional Support Organization to understand regional deadlines, requirements, and approval procedures. While DHCD publishes quarterly deadlines for State Board review, applicants should focus first on meeting their region's internal timeline, which may be several weeks earlier. Visit the DHCD website to view the GO Virginia Program Calendar.

6.2 REGIONAL COUNCILS TIMELINE AND DEADLINES

The designated Regional Support Organizations should be the first contact when submitting a project proposal and application. The links below will take you directly to each region's application page with information regarding regional application deadlines.

Region 1	Region 2	Region 3
Region 4	Region 5	Region 6

Region 7	Region 8	Region 9

6.3 GO VIRGINIA STATE BOARD TIMELINE AND DEADLINE

The GO Virginia State Board meets on a quarterly basis to review and approve Implementation and Competitive applications submitted through the regional support organizations. Applicants should work closely with their support organization to ensure sufficient time for regional review and approval prior to DHCD submission.

6.4 PLANNING GRANT DEADLINES

Planning grant application deadlines are on a rolling basis, with several review deadlines throughout the year. Planning grant requests of less than $100,000 may be reviewed and administratively approved by DHCD.

6.5 REQUIRED APPLICATION DOCUMENTS

All GO Virginia applications must include a complete and accurate set of documentation to be considered for review. These materials ensure that DHCD, Regional Councils, and the State Board can evaluate the project's alignment with program priorities, funding requirements, and expected outcomes. Incomplete applications will not advance to the review process.

The following documents are required for all applications:

- GO Virginia Application Form

- Executive Summary

- Timeline and Project Milestones

- Budget (Sources & Uses)

- Match Verification Form(s)

- Local Match Waiver Request (if applicable)

- Core Performance Outcomes Worksheet

- Economic Impact Template

- Letters of Support or Partnership (if applicable)

- Additional Attachments (as needed)

6.6 SUBMISSION INSTRUCTIONS

Applications approved by Regional Councils are submitted by the Support Organization (grantee) on behalf of the applicant (subgrantee) into the Centralized Application Management System (CAMS). This is the official platform used by the Department of Housing and Community Development (DHCD) to manage all GO Virginia applications.

Interested applicants can view the applications on the DHCD website. Direct links to each application are provided in the appendix of this manual.

7. REVIEW AND EVALUATION CRITERIA

7.1 REGIONAL COUNCIL REVIEW PROCESS OVERVIEW

Applicants start by collaborating with their regional Support Organization to create a complete application. Once the proposal is finalized, it is submitted to the Regional Council for review during one of its regularly scheduled quarterly meetings. The Regional Council will review the project and may decide to approve it for submission to the state, reject it, or defer it for further development.

For questions or application information, contact your regional support organization through the links below. Each link will take you to the DHCD website with the latest contact details.

7.2 STATE BOARD REVIEW PROCESS

DHCD Staff Review
After each quarterly deadline for Implementation and Competitive grant applications, DHCD staff reviews applications for completeness.

Evaluation Workgroup Review
Once deemed complete, the application is reviewed by a Workgroup composed of:

- Subject matter experts

- Up to two members of the GO Virginia State Board

The workgroup evaluates each project based on GO Virginia's criteria and reaches a consensus recommendation: approve, deny, or defer.

Final Decision by the State Board
All applications, along with the workgroup's recommendation, are presented to the full GO Virginia State Board at its quarterly meeting. The Board makes the final decision on each application.

8. EVALUATION CRITERIA

Each GO Virginia application is reviewed using four core evaluation categories. These categories help ensure funded projects create meaningful measurable economic impact and align with the program's strategic goals.

Economic Impact:
This category evaluates the project's anticipated economic impact, including alignment with the region's Growth and Diversification Plan, or the region's Talent Pathways Initiative (TPI), or the Regional Entrepreneurship Initiative (REI) plan as applicable. The application demonstrates the credibility of projected outcomes, and the project's potential to deliver tangible economic results for the region.

Strong proposals demonstrate:

- Alignment with one or more of the region's targeted industry sectors and regional priorities

- Realistic, data-informed projections for outcomes with a well-supported narrative that explains how the project will produce measurable regional outcomes

Regional Collaboration:
This category evaluates the level and quality of participation by local governments and regional partners, as well as the type and amount of match committed to the project. Applications should demonstrate how well the project brings together cross-sector partners to address shared priorities and whether the proposed match contributions reflect broad regional commitment.

Strong proposals demonstrate:

- Meaningful involvement from two or more localities, not just letters of support

- Active collaboration with educational institutions, workforce partners, economic development organizations, and private-sector stakeholders

- Financial and in-kind match contributions from a diverse group of partners, including local governments, higher education, and employers

- Coordination that serves regional—not just local—goals, and benefits multiple stakeholders

Projects that demonstrate strong, sustained regional partnerships—and leverage local or private resources effectively—are more likely to be successful.

