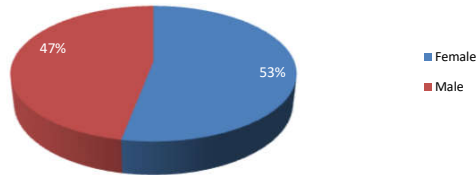


**The SkillSource Group, Inc.**  
Virginia Financial Services Network (VFSN)

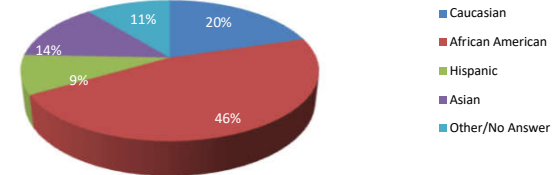
	Dec '15- Jun '16	Jul '16- June '17	Jul '17- June '18	Jul '18	Aug '18	Sept '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Cumulative	Goals
<b>Provided Information on VFSN</b>	<b>666</b>	<b>429</b>	<b>393</b>	<b>24</b>	<b>21</b>	<b>32</b>	<b>17</b>	<b>31</b>	<b>15</b>	<b>13</b>	<b>16</b>					<b>1657</b>	
<i>Viewed VFSN Video</i>	209	429	393	3	5	9	7	7	7	13	16					1098	
<i>Interested in VFSN</i>	100	142	91	3	5	9	7	7	7	13	16					400	
<b>Applied for VFSN</b>	<b>26</b>	<b>99</b>	<b>77</b>	<b>3</b>	<b>5</b>	<b>9</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>13</b>	<b>3</b>					<b>256</b>	<b>600</b>
<i>Treatment</i>	13	45	74	3	5	9	6	7	7	13	3					185	300
<i>Control</i>	13	44	2	0	0	0	0	0	0	0	0					59	300
<i>Veterans</i>	4	10	5	0	0	0	1	0	3	1	1					25	
<i>Receiving Financial Coaching</i>	15	57	76	3	5	9	7	7	7	13	3					202	
<i>Receiving WIOA Training</i>	4	50	21	0	1	5	0	0	3	4	1					89	
<b>Clients Exited</b>	<b>6</b>	<b>26</b>	<b>27</b>	<b>0</b>	<b>4</b>	<b>5</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>3</b>					<b>79</b>	
<i>Received Industry Credential</i>	2	5	13	0	0	1	4	3	0	1	1					30	190
<i>Entered Employment</i>	6	17	27	0	3	5	4	4	0	0	3					69	216
<i>Average Hourly Wage at Placement</i>	\$17	\$24	\$16	\$0	\$29	\$21	\$36	\$27	\$0	\$0	\$14					\$17	

**Client Demographics**

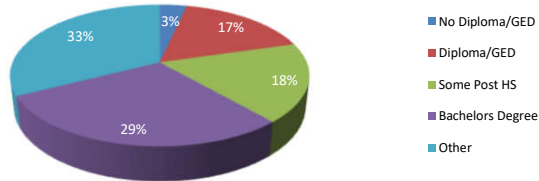
**Gender**



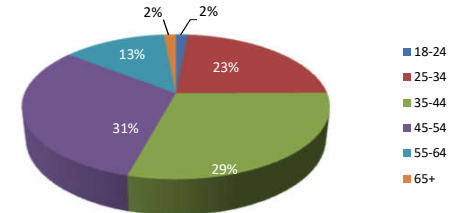
**Ethnicity**



**Education**



**Age**



**Veteran Status**

