

Department of Family Services

Employment & Training Team Report – March 2016

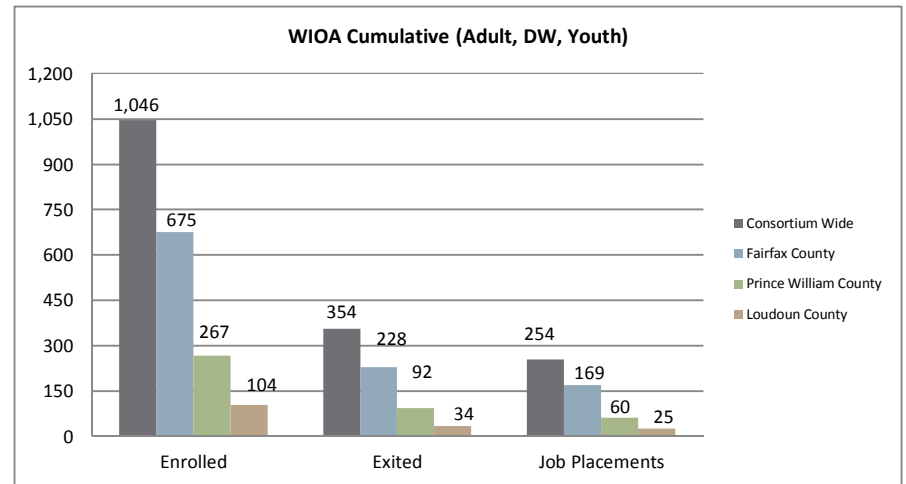
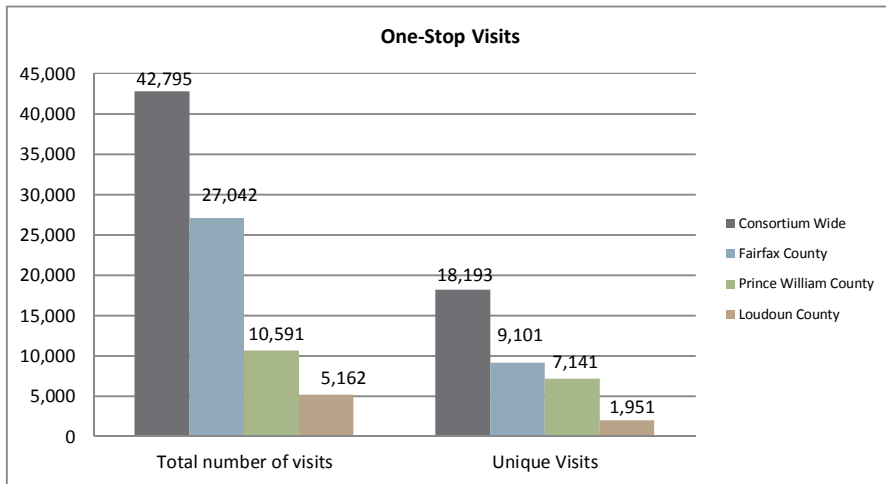
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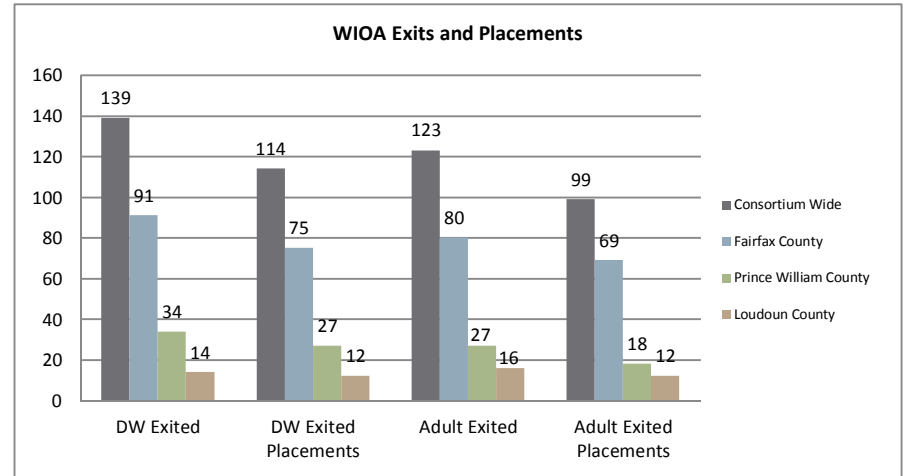
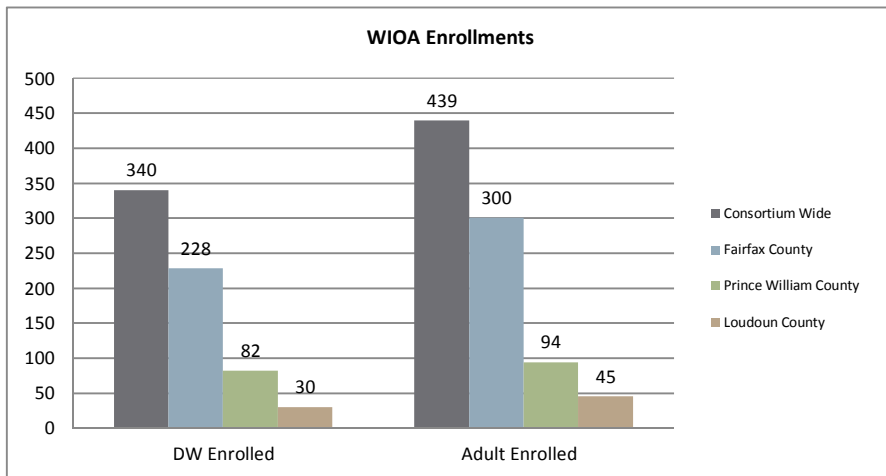
Northern Virginia Workforce Innovation and Opportunity Act, Area XI

