

Virginia Tourism Corporation (VTC) is committed to creating and sharing resources with Virginia’s Tourism Industry to Maximize Tourism Potential. Following are six, key programs to support and expand tourism marketing and product development, with an emphasis on leveraging tourism resources. For more information, visit [VATC.org/grants](https://vatc.org/grants)

1 (VTC) VA250 Tourism Marketing Program

What’s available:	Reimbursable grant program to leverage existing marketing funds. Requires a targeted and research-based marketing plan designed to drive tourism against the backdrop of America’s 250th commemoration
Marketing Focus:	Destinations, programs, attractions, museums and events related to America’s 250th Commemoration and the quest for freedom
Who is eligible:	Officially recognized VA250 Committees, historic sites and museums. For information on how to become an officially recognized VA250 Committee, please visit <a href="https://www.va250.org">www.va250.org</a>
Match:	If in a federally recognized Economic Development District required minimum match is 1:1 in-kind match; if not in a federally-recognized Economic Development District required minimum match is 1:1 cash match
SPRING Round	<b>Opens:</b> March 25 — <b>Closes:</b> April 24
FALL Round	<b>Opens:</b> September 16 — <b>Closes:</b> October 23
Max Award:	\$10,000
How:	Online application portal
Contact:	Email <a href="mailto:VTCMLPGrant@virginia.org">VTCMLPGrant@virginia.org</a>

2 (VTC) Marketing Leverage Program

What’s available:	Reimbursable grant program to leverage existing marketing funds. Requires a research-based and measurable marketing plan designed to drive tourism to Virginia
Who is eligible:	Virginia travel industry partners including small businesses, DMOs, private sector attractions, accommodations, museums, lodging and events
SPRING 2026 Round	<b>Opens:</b> Mid-February 2026
How:	Online application portal
Award Tiers:	<b>Tier One:</b> 1:1 minimum cash match for award of up to \$20,000 <b>Tier Two:</b> 2:1 minimum cash match for award of up to \$50,000
Contact:	Email <a href="mailto:VTCMLPGrant@virginia.org">VTCMLPGrant@virginia.org</a>

## 3 (VTC) MMLP Grant Program

<b>What's available:</b>	Reimbursable grant program to leverage existing marketing funds. Requires a targeted and research-based marketing plan designed to drive tourism to VA.
<b>Marketing Focus:</b>	Small business and shoulder season (September to May) marketing
<b>Who is eligible:</b>	Small tourism-related business with 20 or fewer full-time equivalent employees including boutique retail, restaurants, food trucks, small attractions, craft breweries, distilleries, wineries, boutique lodging and B&Bs, and events focused on shoulder season visitation.
<b>Additional eligibility:</b>	Chambers of Commerce, NGOs, such as PDCs and Main Street organizations, may apply but the application must support microbusinesses and/or shoulder season visitation with a robust marketing plan. If the Chamber, Main Street or organization is an officially designated DMO appearing on this list <a href="http://www.vatc.org/dmolist">www.vatc.org/dmolist</a> then they may only apply in the VTC Vacation Starts with VA DMO MMLP Co-Op program.
<b>Opens:</b>	June 10 — <b>Closes:</b> July 24
<b>Max Award:</b>	Award: \$5,000 to small businesses and qualified organizations. DMO's that appear on this list <a href="http://www.vatc.org/dmolist">www.vatc.org/dmolist</a> are not eligible and must apply for the VTC Vacation Starts with VA DMO MMLP Co-op.
<b>How:</b>	Online application portal
<b>Contact:</b>	Email <a href="mailto:VTCMLPGrant@virginia.org">VTCMLPGrant@virginia.org</a>

## 4 (VTC) Vacation Starts with VA DMO MMLP Co-Op Program

<b>What's available:</b>	Reimbursable grant program to leverage existing marketing funds. Requires a targeted and research-based marketing plan designed to drive tourism to VA using the Vacation Starts with VA Co-op and Toolkit.
<b>Marketing Focus:</b>	September to November 2025; must include hub and spoke with three small tourism-oriented businesses. Participation in this program may allow DMOs to activate retargeting in early 2026
<b>Who is eligible:</b>	VTC Officially recognized DMOs appearing on this list: <a href="http://www.vatc.org/dmolist">www.vatc.org/dmolist</a>
<b>Opens:</b>	June 10, 2025— <b>Closes:</b> June 26, 2025 * Note the shorter application window
<b>Award tiers:</b>	<b>Tier One:</b> \$30,000 <b>Tier One:</b> \$30,000 <b>Tier One:</b> \$30,000 <b>Tier One:</b> \$30,000 * Limited spots Tiers 2, 3, & 4. Multi-DMO partnerships encouraged at higher tiers * Funding for most DMOs to participate in Tier 1. Applications are competitive and applicants will select their preferred tier in the application Depending on the number of applications, DMOs may be offered a lower tier.
<b>How:</b>	Online application portal
<b>Contact:</b>	Email <a href="mailto:VTCMLPGrant@virginia.org">VTCMLPGrant@virginia.org</a>

