

Status report on Virginia Jobs Investment Program (VJIP) projects in Post-Performance Period

Important note: Companies are eligible for payment provided statutory minimum of jobs is achieved. Companies are not required to achieve full jobs forecast (incentives only paid for created or retrained jobs).

As of November 13, 2017 - sorted by Final Performance Date July 01, 2016-November 13, 2017.

Project number ¹	ID ²	Project name	Locality	Estimated grant amount (\$) ³	Actual grant amount paid (\$)	Actual reimbursement rate per job (\$)	New jobs fore-cast for Perf. Date ⁴	Retrain jobs fore-cast for Perf. Date ⁵	Actual jobs achieved	Capital Investment target for Perf. Date (\$) ⁶	Avg. hourly wage fore-cast for Perf. Date (\$) ⁷	Actual avg. hourly wage at project close (\$) ⁸	Performance Agreement date ⁹	Date of first hire ¹⁰	Initial Performance Date for meeting job, investment and wage targets ¹¹	Final Performance Date for meeting job, investment, and wage targets ¹²
2016-134860	86170	Evolent Health, Inc.	Arlington	498,400	498,403	760	656	-	656	2,000,000	25.00	48.03	6/19/12	6/25/12	6/25/15	7/5/16
2011-20631	87271	Phoenix Packaging Operations	Pulaski	112,001	112,000	800	140	-	140	37,500,000	14.35	10.00	4/7/14	4/9/14	4/8/17	7/11/16
2015-119274	86703	M&H Plastics Retraining (2013)	Frederick	35,500	34,000	500	-	71	68	5,500,000	12.54	22.64	10/7/13	N/A	10/7/16	7/25/16
2013-85073	86507	Hanover Foils, LLC	Hanover	16,200	9,900	900	18	-	11	500,000	23.67	20.00	3/1/13	9/17/12	9/17/15	8/3/16
N/A	87277	Stihl Incorporated retraining	Virginia Beach City	921,600	921,604	544	-	1,694	1,694	47,841	25.94	25.01	9/4/15	N/A	9/4/18	8/15/16
2012-66966	86189	Greencore USA	Fredericksburg City	211,310	163,284	600	352	-	272	2,600,000	11.79	12.55	6/8/12	6/8/12	6/8/15	8/30/16
2014-117227	86916	Steel Fab of Virginia	Emporia City	6,345	6,345	1058	6	-	6	650,000	12.00	12.43	5/8/14	7/18/14	7/17/17	9/12/16
06-18270	84950	Specialty Coating and Laminating, LLC (continuation)	Hanover	84,860	60,960	613	140	-	101	10,000,000	16.00	21.19	6/7/10	7/2/10	7/1/13	9/15/16
2014-116976	86918	Carded Graphics / Graphic Packaging	Staunton City	35,000	22,400	700	50	-	32	2,000,000	15.55	15.32	4/23/14	5/19/14	5/18/17	9/26/16
2015-131296	87083	Apex Systems	Fairfax	41,266	41,266	825	50	-	50	1,000,000	15.56	15.21	3/2/15	3/8/15	3/7/18	9/26/16
06-17830	86650	Mercury Paper (2014)	Shenandoah	81,600	48,450	850	96	-	57	25,000,000	17.84	15.39	8/22/13	8/26/13	8/25/16	10/17/16
2015-130796	87155	Bristol Compressors International	Washington	243,500	150,971	812	300	-	186	1,000,000	17.00	18.74	4/10/15	4/10/15	4/9/18	10/25/16
2014-115527	85228	Customlnk, LLC	Albemarle	560,191	16,291	837	669	-	28	46,000,000	16.77	55.00	11/2/10	11/29/10	11/28/13	10/31/16