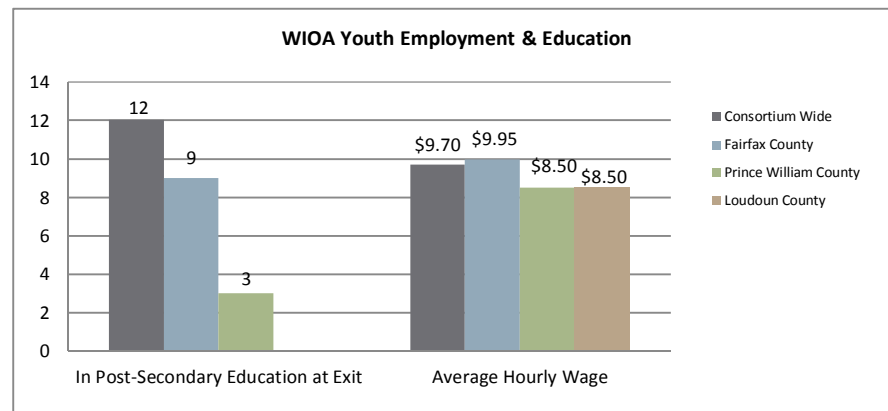
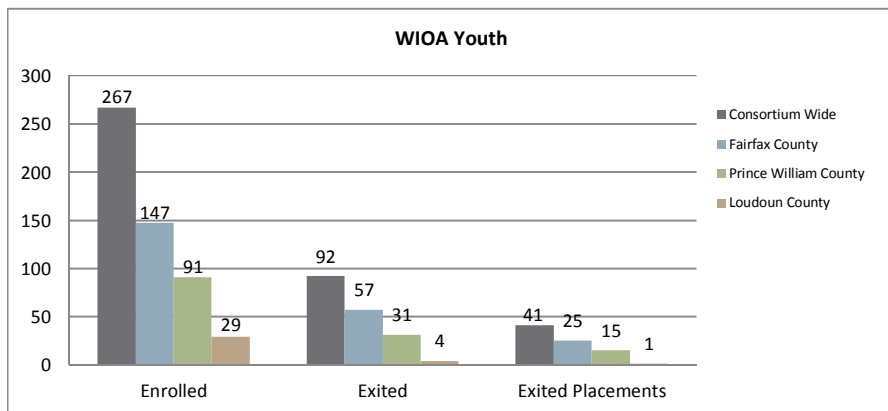
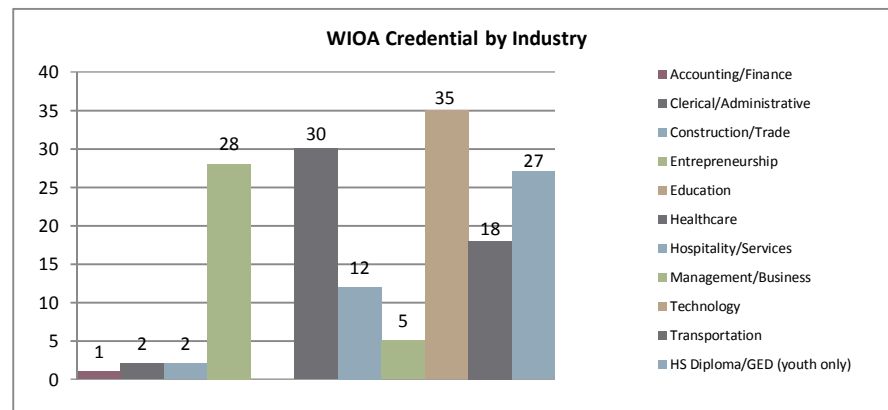
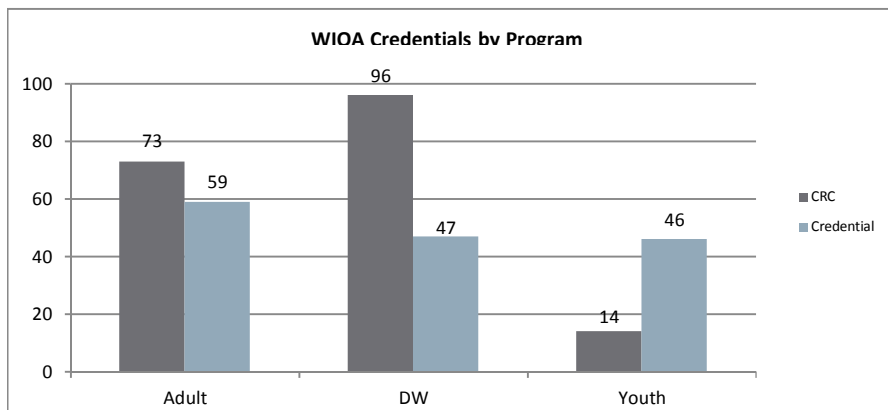
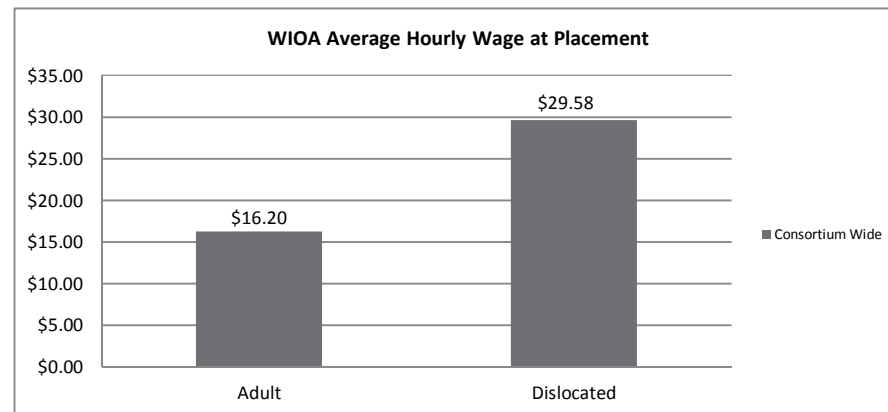
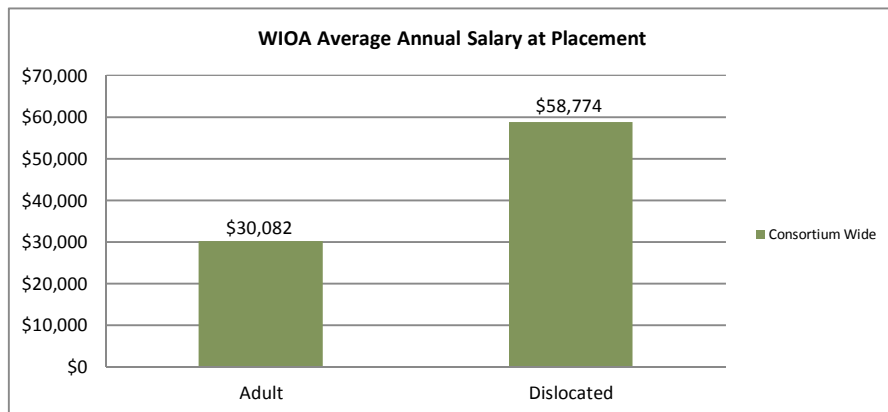
WIOA Adult, Dislocated Worker, and Youth Statistics (July 1, 2015 to March 31, 2016)

At-A-Glance					
One-Stop Services		WIOA Services (Youth/Adult/DW)		All Employment & Training Programs	
Center Visits	42,795	Total Participants	1,046		
Unique One-Stop Visits	18,193	WIOA Job Placements	254	Total Enrolled	1,259
One-Stop Job Placements	346	Average Hourly Wage at Placement (Adult)	\$16.20	Total Exited	460
Average Hourly Wage at Placement	\$13.36	Average Hourly Wage at Placement (DW)	\$29.58	Total Job Placements	389
		Average Hourly Wage at Placement (Youth)	\$9.70	Total Participants with Disabilities	184
		Credentials Received (at Closure)	152	Total Veterans	83



WIOA Breakdown - Adult, Dislocated Worker and Youth

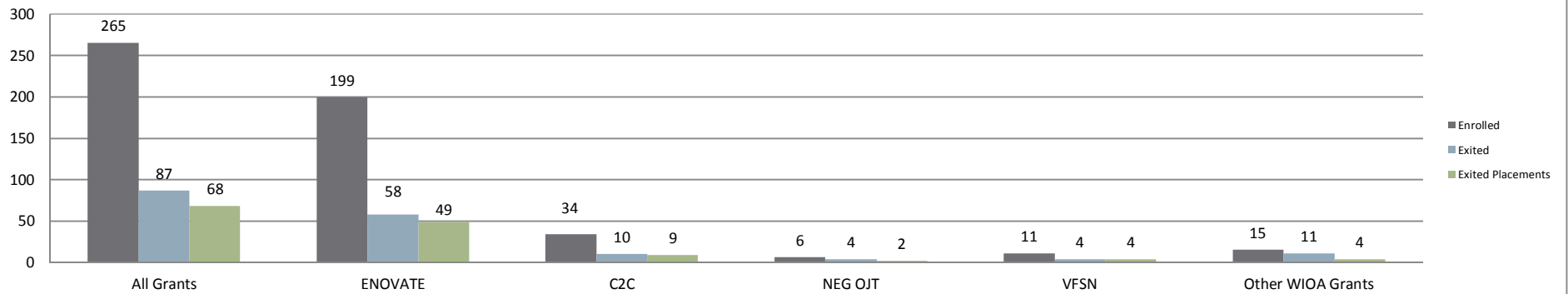




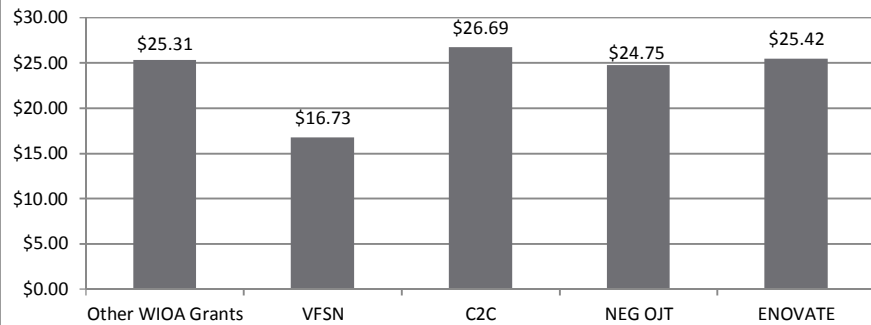
Northern Virginia Workforce Innovation and Opportunity Act, Area XI

