

TRAFFIX Annual Report

Fiscal Year 2013

Prepared By:



HAMPTON ROADS

TRANSIT

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Report Documentation

Title:

TRAFFIX Annual Report FY 2013

Author:

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Ron Hodges, Director of Communications and Business Development, Hampton Roads Transit

Abstract:

The TRAFFIX service of Hampton Roads Transit (HRT) is a transportation demand management program currently funded with regional Congestion Mitigation and Air Quality (CMAQ) funding. The performance of TRAFFIX is monitored by the TRAFFIX Oversight Subcommittee (TOS). The TOS has direct oversight over all aspects of the Hampton Roads TDM function and maintains direct oversight about the status of TRAFFIX programs and how TRAFFIX is spending its allocated funding.

This report defines and tabulates a comprehensive set of performance measures for TRAFFIX, covering the actions of TRAFFIX, the outcomes of the TRAFFIX programs, and the annual TRAFFIX budget. A baseline of performance data is compiled from Fiscal Year (FY) 2007 through FY 2013, when available.

This report will be generally consistent with previous TRAFFIX Annual Reports. However, this year it will eliminate “non-material” information but maintain its level of “cold hard facts” about the program. Therefore, it will be less to read but easier to follow “material” results. This report is prepared by TRAFFIX in coordination with the TRAFFIX Oversight Subcommittee (TOS), the Transportation Technical Advisory Committee (TTAC), and the Hampton Roads Transportation Planning Organization (HRTPO).

Report Date:

March 2014

Grant/Sponsoring Agency:

HRTPO Funds

Organization Name, Address, & Telephone:

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Acknowledgements:

This report was prepared by the Director of Communications and Business Development. As a courtesy to TRAFFIX, this report was reviewed by the Transportation Planning Organization (HRTPO).



Introduction

OVERVIEW:

TRAFFIX was established in 1995 as a Transportation Demand Management (TDM) service for Hampton Roads. The service aims to reduce traffic congestion by reducing the number of single occupancy vehicles commuting to work. The service promotes transportation alternatives, such as carpooling, vanpooling, public transportation, teleworking, and alternate work schedules.

TRAFFIX STAFF:

Nine TRAFFIX staff members are employees of Hampton Roads Transit (HRT). This includes: Four Outreach (including one Contracted Position); One Part-time Telework Coordinator, One Vanpool Manager, One GoPass365 Account Manager, One Project Manager of TRAFFIX, and One Director of Business Development. Funding and oversight are provided through the Hampton Roads Transportation Planning Organization. DRPT funds special projects at 80% (not part of TRAFFIX) with a 20% local match. The HRTPO has authorized annual funding for TRAFFIX through Congestion Mitigation and Air Quality (CMAQ) and/or Regional Surface Transportation Program (RSTP). Funded since Fiscal Year (FY) 1995.

OVERSIGHT:

The TRAFFIX Oversight Subcommittee (TOS), is made up of transportation professionals from the cities and counties in the Metropolitan Planning Area (MPA), the Virginia Department of Transportation (VDOT), Federal Highway Administration (FHWA), and the Virginia Department of Rail and Public Transportation (DRPT), and which reviews the progress and status of TRAFFIX three times per year. The TOS reports to the Transportation Technical Advisory Committee (TTAC), which in turn reports to the HRTPO board.

TRAFFIX ADMINISTRATION AND ADVERTISEMENT OF PROGRAMS:

TRAFFIX administers many programs internally
TRAFFIX advertises TDM programs administered by outside organizations, as well.



Introduction, Continued

TRAFFIX Administration and Advertisement of Programs, Continued

The Vanpool Program, Guaranteed Ride Program, GoPass365, and Park & Ride lots are operated by TRAFFIX, while NuRide and Telework!VA are programs of other agencies which TRAFFIX promotes for Hampton Roads.

TRAFFIX has provided performance measures to the TOS and TTAC in the past, and will continue to do so annually. The detailed performance data that TRAFFIX provided for this report is available beginning with FY 2007, and thus the baseline data provided in this report covers FY 2007 through FY 2013. Throughout this report, the fiscal year refers to the state fiscal year, which runs from July 1, 2012 to June 30, 2013.

From the Director of Business Development/TRAFFIX Program:

FY 2013 proved to be a challenging year for the TRAFFIX program. Although challenging, the numbers will show another successful year. There were significant staff issues this year which caused the Output to be above average, but not excellent in some cases. Performance was satisfactory, but not in keeping with this Program Manager's expectations.

In previous reports, I included an Appendix that consisted of "Actions." That was removed this year since the relevant piece of information is in the "Outcomes" as compared to previous years.

A key TDM Program called GoPass365, had a huge impact in attracting some old and many new "choice" riders. Over 90,000 customers were eligible to use Hampton Roads Transit's rolling and floating stock for transportation. Park & Ride lots along the Light Rail corridor remained at full capacity most of the time.

At the end of FY 2013, over 2,926,716 trips were recorded versus the previous year of 778,000 trips recorded on transit (related to the GoPass365 Program). The nearly 3 million trip number above does not take into account ridership on Light Rail since there is no specific way to measure Light Rail Ridership.

Another benchmark of outreach was reflected in the recording of Website Hits. In FY 2012, there were 13,598 and in FY 2013, this increased to 469,196 website visits.



Actions – Outreach

TRAFFIX Staff

Promotes and encourages commute options other than driving alone.

Conducts meetings at employer sites where TDM information is exchanged regarding various TRAFFIX programs and where specific questions are answered.

Works with community groups, localities, special interest groups in an effort to mitigate congestion.

Visits company management in an effort to suggest GoPass365 for all of their employees.

On July 1, 2013, Newport News Shipyard became a member of the GoPass365 Program. This is one of the largest employers in Hampton Roads with over 24,000 employees.