2011-35812	84605	Federal-Mogul Corporation	Montgomery	178,260	173,984	713	251	-	245	17,413,000	13.48	17.86	9/9/13	6/18/12	6/18/15	10/31/16
2014-114821	86616	Ross Industries, Inc.	Fauquier	13,080	8,175	818	16	-	10	1,000,000	27.13	31.31	6/28/13	8/26/13	8/25/16	11/9/16
2015-127502	87000	Virginia Poultry Growers Cooperative (2014)	Rockingham	50,001	50,000	376	-	133	133	61,888,793	12.62	11.40	12/7/15	N/A	12/7/18	12/2/16
N/A	86825	Southeastern Container, Inc. (2014)	Frederick	46,200	46,200	550	-	84	84	2,000,000	17.36	21.25	4/24/14	N/A	4/24/17	12/13/16
9003-17871	85894	Schultz-Creehan Holdings, Inc.	Montgomery	30,572	7,643	764	40	-	10	400,000	24.26	25.54	12/8/11	3/12/12	3/12/15	12/16/16
2014-102126	86709	NIBCO, Inc.	Augusta	43,500	32,250	750	58	-	47	12,000,000	12.45	12.71	10/9/13	10/9/13	10/8/16	12/29/16
2012-60190	85958	Amthor International, Inc.	Pittsylvania	36,850	23,584	737	50	-	32	500,000	10.42	10.65	12/7/11	1/16/12	1/15/15	1/4/17
2015-119290	86955	Interbake Foods (2014)	Warren	24,800	24,800	800	31	-	31	10,600,000	20.39	18.26	1/1/15	1/12/15	1/11/18	1/4/17
2015-119290	87024	Interbake Foods (2014) (Retraining)	Warren	19,500	19,500	500	-	39	39	500,000	20.58	24.03	1/1/15	N/A	1/1/18	1/4/17
2014-117351	86752	Appian Corporation	Fairfax	145,600	145,600	700	208	-	208	2,750,000	48.00	47.55	11/11/13	11/13/13	11/12/16	1/10/17
2015-126971	87073	Doma Technologies, LLC	Virginia Beach City	312,609	263,249	914	288	-	288	7,500,000	12.08	12.08	1/1/15	10/16/14	10/15/17	1/18/17
2012-66970	86192	ISF (USA), LLC	Newport News City	159,190	37,093	773	206	-	48	6,600,000	17.26	17.26	3/1/13	3/22/13	3/21/16	1/26/17
2014-114462	86782	Altec Industries, Inc.	Botetourt	152,249	51,750	750	203	-	69	3,900,000	18.47	18.65	1/7/14	1/7/14	1/6/17	1/26/17
2015-122401	86386	Enclos Corporation, TA Facade Works	Chesterfield	201,650	201,650	1008	200	-	200	3,000,000	12.00	21.84	10/26/12	1/2/14	1/1/17	1/27/17
2011-31285	85695	FerraTex, Inc.	Dinwiddie	28,800	21,394	823	35	-	26	1,250,000	16.00	21.52	7/20/11	2/14/13	2/14/16	1/31/17
2017-137413	87371	Winchester Metals (Retraining 2016)	Frederick	15,975	15,975	551	-	29	29	140,000	20.42	19.30	11/10/16	N/A	11/10/19	1/31/17
2015-123228	87109	Essel Propack America, LLC	Danville City	23,155	21,752	702	-	33	31	2,100,000	11.50	13.25	11/2/14	N/A	11/2/17	2/1/17
2011-21514	85129	Performance Signs	Greene	9,040	7,533	753	12	-	10	617,000	13.25	14.52	6/29/10	10/11/10	10/10/13	2/3/17
2012-60204	85252	Mountain View Brewery, LLC	Rockbridge	30,750	30,750	750	41	-	41	10,150,000	23.78	19.45	4/1/11	7/1/11	6/30/14	2/3/17
2014-117742	86151	WillowTree, Inc.	Charlottesville City	94,000	86,000	1000	94	-	86	600,000	36.16	35.40	1/6/14	1/6/14	1/5/17	2/3/17