WIOA Grants and Other Programs Statistics (July 1, 2015 to March 31, 2016)

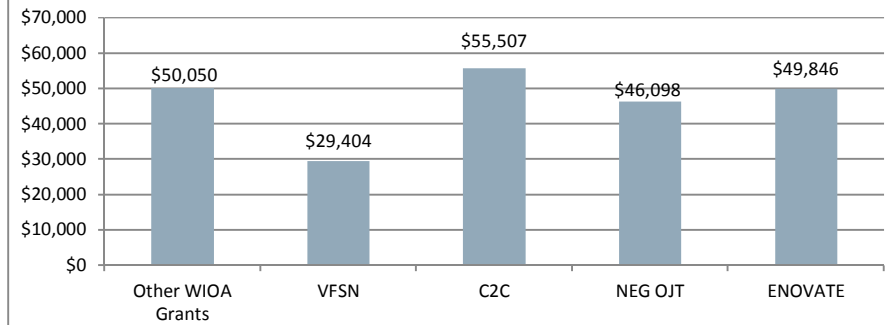
Grant Program Report



Average Hourly Wage at Placement

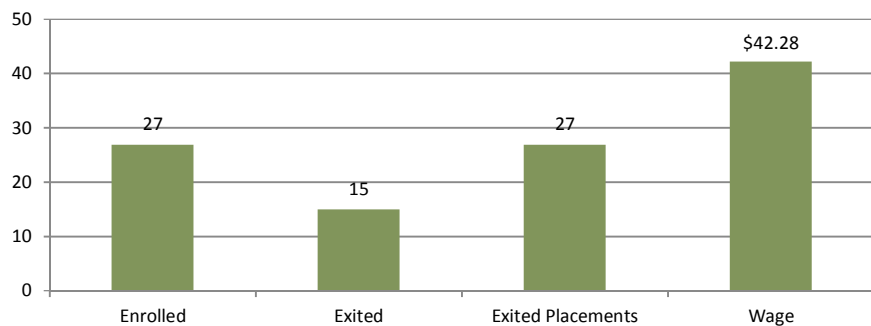


Average Annual Salary at Placement

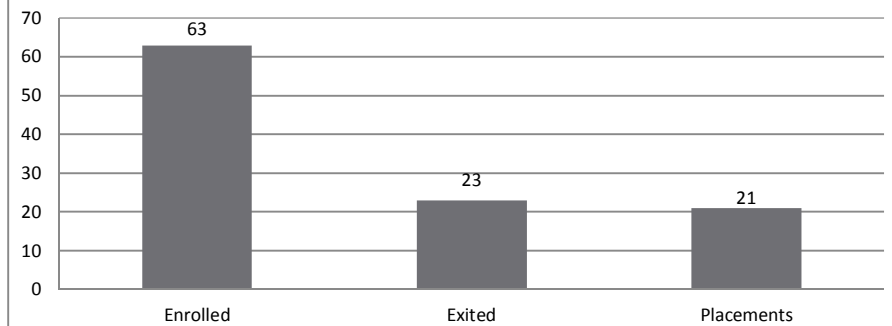


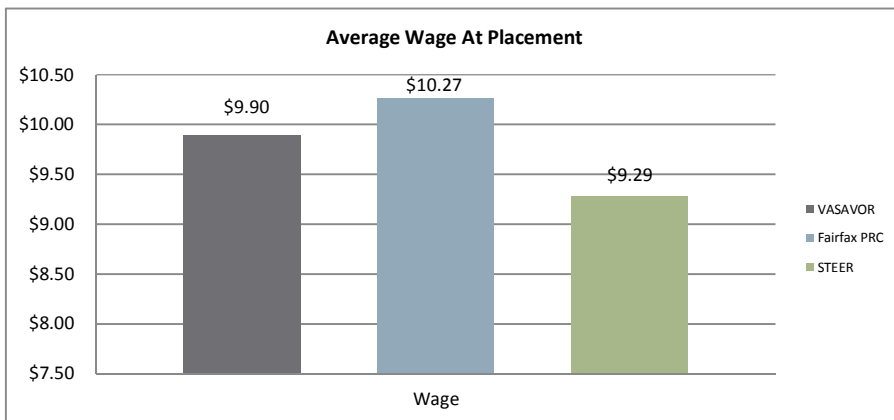
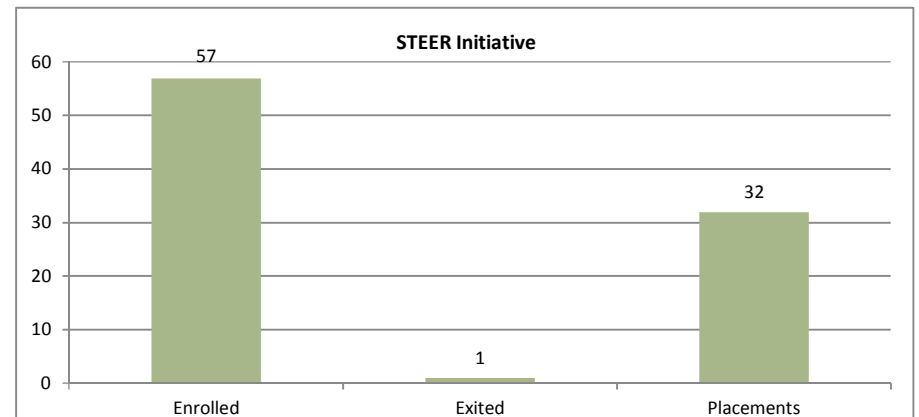
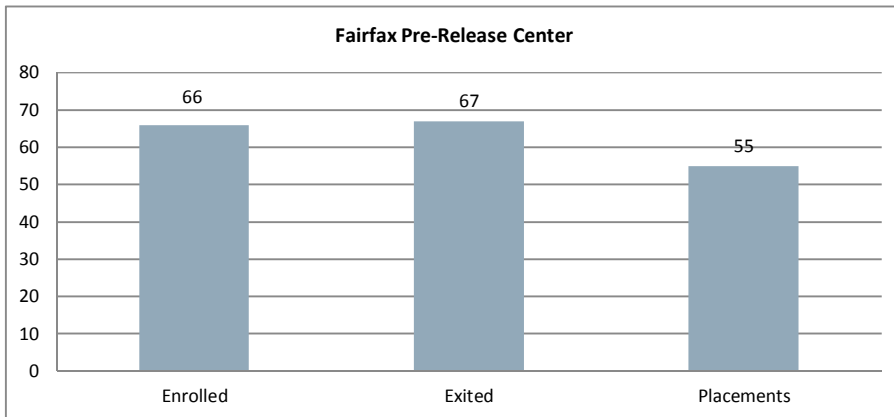
Non WIOA Grants

J4Vets



VASAVOR

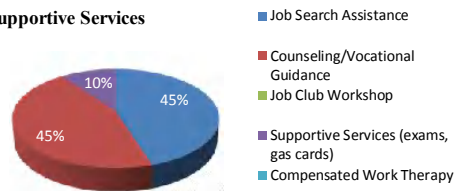




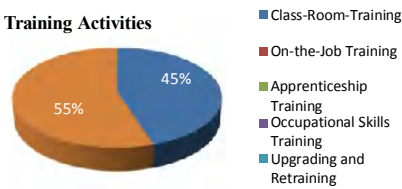
The SkillSource Group, Inc.
Jobs for Veterans Monthly Report - **Year 4**