Military Outreach

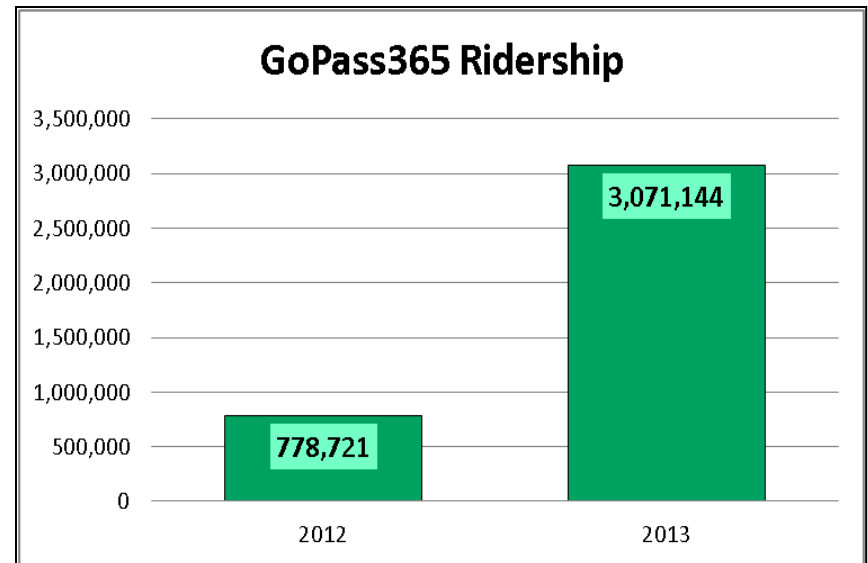
Since 2008, TRAFFIX has designated a specific staff member as the Military and Government Outreach Coordinator. This has allowed the military outreach to grow each year, from 10 commands in FY 2007 to 111 commands in FY 2012.

The Military and Government Outreach Coordinator contacts and visits individual commands located at military bases across Hampton Roads. There is also an office located on Naval Station Norfolk.

As noted before, GoPass365 has had a huge impact on TDM results in Hampton Roads. The program focuses on choice ridership, not dependent riders.

On June 30, 2013, there were 16 employers, schools, and government entities enrolled in the GoPass365 program, with the potential of over 69,000 employees, and a potential trip ridership in FY 13 of over 3 Million trips.

The Graph below shows statistical information of the growth of the GoPass365 Program since it's inception in 2012.

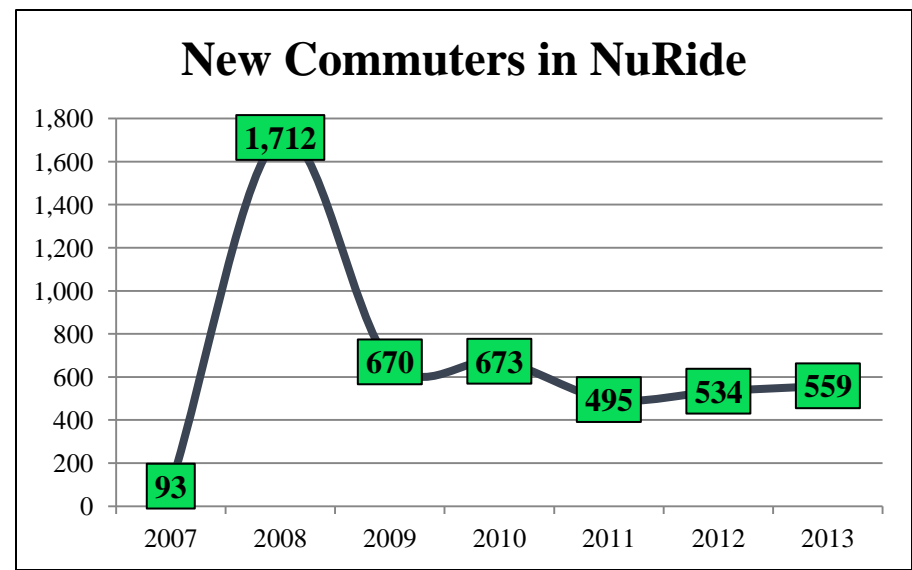


Actions – Outreach, Continued

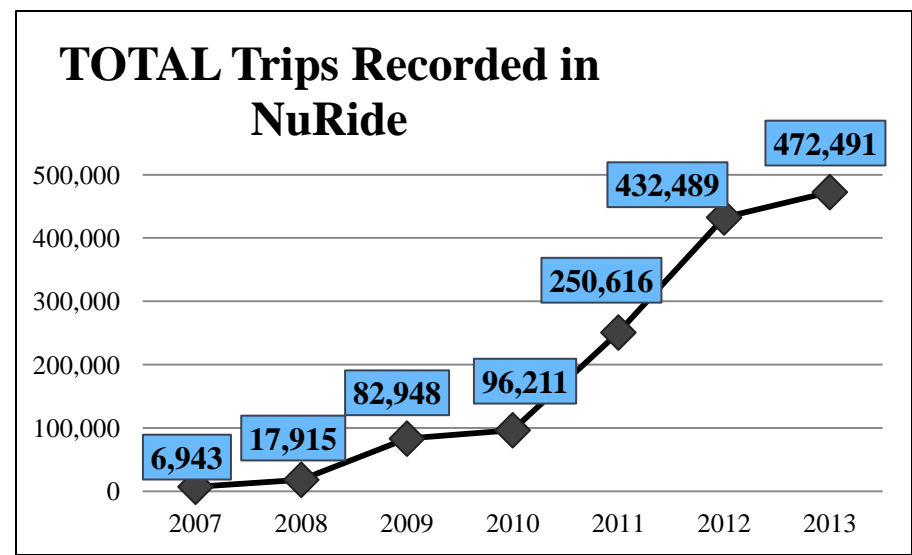
Outreach Highlights:

Significant emphasis was concentrated in helping businesses understand the importance of the regional benefits of saving gas, money, and reducing vehicle miles traveled.

The two graphs on this page depict moderate improvements in new commuters, recorded trips, reduced emissions and VMT's, and an exceptional increase in Total Registered Commuters in NuRide (description of NuRide can be found on page 10). The top graph shows an unexplained spike in the 2007-2008 years with stability indicated in 2009-2013 years. The bottom graph shows exceptional growth in "Trips Recorded."