2013-70184	86321	Tempur Production USA, LLC	Scott	58,842	39,566	1015	58	-	39	13,300,000	19.23	19.66	1/1/13	3/28/13	3/27/16	2/6/17
2013-70184	86374	Tempur Production USA, LLC-Retraining	Scott	99,675	99,675	516	-	193	193	13,300,000	14.42	18.66	1/1/13	N/A	1/1/16	2/6/17
2011-35594	85723	Albany Industries-Galax, LLC	Galax City	269,555	123,110	805	335	-	153	1,900,000	11.54	10.44	9/27/11	10/24/11	10/23/14	2/10/17
N/A	86582	ZF TRW Automotive LLC	Smyth	82,625	82,625	504	-	164	164	535,000	15.34	13.70	6/27/13	N/A	6/27/16	2/10/17
2015-128487	86789	Tread Corporation	Botetourt	40,650	40,650	689	-	59	59	400,000	20.01	19.35	5/4/15	N/A	5/4/18	2/15/17
2015-127523	87033	AppTech Solutions LLC	Roanoke	78,000	13,500	750	104	-	18	210,000	24.65	24.36	10/27/14	11/3/14	11/2/17	2/24/17
2015-131486	86991	Chaparral (Virginia), Inc.	Petersburg City	31,150	45,450	546	-	57	101	8,551,000	32.14	11.34	4/2/15	N/A	4/2/18	3/1/17

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2014-111160	86813	McKee Foods (2014)	Augusta	66,300	22,950	850	78	-	27	34,000,000	14.83	16.15	1/29/14	2/3/14	2/2/17	3/9/17
2012-60321	85873	Taxing Authority Consulting Services	Henrico	85,100	24,870	814	105	-	31	1,600,000	16.90	15.10	11/9/11	1/4/12	1/3/15	4/4/17
2012-64021	86048	Valley Processing Virginia, LLC	Bedford	47,400	31,345	765	62	-	41	2,000,000	14.02	18.50	5/13/13	6/3/13	6/2/16	4/19/17
2015-130798	87119	Trex (2015)	Frederick	93,750	93,750	750	125	-	125	17,500,000	17.22	19.36	3/16/15	3/16/15	3/15/18	4/25/17
2011-18748	86085	Red Sun Farms (El Rosal)	Pulaski	107,999	79,200	800	135	-	99	30,000,000	11.90	12.12	7/1/13	6/16/14	6/15/17	5/1/17
2014-90327	86767	James Hardie Building Products (Expansion)	Pulaski	65,000	65,000	1000	65	-	65	25,000,000	15.26	19.91	1/1/14	1/6/14	1/5/17	5/8/17
N/A	86945	Ferguson Enterprises	Hampton City	292,642	61,101	804	364	-	76	1,290,483	18.00	15.24	7/11/14	9/15/14	9/14/17	5/11/17
2016-134304	87542	Hershey (Retraining)	Augusta	77,000	75,350	550	-	140	137	16,900,000	13.21	18.10	7/27/16	N/A	7/27/19	5/15/17
2016-134295	87298	MillerCoors	Rockingham	175,000	175,000	500	-	350	350	60,000,000	32.78	33.10	8/19/16	N/A	8/19/16	5/15/17
N/A	87099	HMB, Inc	Louisa	10,907	10,907	727	15	-	15	200,000	15.40	16.75	3/19/15	5/9/15	5/8/18	5/30/17
2013-70199	85995	ID.me, Inc. (TroopSwap)	Fairfax	70,000	26,765	686	102	-	39	2,500,000	26.27	40.46	1/11/12	1/5/12	1/4/15	6/5/17
2016-135797	87409	Jemison Metals	Amherst	5,005	5,005	1001	5	-	5	175,000	18.20	14.48	7/14/16	8/22/16	8/22/19	6/6/17
2016-134848	87189	Buckingham Branch Rail Road Retraining	Buckingham	53,200	53,200	626	-	85	85	1,000,000	25.00	23.50	3/30/15	N/A	3/3/18	6/6/17
