

**GO VIRGINIA
REGION 7
PROJECT PROPOSAL OVERVIEW**

- **Tech Talent Pipeline**
 - Key Sponsor(s): Northern VA Community College & Northern VA Technology Council (NVTC)
 - Jurisdictional participants: the Cities of Alexandria, Fairfax, and Falls Church; Arlington, Fairfax, Loudoun and Prince William Counties, and the Town of Herndon
 - Purpose: to expand the tech talent pipeline in Northern Virginia through an online portal that communicates skills and competencies required of tech positions and links candidates to job opportunities using NVTC's existing Tech Talent Pipeline Employer Collaborative.
 - Goal: to increase the number of enrollees in software development and cybersecurity courses and the number of certifications and credentials earned.
 - Total Grant Application: \$820,000 (Local match = \$410,000)
 - Alexandria Contribution: \$23,309 for a cash contribution, the source of which needs to be identified.
- **Strengthening Arlington/Alexandria's Technology Workforce**
 - Key Sponsor(s): Arlington/Alexandria Regional Workforce Council
 - Jurisdictional participants: Arlington County and the City of Alexandria
 - Purpose: supports the credentialing of individuals interested in transitioning to computer science related occupations, and provides currently employed technology workers from small- and medium-sized firms with up-training and credentialing services.
 - Goal: to grow and strengthen Northern Virginia's technology workforce by closing the skills gap for unemployed or underemployed workers, and helping currently employed workers achieve higher levels of training and certification to promote career advancement.
 - Total Grant Application: \$403,793 (Local match = \$201,897) ~ *note the total project budget is spread over two fiscal years (FY 18 & FY 19)*
 - Alexandria Contribution: \$113,168 over FY 18 and FY 19 which will be funded within DCHS's existing budgets, leveraging Supplemental Nutrition Assistance Program Employment and Training (SNAPET) funding and in-kind staff salaries.
- **Strengthening Arlington/Alexandria's Startup Community**
 - Key Sponsor(s): AEDP and Arlington Economic Development
 - Jurisdictional participants: Arlington County and the City of Alexandria
 - Purpose: to accelerate the development of high-growth companies within Alexandria and Arlington by facilitating connections between entrepreneurs, increasing access to capital, helping startup firms source top talent, and creating partnership between early-stage and successful entrepreneurs.

- Goal: to make the regional startup community more resilient and prosperous so startup firms achieve sustained profitability resulting in increased job creation and capital investment.
- Total Grant Application: \$200,000 (Local match = \$100,000)
- Alexandria Contribution: \$50,000 which will be funded within AEDP's existing budget and with in-kind contributions of space and resources at AEDP's Capitol Post program.
- **Innovation Commercialization Assistance Program**
 - Key Sponsor(s): George Mason University
 - Jurisdictional participants: the Cities of Alexandria and Fairfax, Fairfax and Loudoun Counties, and the Town of Leesburg.
 - Purpose: expand George Mason's existing Innovation Commercialization Assistance Program (ICAP) to provide increased instruction, counseling, and mentorship to tech and venture-backed startups to facilitate the technology transfers and the commercialization of intellectual property.
 - Goal: to increase the number and pace of technology/innovation transfers in key industry clusters to facilitate increased sales from commercialized products and new job creation.
 - Total Grant Application: \$300,000 (Local match = \$150,000)
 - Alexandria Contribution: GMU will submit the City's existing annual contribution to the Alexandria Small Business Development Center (SBDC) towards the local match requirement, along with those from other participating jurisdictions.