

| ESO | Allocations based on 3rd QTR Projections | | Allocations based on FY 20 actual | | Percent difference using 3rd QTR Projections | |
|--|--|---------------|-----------------------------------|---------------|--|-------|
| | EES | LTESS | EES | LTESS | EES | LTESS |
| ALEXANDRIA COMMUNITY SERVICES BOARD | \$ 32,619.06 | \$ 28,822.59 | \$ 33,143.21 | \$ 28,781.61 | 98% | 100% |
| SOAR365 - (ARC INDUSTRIAL SERVICES) | \$ 95,290.25 | \$ 53,772.31 | \$ 95,922.11 | \$ 51,144.21 | 99% | 105% |
| ARC OF THE VA PENINSULA - PULLER CENTER | | | | | | |
| Versability ARC OF THE VA PENINSULA HAMPTON ROAD | \$ 211,657.03 | \$ 147,372.20 | \$ 200,543.65 | \$ 145,168.98 | 106% | 102% |
| ASSOC FOR RET CITIZENS/PARC SERVICES | \$ 15,000.00 | \$ 45,083.96 | \$ 15,000.00 | \$ 45,092.72 | 100% | 100% |
| CAREER SUPPORT SYSTEMS - SOUTHWEST VA | | | | | | |
| CAREER SUPPORT SYSTEMS INC | \$ 12,444.42 | \$ 336,742.81 | \$ 12,174.01 | \$ 341,976.94 | 102% | 98% |
| CHESTERFIELD COMMUNITY SERVICES BOARD | \$ 69,472.72 | \$ 113,714.07 | \$ 69,572.48 | \$ 110,640.47 | 100% | 103% |
| COMMUNITY ALTERNATIVES INC | \$ 1,187.83 | \$ 14,466.83 | \$ 1,258.80 | \$ 15,114.90 | 94% | 96% |
| COMMUNITY FUTURES FOUNDATION | | \$ 5,196.42 | | \$ 4,823.12 | | 108% |
| Best Buddies | | \$ 5,106.31 | | \$ 6,195.49 | | 82% |
| DANVILLE ARC, HATCHER CENTER | \$ 30,062.75 | \$ 72,876.97 | \$ 31,003.45 | \$ 70,406.68 | 97% | 104% |
| DEVELOPMENTAL SERVICES INC | \$ 27,563.13 | \$ 75,710.32 | \$ 27,754.33 | \$ 72,027.30 | 99% | 105% |
| DIDLAKE INC | \$ 237,752.52 | \$ 275,246.00 | \$ 251,955.82 | \$ 291,525.70 | 94% | 94% |
| DIDLAKE INC ES | | | | | | |
| DIDLAKE INC REMINGTON | | | | | | |
| DIDLAKE INC TIDEWATER | | \$ 199,356.76 | | \$ 215,940.66 | | 92% |
| EGGLESTON SERVICES INC | \$ 84,619.15 | \$ 153,932.61 | \$ 81,046.49 | \$ 155,000.14 | 104% | 99% |
| EVERY CITIZEN HAS OPPORTUNITIES INC | \$ 42,165.40 | \$ 104,732.81 | \$ 43,167.77 | \$ 101,270.40 | 98% | 103% |
| FRIENDSHIP INDUSTRIES, INC | \$ 77,609.38 | \$ 145,665.67 | \$ 79,414.15 | \$ 141,918.14 | 98% | 103% |
| FRONTIER HEALTH | \$ 104,604.94 | \$ 9,414.33 | \$ 94,413.12 | \$ 8,870.91 | | 106% |
| FRONTIER INDUSTRIES BRISTOL | | | | | | |
| FRONTIER INDUSTRIES KINGSFORT | | | | | | |
| GOODWILL INDUSTRIES OF DANVILLE AREA INC | | | | | | |
| GOODWILL INDUSTRIES OF HAMPTON RD INC | | | | | | |
| GOODWILL INDUSTRIES OF TENNEVA AREA | \$ 13,356.90 | \$ 19,675.47 | \$ 12,772.53 | \$ 19,743.53 | 105% | 100% |
| GOODWILL OF CENTRAL VIRGINIA | \$ 45,476.87 | \$ 263,679.94 | \$ 45,958.20 | \$ 253,808.93 | 99% | 104% |
| HANOVER COUNTY COMMUNITY SERVICES | \$ 15,000.00 | \$ 119,614.41 | \$ 15,000.00 | \$ 116,208.78 | 100% | 103% |
| HENRICO AREA MENTAL HEALTH & RETARDATION | \$ 88,798.00 | \$ 55,134.44 | \$ 81,044.00 | \$ 56,035.55 | 110% | 98% |
| HIRED HANDS & ASSOCIATES INC | | \$ 132,279.36 | | \$ 130,066.40 | | 102% |
| INDEPENDENCE UNLIMITED | \$ 25,325.00 | \$ 88,322.62 | \$ 20,587.00 | \$ 84,027.58 | 123% | 105% |
| JACKSON RIVER ENTERPRISES INC | \$ 58,229.85 | \$ 70,688.60 | \$ 56,842.06 | \$ 66,778.09 | 102% | 106% |
| JOB DISCOVERY INC | \$ 15,000.00 | \$ 44,820.93 | \$ 15,000.00 | \$ 42,689.95 | 100% | 105% |
| Melwood (LINDEN RESOURCES) | \$ 25,851.83 | \$ 142,898.17 | \$ 25,367.19 | \$ 143,025.92 | 102% | 100% |
| LOUDOUN COUNTY COMMUNITY SERVICE BOARD | | \$ 9,334.42 | | \$ 8,802.45 | | 106% |
| LYNCHBURG SHELTERED INDUSTRIES INC | \$ 68,371.25 | \$ 65,543.54 | \$ 69,627.58 | \$ 64,992.79 | 98% | 101% |