2013-70455	86730	Classic Creations LLC	Carroll	56,440	56,440	830	68	-	68	2,500,000	11.90	10.97	11/10/14	11/15/14	11/14/17	6/14/17
2014-117215	86994	Continental Automotive Systems, Inc.	Culpeper	19,421	19,421	607	-	32	32	49,000,000	22.85	22.85	5/5/16	N/A	5/5/19	6/14/17
N/A	86596	comScore, Inc.	Fairfax	242,000	22,587	807	300	-	28	39,200,000	48.07	35.67	7/15/13	7/15/13	7/14/16	6/15/17
2013-82560	87342	Hampton Farms	Franklin City	45,601	45,601	800	57	-	57	18,000,000	15.00	16.51	5/28/15	7/17/13	7/16/16	6/15/17
2014-115671	86745	Fishbowl, Inc.	Alexandria City	522,614	40,474	710	736	-	57	4,000,000	38.00	38.25	2/11/14	2/17/14	2/16/17	6/15/17
2015-126985	87261	Ernst & Young (Project Alpha)	Fairfax	277,200	277,200	600	462	-	462	12,666,600	46.25	45.66	11/1/14	11/3/14	11/2/17	6/15/17
N/A	84962	Unilever Manufacturing (US), Inc.	Suffolk City	178,300	131,894	814	-	219	162	122,500,000	25.00	23.07	6/27/13	N/A	6/27/16	6/15/17
2014-87017	86588	Project Mac Pac (Dominion)	Henrico	113,000	113,000	1000	113	-	113	35,000,000	14.50	17.21	3/24/17	12/30/14	12/29/17	6/16/17
2014-105459	86593	Lumi Company, LLC	Albemarle	28,800	4,000	800	36	-	5	1,000,000	13.06	22.12	11/4/13	12/1/13	11/30/16	6/19/17
2014-104877	86784	Mason Mfg. Co., LLC	Richmond City	24,000	4,200	600	40	-	7	2,000,000	14.25	15.20	1/2/14	1/24/14	1/23/17	6/19/17
2014-115660	86861	Regional Conveyor Services, Inc.	Salem City	24,000	5,600	800	30	-	7	1,500,000	19.73	19.87	3/24/14	3/24/14	3/23/17	6/20/17
2015-128623	86933	Tech Dynamism	Charlottesville City	24,000	16,800	800	30	-	21	100,000	35.07	29.79	6/18/14	8/6/14	8/5/17	6/20/17
2015-129129	86986	Corrugated Container Corporation	Roanoke	15,400	3,500	700	22	-	5	117,900	18.02	18.58	8/29/14	9/15/14	9/14/17	6/20/17
2015-127133	87040	Shenandoah Growers (2014)	Rockingham	22,500	21,000	750	30	-	28	8,700,000	18.87	12.11	11/4/14	11/12/14	11/11/17	6/20/17
2017-137199	87030	Corrugated Container of Shenandoah Valley (Retraining)	Frederick	14,800	-	400	-	37	-	110,105	20.41	N/R	6/15/15	N/A	6/15/18	6/20/17
2015-129129	87001	Corrugated Container Corporation (Retraining)	Roanoke	28,000	26,400	400	-	70	66	164,514	35.80	18.58	6/8/15	N/A	6/8/18	6/20/17
2013-73407	86380	VISA U.S.A. Inc.	Loudoun	374,540	83,567	1007	372	-	83	212,000,000	45.67	43.20	5/10/13	5/13/13	5/12/16	7/6/17
2015-121914	86938	Magnets USA (Stickers Plus)	Roanoke	20,000	12,000	800	25	-	15	750,000	11.56	12.50	6/20/14	1/1/15	12/31/17	7/24/17
2013-79402	86531	Shearer Foods (Project Salt and Pepper)	Bristol City	17,600	17,600	800	22	-	22	4,750,000	13.24	11.75	7/26/16	2/24/13	2/24/16	7/28/17
2015-129122	86995	Countyside Natural Products, Inc.(New Country Organics)	Waynesboro City	12,750	5,100	850	15	-	6	200,000	12.00	10.83	10/1/14	11/5/14	11/4/17	8/24/17
