

# GO Virginia Grant Performance Outcomes by Investment Area

Core Outcomes	Investment Category	Definition
Number of businesses retained	Cluster Scale-Up	The number of businesses supported by the effort that have remained in production and were kept from closing.
Revenues increased	Cluster Scale-Up	The increase in revenues (total dollar amount) from a baseline for all businesses served as a result of the effort.
Average deal size	Startup Ecosystem	The average dollar amount of investments by professional investors (Venture Capital, other institutions, etc.) made to businesses served as part of the effort.
Number of entrepreneurs engaged	Startup Ecosystem	The number of entrepreneurs who participated in the effort. An entrepreneur is an individual aspiring to own/operate a business and/or those entrepreneurs who already own an early-stage business who are interesting in scaling the business.
Number of fund investments	Startup Ecosystem	The number of investments to businesses and startups made by a fund, created or supported by the effort.
Number of mentors engaged	Startup Ecosystem	The number of mentors who participated in the effort. A mentor is an individual who provides advice and coaching on starting /growing a business.
Number of new businesses created	Startup Ecosystem	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 patents awarded	Startup Ecosystem	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.
Number of patents filed	Startup Ecosystem	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.
Research and development (R&D) funding deployed	Startup Ecosystem	The total dollar amount of research and development funding granted to businesses served as a part of the effort. Research and development or R&D is work directed toward the innovation, introduction, and improvement of products and processes. The R&D funding can be sourced from government and/or other institutions.
Revenues increased from export-sales	Startup Ecosystem	The total dollar amount in revenues increased from a baseline due to sales outside of the state of Virginia. This metric is the total increase in revenues for all businesses served as part of the effort.
Total capital deployed by fund	Startup Ecosystem	The total dollar amount of capital investments to businesses and startups made by a fund, created or supported by the effort.
Total capital raised	Startup Ecosystem, Cluster Scale-Up	The total dollar amount in capital raised for the businesses served as part of the effort. Capital is defined as any cash or liquid assets being held for expenditures and any other additional asset that has monetary value, such as new equipment, real estate, and inventory.
Venture capital investment in served businesses	Startup Ecosystem	The total dollar amount of venture capital (VC) investments in businesses/startup served as a part of the effort
Number of existing businesses expanded	Startup Ecosystem, Cluster Scale-Up	The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort
Number of new products completed/released to production	Startup Ecosystem, Cluster Scale-Up	The total number of new products created by a business/startup served as part of the effort

# GO Virginia Grant Performance Outcomes by Investment Area

Number of jobs created/filled	<b>Startup Ecosystem, Cluster Scale-Up, Workforce</b>	The number of jobs estimated to be created by businesses supported by the effort and/or the expected number of trained individuals who will advance into employment.
Number of businesses served	<b>Workforce Development, Startup Ecosystem, Cluster Scale-Up</b>	The number of unique firms provided with business assistance.
Number of new internships created	<b>Startup Ecosystem, Cluster Scale-Up, Workforce Development</b>	An internship is defined as a professional learning experience hosted by an employer that offers meaningful, practical work related to a student's field of study or career interest
Number of credentials awarded	<b>Workforce Development</b>	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 new apprenticeships created	<b>Workforce Development</b>	An apprenticeship is structured employment/training arrangement, hosted by a sponsoring employer. It maybe registered or unregistered but must include a combination of paid employment and related academic or on-the-job instruction.
Number of new programs/credentials implemented	<b>Workforce Development</b>	The number of new workforce training programs or credentialing programs created.
Number of students enrolled in dual enrollment programs	<b>Workforce Development</b>	The number of high school students who are enrolled dually in a community college level course.
Number of students trained	<b>Workforce Development</b>	The number of students who successfully complete a course or combination of courses required to enter employment.
Number of upskilled employees	<b>Workforce Development</b>	Number of incumbent workers who complete an industry-recognized skills development program.
Number of existing jobs retained	<b>Workforce Development, Cluster Scale-Up</b>	The number of at-risk jobs retained or the sum of the individuals employed by businesses served by the effort.
Number of acres advanced to higher tier per Virginia Business Ready Sites Program (VBRSP)	<b>Site Development &amp; Infrastructure</b>	The number of acres moved to a higher level on the VBRSP scale. Go to <a href="https://www.vedp.org/vbrsp">https://www.vedp.org/vbrsp</a> for more information on the VBRSP program.
Number of acres impacted/developed	<b>Site Development &amp;</b>	The number of acres that the infrastructure improvements will impact.
Number of increased locality engagement in establishing a RIFA/revenue sharing agreement	<b>Site Development &amp; Infrastructure</b>	The localities that are involved in a 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 water infrastructure	<b>Site Development &amp;</b>	The total number of linear feet of water lines and supporting infrastructure improvements.
Number of linear feet of gas infrastructure	<b>Site Development &amp;</b>	The total number of linear feet of gas lines and supporting infrastructure improvements.
Number of linear feet of sewer infrastructure	<b>Site Development &amp;</b>	The total number of linear feet of sewer lines and supporting infrastructure improvements.
Number of prospects (active company visits)	<b>Site Development &amp;</b>	The total number of prospects who visited the site(s).
Number of miles of middle mile broadband completed	<b>Site Development &amp; Infrastructure</b>	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.
Number of businesses attracted	<b>Site Development &amp; Infrastructure, Cluster Scale-Up</b>	Total number of new businesses who committed to locate to the site(s).