NuRide Stats:	FY12	FY13
New Commuters in NuRide:	534	559
Trips recorded in NuRide:	432,489	472,491
Tons of Emissions Reduced:	4,125	4,671
Total VMT's Reduced:	8,547,616	9,951,956
Total Registered Commuters	4,399	4,940



Park and Ride Locations:

Twenty-one locations throughout Hampton Roads.

Park and Sail:	FY12	FY13
Assigned Parking Spaces	10	19



Actions – Outreach, Continued

Guaranteed Ride Program

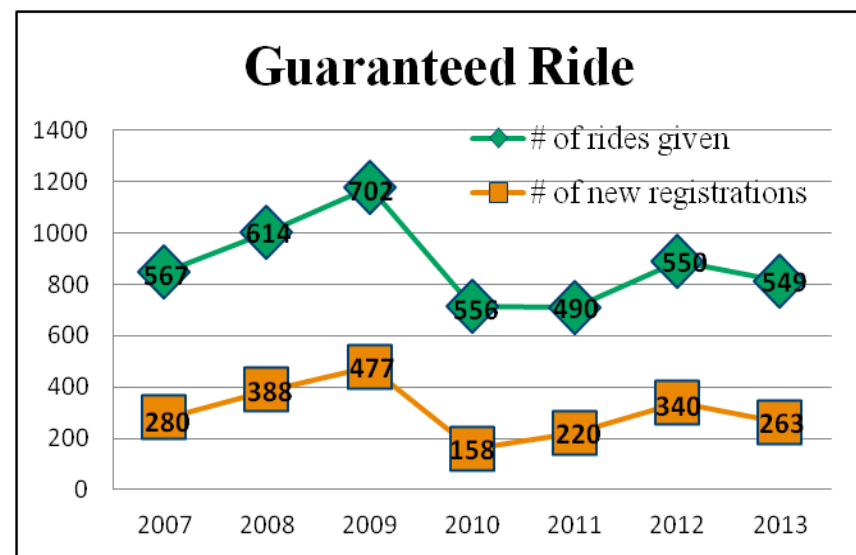
Overview:

As mentioned in last years' Annual Report, the Guaranteed Ride Program is a service that assures the registered person has a ride back to their point of origin in case of an emergency.

Should an emergency occur, the rider pays a \$5 fee for a ride back to their original point of pickup.

A registered rider can use Guaranteed Ride twice a month up to 6 times a year.

No registered riders are ever stranded.



	<u>FY 2012</u>	<u>FY 2013</u>	<u>% of Change</u>
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Users/Rides Given	550	549	-.002%
New Registrations	340	263	-.23 %

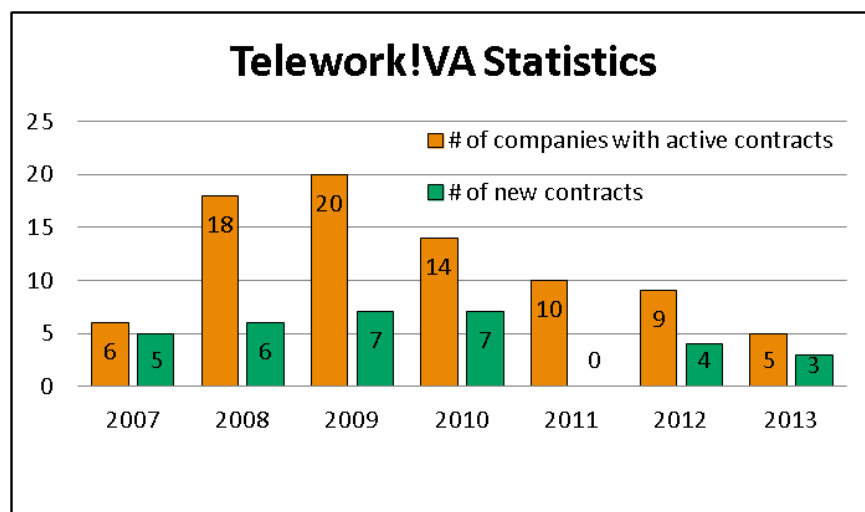
Telework!VA Statistics:

of Companies Being Processed:

<u>FY 07</u>	<u>FY08</u>	<u>FY09</u>	<u>FY10</u>	<u>FY11</u>	<u>FY12</u>	<u>FY13</u>
d/u	d/u	d/u	d/u	d/u	7	3

Teleworkers Assisted :

<u>FY 07</u>	<u>FY08</u>	<u>FY09</u>	<u>FY10</u>	<u>FY11</u>	<u>FY12</u>	<u>FY13</u>
36	322	358	394	772	862	904



of TOTAL Companies Participated: 32



Actions – Outreach, Continued

Impact of Outreach efforts with Transit, Light Rail, and GoPass 365

Continue to attract young, professional, and blue collar choice riders

Place a strong emphasis on educational efforts (thousands of brochures distributed regularly and over 2,000 newsletters sent out)

By end of FY 13, nearly 70,000 eligible customers can use GoPass365.

Effort to build a downtown consortium of businesses managed by the Downtown Norfolk Council, to increase GoPass365 Ridership.

GoPass365 Contract signed with the Newport News Shipyard by the end of FY13.

FY13 – GoPass365 Customers:

Old Dominion University; Norfolk State University; Eastern Virginia Medical School; Bryant and Stratton College; United States Coast Guard; Portfolio Recovery Associates; City of Norfolk; Tidewater Community College; Glasser & Glasser; Xtruple; Aviation School of Maintenance; Tidewater Tech; Everest College – Newport News and Chesapeake campuses; Grow Interactive; Harrah Player; and Centura College – Chesapeake, Norfolk, Peninsula, and Virginia Beach campuses.

