



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# *GO Northern Virginia*

*Carolyn Parent, Council Chair*

[www.GOnorthernVA.com](http://www.GOnorthernVA.com)



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## ***GO Virginia***

***Created in 2016 by General Assembly  
SB 459 (Norment / Howell) and HB 846 (Cox)  
Requires regional cooperation  
among local governments  
Collaborating and sharing  
the cost of securing new business &  
in sharing in the revenue of those business***



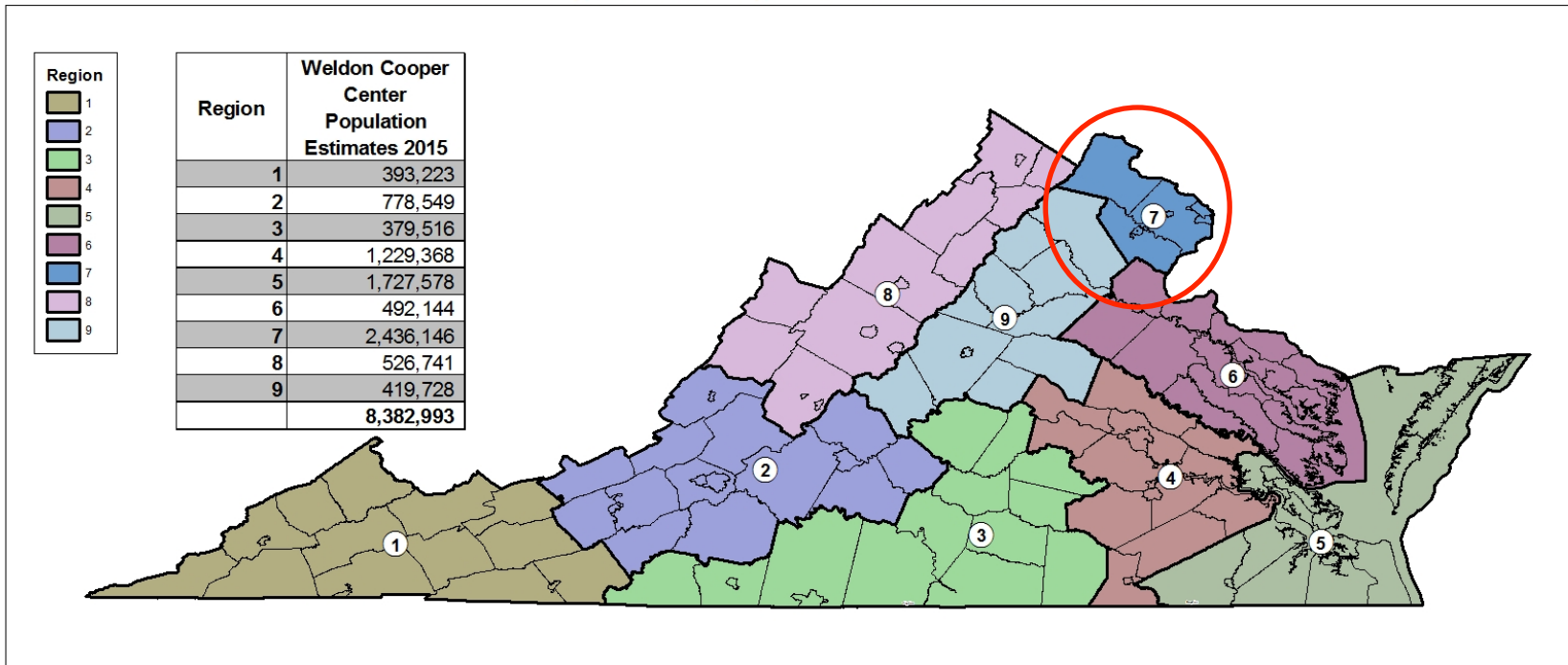
VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## ***GO Virginia Purpose Statement***

***“Create more higher paying jobs  
through incentivized collaboration,  
primarily through out-of-state revenue,  
which diversifies and strengthens  
the economy in every region”***

**It's About  
Collaborative Economic Development**

# Region 7 – Northern VA



**Region 7 includes:** Arlington, Fairfax, Loudoun, Prince William, Alexandria, Fairfax City, Falls Church, Manassas, Manassas Park



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## Why is GO Virginia needed?