										Yearly Cumulative Outcomes					
	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	4th Year Cumulative	4th Year Goal	4th Year Adjusted Goal	3rd Year Cumulative	2nd Year Cumulative	1st year Cumulative
Clients Enrolled	20	0	2	5	0	0	0	0	0	27	20	27	143	148	88
<i>Placed in Training</i>	5	7	3	0	4	0	0	1	1	21	16	22	101	119	66
Placed in Employment	1	4	3	2	0	2	1	1	1	15	14	19	96	96	27
<i>Average Hourly Wage at Placement</i>	\$51.44	\$57.76	\$37.04	\$35.87	\$0.00	\$55.84	\$50.48	\$22.87	\$26.95	\$42.28	\$20.00	\$20.00	\$30.97	\$31.33	\$26.82
Exited	1	4	3	2	0	2	1	1	13	27	20	27	143	148	88
<i>Employed at Exit</i>	1	4	3	2	0	2	1	1	1	15	14	19	96	96	27

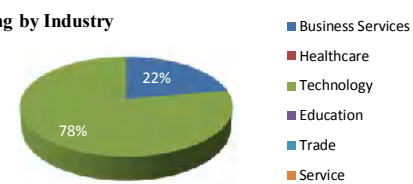
Supportive Services



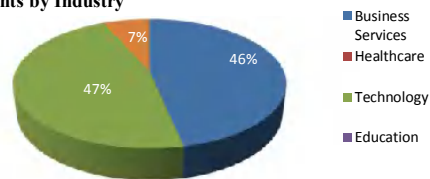
Training Activities



Training by Industry

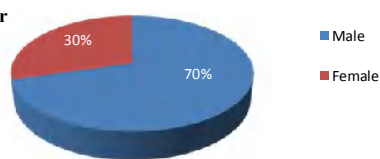


Job Placements by Industry

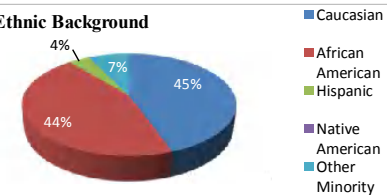


Demographics

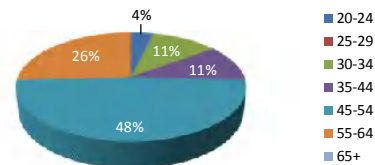
Gender



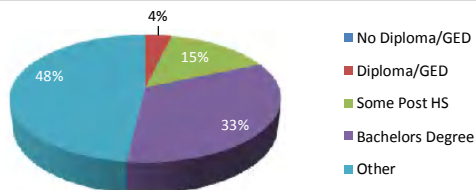
Ethnic Background



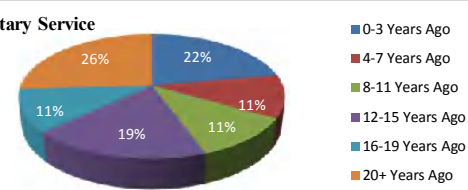
Age



Education



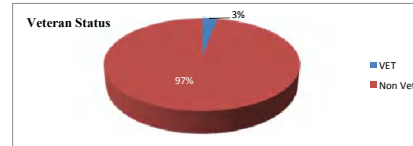
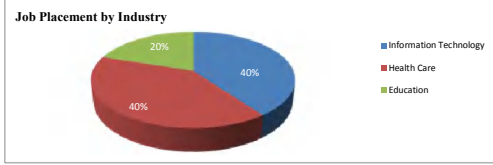
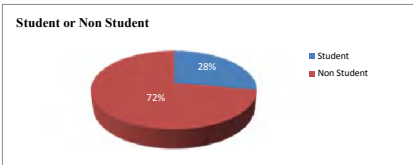
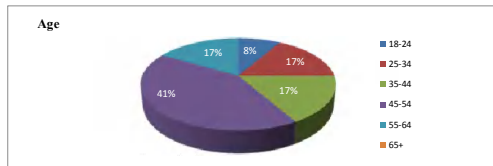
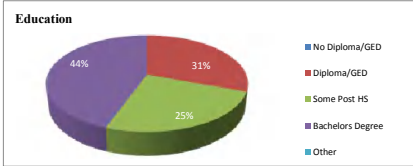
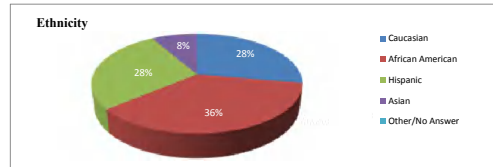
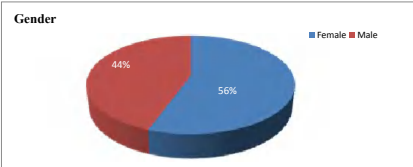
Last Military Service



The SkillSource Group, Inc.
 Credentials to Careers (Cumulative)

	Nov-13	Dec-13	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Cumulative	Goals
Monthly Visits	13	12	41	65	52	76	55	56	55	52	31	39	58	29	49	34	38	108	85	80	83	82	97	82	63	41	29	45	51	1601	250
Clients Enrolled	0	1	1	0	2	0	1	0	1	2	0	0	0	0	0	0	0	0	2	2	2	1	7	5	1	2	1	2	3	36	100
Enrolled in WIA (Manassas)	0	1	1	0	2	0	1	0	1	2	0	0	0	0	0	0	0	0	2	2	2	1	7	5	1	2	1	2	3	36	
In Training Activity	0	0	0	0	0	0	0	3	0	1	0	0	1	0	0	0	0	0	0	1	2	1	5	4	2	1	5	2	3	31	90
Completed Training	0	0	0	0	0	0	0	0	0	0	0	0	1	0	1	0	1	0	2	0	0	0	2	4	4	3	2	1	1	22	
Received Credential	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	1	0	0	1	2	0	0	3	2	0	10	45
Entered Employment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	2	0	1	2	1	2	1	10	66
Clients Exited	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1	0	0	0	0	3	0	1	2	1	2	1	12	
Employment at Exit	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	2	0	1	2	1	2	1	10	
Average Hourly Wage at Placement	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$10	\$0	\$0	\$0	\$0	\$0	\$10	\$0	\$0	\$0	\$0	\$11	\$0	\$10	\$50	\$41	\$25	\$18	\$25	
Core Clients Employed	0	0	0	0	2	1	2	1	0	0	0	0	1	0	1	1	0	3	2	6	1	3	2	3	4	1	2	5	1	42	

Demographics

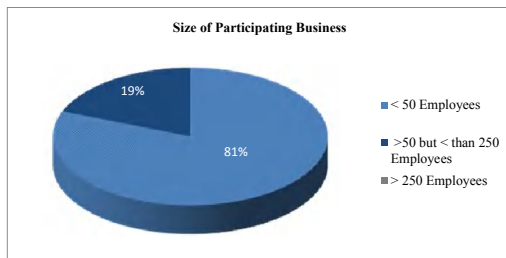
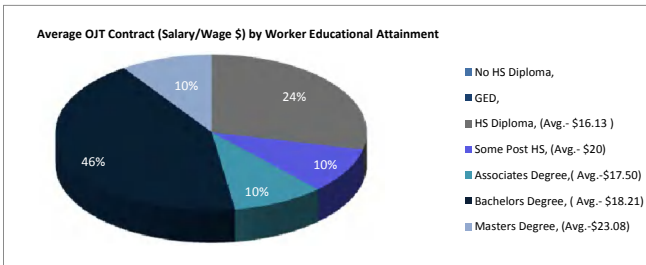
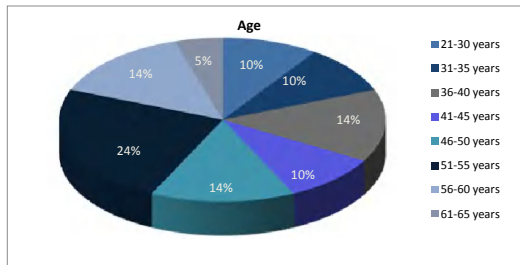
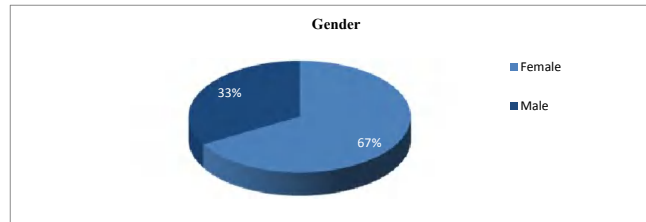
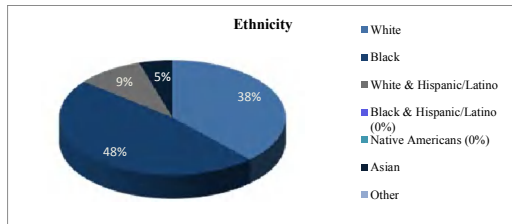