Project Readiness:

This category evaluates whether the applicant and project partners are fully prepared to launch and manage the project successfully. Reviewers will assess whether the project is ready to begin implementation upon approval—or if there are unresolved dependencies that could delay success.

Strong proposals demonstrate:

- A clear and achievable project plan, with timelines and defined milestones

- Well-defined roles and responsibilities among project partners

- Prerequisite activities such as planning, permitting, or pilot work have been completed or are underway

- Match funding is secured, and required documentation is included

- A realistic assessment of potential barriers or risks, along with plans to address them

Project Sustainability:

This category evaluates whether the project has a clear and realistic plan to sustain its impact after GO Virginia funding ends. Reviewers will assess whether the applicant has thought through what happens after the grant ends and whether the project's outcomes will continue delivering value to the region over time.

Strong proposals demonstrate:

- A defined strategy for continuing operations, programming, or services beyond the grant period

- Identification of long-term funding sources, business models, or partnerships to support sustainability

- A plan for how the project's benefits will be maintained, scaled, or replicated in the region

- Avoidance of creating new ongoing obligations for the state or local governments without a plan to support them

Sustainability is a key factor in ensuring GO Virginia investments lead to lasting, region-wide economic benefits.

Competitive Application Scoring Rubric

All applications received for the Competitive Fund are scored based on a scoring rubric adopted by the GO Virginia State Board. Applications must score 75 points (out of 100) or better to access this fund. View the scoring rubric on DHCD website.

8.1 NOTIFICATION OF AWARD

Once a project is approved by the GO Virginia State Board, a formal Notice of Award will be issued by the Department of Housing and Community Development (DHCD). This notice serves as the official confirmation the project has been approved for GO Virginia funding and is ready to move into the contracting phase.

9. GRANT AGREEMENT AND COMPLIANCE

9.1 GRANT AWARD PROCESS

Once approved by DHCD (planning grant requests of less that $100,000) or the GO Virginia State Board, DHCD will initiate a grant contract. This contract is developed in collaboration with the Regional Support Organization (grantee) and the applicant (subgrantee).

The contract includes all key terms and expectations for the project, such as:

- Scope of work
- Approved project activities
- Budget and match commitments
- Performance outcomes and reporting requirements
- Milestones
- Compliance and documentation standards

DHCD staff will guide the grantee and subgrantee teams through the contracting process to ensure all parties understand their responsibilities before project work begins

9.2 REPORTING REQUIREMENTS

All GO Virginia projects are required to submit quarterly progress reports during the grant period. These reports help track milestones, identify any issues, and document outcomes as they occur.

The subgrantee is responsible for preparing each report. The regional Support Organization (grantee) will submit the completed report to DHCD in CAMS under the "Reports & Communications" tab. Reporting deadlines are set once the contract is executed and follow the calendar year quarters.

Quarterly reports should include the following:

- Outcomes achieved during the quarter
- Description of any project milestones that have been undertaken
- Any obstacles encountered during project implementation.

The GO Virginia Quarterly Progress Report template must be completed for Planning, Pilot, and Feasibility grants, as well as any Implementation grant projects

> *Quarterly Reporting Tips:*
>
> - *Be concise! Reports are intended to be short check-ins. Follow character limits where indicated. The reports are not intended to be a burden - just a way to check in on milestones and outcomes.*
> - *Be transparent! Barriers and surprises can be a part of any project. Clearly explaining potential issues in a timely manner will help with project support further down the line.*
> - *Make sure the correct investment strategy is selected when you submit numeric outcomes.*
> - *Make sure to submit only numeric outcomes achieved that quarter; do not submit cumulative outcomes in the quarterly reports.*

9.3 MONITORING AND SITE VISITS

DHCD may conduct an on-site validation visit to verify that funds have been expended in accordance with the grant contract and project budget. Additionally, DHCD may request copies of documents related to how GO Virginia funds are being used. Grantees and subgrantees are expected to provide this information in a timely manner.

9.4 PROJECT CLOSEOUT

After a GO Virginia-funded project, the Regional Support Organization (grantee) and the project lead organization (subgrantee) must complete a two-step closeout process that includes a: Fiscal Closeout and Performance Closeout.

Fiscal Closeout

The Fiscal Closeout ensures that all financial aspects of the project are properly documented and concluded. Within 90 days of the project end date (or as specified in the grant contract), the grantee must submit a Fiscal Closeout Report through the Centralized Application and Management System (CAMS). This report should confirm:

- All project activities and milestones outlined in the contract have been completed.