| MT ROGERS COMM SERV MH&MR BOARD | \$ 214,482.15 | \$ 249,492.24 | \$ 218,215.00 | \$ 244,546.21 | 98% | 102% |
| MVLE INC | \$ 15,000.00 | \$ 65,814.81 | \$ 15,000.00 | \$ 65,182.77 | 100% | 101% |
| NW WORKS, INC | \$ 45,707.42 | \$ 139,299.11 | \$ 45,086.86 | \$ 131,941.17 | 101% | 106% |
| PLEASANT VIEW INC | \$ 15,000.00 | \$ 11,402.49 | \$ 15,000.00 | \$ 10,768.67 | 100% | 106% |

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| PRINCE WILLIAM MEN HLT SERVICES | | \$ 69,145.10 | | \$ 68,359.22 | | 101% |
| PRS INC | | \$ 79,158.20 | | \$ 79,781.07 | | 99% |
| RADFORD GOODWILL CENTER | \$ 66,629.22 | \$ 83,153.72 | \$ 66,822.16 | \$ 84,083.08 | 100% | 99% |
| RAPPAHANNOCK GOODWILL INDUSTRIES | \$ 78,603.09 | \$ 69,318.63 | \$ 78,502.49 | \$ 67,983.61 | 100% | 102% |
| ROANOKE GOODWILL CENTER | \$ 71,403.67 | \$ 149,733.90 | \$ 72,410.78 | \$ 151,519.69 | 99% | 99% |
| ROCKY MOUNT GOODWILL CENTER | \$ 142,805.93 | \$ 207,547.63 | \$ 148,715.81 | \$ 214,160.08 | 96% | 97% |
| RSVP INC | | \$ 181,908.06 | \$ - | \$ 183,214.00 | | 99% |
| SERVICESTOURCE, INC | \$ 126,140.99 | \$ 152,011.32 | \$ 131,000.15 | \$ 149,746.30 | 96% | 102% |
| SHEN PACO INDUSTRIES INC | \$ 35,272.81 | \$ 76,754.29 | \$ 35,104.59 | \$ 74,682.67 | 100% | 103% |
| ST JOHN'S COMMUNITY SERVICES | | \$ 21,918.62 | | \$ 21,102.17 | | 104% |
| STAND-UP | | | | | | |
| STAND UP INC | \$ 8,926.88 | \$ 55,603.29 | \$ 9,213.46 | \$ 57,736.01 | 97% | 96% |
| STEPS INC | \$ 65,278.18 | \$ 87,315.54 | \$ 64,835.03 | \$ 85,111.74 | 101% | 103% |
| SUGAR PLUM INC | \$ 15,000.00 | \$ 6,980.68 | \$ 15,000.00 | \$ 6,793.98 | 100% | 103% |
| SUPPORTED EMPLOYMENT OF VIRGINIA | \$ 15,000.00 | \$ 84,653.41 | \$ 15,000.00 | \$ 81,218.92 | 100% | 104% |
| THE CHOICE GROUP INC | | \$ 503,792.08 | | \$ 519,076.62 | | 97% |
| THE CHOICE GROUP NORTHERN | | \$ 93,927.93 | | \$ 97,950.88 | | 96% |
| VCU HEALTH SYSTEM | | \$ 125,515.55 | | \$ 123,339.11 | | 102% |
| VECTOR INDUSTRIES INC | \$ 107,806.64 | \$ 69,640.67 | \$ 110,859.25 | \$ 68,141.45 | 97% | 102% |
| VIRGINIA BEACH DEPT OF HUMAN SERVICES | \$ 15,000.00 | \$ 158,638.95 | \$ 15,000.00 | \$ 157,857.43 | 100% | 100% |
| WORKSOURCE ENTERPRISES | \$ 85,573.76 | \$ 86,159.29 | \$ 86,755.78 | \$ 84,012.44 | 99% | 103% |
| WRIGHT CHOICES, INC | | \$ 315,244.95 | | \$ 322,947.72 | | 98% |
| Total 2019 Active ESOs | \$ 2,521,089.00 | \$ 5,943,335.34 | \$ 2,521,089.28 | \$ 5,943,335.34 | | |
| GREATER UNITY EMPLOYMENT | \$ 15,000.00 | \$ 10,000.00 | \$ 15,000.00 | \$ 10,000.00 | 100% | 100% |
| Brain Injury Services, Inc. | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Branches of Life | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Career Supports - NOVA | | \$ 44,100.00 | | \$ 44,100.00 | | 100% |
| Greater Unity Employment | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Hargraves Outreach | | \$ 20,133.00 | | \$ 20,133.00 | | 100% |
| BellDavis Consulting Group Central | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| BellDavis Consulting Group Northern | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Lutheran Family Services | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Outstanding Possibilities Revealed | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| PORTCO | \$ 15,000.00 | \$ 10,000.00 | \$ 15,000.00 | \$ 10,000.00 | 100% | 100% |
| St. Vincent Home | | \$ 10,000.00 | | \$ 10,000.00 | | 100% |
| Total 2021 all ESOs | \$ 2,551,089.00 | \$ 6,107,568.34 | \$ 2,551,089.28 | \$ 6,107,568.34 | | |