# GO Virginia Grant Performance Outcomes in Alphabetical Order

	<b>Core Outcomes</b>	<b>Investment Category</b>	<b>Definition</b>
1	Number of acres advanced to higher tier per Virginia Business Ready Sites Program (VBRSP)	<b>Site Development &amp; Infrastructure</b>	Number of acres moved to a higher level on the VBRSP scale. Go to <a href="https://www.vedp.org/vbrsp">https://www.vedp.org/vbrsp</a> for more information on the VBRSP program.
2	Number of acres impacted/developed	<b>Site Development &amp; Infrastructure</b>	The number of acres that the infrastructure improvements will impact.
3	Number of businesses attracted	<b>Site Development &amp; Infrastructure, Cluster Scale-Up</b>	Total number of new businesses who committed to locate to the site(s).
4	Number of businesses retained	<b>Cluster Scale-Up</b>	The number of businesses supported by the effort that have remained in production and were kept from closing.
5	Number of businesses served	<b>Startup Ecosystem, Cluster Scale-Up</b>	The number of unique firms provided with business assistance.
6	Number of credentials awarded	<b>Workforce Development</b>	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.
7	Number of entrepreneurs engaged	<b>Startup Ecosystem</b>	The number of entrepreneurs who participated in the effort. An entrepreneur is an individual aspiring to own/operate a business and/or those entrepreneurs who already own an early-stage business who are interesting in scaling the business.
8	Number of existing businesses expanded	<b>Startup Ecosystem, Cluster Scale-Up</b>	The total number of existing businesses or startups that have demonstrated business growth specifically due to the effort
9	Number of existing jobs retained	<b>Workforce Development, Cluster Scale-Up</b>	The number of at-risk jobs retained or the sum of the individuals employed by businesses served by the effort.
10	Number of fund investments	<b>Startup Ecosystem</b>	The number of investments to businesses and startups made by a fund, created or supported by the effort.
11	Number of increased locality engagement in establishing a RIFA/revenue sharing agreement	<b>Site Development &amp; Infrastructure</b>	The localities that are involved in a RIFA or other shared revenue agreement. This could also include the discussion among localities regarding the development of a RIFA.
12	Number of jobs created/filled	<b>Startup Ecosystem, Cluster Scale-Up, Workforce Development</b>	The number of jobs estimated to be created by businesses supported by the effort and/or the expected number of trained individuals who will advance into employment.
13	Number of linear feet of water infrastructure	<b>Site Development &amp; Infrastructure</b>	The total number of linear feet of water lines and supporting infrastructure improvements.
14	Number of linear feet of gas infrastructure	<b>Site Development &amp; Infrastructure</b>	The total number of linear feet of gas lines and supporting infrastructure improvements.
15	Number of linear feet of sewer infrastructure	<b>Site Development &amp; Infrastructure</b>	The total number of linear feet of sewer lines and supporting infrastructure improvements.
16	Number of miles of middle mile broadband completed	<b>Site Development &amp; Infrastructure</b>	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.

# GO Virginia Grant Performance Outcomes in Alphabetical Order

17	Number of mentors engaged	<b>Startup Ecosystem</b>	The number of mentors who participated in the effort. A mentor is an individual who provides advice and coaching on starting /growing a business.
18	Number of new apprenticeships created	<b>Workforce Development</b>	An apprenticeship is structured employment/training arrangement, hosted by a sponsoring employer. It maybe registered or unregistered but must include a combination of paid employment and related academic or on-the-job instruction.
19	Number of new businesses created	<b>Startup Ecosystem</b>	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.
20	Number of new internships created	<b>Startup Ecosystem, Cluster Scale-Up, Workforce Development</b>	An internship is defined as a professional learning experience hosted by an employer that offers meaningful, practical work related to a student's field of study or career interest
21	Number of new products completed/released to production	<b>Startup Ecosystem, Cluster Scale-Up</b>	The total number of new products created by a business/startup served as part of the effort
22	Number of new programs/credentials implemented	<b>Workforce Development</b>	The number of new workforce training programs or credentialing programs created.
23	Number of patents awarded	<b>Startup Ecosystem</b>	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.
24	Number of patents filed	<b>Startup Ecosystem</b>	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.
25	Number of prospects (active company visits)	<b>Site Development &amp; Infrastructure</b>	The total number of prospects who visited the site(s).
26	Number of students enrolled in dual enrollment programs	<b>Workforce Development</b>	The number of high school students who are enrolled dually in a community college level course.
27	Number of students trained	<b>Workforce Development</b>	The number of students who successfully complete a course or combination of courses required to enter employment.
28	Number of upskilled employees	<b>Workforce Development</b>	Number of incumbent workers who complete an industry-recognized skills development program.
29	Research and development (R&D) funding deployed	<b>Startup Ecosystem</b>	The total dollar amount of research and development funding granted to businesses served as a part of the effort. Research and development or R&D is work directed toward the innovation, introduction, and improvement of products and processes. The R&D funding can be sourced from government and/or other institutions.
30	Revenues increased	<b>Cluster Scale-Up</b>	The increase in revenues (total dollar amount) from a baseline for all businesses served as a result of the effort.
31	Revenues increased from export-sales	<b>Startup Ecosystem</b>	The total dollar amount in revenues increased from a baseline due to sales outside of the state of Virginia. This metric is the total increase in revenues for all businesses served as part of the effort.
32	Total capital deployed by fund	<b>Startup Ecosystem</b>	The total dollar amount of capital investments to businesses and startups made by a fund, created or supported by the effort.
33	Total capital raised	<b>Startup Ecosystem, Cluster Scale-Up</b>	The total dollar amount in capital raised for the businesses served as part of the effort. Capital is defined as any cash or liquid assets being held for expenditures and any other additional asset that has monetary value, such as new equipment, real estate, and inventory.
34	Venture capital investment in served businesses	<b>Startup Ecosystem</b>	The total dollar amount of venture capital (VC) investments in businesses/startup served as a part of the effort