GO VIRGINIA
Core Outcomes Worksheet

Complete the outcome block for the project's investment strategy. Enter projected outcomes for each contract year, the total for the contract period, and the steady state projection for Year 3. Outcomes marked with an asterisk (*) are converted to jobs-equivalents in the GO Virginia State Fiscal Return Model. Outcome definitions follow each section.

Talent Development

Project Name	Region	Investment Strategy
		Talent Development

Grant Performance Outcomes	Contract Year 1	Contract Year 2	Total Contract Period Outcomes	Steady State Projection (Year 3)
Number of people trained *				
Number of job placements *				
Number of businesses served				
Number of new interns placed				
Number of new apprenticeships created				
Number of new programs implemented				
Number of credentials awarded				
Number of students that completed a dual enrollment program				

Outcome definitions and counting rules

Metric	Definition and counting rule
Number of people trained *	The number of individuals who successfully complete a course or combination of courses required to enter employment.
Number of job placements *	The total number of new jobs stemming from successful exits from a workforce program.
Number of businesses served	The number of unique firms provided with targeted and/or individualized business assistance.
Number of new interns placed	An internship is a professional learning experience hosted by an employer that offers meaningful, practical work related to a student's field of study or career interest. For the purposes of this program, new internships must have a pay or stipend component. This metric tracks the number of students who have been successfully placed into an internship as a result of the project.
Number of new apprenticeships created	An apprenticeship is a structured employment/training arrangement, hosted by a sponsoring employer. It may be registered or unregistered but must include a combination of paid employment and related academic or on-the-job instruction.
Number of new programs implemented	The number of new workforce training programs put in place as a result of the project activities.
Number of credentials awarded	A credential is a certificate, degree, or certification generally recognized by employers as evidence that a completer is qualified for work in a specific occupation.
Number of students that completed a dual enrollment program	The number of high school students who are enrolled dually in a community college level course and completed it.

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Cluster Scale-Up

Project Name	Region	Investment Strategy
		Cluster Scale-Up

Grant Performance Outcomes	Contract Year 1	Contract Year 2	Total Contract Period Outcomes	Steady State Projection (Year 3)
Number of jobs created *				
Number of businesses attracted				
Number of existing businesses expanded				
Number of businesses served				
Total funds raised by businesses served *				

Outcome definitions and counting rules

Metric	Definition and counting rule
Number of jobs created *	The number of jobs that will be created by businesses supported by the effort.
Number of businesses attracted	Total number of unique new businesses relocating to the region(s) as a result of the project's work.
Number of existing businesses expanded	The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort.
Number of businesses served	The number of unique firms provided with targeted and/or individualized business assistance.
Total funds raised by businesses served *	The total dollar amount in funds raised by the businesses served as part of the effort. This may include venture capital, research and development funds, SBIR funding, grants, private investment, or other sources of funds to be used by the businesses served.

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Complete the outcome block for the project's investment strategy. Enter projected outcomes for each contract year, the total for the contract period, and the steady state projection for Year 3. Outcomes marked with an asterisk (*) are converted to jobs-equivalents in the GO Virginia State Fiscal Return Model. Outcome definitions follow each section.

Site Development & Infrastructure

Project Name	Region	Investment Strategy
		Site Development & Infrastructure

Grant Performance Outcomes	Contract Year 1	Contract Year 2	Total Contract Period Outcomes	Steady State Projection (Year 3)
Number of acres advanced to higher tier per Virginia Business Ready Sites Program (VBRSP) *				
For sites not advancing to a higher tier, number of acres impacted/developed				
Number of increased locality engagement in establishing a Regional Industrial Facility Authority (RIFA)/revenue sharing agreement				
Number of linear feet of sewer infrastructure				
Number of linear feet of water infrastructure				
Number of linear feet of gas infrastructure				
Number of miles of middle mile broadband completed				

Outcome definitions and counting rules

Metric	Definition and counting rule
Number of acres advanced to higher tier per Virginia Business Ready Sites Program (VBRSP) *	The number of acres moved to a higher level on the VBRSP scale. See vedp.org/vbrsp for more information on the VBRSP program.
For sites not advancing to a higher tier, number of acres impacted/developed	The number of acres that the infrastructure improvements will impact. This outcome differs from the number of acres advanced to a higher tier in that it tracks the number of acres impacted by projects which increase the marketability of a site but do not change the site's tiering.
Number of increased locality engagement in establishing a Regional Industrial Facility Authority (RIFA)/revenue sharing agreement	The localities that are involved in a Regional Industrial Facility Authority (RIFA) or other shared revenue agreement. This could also include the discussion among localities regarding the development of a RIFA.
Number of linear feet of sewer infrastructure	The total number of linear feet of sewer lines and supporting infrastructure improvements.
Number of linear feet of water infrastructure	The total number of linear feet of water lines and supporting infrastructure improvements.
Number of linear feet of gas infrastructure	The total number of linear feet of gas lines and supporting infrastructure improvements.
Number of miles of middle mile broadband completed	The total number of fiber and/or conduit, which extend telecommunication networks in partnerships with the private sector and focus on meeting the business needs of a community.

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Complete the outcome block for the project's investment strategy. Enter projected outcomes for each contract year, the total for the contract period, and the steady state projection for Year 3. Outcomes marked with an asterisk (*) are converted to jobs-equivalents in the GO Virginia State Fiscal Return Model. Outcome definitions follow each section.

Entrepreneurship & Innovation

Project Name	Region	Investment Strategy
		Entrepreneurship & Innovation

Grant Performance Outcomes	Contract Year 1	Contract Year 2	Total Contract Period Outcomes	Steady State Projection (Year 3)
Number of jobs created *				
Number of existing businesses expanded				
Number of new businesses created				
Number of businesses served				
Number of new mentors providing business assistance				
Total funds raised by businesses served *				
Number of new products released to production				
Number of patents filed				
Number of patents awarded				

Outcome definitions and counting rules

Metric	Definition and counting rule
Number of jobs created *	The number of jobs that will be created by businesses supported by the effort.
Number of existing businesses expanded	The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort.
Number of new businesses created	The number of new businesses that were created as a part of the effort. A new business is official when it has a license or permit to operate.
Number of businesses served	The number of unique firms provided with targeted and/or individualized business assistance.
Number of new mentors providing business assistance	The number of mentors who participated in the effort. A mentor is an individual who provides advice and coaching on starting/growing a business.
Total funds raised by businesses served *	The total dollar amount in funds raised by the businesses served as part of the effort. This may include venture capital, research and development funds, SBIR funding, grants, private investment, or other sources of funds to be used by the businesses served.
Number of new products released to production	The total number of new products created by a business/startup served as part of the effort that are released to production.
Number of patents filed	The number of patents filed as a result of the effort. A patent is a type of intellectual property that gives its owner the legal right to exclude others from making, using, or selling an invention for a limited period of years in exchange for publishing an enabling public disclosure of the invention.
Number of patents awarded	The number of patents awarded as a result of the effort. A patent is a type of intellectual property that gives its owner the legal right to exclude others from making, using, or selling an invention for a limited period of years in exchange for publishing an enabling public disclosure of the invention.

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