2013-70694	86426	Korona Candles, Inc.	Pulaski	136,205	136,205	801	170	-	170	18,380,000	15.10	12.00	7/1/14	7/28/14	7/27/17	8/30/17
2015-131457	87318	Norrisbuilt Fabrication and Mobile Welding	Wise	44,000	44,000	800	55	-	55	1,450,000	14.79	15.95	11/2/15	11/10/15	11/9/18	8/30/17
2015-129138	86556	Beacon Roofing Supply	Fairfax	71,858	31,702	704	102	-	45	1,000,000	16.50	61.79	7/1/13	7/8/13	7/7/16	9/7/17
2014-91479	86712	Project Island (Corporate Executive Board)	Arlington	640,000	296,800	800	800	-	371	17,320,566	32.03	32.34	4/2/14	4/7/14	4/6/17	9/7/17
2014-100435	86963	Bode Technology	Fairfax	145,750	53,303	833	175	-	64	1,200,000	16.00	17.10	8/6/14	8/18/14	8/17/17	9/16/17
2015-128622	86997	Scitent	Charlottesville City	15,000	9,000	1000	15	-	9	100,000	31.67	36.22	9/16/14	5/13/15	5/12/18	9/16/17
2015-129657	86399	Service Center Metals, LLC	Prince George	32,150	32,150	804	40	-	40	17,500,000	12.00	13.78	7/31/13	1/14/14	1/13/17	9/21/17
2014-115288	86829	Corps Solutions LLC	Stafford	84,606	22,299	656	129	-	34	5,000,000	39.00	37.69	2/11/14	4/1/14	3/31/17	9/21/17
2016-137005	87376	TAG Lumber Services	Winchester City	21,763	21,763	806	27	-	27	5,000,000	14.76	10.00	6/17/16	8/1/16	8/1/19	9/22/17
2013-68444	87015	MetroStar (extension - 2014)	Fairfax	72,000	24,000	800	90	-	30	2,300,000	39.00	43.90	9/30/14	4/21/14	4/20/17	10/4/17
2014-116980	86729	Bloomaker	Augusta	10,000	5,000	1000	10	-	5	1,800,000	19.20	23.86	8/1/14	8/4/14	8/3/17	10/4/17

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2014-117355	86894	O'Sullivan Films	Winchester City	72,250	21,825	753	96	-	29	6,000,000	17.98	22.43	4/25/14	4/28/14	4/27/17	10/6/17
2014-101899	86744	Anord Critical Power, Inc.	Henrico	197,100	197,100	2011	98	-	98	960,000	22.22	19.40	12/10/13	1/1/14	12/31/16	10/16/17
2015-123590	86900	Champion Brewing Company, LLC	Albemarle	17,600	6,400	800	22	-	8	1,000,000	12.73	17.82	5/7/14	4/23/16	4/23/19	10/16/17
2016-134281	87499	Abbott Laboratories.	Campbell	34,078	34,078	1002	34	-	34	34,000,000	17.00	19.59	4/21/16	6/20/16	6/20/19	10/20/17
9036-17412	85599	Delta Pure Filtration	Hanover	10,500	9,800	700	15	-	14	102,000	10.00	14.12	2/24/11	6/24/13	6/23/16	10/23/17
2014-105703	86839	Lighthouse Instruments	Albemarle	6,800	4,250	850	8	-	5	185,404	27.79	27.14	2/24/14	3/3/14	3/2/17	10/24/17
2015-123585	86976	Co-construct	Albemarle	48,000	48,000	1000	48	-	48	144,000	36.77	30.23	8/19/14	9/1/14	8/31/17	10/24/17
2015-119156	86914	Vivid Cortex	Charlottesville City	39,750	7,500	750	53	-	10	150,000	37.55	31.68	5/20/14	5/22/14	5/21/17	10/30/17
2014-116025	86684	Sevatec Inc.	Fairfax	42,185	91,509	649	650	-	141	2,000,000	65.24	48.03	9/20/13	9/23/13	9/22/16	10/31/17
