

STEP 1: BRAINSTORM IDEAS

Gather together friends, neighbors, colleagues and fellow innovators to brainstorm ideas that could generate prosperity in our region. All ideas are welcome and valued.

STEP 2: PRIORITIZE

Below is selection criteria to consider. Choose the best idea. The more boxes you can check, the better:

1 Does it fit within one of these four growth industries?

Business Services / IT Data Centers

High Value Natural Resource Products

Advanced Manufacturing and Materials

Health Care

2 Does it have the potential to bring high paying jobs to the region? Yes No

3 What is the budget for your idea?

4 What kind of return on investment would your community or the state expect to see?

5 Does our region have an already skilled workforce to fill those jobs? Is there training locally to create a skilled workforce?

STEP 3: CHOOSE WHICH GRANT TYPE IS RIGHT FOR YOU

Choose the best idea. Selection criteria to consider. The more boxes you can check, the better:

A Enhanced Capacity Building Grant

Meant to set you up for success in obtaining future grants, examples include feasibility/market studies, pre-development activities, operational structures and business strategy development.

- » Maximum Funding : \$100,000
- » Match: At least 1:1
- » Local Match: encouraged, not required
- » Partner Engagement: 2+ localities
- » Duration of Project: Funding commitment will cover up to a 2-year period.

B Per Capita Grant

For projects that spur collaboration between two+ localities/regions and have direct economic impact to Region 3.

(Examples include workforce training programs, business accelerators, research commercialization, broadband initiatives, targeted business assistance, industrial site development, etc.)

- » Maximum Funding : TBA
- » Match: At least 1:1
- » Local Match: 20% of requested funds or \$50,000 (whichever is greater)
- » Partner Engagement: 2+ localities
- » Duration of Project: Funding commitment will cover up to a 2-year period.

C State Competitive Grant

These are the same as per capita grants but have the gravitas to compete with proposals at the state level.

- » Match: At least 1:1
- » Partner Engagement: 2+ regions
(Councils of other participating regions must also endorse grant.)
- » Local Match: 20% of requested funds or \$50,000 (whichever is greater)
- » Duration of Project: Funding commitment will cover up to a 2-year period.

STEP 4: BE PREPARED TO SHOW THE FOLLOWING IN YOUR APPLICATION

Public/private entities that can show evidence of financial participation by collaborating localities, meeting a minimum threshold. Grant funds should offer broad community benefits and are not to be used as economic development incentive payments or to promote the activities of a single entity.

- A Collaboration** **B Applicant Eligibility** **C Matching Funds** **D Return on Investment Estimate**

STEP 5: KEY CONSIDERATIONS FOR YOUR PROPOSAL

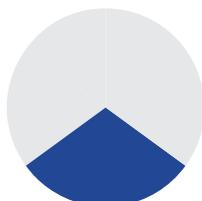
A Threshold Components

Make sure you're covered off on all 5 pieces of the pie that your application will be judged on.

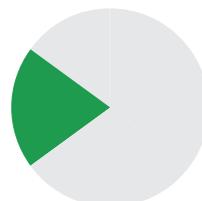
B Economic Impact (35%)



C Regional Collaboration (30%)



D Project Readiness and Capacity (20%)



E Project Sustainability (15%)



STEP 6: SUBMIT YOUR APPLICATION

For assistance contact gosouthernva@gmail.com

Questions and Application Preparation assistance: Liz Povar at 804.399.8297

Application Submissions: Gail Moody at 434.447.7101