

The *SkillSource* Group, Inc.  
Virginia Employment Through Entrepreneurship Consortium (VETEC)  
September 2015

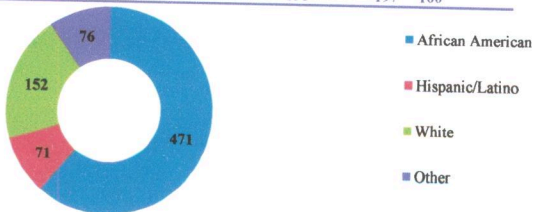
PERFORMANCE OUTCOMES	ENOVATE		LAUNCH HAMPTON ROADS		GREATER RICHMOND GATE		TOTAL
	LWIA #11	LWIA #16	LWIA #16	LWIA #16	LWIA #9	LWIA #9	
# Attending Info Session	940	1,499			658		3,097
# Screened to be WIA eligible	811	945			376		2,132
# Enrolled/Random Assignment - Treatment	129	141			105		376
# Enrolled/Random Assignment - Control	131	131			100		362
# Enrolled/Non-Random Assignment	83	47			42		172
# Veterans Enrolled	54	119			50		223
# Receiving Services	259	289			25		573
# Enrolled Participants – Referred back to traditional employment	52	115			46		213
# Starting New Businesses	119	81			51		251
# Withdrawn Participants	24	92			24		140
# Adults/Dislocated (Treatment only)	105/161	271/36			111/86		487/283

**Summary** – All regional projects had a goal to enroll a total number of random assigned participants by January 31, 2015 (the end date for random assignment). Projects ENOVATE and GATE each had a goal to enroll 275 randomly assigned participants and Launch Hampton Roads had a goal to enroll 200 randomly assigned participants. As of February 1, 2015 all participants are enrolled without going through the random assignment process.

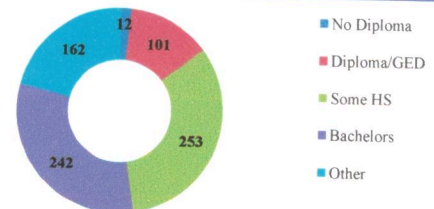
At the conclusion of random assignment, ENOVATE is 47% of goal; GATE is 39% of goal; and Launch Hampton Roads is 71% of goal.

### Demographics for VETEC Participants – thru September 2015

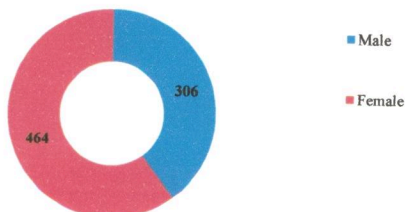
Ethnicity	LWIA #11		LWIA #16		LWIA #9	
	T*	C**	T	C	T	C
African American	114	51	202	85	155	83
Hispanic	39	19	28	13	4	2
White	63	32	58	23	31	10
Other	50	29	19	10	7	5
Total	266	131	307	131	197	100



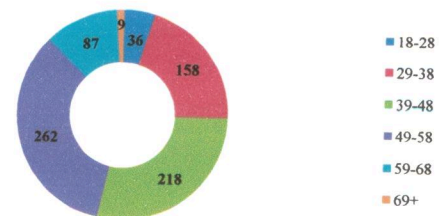
Education	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
No Diploma	6	1	3	2	3	3
Diploma	25	15	33	14	43	24
Some Post HS	75	34	103	46	75	42
Bachelor	106	54	87	33	49	25
Other	54	27	81	36	27	6
Total	266	131	307	131	197	100



Gender	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Male	120	42	106	21	80	35
Female	146	89	201	110	117	65
Total	266	131	307	131	194	100



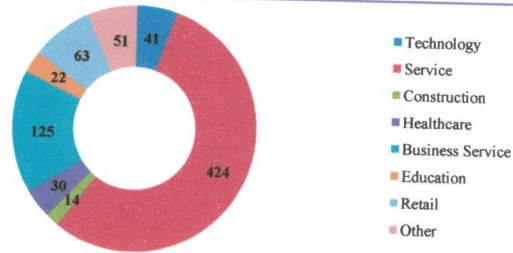
Age	LWIA #11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
18-28	14	3	16	17	6	11
9-38	52	25	70	34	36	16
39-48	76	40	79	27	63	36
49-58	91	50	104	42	67	26
59-68	28	12	35	10	24	10
69+	5	1	3	1	1	1
Total	266	131	307	131	197	100



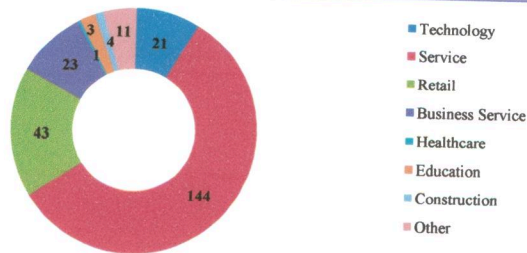
\*T=Treatment (Sum of the # of Enrolled Random Assignment + Non-Random Assignment + Veterans)  
\*\*C=Control

**Results Data for VETEC Participants – thru September 2015**

New Business Ideas by Industry	LWIA # 11		LWIA #16		LWIA #9	
	T	C	T	C	T	C
Technology	27	6	10	4	4	3
Service	114	69	157	69	153	63
Construction	8	6	6	2	--	--
Healthcare	17	7	8	1	5	6
Business Service	60	22	37	9	28	26
Education	--	--	18	5	4	1
Retail	24	17	39	22	--	--
Other	16	4	32	19	3	1
<b>Total</b>	<b>266</b>	<b>131</b>	<b>284</b>	<b>131</b>	<b>197</b>	<b>100</b>



New Businesses Launched	LWIA #11	LWIA #16	LWIA #9
Technology	15	6	--
Service	63	35	46
Business Service	20	20	3
Retail	14	9	--
Healthcare	1	--	--
Construction	2	3	--
Education	--	3	--
Other	4	5	2
<b>Total</b>	<b>119</b>	<b>81</b>	<b>51</b>



Entered Traditional Employment	LWIA #11	LWIA #16	LWIA #9
Technology	11	15	--
Business Service	12	6	--
Service	16	21	--
Retail	3	9	--
Healthcare	6	5	--
Education	--	14	--
Government	--	5	--
Trade	--	6	--
Other	4	34	46
<b>Total</b>	<b>52</b>	<b>115</b>	<b>46</b>



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