- All remittance requests have been submitted and processed.

- All required financial documentation, including:

    o Contracts obligating GO Virginia funds.

- o   Procurement policies or descriptions of procurement processes used.

- o   A signed Certified Financial Closeout Document (Attachment A).

Any unexpended funds will be returned to the appropriate GO Virginia fund allocation.

Performance Closeout

The Performance Closeout documents the outcomes and impacts of the project. It describes how the project achieved its outcomes, how the project applies to the regional Growth and Diversification plan, and the impact that the project had on the region.

DHCD will assign a Performance Closeout Report in CAMS, which the grantee must complete. This report includes:

- A signed Performance Narrative and Certification (Attachment B), detailing:

  - o   Project background and objectives.

  - o   Assessment of project impact and alignment with regional Growth and Diversification Plan goals.

  - o   Statistical data on project outcomes and products.

  - o   Plans for program continuation and sustainability.

  - o   Conclusions and recommendations based on project implementation.

- A completed Final Grant Outcomes Reporting Sheet (Attachment C), documenting contracted and achieved outcomes.

- Submission of any deliverables produced during the project (e.g., feasibility studies, market analyses).

A projects performance narrative and certified performance statement must be completed. Grant outcomes are documented and reported according to the outcomes agreed upon in the project contract.

9.5   REQUEST FOR EXTENSION

In some cases, a project may require additional time beyond the original contract period to complete activities and meet approved outcomes. Grantees and subgrantees may request a contract extension with approval from their Regional Council.

To request an extension, the following is required:

- A clear rationale explaining why the extension is needed

- Confirmation that all approved outcomes will be met within the extended timeframe

- An updated set of milestones and remittance plans

If the Regional Council agrees the extension is appropriate, they will complete and submit the GO Virginia Contract Completion Date Extension Form to DHCD for review and approval.

Extension requests are reviewed by DHCD on a case-by-case basis and must demonstrate that the project remains on track to deliver its intended impact.

10. FINANCIAL MANAGEMENT

Upon approval, the budget submitted with the application will be incorporated into the official grant contract and will guide how GO Virginia funds may be used. Grantees and subgrantees are responsible for managing project finances in accordance with the approved budget, GO Virginia guidelines, and any applicable state regulations.

10.1 PAYMENT AND REIMBURSEMENT PROCEDURES

GO Virginia is a reimbursement-based grant program. This means project expenses must be incurred and paid before any grant funds are disbursed. To receive reimbursement, grantees and subgrantees must follow the process outlined in the GO Virginia Remittance Guidelines and submit complete documentation through CAMS.

- Remittances are required to be submitted on a QUARTERLY basis

- Remittances typically should provide proof of expense showing the work was completed (i.e., an invoice) and proof of payment (i.e., a canceled check or general ledger).

Subgrantees must submit GO Virginia remittance requests and match documentation quarterly (at a minimum), or at the rate agreed upon in the project contract. A Project Remittance Template should be submitted with all sections complete and with supporting documentation in order of their appearance on the transaction list.

Forms and Templates:

- Project Remittance Template (Excel)

- Staff Time & In-Kind Match Template (Excel)

10.2 AUDIT AND FINANCIAL REPORTING REQUIREMENTS

All GO Virginia grantees are required to submit annual financial statements to the Department of Housing and Community Development (DHCD). These statements help ensure that grant funds are used appropriately and that financial practices meet basic accountability standards.

Depending on the level of funding and your organization's structure, you may be required to submit one of the following:

- **Basic Financial Statements** (e.g., balance sheet, income statement, cash flow)

- **Reviewed Financial Statements** prepared by an independent Certified Public Accountant (CPA)

- **Audited Financial Statements** conducted by an independent CPA

- **Single Audit Reports** if your organization spends $750,000 or more in federal funds in a given year

DHCD uses these documents to confirm that public funds are being managed responsibly. Please refer to DHCD's Audit Policy for more detail on what type of report is required for your organization.

10.3 RECORDKEEPING AND RETENTION

As a GO Virginia grant recipient, you must keep all records related to your project—including financial documents, invoices, reports, and other relevant files. These records should be organized and accessible during the life of the project, and must be kept on file for at least three years after the project has officially closed.

10.4 BUDGET MANAGEMENT AND REVISIONS

During a project, grantees and subgrantees may determine that a budget revision is necessary to better reflect actual costs or shifting priorities. All budget revisions must first be discussed with the Regional Support Organization and submitted for review.

To revise a project budget:

- The request must be submitted to and approved by the Support Organization

- The Support Organization will consult with DHCD before the request is submitted in CAMS

- The revision must maintain alignment with the project's approved activities and outcomes

Minor adjustments (e.g., shifting funds between categories) may be approved as budget modifications.