2015-119306	87017	Technology Management Associates	Fairfax	85,372	34,962	813	105	-	43	1,500,000	40.00	62.19	6/20/14	6/23/14	6/22/17	10/31/17
2015-126494	87014	Canon, Project Road Runner	Newport News City	42,000	42,000	700	-	60	60	75,000,000	11.66	14.40	11/12/15	N/A	11/12/18	11/1/17
2014-116258	86145	Coperion Corporation	Wythe	43,200	27,200	800	54	-	34	5,500,000	24.29	25.12	6/2/14	6/2/14	6/1/17	11/6/17
2015-122398	87607	MacPac II (Dominion Packaging)	Henrico	60,000	60,000	1000	60	-	60	25,100,000	25.48	19.28	3/3/17	12/5/16	12/5/19	11/6/17
2014-100431	86736	Hanwha Azdel, Inc.	Bedford	81,725	47,839	997	82	0	48	21,335,000	19.16	11.60	1/14/13	1/21/13	1/21/16	11/7/17
2012-66333	86934	MRT Manufacturing, Inc. - Revised	Bedford	28,324	24,106	603	47	-	40	120,000	13.32	16.34	5/27/13	5/27/13	5/26/16	11/7/17
2013-70176	86264	Shamrock Farms	Augusta	75,750	45,000	750	101	0	60	50,000,000	18.11	19.04	7/31/13	8/1/13	7/31/16	11/7/17
2012-66947	86479	Aditya Birla Minacs Worldwide DBA Minacs	Henrico	614,840	563,311	873	704	-	645	1,600,000	10.25	10.07	3/19/13	3/20/13	3/19/16	11/13/17
2016-133749	87074	SimVentions - 2013	Fredericksburg City	180,900	73,800	900	201	0	82	328,000	39.00	41.60	11/13/13	11/18/13	11/17/16	11/13/17
2016-134556	86819	GEICO - Fredericksburg/Va Beach	Fredericksburg City	879,324	436,657	500	1758	0	873	1,730,310	17.28	18.13	10/19/15	2/24/14	2/23/17	11/13/17
2015-131757	86872	Faneuil 2014	Hampton City	280,626	250,441	816	344	0	301	1,500,000	10.73	10.88	4/7/14	4/14/14	4/13/17	11/13/17
2013-70454	86052	Prufrex USA, Inc.	Virginia Beach City	60,000	24,000	1,000	60	0	24	4,730,000	18.46	11.03	4/1/14	6/4/14	6/3/17	11/13/17
2014-103170	86772	Green Applications LLC	Orange	243,424	171,074	754	323	0	227	9,750,000	16.25	14.33	12/2/13	8/4/14	8/3/17	11/13/17
2015-126844	86951	Ippon Technologies Inc	Richmond City	35,400	22,527	805	44	0	28	112,000	47.16	45.00	8/3/14	9/10/14	9/9/17	11/13/17
2014-115293	86992	Wolverine Advanced Materials	Montgomery	80,197	72,177	802	100	-	90	10,600,000	14.80	13.64	11/1/14	11/3/14	11/2/17	11/13/17
2015-119281	86980	Provides US, Inc.	Augusta	42,300	42,300	900	47	0	47	6,100,000	21.16	22.39	1/5/15	1/12/15	1/11/18	11/13/17
N/A	86720	Sunset Digital Communications	Scott	18,000	9,000	600	-	30	15	100,000	13.40	11.33	9/1/14	N/A	9/1/17	11/13/17
2016-136914	87416	Premier Fabrication Solutions, LLC	Buena Vista City	12,000	-	1000	12	-	-	465,000	14.50	N/R	3/10/16	N/R	N/R	7/29/16
2015-131475	87127	Opus Group, LLC	Fairfax	61,110	-	1054	58	-	-	104,178	39.95	N/R	1/1/15	N/R	N/R	8/5/16
9020-18287	85348	Project AESYS	Richmond City	32,000	-	800	40	-	-	-	25.00	N/R	10/5/11	N/R	N/R	8/5/16
N/A	86735	Electro-Luminix Lighting Corporation	Richmond City	19,517	-	751	26	-	-	200,000	18.38	N/R	12/16/13	N/R	N/R	9/2/16