Metro Area Express (MAX), Ferry, Transit (GoPass365) - FY 13

Route 919	<i>Trips</i>
Silverleaf to Naval Station Norfolk:	47,781
Route 918	
Silverleaf to Lafayette River Annex	6,315
Route 922	
Chesapeake -Virginia Beach to Naval Station Norfolk	39,921
Route 960	
VA Beach to Downtown Norfolk	97,822
Route 961	
Newport News, Hampton, Norfolk:	243,174
Route 965	
Patrick Henry Mall/Peninsula Town Center/Norfolk Naval Station	5,140
Route 967	
VB, Chesapeake, to NN Shipyard	43,618
<u>Ferry Service Growth since FY 2010</u>	<u>Trips</u>
<i>FY 10</i>	318,677
<i>FY 13</i>	337,210
<i>TOTAL GROWTH</i>	18,533
<u>Transit service Growth since FY 2010</u>	<u>Trips</u>
<i>FY10</i>	15,048,108
<i>FY13</i>	16,201,113
<i>ADDITIONAL TRIPS</i>	1,153,005



Outcomes – NuRide

The NuRide Program is:

A commuter incentive program that provides rewards to commuters who use green commuting methods. When a commuter walks, bikes, telecommutes, carpools, vanpools, rides public transportation, or works a compressed work week they can log the trip into the NuRide system to receive points. Points can be redeemed for discounts at participating restaurants, shops, or grocery store credits. FY 2013 showed an increase in total commuters and trips recorded.

NuRide Registrations:

NuRide Registrations from

FY 07 to FY 13: 4,940

Growth in Registrations from

FY 12 to FY 13: 559

Growth in Recorded Rides from

FY 12 to FY 13: 40,002

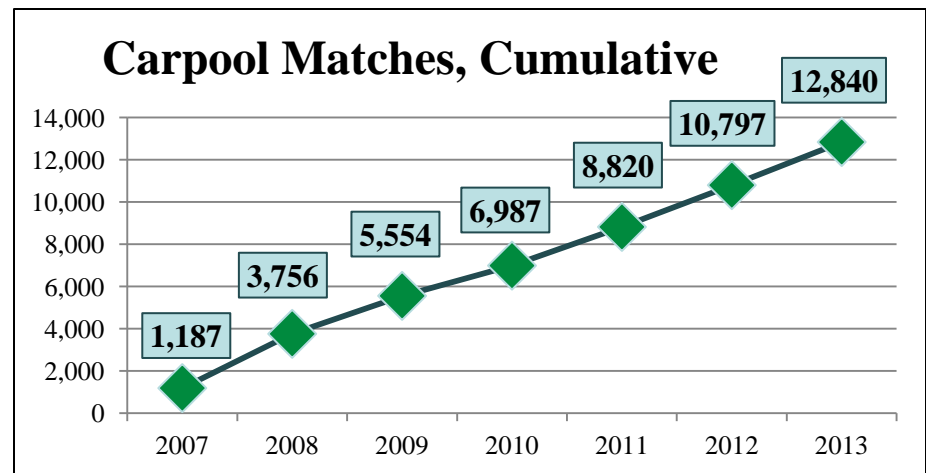
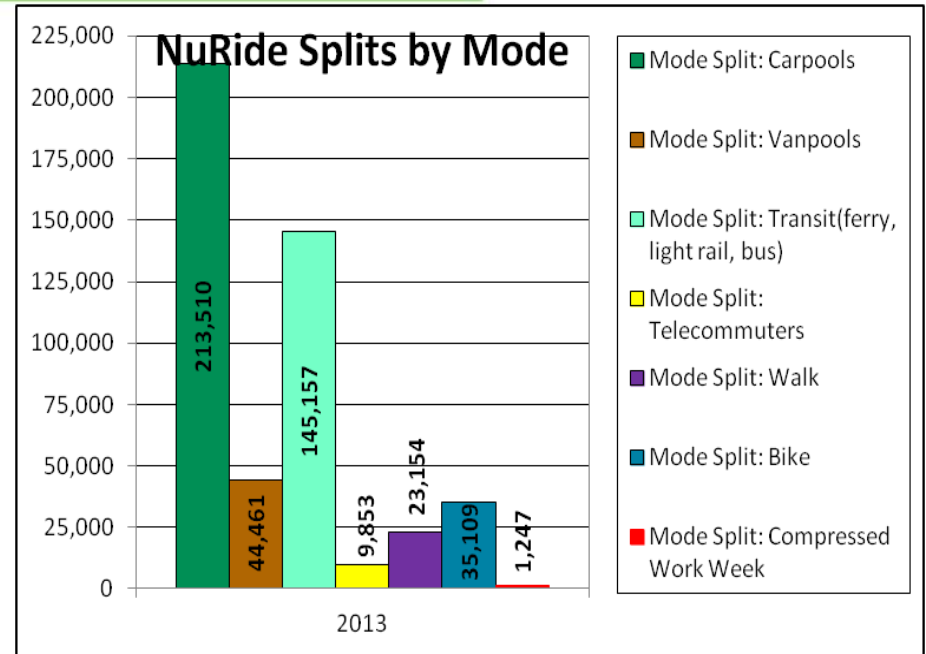
Carpool Matches:

- FY 2012 1,977

- FY 2013 2,043

Total Registered Carpool Matches, Cumulative:

