



Virginia Growth and Opportunity Fund (GO Virginia) Regional Per Capita Implementation Guidance

Section 1: Overview

Regional Implementation Grants support ready-to-execute, high-impact regional projects that advance a region's Growth and Diversification Plan and move beyond planning into implementation. These projects are designed to grow and diversify regional economies through activities that support one of the GO Virginia investment strategies of talent development, site readiness, entrepreneurship & Innovation, or accelerate the development of emerging industry clusters.

Projects are expected to have industry focus and deliver measurable economic outcomes and demonstrate readiness to begin implementation upon approval. They must demonstrate strong support from local units of government, industry partners, educational institutions, or other relevant entities/organizations. Projects must add value and not duplicate existing efforts. Coordination with local, regional, and private-sector partners is essential.

Section 2: Eligible Applicants

Eligible applicants are the same as other GO Virginia grants: local governments, political subdivisions, and organizations working on their behalf (such as regional economic development organizations, non-profits, planning district commissions, colleges, and universities). Projects must demonstrate participation from at least two units of local government. Refer to the GO Virginia Program Manual for more details on eligibility.

Section 3: Allowable Activities

Regional Per Capita Implementation Grants support a broad range of activities that advance a region's Growth and Diversification Plan and align with one or more GO Virginia investment strategies, including efforts that:

- Support the growth and expansion of targeted traded industry clusters
- Strengthen regional workforce development systems
- Advance site readiness and infrastructure to support economic development
- Build regional capacity for innovation, entrepreneurship, and business growth

Regional Per Capita Implementation Grants are not intended to fund early-stage concepts or exploratory efforts. All proposed activities must demonstrate a clear and direct connection to measurable economic outcomes aligned with [GO Virginia Core Grant Outcomes](#). Activities must



not duplicate existing programs or efforts and should support new activities. Applications requesting support for existing programming or operations will not be considered. For a complete list of allowable activities for each investment strategy, refer to the GO Virginia Program Manual.

Section 4: Ineligible Uses

Regional Implementation Grants are not intended to fund early-stage concepts or exploratory efforts. The following uses are not eligible for funding under this program:

- General operations or sustaining existing programs,
- One-time events or marketing campaigns with limited long-term impact,
- Incentives or grants to a single company,
- Capital construction,
- Scholarships, tuition reimbursement, or services not tied to regional economic outcomes.

Refer to the “Funding Restrictions” section of the GO Virginia Program Manual for a complete list.

Section 5: Match Requirements

A \$2:1 total match is required for Regional Implementation Grants, with at least 20% of the match provided by local government units. Applicants may request a waiver for the local match if they can demonstrate a significant need. All match contributions must be clearly outlined and verified through appropriate documentation. Refer to the [GO Virginia Match Guidance](#) for more information.

The Regional Per Capita Implementation Application can be found [here](#).

Section 6: Evaluation Criteria

Applications are evaluated based on Economic Impact, Regional Collaboration, Project Readiness, and Sustainability. Projects are expected to demonstrate clear alignment with these criteria, including measurable outcomes, defined partnerships, and readiness to execute.

Criteria	Criteria Description
Economic Impact	This criterion evaluates the project’s ability to deliver measurable economic results and address a clearly defined regional need. Projects should align with the region’s Growth and Diversification Plan and targeted traded industry sectors, and where applicable, the Talent Pathways Initiative (TPI) or Regional Entrepreneurship Initiative (REI). • Identifies unmet industry need • Clearly align with one or more targeted traded industry sectors and regional priorities • Include realistic, measurable outcomes that are directly tied to project activities • Demonstrate how the project outcomes will be achieved and tracked using data, industry input, or prior experience. • Show the ability to deliver economic results in the near to mid-term, such as job placement or creation, training that prepares individuals for the workplace, capital raised, or advancing industrial sites to attract businesses.
Regional Collaboration	This criterion evaluates the strength of collaboration among local governments and regional partners, including the level of participation, defined roles, and shared investment in the project. Applications should demonstrate how partners are working together to address shared regional priorities and deliver coordinated project outcomes. • Include meaningful participation from at least two or more units of local government, with clearly defined roles and responsibilities beyond letters of support • Demonstrate active involvement from key partners, such as educational institutions, workforce organizations, economic development entities, and private industry

	• Show how industry partners have informed and validated the project's design and expected outcomes • Include financial and/or in-kind match from multiple partners, reflecting shared investment in the project • Demonstrate that the project complements existing efforts and provides regional value, rather than duplicating existing programs • Demonstrate that roles and responsibilities are clearly defined across all project partners
Project Readiness	This criterion evaluates whether the applicant and project partners are prepared to successfully launch and manage the project upon approval. Applications should demonstrate that all key elements are in place to begin implementation without delay and that any risks to execution have been identified and addressed. • Include a clear, realistic project timeline with defined milestones, deliverables, and a drawdown schedule • Show that prerequisite activities (e.g., planning, permitting, pilot work) have been completed or are sufficiently advanced to support immediate implementation • Include a complete and well-documented budget with secured match funding aligned to project activities, and demonstrate that project costs are reasonable and supported by an appropriate procurement approach or justification. • Identify potential risks or barriers to implementation and provide clear strategies to mitigate them



	• Demonstrate prior experience or completed planning efforts that support efficient project launch and execution
Sustainability	This criterion evaluates whether the project has a clear and realistic plan to sustain its impact beyond the GO Virginia funding period. Applications should demonstrate how project activities, outcomes, and partnerships will continue to deliver value to the region over time. • Include a clearly defined plan for continuing steady-state operations, programming, or services beyond the grant period • Identify specific and realistic funding sources, revenue streams, or partnerships to support ongoing activities • Describe how the project's benefits will be maintained, expanded, or replicated within the region • Avoid creating ongoing financial obligations for state or local governments without a clear plan for long-term support

Section 7: Application Submission

Regional Implementation applications must be approved by a regional council before being submitted to DHCD for State Board approval.

REQUIRED ATTACHMENTS

- Executive Summary
- GO Virginia Core Outcomes
- Economic Impact (DHCD Template)
- Match Verification Form
- Milestones Overview and Drawdown Schedule (DHCD Template)
- Budget Overview (DHCD Sources and Uses Template)

OPTIONAL ATTACHMENTS

- Local Match Waiver Request Form (if applicable)



- Letters of Support
- Healthcare Industry Project Application Addendum (if applicable)