2015-128633	87041	Timbr.io	Charlottesville City	29,000	-	1000	29	-	-	100,000	39.63	N/R	11/4/14	N/R	N/R	12/13/16
2017-137465	87678	Accelerated Financial Solutions (Project Forward)	Isle of Wight	31,500	-	350	90	-	-	430,000	10.07	N/R	2/6/17	N/R	N/R	4/10/17
2015-126994	87029	Corrugated Container of Shenandoah Valley	Frederick	10,500	-	700	15	-	-	5,083,346	21.19	N/R	10/20/14	N/R	N/R	6/20/17
2014-117220	86902	Dynax America	Botetourt	80,800	-	800	101	-	-	32,600,000	13.58	N/R	7/1/14	N/R	N/R	6/20/17
2015-127129	87031	Clark Brothers Welding	Roanoke City	20,155	-	775	26	-	-	275,000	14.20	N/R	10/24/14	N/R	N/R	8/4/17
2016-134598	87347	Unilin Flooring North America, LLC	Danville City	37,014	-	805	46	-	-	18,294,165	14.00	N/R	2/9/16	N/R	N/R	8/10/17
2014-114461	86835	CMH, Inc. - CroppMetcalfe	Fairfax	60,000	-	1000	60	-	-	9,743,700	33.70	N/R	3/14/14	N/R	N/R	8/14/17

Project number ¹	ID ²	Project name	Locality	Estimated grant amount (\$) ³	Actual grant amount paid (\$)	Actual reimbursement rate per job (\$)	New jobs fore-cast for Perf. Date ⁴	Retrain jobs fore-cast for Perf. Date ⁵	Actual jobs achieved	Capital Investment target for Perf. Date (\$) ⁶	Avg. hourly wage fore-cast for Perf. Date (\$) ⁷	Actual avg. hourly wage at project close (\$) ⁸	Performance Agreement date ⁹	Date of first hire ¹⁰	Initial Performance Date for meeting job, investment and wage targets ¹¹	Final Performance Date for meeting job, investment, and wage targets ¹²
2016-134278	87250	Manalto	Fairfax	17,556	-	924	19	-	-	103,742	56.78	N/R	5/14/15	N/R	N/R	8/18/17
2016-134905	87213	Borrowed and Blue	Charlottesville City	24,500	-	875	28	-	-	250,000	26.10	N/R	11/24/15	N/R	N/R	10/19/17
2015-129146	87082	SC&A, Inc	Fairfax	73,930	-	1103	67	-	-	1,000,000	35.34	N/R	2/5/15	N/R	N/R	10/31/17
2016-134581	87227	CRA, Inc.	Fairfax	16,184	-	809	20	-	-	200,000	33.16	N/R	8/3/15	N/R	N/R	10/31/17
2014-104880	86356	Trout River Dry Kilns, LLC	Amelia	38,670	-	806	48	-	-	5,100,000	15.00	N/R	11/20/13	N/R	N/R	11/7/17
N/A	87158	Systems Engineering & Manufacturing	Bedford	10,024	-	716	14	-	-	1,500,000	15.00	N/R	4/23/15	N/R	N/R	11/7/17
TOTALS				13,501,756	8,473,235		15,487	3,579	11,948	1,429,473,647						

VJIP funding is granted through a pay-for-performance cycle that eliminates the need for clawbacks resulting from non-performance. VJIP grants are paid post performance. VJIP payments are not made until the statutory minimum threshold of new or retrained jobs is achieved (statutory minimums: 25 net new, full-time hires for New Jobs Program; 5 net new, full-time hires for Small Business New Jobs Program; 10 full-time employees retrained for Retraining Program; 5 full-time employees retrained for Small Business Retraining Program).