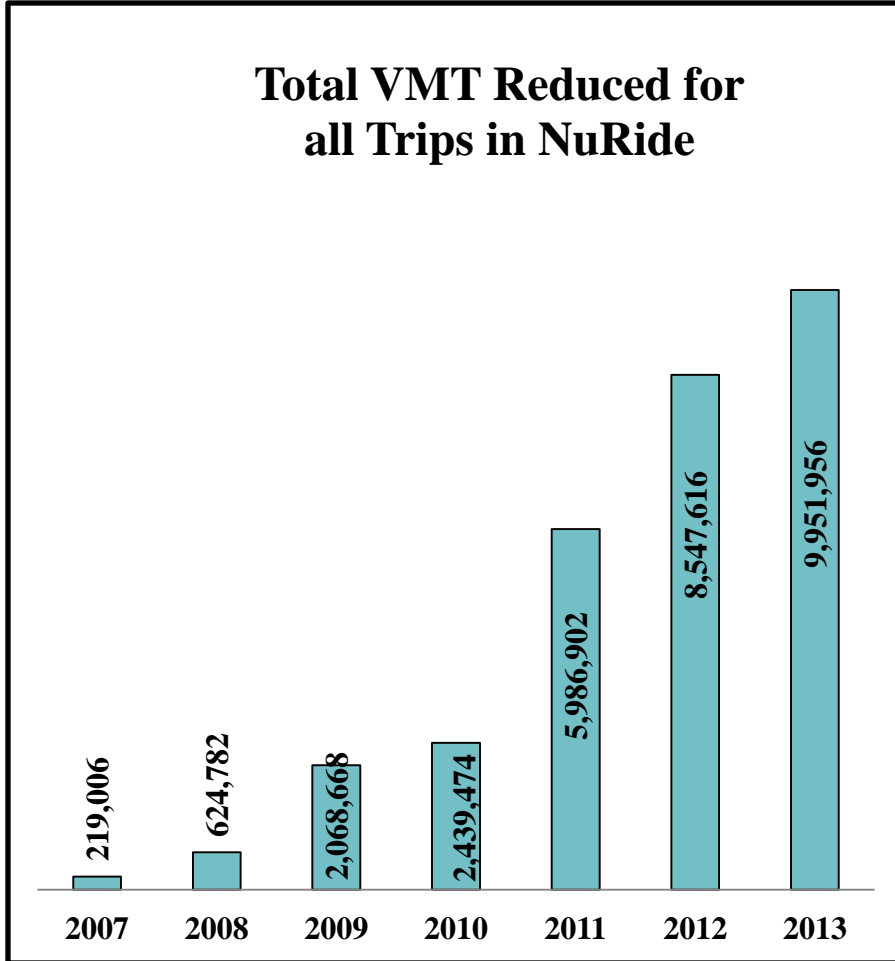
From FY 2007 to FY 2013 12,840



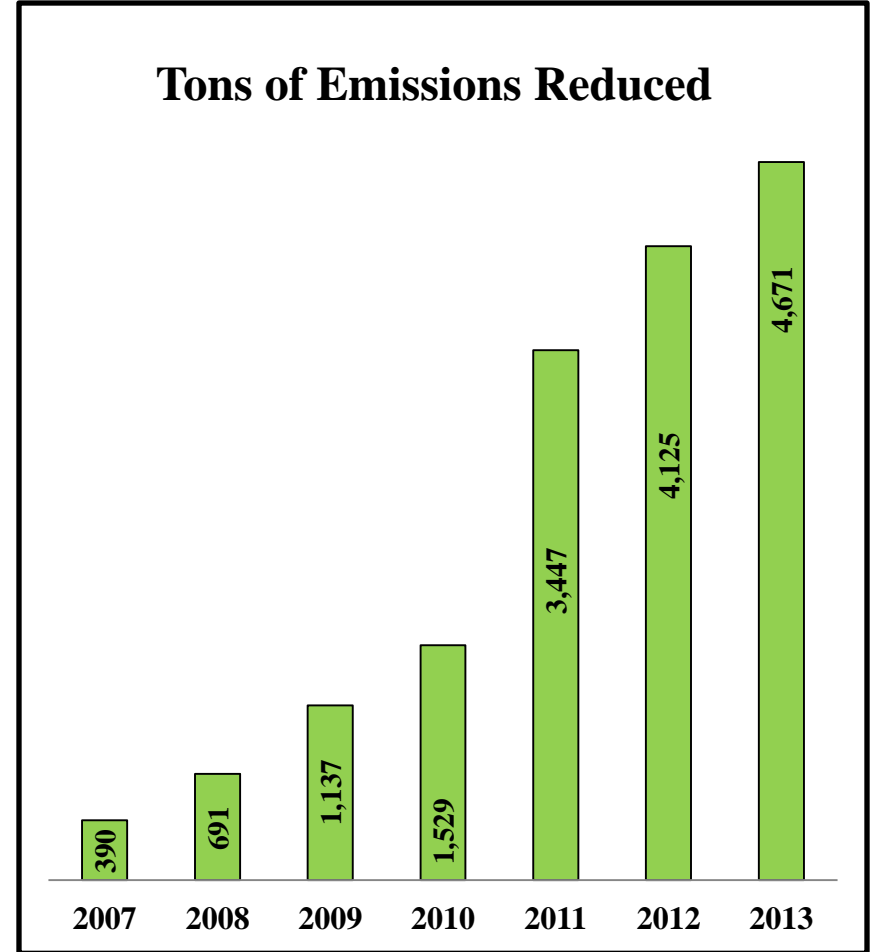
Outcomes – NuRide

Reduction of: Vehicle Miles - FY 2012 - 8,547,616
Vehicle Miles - FY 2013 - 9,951,956

Total VMT Reduced for all Trips in NuRide



Tons of Emissions Reduced



Telework!VA - Update

Telework!VA Overview:

- Through TRAFFIX, Telework!VA has helped almost 40 Hampton Roads companies develop work options for employers and their employees. Eligible employers have received the benefit of generous incentive options to help obtain equipment to allow employees to work from home a few days a week.
- The Telework!VA program was launched by the DRPT ([Department of Rail and Public Transportation](#)) to help reduce the number of commuters on Virginia's roadways. More importantly, Telework!VA helps companies attract and retain productive employees, reduce employee absenteeism, and lower operational and recruitment expenses – all through teleworking. The Virginian-Pilot published a story in March 2013 about the trend of teleworking and relied heavily on our Telework!VA employers and employees for interview subjects.

Through the efforts of the TRAFFIX department, over 900 local workers have benefited from the Hampton Roads Telework!VA program. This means a few days a week, those cars were not on the highways contributing to congestion. The Telework!VA representative continues to consult with companies to ensure a smooth transition to Teleworking, as well as approving reimbursement expenses for participating employers.