Northern Virginia Workforce Area #11
DWT NEG OJT Grant -March 2016 Report

Formula OJT	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	MTD	
OJT Eligible Clients Identified	2	10	25	24	21	12	10	20	33	11	13	10	8	5	7	7	15	19	22	9	11	3	8	13	318	
Enrolled in OJT Funded Training	1	1	0	1	0	1	4	2	4	0	0	3	2	0	0	1	0	0	0	0	0	1	0	0	21	
Exits	0	0	0	0	2	0	1	1	3	4	0	1	0	0	3	0	0	2	0	0	1	1	0	0	19	
Entering Employment at Exit	0	0	0	0	2	0	1	1	2	4	0	1	0	0	2	0	0	0	0	0	1	1	0	0	15	
Entered OJT Employment at Exit	0	0	0	0	1	0	0	1	1	4	0	1	0	0	1	0	0	0	0	0	0	0	0	0	9	
Entered OJT Related Employment at Exit	0	0	0	0	0	0	0	0	1	0	0	0	0	0	1	0	0	0	0	0	0	1	0	0	3	
Employers Contacted	19	7	16	6	20	9	18	19	18	11	16	7	19	15	12	8	15	16	21	27	11	17	25	12	364	
Employer Contracts Checklist Recd	(PreAward	6	2	1	2	5	4	8	0	2	3	3	1	4	0	3	1	0	0	1	3	1	1	1	0	52
Client Referrals for Placement	2	0	19	49	28	25	21	19	35	24	13	5	5	5	5	3	2	2	2	2	3	2	2	3	276	

* Additional clients entered employment unrelated to OJT. Current total: 3

Formula OJT Placed Participant Demographics



Virginia Serious and Violent Offender Reentry Program
Monthly Report

	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16
Active Caseload	40	41	43	46	48	45	47	49	46			
Receiving Placement Services	40	41	43	46	47	41	44	46	39			
New Placements	1	2	3	4	3	1	3	5	1			
Unique Placements	1	2	3	2	3	1	1	5	1			
Currently Working	30	28	27	30	33	27	24	29	27			
Receiving SSI	0	1	0	1	0	0	0	1	0			
Technical Violations	1	0	0	1	1	2	1	1	2			
Re-Offended	0	0	0	0	0	0	0	0	0			
New enrollments	2	3	3	3	5	1	3	3	1			
Returned to program	0	1	1	0	0	0	0	0	0			
Upcoming referrals	1	3	3	3	1	1	2	2	2			
Exited from Program	4	3	2	2	3	3	1	1	4			
Dual Enrollment Referral(WIOA)	0	0	0	0	0	0	0	0	0			
Training Expenditures	\$0	\$0	\$4,249.00	\$0	\$5,200.00	\$0	\$3,700.00	\$0	\$0			
Supportive Services Expenditures	\$1,775.00	\$145	\$1,400.00	\$2,262.00	\$0	\$0	\$29.00	\$1,392.00	\$2,600.00			

*Final Supportive Services Expenditures Reported on One Month Delay

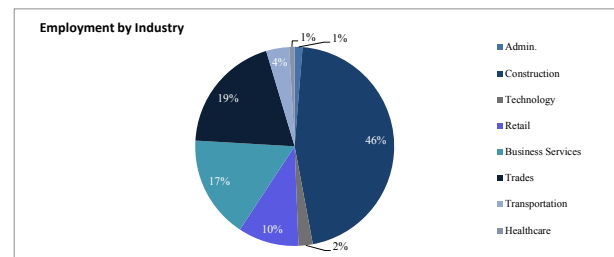
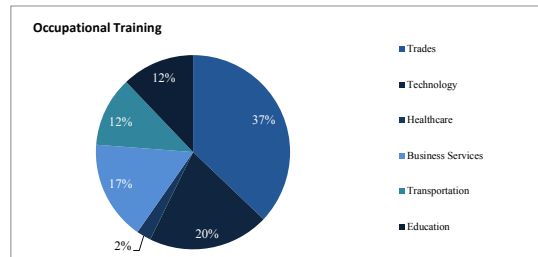
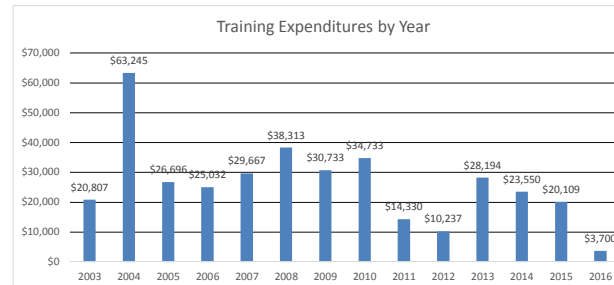
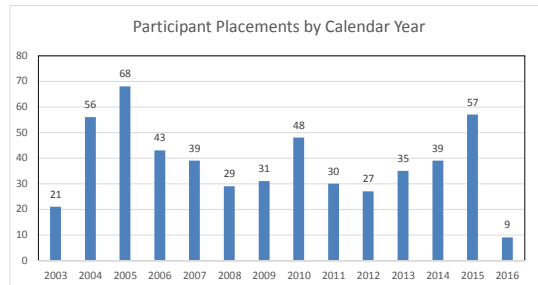
Cumulative (since program inception in 2003):	
Enrollment	513
Placements*	532
Exited**	469
Deceased	6
Average Hourly Wage	\$9.90
Re-Offended	22
Insured by Federal Bonding	84
Total Bonding Value	\$420,000
Training Expenditures	\$369,346

*Multiple placements may be made for one participant

**Exited participants may be returned to program

March Placements				
Position	Industry	Starting Wage	Hours Per Week	Benefits?
Dispatcher	Transportation	\$10.00	30	No

Recidivism Rate: 4%

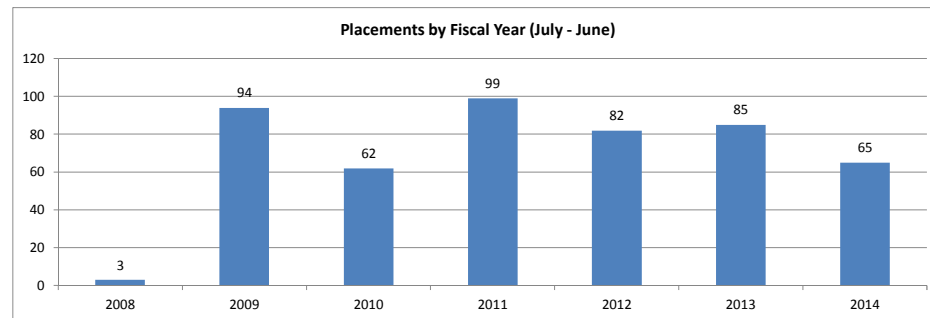
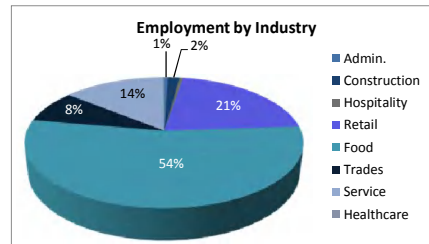
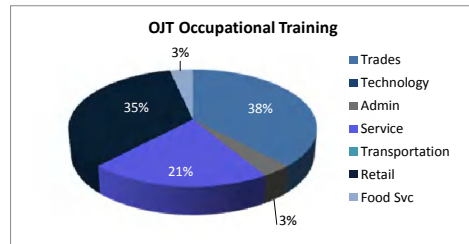