The company is reimbursed after a new employee is hired and on board for at least 90 days. In the case of retraining, the company is paid for employees who have completed training. In both cases the company completes a VJIP Reimbursement Form. For new jobs, the form specifies the names of the employees, date hired, job titles, current full-time employment level, and average wage of employees listed on form. In the case of retraining, the form specifies the names of the employees, date they completed the training, job titles, current full-time employment level, and average wages of employees on the form. The company confirms/acknowledges via signature that employees listed on the reimbursement form earn a wage of \$9.79 per hour or higher.

Jobs and capital investment are monitored by VEDP staff through signed attestation by company of information, visual inspection during company visits, and through ongoing dialogue with the company over the 36-month project cycle. A designated VEDP Workforce staff representative responsible for the project communicates with the company on-site, by phone, or by email, typically once per quarter over the project cycle to monitor project progress (e.g., observe new equipment for a product line, construction activity, office space, additional staff, etc.). Company feedback, along with other pertinent forms and information, is maintained in the information system used for VJIP, called Protrax. (VEDP is in the process of migrating this function to the Salesforce System.)

VEDP Workforce staff typically work in collaboration with local economic developers in the community in which the company is based, maintaining dialogue or jointly visiting the company location, further enhancing awareness of the company's business activity.

Important Note Regarding Verification: No formal verification procedures were in place prior to 12/7/2017. VEDP is in the process of updating verification procedures using VEC data and with local Commissioners of the Revenue.

Footnotes:

- 1 Project Number is a project identification number for the Salesforce System. (N/A reflects item not applicable to the referenced project.)
- 2 ID is a project identification number for the Protrax system.
- 3 Estimated grant amount reflects full grant amount subject to company fulfilling the project jobs forecast.
- 4 Reflects number of New Jobs forecast for project. (Project jobs are either New Jobs or Retraining Jobs). Company is not reimbursed for new jobs created above the forecast limit.
- 5 Reflects number of Retraining Jobs forecast for project. (Project jobs are either New Jobs or Retraining Jobs). Company is not reimbursed for jobs retrained above the forecast limit.
- 6 Capital Investment reflects company forecast for the project. VJIP grants are not offered for projects not meeting the statutory minimum threshold of projected capital investment (statutory minimums: \$1MM for New Jobs Program; \$100K for Small Business New Jobs Program; \$500K for Retraining Program; \$50K for Small Business Retraining Program).
- 7 Average hourly wage forecast reflects company forecast for jobs associated with the project. VJIP statute requires an entry-level wage rate of at least 1.35 times the federal minimum wage (\$9.79 per hour) to qualify for the grant.
- 8 Reflects actual average hourly wage paid. (N/R reflects no VJIP reimbursement requested.) VJIP statute requires an entry-level wage rate of at least 1.35 times the federal minimum wage (\$9.79 per hour) to qualify for the grant.
- 9 Performance Agreement date reflects date of company VJIP application.
- 10 Date of First Hire reflects beginning date of project performance period. (N/A reflects item not applicable to the referenced project. N/R reflects no VJIP reimbursement requested.)
- 11 Initial Performance Date for meeting job, investment and wage targets reflects performance date based on the date of first hire. Project cycles run for 36 months, which begins with the date of the first hire. After 36 months, the project is closed. Projects which meet the criteria to apply for VJIP again (new jobs and capital investment), may be granted a second round of VJIP funding. Administratively that may equate to a revision of an existing project, or a new project record. If an existing project is revised, a new and revised Performance Date is established. A report of projects that are revised as such, is not readily available, however, each VJIP project record contains information pertaining to the project's status. Extenuating circumstances that necessitate extending the project cycle beyond 36 months are considered. (N/R reflects no VJIP reimbursement requested.)
- 12 Reflects Final Performance Date, or project close date. The vast majority of VJIP projects receive reimbursement for qualifying jobs hired or retrained within the performance period. However, in some cases these projects are not closed until after this date, when the company submits a final VJIP reimbursement request for qualifying jobs.