The program continues to:

Reimburse companies up to \$1,200 per teleworker for equipment, telecommunications, and Telework Center Fees

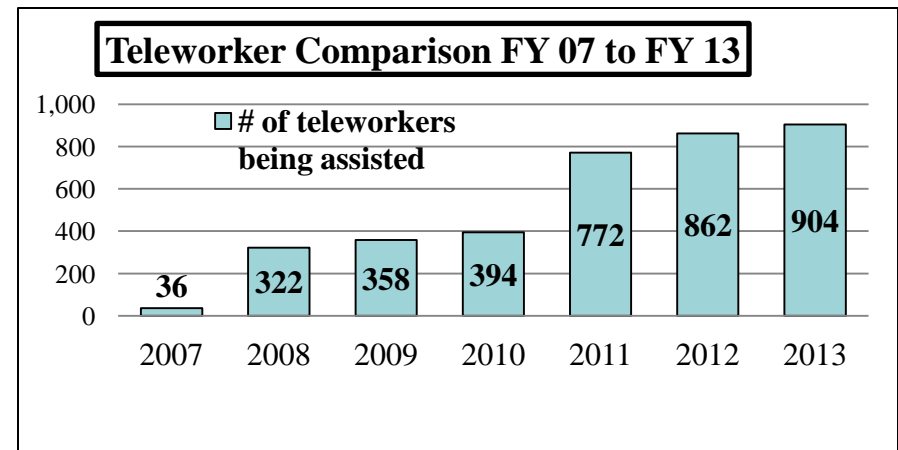
Reimburse up to \$20,000 per business for telework assessment

Reimburse a maximum total of \$35,000 per business. The program will provide two years worth of reimbursement.

The funding for Telework!VA is provided by DRPT, which controls the availability of new funds for additional companies.

Military is not eligible for incentive funding.

It is the intent of TRAFFIX to transfer the administration of the Telework!VA program to DRPT in FY 14.



Outcomes - Vanpools

Vanpools Overview:

The number of Vanpools and Ridership have decreased from 2012 to 2013 while the number of prospective new leases have increased. The Hampton Roads Transit Van Fleet is aging, requiring higher levels of maintenance.

Some vans have been retired and no longer remain in the active van pool fleet.

We have been awarded a grant of \$600,000 to purchase 20 replacement vans. It is not known when this will occur; however, we expect delivery sometime in FY 2015.

Until then:

- TRAFFIX will foster a business relationship with VRIDE and Enterprise.

Provide leads to these companies to continue putting people in vanpools.

Statistics:

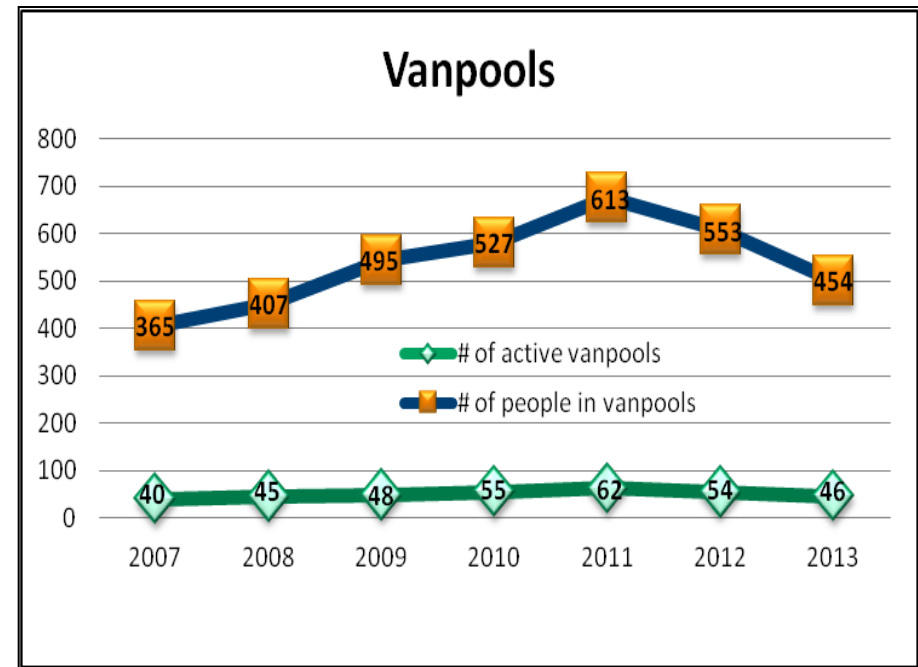
Average Number of Vanpools: 46

Average Number of Commuters: 454

Average Number of Persons per Van – 10

Average Number of Inquiries per month – 193

Number of People on Waiting List – 60



Financial - Income

Financial Overview:

The HRTPO Board funds TRAFFIX using federal Congestion Mitigation and Air Quality (CMAQ) funds. The Federal Highway Administration (FHWA) limits CMAQ funds to projects and programs that reduce the amount of pollutants in the air.

Recognizing the impact that TRAFFIX has on reducing the number of vehicles on the roadway – and therefore vehicle emissions in the region, the HRTPO recently allocated CMAQ funding for TRAFFIX for the next few years. The spreadsheet on the right shows the allocation of CMAQ funds from FY 2011 through FY 2018.

In March 2011, the \$1,000,000 per year CMAQ allocation was extended through FY 2013.

In December 2011, monies was allocated as follows:

2014	\$973,123
2015	\$986,503
2016	\$986,503
2017	\$986,503
2018	\$1,089,503

Fiscal Year	CMAQ		RSTP		Total
	Federal	State Match	Federal	State Match	
1995	\$462,000	\$0	\$0	\$0	\$462,000
1996	\$0	\$0	\$540,800	\$135,200	\$676,000
1997	\$0	\$0	\$880,000	\$220,000	\$1,100,000
1998	\$0	\$0	\$880,000	\$220,000	\$1,100,000
1999	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2000	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2001	\$0	\$0	\$700,000	\$175,000	\$875,000
2002	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2003	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2004	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2005	\$0	\$0	\$880,000	\$220,000	\$1,100,000
2006	\$0	\$0	\$1,000,000	\$250,000	\$1,250,000
2007	\$0	\$1,290,128	\$880,000	\$220,000	\$2,390,128
2008	\$200,000	\$50,000	\$880,000	\$220,000	\$1,350,000
2009	\$0	\$675,061	\$0	\$0	\$675,061
2010	\$0	\$0	\$0	\$0	\$0
2011	\$800,000	\$200,000	\$0	\$0	\$1,000,000
2012	\$800,000	\$200,000	\$0	\$0	\$1,000,000
2013	\$800,000	\$200,000	\$0	\$0	\$1,000,000
2014	\$778,498	\$194,625	\$0	\$0	\$973,123
2015	\$789,202	\$197,301	\$0	\$0	\$986,503
2016	\$789,202	\$197,301	\$0	\$0	\$986,503
2017	\$789,202	\$197,301	\$0	\$0	\$986,503
2018	\$869,202	\$217,301	\$0	\$0	\$1,086,503