If the requested change significantly alters the scope of work or deliverables, the project team may be required to initiate a contract amendment instead of a standard budget revision.

11. TECHNICAL ASSISTANCE AND RESOURCES

Interested applicants can view all program guidance materials, templates, and required documents on the DHCD website.

11.1 CONTACT INFORMATION FOR REGIONAL PROGRAM STAFF

Regional support organization information can be found on the DHCD website.

11.2 CONTACT INFORMATION FOR DHCD PROGRAM STAFF

DHCD Program staff can be reached at GOVirginia@dhcd.virginia.gov

11.3 LIST OF FUNDED PROJECTS

A downloadable list of previously funded projects can be found on the DHCD website.

12. APPENDIX

12.1 APPENDIX A: APPLICATIONS

This section provides links to the required question documents associated with each application. Each document also specifies the additional required information that should be included with the application questions.

Planning, Pilot, and Feasibility Grant Application Materials

- Planning Grant Application

Implementations Projects Application Materials:

1. Implementation Application Questions

2. Site Development Planning Grant Application Questions

3. Site Development Implementation Grant Application Questions

4. Per Capita Application Sources and Uses Budget Template

Statewide Competitive Application Materials:

5. Statewide Competitive Application Questions

6. Competitive Application Review Scoring Rubric

7. Competitive Application Sources and Uses Budget Template

12.2 APPENDIX C: ENABLING LEGISLATION

View the enabling legislation on the [DHCD website.](#)

12.3 APPENDIX D. GLOSSARY OF TERMS

Administrative Costs

Costs related to general operations (e.g., rent, supplies, utilities) that support the execution of a project. Distinct from funds allocated to support organizations for project administration.

Applicant

An entity—typically a local government, planning district commission, economic development organization, or higher education institution—that submits a project proposal for GO Virginia funding.

CAMS (Centralized Application and Management System)

The online system used to submit applications, track contracts, upload reports, and manage grant documentation for GO Virginia projects.

Cluster Scale-Up

An investment strategy focused on helping existing businesses grow, expand supply chains, and strengthen industry clusters in the region.

DHCD (Department of Housing and Community Development)

The state agency responsible for administering the GO Virginia program on behalf of the GO Virginia State Board.

Economic Impact

A core evaluation criterion used to measure a project's return on investment, including job creation, business growth, and revenue generated from outside Virginia.

Grantee

The Regional Support Organization that enters into a contract with DHCD and manages the administrative and reporting requirements for the project.

Grant Match

Non-state funding (cash or in-kind) contributed by localities, private partners, or other stakeholders to demonstrate commitment and share project costs. Match is required for all GO Virginia projects unless waived by policy.

Implementation Grant

Funding provided to launch or expand projects that are ready for execution and are expected to create high-paying jobs and measurable economic outcomes.

In-Kind Contribution
A type of match that includes non-cash contributions like staff time, donated space, or equipment used to support the project.

Outcome
A measurable result of a project (e.g., jobs created, credentials awarded). All implementation projects must report outcomes quarterly and at closeout.

Performance Closeout
A required process at the end of the grant period that documents what the project achieved, including narrative impact, outcomes, and deliverables.

Per Capita Funds
GO Virginia funds allocated to each region based on population, used for Planning & Feasibility Grants or Implementation Grants.

Planning & Feasibility Grant
Funding used to support early-stage activities like feasibility studies, pilot projects, or strategy development.

Post-Award
The period after a grant is approved and contracted, covering implementation, reporting, reimbursement, and closeout.

Project Readiness
One of the evaluation criteria used to assess whether a project is prepared to launch immediately and has secured the necessary commitments and partners.

Regional Council
A body of local leaders and stakeholders that identifies priorities, reviews applications, and approves projects within one of Virginia's nine GO Virginia regions.

Remittance
The process of submitting a request for reimbursement of eligible expenses through CAMS, including all required documentation.

Return on Investment (ROI)
A calculation of the fiscal benefit of a project to the Commonwealth compared to the amount of GO Virginia funds requested.

Site Development
An investment strategy focused on preparing business-ready sites and related infrastructure to attract private investment.

Statewide Competitive Fund

A GO Virginia funding stream available to high-impact projects involving two or more regions, or to single-region projects that exceed a region's available Per Capita balance.

Subgrantee

The lead organization responsible for carrying out the project. The subgrantee partners with the grantee (Support Organization) to manage the project and submit reports.

Support Organization (Support Org)

The organization that provides administrative and programmatic support to a Regional Council and manages the grant contract with DHCD.

Traded Sector

Industries that produce goods or services sold outside the region or state, thereby bringing new revenue into the region. GO Virginia focuses on projects that serve traded sectors.