Fairfax Pre-Release Center
Monthly Report

	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16
Enrolled	7	10	8	4	7	4	9	10	7			
Placed in Employment	4	5	10	5	5	4	6	7	9			
Exited	7	6	5	9	6	6	5	10	13			
<i>Employed at Exit</i>	6	5	4	8	6	6	4	8	11			
<i>Unemployed at Exit</i>	1	1	1	1	0	0	1	2	2			
Currently Employed	19	18	23	19	18	16	17	15	11			
<i>Average Hourly Wage</i>	\$10.34	\$10.24	\$10.23	\$10.13	\$10.25	\$10.24	\$10.39	\$10.21	\$10.39			

Cumulative	
Enrolled	725
Non-Exited Placements	128
Exited	597
<i>Unemployed at Exit</i>	106
<i>Employed at Exit</i>	469
Insured by Federal Bonding	58
<i>Total Bonding Value</i>	\$290,000
Total On the Job Trainings	29
<i>On the Job Training Expenditures</i>	\$62,628
Re-Offended	59

Recidivism Rate 8%



Sample of Monthly Placements

Positions	Employers	Wage
Clothing Hanger/Clerk	The Salvation Army	\$10.00
Crew	Chipotle	\$9.00
Crew	McDonald's	\$8.50

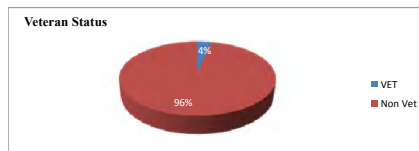
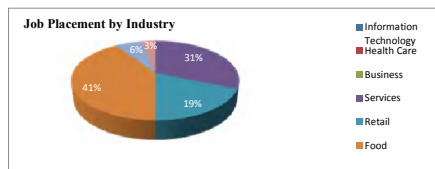
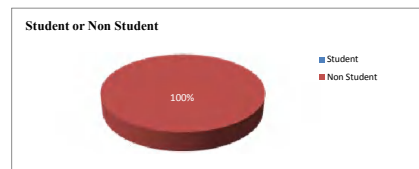
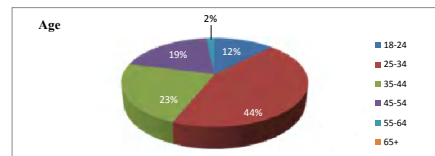
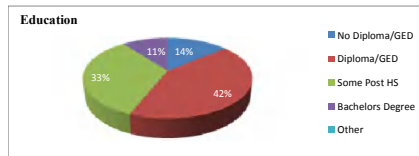
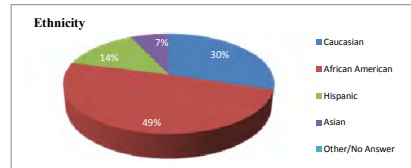
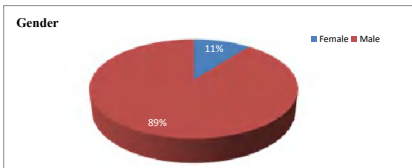
The SkillSource Group, Inc.
Success Through Education, Employment and Reintegration (STEER)

	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Cumulative	Goals
Total Clients Enrolled	0	14	7	6	3	3	11	6	7				\$7	150
Pre-Release Center (WR)	0	11	4	3	3	2	4	5	5				37	
AIB-Non-Work Release (NWR)	0	0	0	0	0	0	4	0	2				6	
Adult Detention Center (ADC)	0	3	3	3	0	1	3	1	0				14	
Public referrals Released	0	0	0	0	0	0	0	0	0				0	
Referral Partners (OAR)								5					5	
Active													0	
Inactive													0	
Enrolled in WIOA	0	1	0	0	0	0	0	0	1				2	
STEER Training Amount	\$0	\$100	\$350	\$200	\$150	\$100	\$150	\$300	\$100				\$1,450	
WIOA Training Amount	\$0	\$0	\$1,329	\$0	\$0	\$0	\$0	\$0	\$0				\$1,329	
Completed Training	0	2	7	4	3	2	3	6	2				29	
Received Credential	0	2	7	4	3	2	3	6	2				29	
Federal Bonding	0	1	1	0	0	1	0	0	1				4	
Entered Employment	0	3	8	3	3	2	4	2	7				32	
Clients Exited	0	0	0	0	0	0	0	1	0				1	
Violation	0	0	1	0	0	0	0	1	2				4	
Re-offended	0	0	0	0	0	0	0	0	0				0	
EIP	0	0	0	1	0	0	0	0	0				1	
Recidivism Rate	0%	0%	0%	0%	0%	0%	0%	0%	0%				0%	
Dropped Out of Services	0	0	0	0	0	0	0	1	0				1	
Employment at Exit	0	0	0	0	0	0	0	0	0				0	
Average Hourly Wage at Placement	\$0	\$7.92	\$9.44	\$8.00	\$12.00	\$8.25	\$9.31	\$10	\$10				\$9.29	

Placements	
WR	29
NWR	1
ADC	4
Referrals	0
Released	37

Performance and Outcomes		
	Outcomes	Goals
Enrollment Rate	38%	100%
Participation Rate	100%	90%
Work readiness Rate	100%	80%
Post-release Enrollment Rate	87%	80%
Placement Rate	60%	60%
Employment Retention Rate	15%	70%
Recidivism Rate	0%	22%

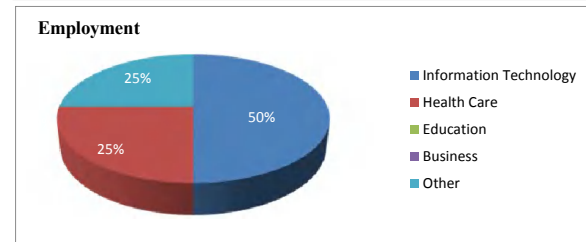
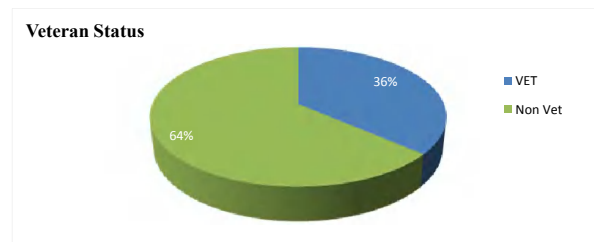
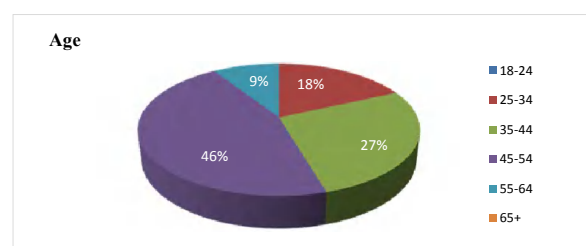
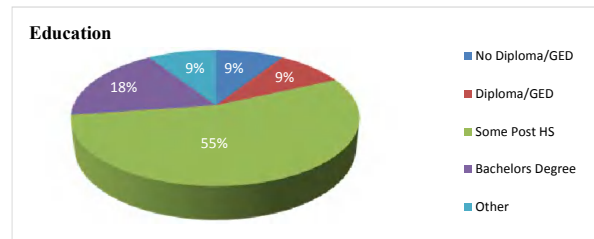
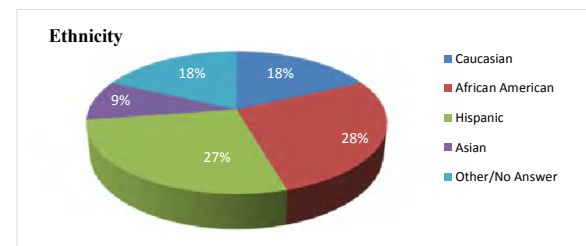
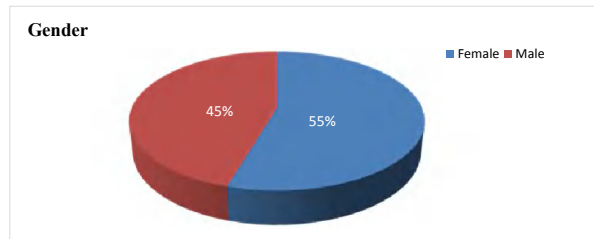
Client Demographics



