

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

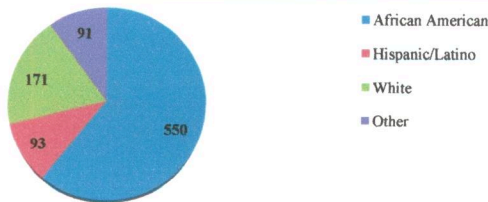
PERFORMANCE OUTCOMES	ENOVATE		LAUNCH HAMPTON ROADS		GREATER RICHMOND GATE		TOTAL
	LWIA #11		LWIA #16		LWIA #9		
# Attending Info Session	1,079		1,603		730		3,412
# Screened to be WIA eligible	941		1,030		420		2,391
# Enrolled/Random Assignment - Treatment	129		141		105		375
# Enrolled/Random Assignment - Control	131		131		100		362
# Enrolled/Non-Random Assignment	155		78		67		301
# Veterans Enrolled	56		124		50		229
# Receiving Services	333		324		37		694
# Enrolled Participants – Referred back to traditional employment	81		127		73		281
# Starting New Businesses	206		103		65		374
# Withdrawn Participants	38		115		25		178
# Adults/Dislocated (Treatment only)	140/200		301/42		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).

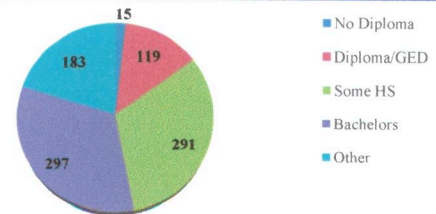
- At the conclusion of **random assignment**, ENOVATE is **47%** of goal; GR GATE is **39%** of goal; and Launch Hampton Roads is **71%** of goal.
- At the conclusion of **non-random assignment**, ENOVATE exceeded its goal of 100 additional participants by 55participants; GR GATE is 67% of goal; and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

Demographics for VETEC Participants – thru May 2016

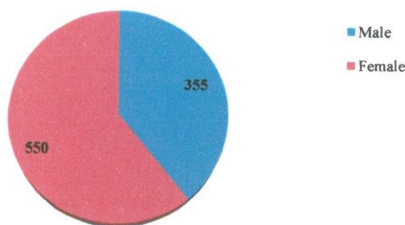
Ethnicity	LWIA #11		LWIA #16		LWIA #9	
	T*	C**	T	C	T	C
African American	147	51	229	85	174	83
Hispanic	57	19	31	13	5	2
White	73	32	62	23	36	10
Other	63	29	21	10	7	5
Total	340	131	343	131	222	100



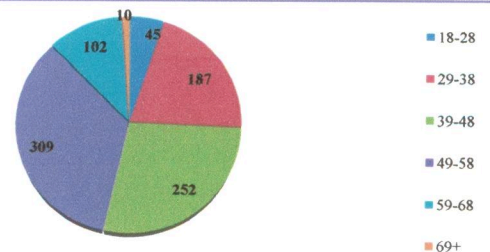
Education	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
No Diploma	9	1	3	2	3	3
Diploma	30	15	38	14	51	24
Some Post HS	92	34	116	46	83	42
Bachelor	142	54	100	33	55	25
Other	67	27	86	36	30	6
Total	340	131	343	131	222	100



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

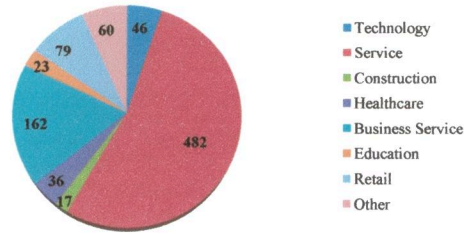


*T=Treatment (Sum of the # of Enrolled Random Assignment + Non-Random Assignment + Veterans)
 **C=Control

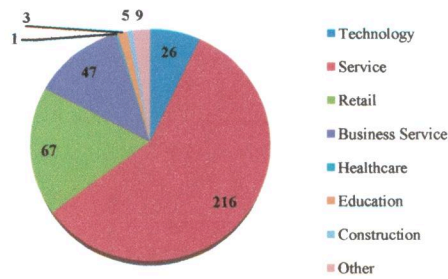
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Results Data for VETEC Participants – thru May 2016

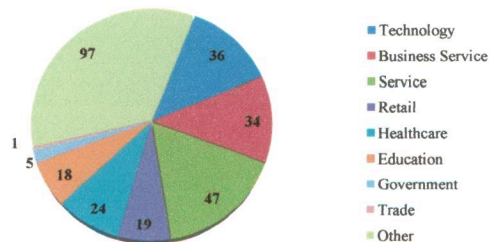
New Business Ideas by Industry	LWIA # 11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	32	6	10	4	4	3
Service	131	69	177	69	174	63
Construction	11	6	6	2	--	--
Healthcare	22	7	8	1	6	6
Business Service	90	22	44	9	28	26
Education	--	--	18	5	5	1
Retail	34	17	45	22	--	--
Other	20	4	35	19	5	1
Total	340	131	343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



New Businesses Launched	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	18	--	8	--	--	--
Service	105	49	49	62	62	62
Business Service	42	22	22	3	3	3
Retail	34	--	13	--	--	--
Healthcare	1	--	--	--	--	--
Construction	2	3	3	--	--	--
Education	--	3	3	--	--	--
Other	4	5	5	--	--	--
Total	206	103	103	65	65	65



Entered Traditional Employment	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	20	16	16	--	--	--
Business Service	18	16	16	--	--	--
Service	20	27	27	--	--	--
Retail	5	14	14	--	--	--
Healthcare	8	16	16	--	--	--
Education	--	18	18	--	--	--
Government	--	5	5	--	--	--
Trade	--	1	1	--	--	--
Other	10	14	14	73	73	73
Total	81	127	127	73	73	73



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