



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

**A BUSINESS-LED STATEWIDE INITIATIVE
TO GROW AND DIVERSIFY THE PRIVATE SECTOR
IN EACH VIRGINIA REGION**



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GO Virginia is a bipartisan, game-changing idea that can provide a new framework for strengthening the economy of each region of the Commonwealth through the enhanced collaborative efforts of business, education, and local government that are incentivized and encouraged by the State.



3 KEY MESSAGE POINTS

1. An Urgent Need for Private-Sector Growth

- *Cuts in federal spending in Virginia have placed our economy seriously at risk, especially in No.Va. and Hampton Roads.; VA ranks near bottom in GDP growth.*
- *We are too dependent on the public sector statewide; 13 of the top 20 Virginia employers are public-sector entities or government contractors.*
- *It isn't going to change overnight: We need a sustained effort to grow and diversify the economy across Virginia, emphasizing private-sector job creation.*

2. Collaboration in Virginia's Diverse Regions

- *Private-sector growth requires a business perspective: businesses operate along economic, not political, boundaries.*
- *Each Virginia region has different assets and opportunities, requiring a bottom-up rather than top-down approach.*
- *To identify and exploit these distinctive growth opportunities, business, education, and local governments in each region must work together.*

3. State Government as a Catalyst and Partner

- *Significant state funds flow to localities, school divisions, higher education, and these resources should spur business, education, and governments to collaborate.*
- *The Commonwealth should be a reliable partner in providing financial incentives and assistance for regional collaboration.*
- *State resources should help produce greater economic output across the region rather than reallocating market share or picking winners and losers.*



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FORGING CONSENSUS FOR ACTION

- Building a broad grassroots coalition of business, education, and community leaders.
- Attracting bipartisan support from Governor and General Assembly.
- Promoting bipartisan political support locally and regionally.
- Actively engaging organizations that currently play a significant role in economic development in each region.
- Developing proposals that align with and help implement:
 - ✓ Governor's "New Virginia Economy" plan
 - ✓ General Assembly's "Top Jobs" legislation
 - ✓ Virginia Chamber of Commerce: "Blueprint Virginia"
 - ✓ JLARC studies on workforce and efficiency through local collaboration
 - ✓ Virginia Business Higher Education Council: "Grow By Degrees"
 - ✓ Council on Virginia's Future: "Virginia Performs"
 - ✓ State Council of Higher Education: "Statewide Strategic Plan"



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PRESERVING LOCAL AUTONOMY & PROVIDING COLLABORATIVE TOOLS

- **Respecting local government authority—using incentives, not mandates.**
- ***Not* proposing new taxes, or new layers of government.**
- ***Not* proposing constitutional or changes to local authority.**
- ***Not* altering local control over schools, land use, or any other governmental function.**
- ***Not* a “regionalism” agenda:**
 - **Private sector-focused, market-driven initiative rather than bigger government.**
 - **No requirement or expectation that every locality will choose to participate in every project in a region.**
- **Building on existing successes in regional cooperation:
*mobilizing greater support and providing additional tools.***



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POLICY DEVELOPMENT: 5 PRIORITY AREAS

INNOVATION

INVESTMENT

IMPROVEMENT

INVENTION

INFRASTRUCTURE

INNOVATION

Grants that leverage investment in key industry sectors.

INVESTMENT

Incentives for localities to cooperate on economic development.

IMPROVEMENT

Cost-saving collaboration by localities,
school divisions, and colleges.

INVENTION

Investment in research leading to new business ventures.

INFRASTRUCTURE

Capital projects with regional economic impact.

How you can help!



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