Financial – Budgets vs. Spending

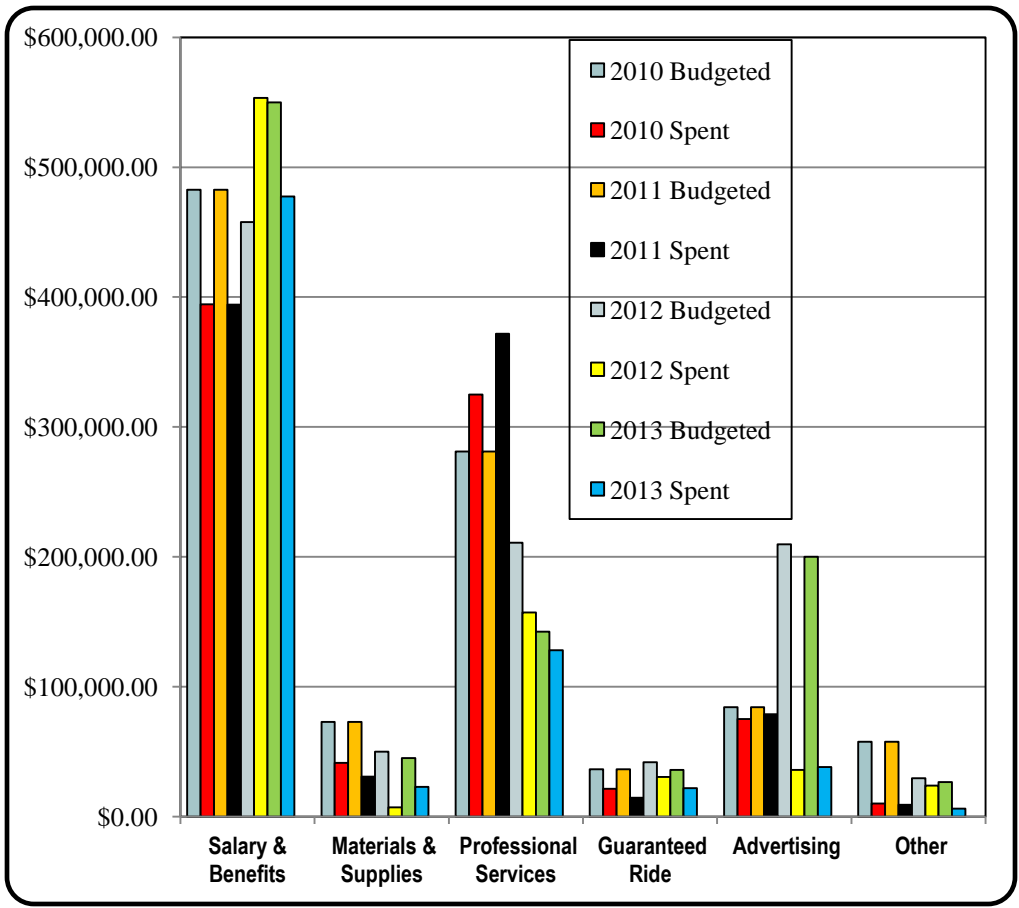
TRAFFIX has an Annual Budget:

\$1,000,000

<u>Budgeted:</u>	<u>FY 2013</u>
Salaries & Benefits:	\$550,000.00
Materials & Supplies:	\$45,000.00
Professional Fees:	\$142,500.00
Guaranteed Ride:	\$36,000.00
Advertising:	\$200,000.00
Other:	\$26,500.00
TOTAL BUDGETED:	\$1,000,000.00

<u>Spent:</u>	<u>FY 2013</u>	<u>Balance</u>
Salaries & Benefits:	\$477,496.75	\$72,503.25
Materials & Supplies:	\$23,040.02	\$21,959.98
Professional Fees:	\$128,046.32	\$14,453.68
Guaranteed Ride:	\$21,901.84	\$14,098.16
Advertising:	\$38,081.46	\$161,918.54
Other:	\$6,122.77	\$20,377.23
TOTAL SPENT:	\$694,792.68	\$305,207.32