- Virginia - lowest loss of any state in GSP during recession, BUT slowest in the country in recovery
- Every Virginia region (except Richmond area) growing more slowly than national average
- Virginia regained 362,000 jobs since recession; mostly in retail and lower paying than jobs lost



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## Why is GO Virginia needed?

- Virginia's unique local government and tax structure encourages competition instead of collaboration
- "The REGION" is the organizing unit of the 21<sup>st</sup> century economy, and Virginia lacks a purposeful approach to growing regional economies



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# Promotes Regional Success

- Private sector led with over half of 29 members come from leading businesses in this region
- Includes local governments
- Includes NVCC and GMU
- Does not directly attract or locate businesses



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO Northern VA's Council

John Backus

Sid Banerjee

Scott Brabrand

Hon. Ralph Buona

Jim Cole

Hon. Tom Davis

Hon. Laurie DiRocco

Eileen Ellsworth

Hon. John Foust

Jerry Gordon

David Guernsey

Michele Kang

Bobbie Kilberg

Greg Leisch

Paul Liberty

Matt McQueen (V Chair)

Hon. Marty Nohe (Treas)

Tim O'Brien

Carolyn Parent (Chair)

Jack Potter

Scott Ralls

Todd Rowley (Sec'y)

Hon. Tom Rust

Jen Siciliano

Danny Vargas

Sharon Virts

Charolene Wheeless

John Wood

Todd Yeats





VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# Promotes Regional Success

- Does not duplicate local economic development operations
- A catalyst for creative strategies, collaboration and partnerships that help this region thrive
- Data driven approach to planning supported by GMU Center for Regional Analysis



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO Virginia Board Supports

- The Va. Code & GO Va. Board set requirements of each region
- Growth and Diversification Plan focuses on cross-cutting strategic goals that overcome challenges facing this region as a whole and leverage the region's unique assets
- Requires performance matrix to show how the region's recommendations will provide results



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO Virginia Board Supports

- **Capacity Building**

One-time state General Fund \$\$s

To set up the regional council's organization (NVRC)

- **Regional “Per Capita” Allocations**

\$10.9 million statewide

\$3.2 million allocated to GO No Va (29.3% pop)

Require \$1-to-\$1 match

Region recommends; State board approves

- **Competitive Regional Allocations**

\$11.2 million statewide



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO Northern VA

- ✓ Growth and Diversification Plan Approved by State GO Va. Board in October
- ✓ Solicited Letters of Interest for Per-Capita Grants
  - Received 19 Letters
  - Only fund projects that can prove strong benefit and impact for our region and its localities
  - Applications for first awards due Oct 30
  - Approval by State GO Va. Board in December



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# Applications Anticipated

Focus almost exclusively on high tech and cyber security

- Workforce training, Credentialing (focus on Cyber)
- Small/Midsize business retraining, to grow capacity
- Entrepreneurial mentoring, peer-to-peer (CXO leadership)
- Partnerships to provide job training through educational institutions (high schools & colleges)
- Enhancing pathways to jobs



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO Northern VA

- ✓ More Per-Capita Grants in line
  - 13 Letters of Interest – likely invited to apply
  - Timelines not yet set
- ✓ Competitive Grants from State to Region 7
  - State has delayed due date (late December?)
  - Already in talks with Region 5 (Hampton Roads)
  - Other potential projects with 2 other regions



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

# GO No Va's Local Governments

- GO No Va's Council includes local elected officials
- Strong leadership in Region 7
- Participation by and with local governments necessary for success
- Participation includes funding (match)



VIRGINIA INITIATIVE FOR  
**GROWTH &  
OPPORTUNITY**  
IN EACH REGION

## Results of GO Northern VA?

- 1. Strengthening Northern Virginia's technology workforce,
- 2. Accelerating the development of 'growth' companies, and
- 3. Enhancing technology transfer and the commercialization of intellectual property from the region's research centers and institutions.