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

	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Cumulative	Goals
Provided Information on VFSN	195	13	77	19						304	
<i>Viewed VFSN Video</i>	22	13	49	17						101	
<i>Interested in VFSN</i>	18	8	21	4						51	
Applied for VFSN	3	0	1	9						13	600
<i>Treatment</i>	1	0	1	5						7	300
<i>Control</i>	2	0	0	4						6	300
<i>Veterans</i>	1	0	3	0						4	
<i>Receiving Financial Coaching</i>	2	0	3	5						10	
<i>Receiving WIOA Training</i>	0	3	0	0						3	
Clients Exited	0	1	0	3						4	
<i>Received Industry Credential</i>	0	0	0	2						0	190
<i>Entered Employment</i>	0	1	0	3						4	216
<i>Average Hourly Wage at Placement</i>	\$0	\$24	\$0	\$13						\$19	

Client Demographics



BREAKDOWN REPORT ON ITAS AND OJTS

July 1, 2015 -March 31, 2016

ITAs / INDUSTRY	Obligated Funds	Additional Training Expenses	WIOA YOUTH		WIOA ADULT/DW/VASAVOR/J4VETS		TOTAL
			Number	Percent	Number	Percent	
Accounting/Finance (AF)	\$7,901		0	0.00%	4	1.43%	4
Clerical / Administrative (CA)	\$18,727		4	5.63%	8	2.86%	12
Construction / Trade (CT)	\$19,707		4	5.63%	5	1.79%	9
Education (Ed)	\$3,210		2	2.82%	1	0.36%	3
Healthcare (He)	\$149,125		26	36.62%	39	13.93%	65
Hospitality / Services (HS)	\$25,597		5	7.04%	7	2.50%	12
Literacy Activities (LA)	\$7,990		13	18.31%	13	4.64%	26
Management/Business (MB)	\$70,316		0	0.00%	31	11.07%	31
Technology (Tech)	\$299,644		13	18.31%	97	34.64%	110
Transportation (Tr)	\$230,890		4	5.63%	74	26.43%	78
Others	\$0	\$30	0	0.00%	1	0.36%	1
TOTAL	\$833,107	\$30	71	100.00%	280	100.00%	351

AF: bookkeeping

CA: Administrative Certificate, MS Office Certificate

CT: HVAC, plumbing, electric

Ed: teaching, childcare

LA: ESL, basic computer

Others: J4VETS CRC

He: medical, dental, pet health

HS: food, design, massage, hair

Tech: information technology

Tr: CDL (A & B or endorsement)

MB: government contracts, HR, project management

ITA Obligated by Grants	Training Amount
WIOA Adult	\$445,237
WIOA Dislocated	\$235,079
WIOA Youth	\$114,806
J4VETS	\$24,120
VASAVOR	\$13,894
TOTAL	\$833,137

OJT Obligated by Grants	OJT Amount
WIOA Adult	\$9,980
NEG	\$6,895
VASAVOR	\$0
TOTAL	\$16,875

OJTs / INDUSTRY	Obligated Funds	VASAVOR		NEG/WIOA A/WIOA DW		TOTAL
		Number	Percent	Number	Percent	
Accounting/Finance (AF)	\$3,461	0	0.00%	1	16.67%	1
Clerical / Administrative (CA)	\$3,900	0	0.00%	1	16.67%	1
Construction / Trade (CT)	\$2,995	0	0.00%	1	16.67%	1
Education (Ed)	\$0	0	0.00%	0	0.00%	0
Healthcare (He)	\$1,446	0	0.00%	1	16.67%	1
Hospitality / Services (HS)	\$0	0	0.00%	0	0.00%	0
Literacy Activities (LA)	\$0	0	0.00%	0	0.00%	0
Management/Business (MB)	\$0	0	0.00%	0	0.00%	0
Technology (Tech)	\$5,072	0	0.00%	2	33.33%	2
Transportation (Tr)	\$0	0	0.00%	0	0.00%	0
TOTAL	\$16,875	0	0.00%	6	100.00%	6

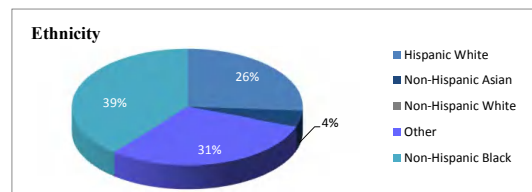
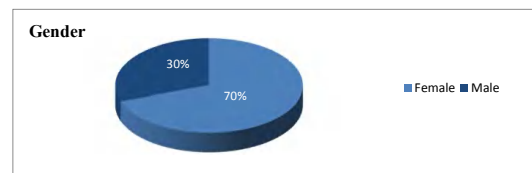
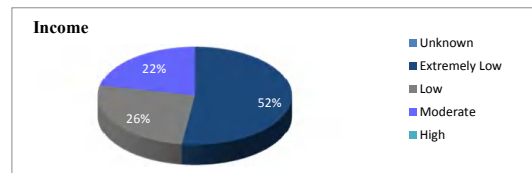
CENTER FOR BUSINESS PLANNING AND DEVELOPMENT
(Business Development Assistance Group, Inc.)

	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	TOTAL
Client Overview													
Walk-In	18	62	59	62	48	60	49	51	62				471
One-on-One Counseling	17	21	19	28	17	16	11	19	23				171
Training and Event Attendees*	57	51	99	89	117	90	60	107	82				752
Total:	92	134	177	179	182	166	120	177	167	0	0	0	1394
Economic Impact													
New Businesses Created**	3	6	2	3	4	2	3	5	40				68
New Jobs Created	3	6	2	3	4	2	4	5	2				31
Businesses Expanded	1	0	1	2	2	1	0	0	1				8
Total:	7	12	5	8	10	5	7	10	43	0	0	0	107
Services Utilized													
TA for Business Startup	16	19	20	24	13	13	8	16	20				149
TA for Business Expansion	1	2	2	4	4	3	3	3	3				25
Total:	17	21	22	28	17	16	11	19	23	0	0	0	174

*Trainings and Events
5 Simple Steps Training: 17
NVCC Training: 12
Focus Group Meeting: 53
Child Care Training: n/a