5 Virginia Regional Tourism Marketing Funds

**What's available:** Tourism Grants funding local and regional marketing, and the marketing and operations of special events and festivals ~ There are two programs:

Virginia DMO Marketing Grants

**Who is eligible:** Official Virginia DMOs for marketing expenses that show positive and significant economic impact on tourism and must include marketing plans designed to drive visitation to Virginia

**SPRING 2026 Round** **Opens:** Mid-February 2026

**How:** Online application portal

**Award Tier:** Up to \$20,000 with minimum 50% cash or in-kind match

**Contact:** Email [VTCDMOGrant@virginia.org](mailto:VTCDMOGrant@virginia.org)

Virginia Special Events and Festivals Program

**Who is eligible:** Virginia based special events and festivals for marketing and production of special events and festivals; special events and festivals must have at least two years of prior attendance since 2017 and must have a minimum attendance of 500 attendees  
Special events and festivals with less than 500 attendees should apply for the Marketing Leverage Program

**Important Notes:** **\* This round will be for calendar year 2026 events (Events occurring between Jan 1st, 2026, and December 31, 2026).**  
**\* Special events and/or festival must show** positive and significant impact on tourism and marketing plan must be designed to drive visitation to Virginia. 50% of award may be spent on event production costs. Applications with plans to use production funding to expand festival capacity; add a stage, enhance visitor experience, add artisan markets, concessions, food trucks, or other revenue generating activities will score higher

**Award tiers:** **Tier One:** 1,000-4,999 attendees; up to \$5,000 award with minimum 50% cash or in-kind match  
**Tier Two:** 5,000-19,999 attendees; up to \$10,000 award with minimum 50% cash or in-kind match  
**Tier Three:** 20,000+ attendees; up to \$20,000 award with minimum 50% cash or in-kind match

**Opens:** July 22 — **Closes:** September 11

**How:** Online application portal

**Contact:** Email [VTCSEFProgram@virginia.org](mailto:VTCSEFProgram@virginia.org)

## 6 Drive Tourism+ Workshop

What's available:	\$10,000 up front grants to 10 DMOs
Who is eligible:	Virginia DMO's only
When:	Next round opening <b>March 2025</b> Next round applications open January 2025. Workshops held March - September 2025
How:	DMOs complete online application hold a VTC-led community workshop and requires 50% cash or in-kind match. Program utilizes competitive strategies and hub-and-spoke method for promotion and product development. Funds can be used towards marketing and/or enhancing tourism products outlined by the program guidelines. More information is available on <a href="https://vatc.org/drivetourism">VATC.org/drivetourism</a>
Contact:	Caitlin Johnson <a href="mailto:ccjohnson@virginia.org">ccjohnson@virginia.org</a>   Jacob Bower <a href="mailto:jbower@virginia.org">jbower@virginia.org</a>

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## 7 Tourism Development Finance Program (TDFP)

What's available:	Quarterly tax rebates contributing to the capital investment of new tourism projects
Who is eligible:	Economic Development Organizations (are the applicant)
When:	Year-round; no time limitations
How:	An EDO identifies and proves a <i>Deficiency</i> for new tourism product based on high visitor demand, using current research from a locality's <i>Tourism Development</i> and <i>Marketing Plans</i> , and a Developer's comprehensive <i>Market Study</i> . Much like <i>Tax Increment Financing (TIF)</i> , both a Municipality and State divert and contribute future tax revenues from a new project towards the Developer's debt with the Lender.
Contact:	Wirt Confroy <a href="mailto:wconfroy@virginia.org">wconfroy@virginia.org</a>   (804) 545-5552

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## 8 Tourism Improvement Districts (TID)

What's available:	A visitor fee collected by tourism businesses for tourism marketing & development
Who is eligible:	A newly formed TID Governing Board comprised of zone participating businesses
When:	Year-round; no time limitations
How:	Local lodging, dining, retail and tourism businesses petition the local government to create a TID's district and plan. The plan defines the geographic zone and fund uses. The TID Governing Board hires a non-profit to help manage the program
Example:	Learn from VA's first TID in action > Richmond Region Tourism TID
Contact:	Wirt Confroy <a href="mailto:wconfroy@virginia.org">wconfroy@virginia.org</a>   (804) 545-5552