*New Businesses		
Abundant Life, Health & Fitness, LLC	Danielle Diew Consulting, LLC	Life Visions Media, LLC
Adom Africa Import & Export, LLC	Des IT Solutions, LLC	Michelle Baldwin (DBA: Wildflower Custome Appareal)
Agile Associates, LLC	DEXANN, LLC	More time for you
All Servants Cleaning, LLC	DragonOxDO Enterprises, LLC	Pharmaus Medstarx, LLC
Ambience Environmental Cleaning, Incn	Earth Nexus LLC	Redesigning The Self, LLC
Ana's Spotless Cleaning Services, LLC	Emebet Services, LLC (DBA: Franconia Child Care)	Rubita Joshi (DBA: P&P Collection)
B and J Cleaning Services	Golden Times Home Care, LLC	Sevens Couriers, Inc
BMK Trucking, LLC	Gov Key, LLC	SHANDIZ Kabob, LLC
Books in Spanish 4 Kids, LLC	HITEC TTS, LLC	Tanika Coates, LLC
BRS Contracting, LLC	Home is Love, Home Health Care, LLC	Tehe Fish Lady Truck & Catering
Champion Tow and Recovery, LLC	Human Capabilities Solutions, LLC	The Fabrics Baskets & Crafts Shop
Comm By Design, LLC	JEV Contractor & Design Services	The Gidt of NI
D.M. Dean Productions, LLC	VetsUp Property Management, LLC	Total Smart Solutions, LLC
	Laila K. Enterprises, LLC (DBA: Bailemos Bachalsa)	

MARCH 2016 Demographics



The SkillSource Group, Inc.
Virginia Employment Through Entrepreneurship Consortium (VETEC)
March 2016

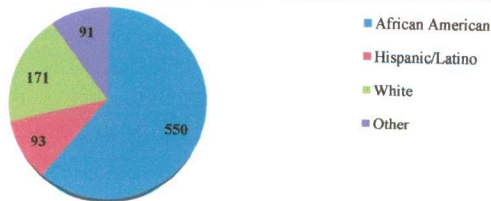
PERFORMANCE OUTCOMES	ENOVATE	LAUNCH HAMPTON ROADS	GREATER RICHMOND GATE	TOTAL
	LWIA #11	LWIA #16	LWIA # 9	
# Attending Info Session	1,079	1,603	730	3,412
# Screened to be WIA eligible	941	1,030	420	2,391
# Enrolled/Random Assignment - Treatment	129	141	105	375
# Enrolled/Random Assignment - Control	131	131	100	362
# Enrolled/Non-Random Assignment	155	78	67	301
# Veterans Enrolled	56	124	50	229
# Receiving Services	333	324	40	697
# Enrolled Participants – Referred back to traditional employment	71	104	68	243
# Starting New Businesses	160	91	63	314
# Withdrawn Participants	34	133	25	192
# Adults/Dislocated (Treatment only)	140/200	303/40	125/97	568/337

Summary –Projects **ENOVATE** and **GR GATE** each had a goal to enroll 275 randomly assigned participants and **Launch Hampton Roads** had a goal to enroll 200 randomly assigned participants. After random assignments, consortium partners collectively were to enroll 250 additional participants (**ENOVATE** and **GR GATE** each to enroll 100 additional participants and **Launch Hampton Roads** would enroll 50 additional participants).

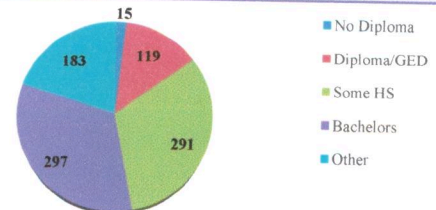
- At the conclusion of **random assignment**, **ENOVATE** is **47%** of goal; **GR GATE** is **39%** of goal; and **Launch Hampton Roads** is **71%** of goal.
- At the conclusion of **non-random assignment**, **ENOVATE** exceeded its goal of 100 additional participants by 55; **GR GATE** is 67% of goal; and **Launch Hampton Roads** exceeded its goal of 50 additional participants by 28.

Demographics for VETEC Participants – thru March 2016

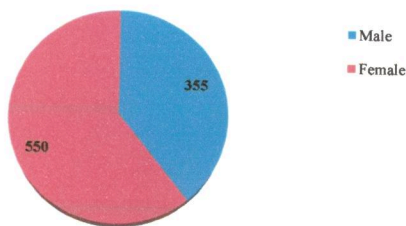
Ethnicity	LWIA #11		LWIA # 16		LWIA #9	
	T*	C**	T	C	T	C
African American	147	51	229	85	174	83
Hispanic	57	19	31	13	5	2
White	73	32	62	23	36	10
Other	63	29	21	10	7	5
Total	340	131	343	131	222	100



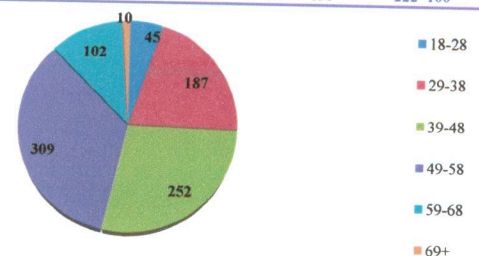
Education	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
No Diploma	9	1	3	2	3	3
Diploma	30	15	38	14	51	24
Some Post HS	92	34	116	46	83	42
Bachelor	142	54	100	33	55	25
Other	67	27	86	36	30	6
Total	340	131	343	131	222	100



Gender	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Male	151	42	117	21	87	35
Female	189	89	226	110	135	65
Total	340	131	343	131	222	100



Age	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
18-28	17	3	19	17	9	11
9-38	66	25	80	34	41	16
39-48	97	40	86	27	69	36
49-58	116	50	116	42	77	26
59-68	38	12	39	10	25	10
69+	6	1	3	1	1	1
Total	340	131	343	131	222	100

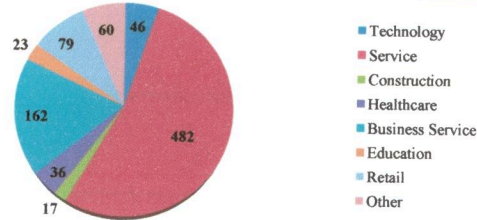


*T=Treatment (Sum of the # of Enrolled Random Assignment + Non-Random Assignment + Veterans)
 **C=Control

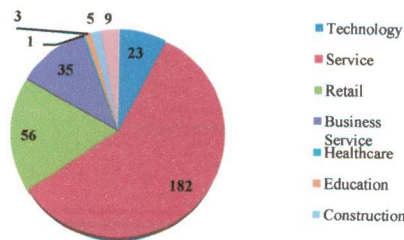
The SkillSource Group, Inc.
Virginia Employment Through Entrepreneurship Consortium (VETEC)
March 2016

Results Data for VETEC Participants – thru March 2016

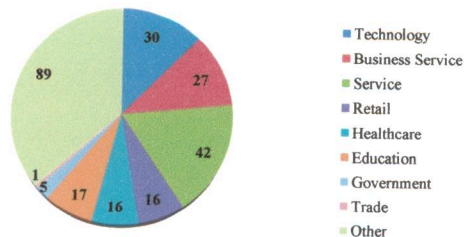
New Business Ideas by Industry	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	32	6	10	4	4	3
Service	131	69	177	69	174	63
Construction	11	6	6	2	--	--
Healthcare	22	7	8	1	6	6
Business Service	90	22	44	9	28	26
Education	--	--	18	5	5	1
Retail	34	17	45	22	--	--
Other	20	4	35	19	5	1
Total	340	131	343	131	222	100



New Businesses Launched	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	17	6	6	--	--	--
Service	79	43	43	60	60	3
Business Service	32	21	21	3	3	--
Retail	25	10	10	--	--	--
Healthcare	1	--	--	--	--	--
Construction	2	3	3	--	--	--
Education	--	3	3	--	--	--
Other	4	5	5	--	--	--
Total	160	91	91	63	63	--



Entered Traditional Employment	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	15	15	15	--	--	--
Business Service	16	11	11	--	--	--
Service	20	22	22	--	--	--
Retail	5	11	11	--	--	--
Healthcare	7	9	9	--	--	--
Education	--	17	17	--	--	--
Government	--	5	5	--	--	--
Trade	--	1	1	--	--	--
Other	8	13	13	68	68	--
Total	71	104	104	68	68	--



*T=Treatment (Sum of the # of Enrolled Random Assignment + Non-Random Assignment + Veterans)
 **C=Control