Dollars Remaining from FY2013: **\$305,207.32**

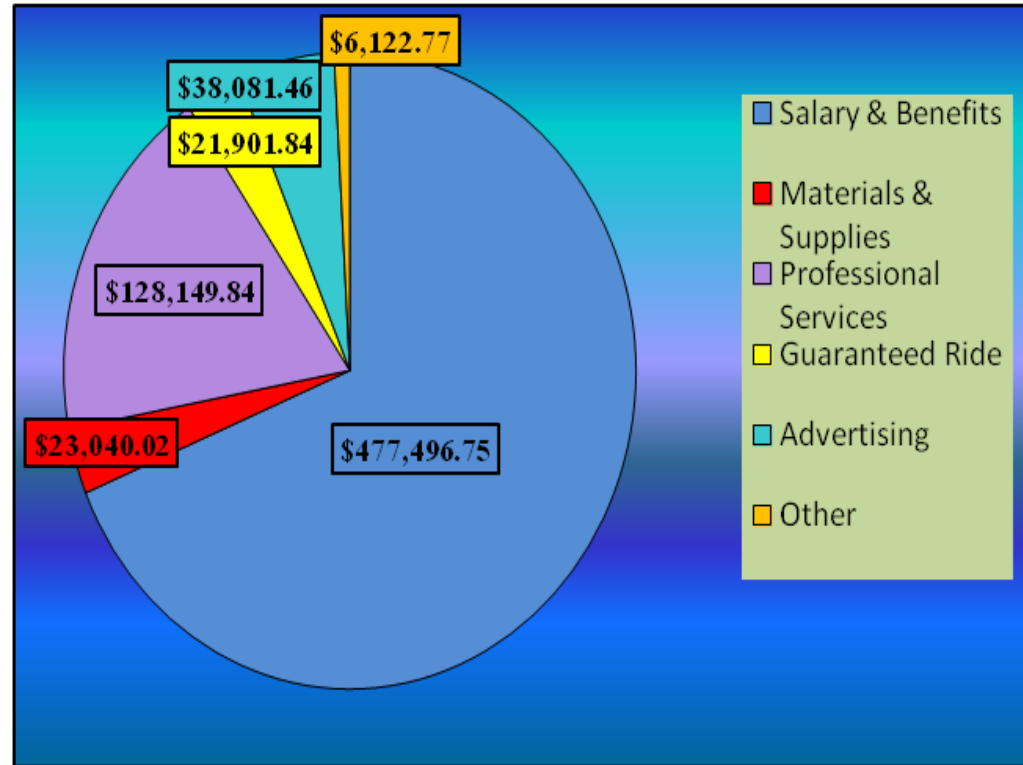


Financial – FY 2013 Spending

In FY 13, TRAFFIX spent 69.47% of its operating budget. The budget was \$1 million of which \$694,793 was spent, leaving \$305,207 at the end of FY 13. This amount will be “rolled over” into the FY 14 budget. The question is, ‘why so much money remaining?’

The answer lies in a strategic decision to assure a reasonable cushion of about \$150,000 exists at the end of each fiscal year. The savings of \$305,207 is a result of “piggy backing” onto Hampton Roads Transit’s advertising budget and spending only 19% of the TRAFFIX FY 13 advertising budget. Had the FY 13 TRAFFIX advertising budget been spent, it would have left TRAFFIX with the expected end of the year balance of \$143,289. The FY 12 end of the year balance was \$191,529. As many know, TRAFFIX is accustomed to end of the year funding emergencies. By planning for a “rainy day fund,” we have realized that a funding cushion is essential.

Under CMAQ policies, the unspent balance must be expended within 4 years of obligation.



Annual Report Conclusion

As can be seen in the previous pages, TRAFFIX has been busy in FY 2013. The results show clearly that the program remains an important part of the Hampton Roads transportation system. TRAFFIX focused on colleges and universities, large businesses and local governments in an effort to reduce parking stress at customer sites, influenced single occupancy drivers to consider carpooling, vanpooling, or teleworking, and giving our riders choices on how to get to work.

GoPass365 was also a major player in efforts to reduce congestion in Hampton Roads. The program was intended to be “loss leader” with a pricing structure intended to find new riders, students, and professional workers at extremely low costs. As time went on, it became clear that HRT could no longer continue to lose money. A new pricing structure went into effect in FY 13. With the exception of TCC, nearly all large customers continued their membership in the program. GoPass365 remains a strong part of TDM success in Hampton Roads.

Included as Appendix C is a snapshot of some of the TRAFFIX key efforts in working with the military, local governments, businesses, and associations. Those listed in Appendix C have required countless hours of educating their management, corporate officers, and employers about the wide ranging TRAFFIX programs. FY 14 is shaping up to be another great year, with the Newport News Shipyard coming on with over 24,000 employees as the newest members of GoPass365.

This annual report was completed by the Director of Communications and Business Development/TRAFFIX Program and is designed for the sole purpose of informing the TOS, TPS, TTAC, and HRTPO Boards of TRAFFIX performance. Using the performance goals based on the TRAFFIX programs goals and objectives will allow the TOS to monitor the impact of TRAFFIX on Hampton Roads and ensure that the allocations given to TRAFFIX are at an accurate level.

This report reflects the programs in place during the period of July 1, 2012 through June 30, 2013.



Appendix A – Outcomes Data

Activity/Statistic	Time Frame	Fiscal Year							
		2007	2008	2009	2010	2011	2012	2013	
NuRide									
New Commuters in NuRide	during fiscal year (July 1st-June 30th)	93	1,712	670	673	495	534	559	
<i>Mode Split: Carpools</i>								213,510	
<i>Mode Split: Vanpools</i>								44,461	
<i>Mode Split: Transit(ferry, light rail, bus)</i>								145,157	
<i>Mode Split: Telecommuters</i>								9,853	
<i>Mode Split: Walk</i>								23,154	
<i>Mode Split: Bike</i>								35,109	
<i>Mode Split: Compressed Work Week</i>								1,247	
TOTAL Trips Recorded in NuRide			6,943	17,915	82,948	96,211	250,616	432,489	472,491
Average NuRide trip distance (miles)			19.2	22	22.6	23.9	26.3	23.7	24.7
# of people matched into carpools		1,187	2,569	1,798	1,433	1,833	1,977	2,043	
Tons of Emissions reduced		390	691	1,137	1,529	3,447	4,125	4,671	
total VMT reduced for all trips in NuRide		219,006	624,782	2,068,668	2,439,474	5,986,902	8,547,616	9,951,956	
# of people matched into carpools, cumulative	as of June 30th	1,187	3,756	5,554	6,987	8,820	10,797	12,840	
# of organizations represented in NuRide		85	265	329	394	423	431	451	
Total Commuters in NuRide		93	1,805	2,475	3,148	3,643	4,399	4,940	
Telework!VA									
# of new contracts	during fiscal year (July 1st-June 30th)	5	6	7	7	0	4	2	
# of companies with active contracts	as of June 30th	6	18	20	14	10	9	5	
# of companies being processed							7	3	
# of teleworkers being assisted		36	322	358	394	772	862	904	
# of TOTAL Companies Participated								32	
Guaranteed Ride Program									
# of rides given	during fiscal year	567	614	702	556	490	550	549	
# of new registrations	(July 1st-June 30th)	280	388	477	158	220	340	263	
Vanpools									
# of active vanpools	as of June 30th	40	45	48	55	62	54	46	
# of people in vanpools		365	407	495	527	613	553	454	
# of people on waiting list		0	14	6	1	34	52	60	



Appendix B – Financial Data

	2010		2011		2012		2013		2013
Category	Budgeted	Spent	Budgeted	Spent	Budgeted	Spent	Budgeted	Spent	Balances
Salary & Benefits	\$482,678.00	\$394,356.00	\$482,677.82	\$394,309.81	\$457,868.00	\$553,464.93	\$550,000.00	\$477,496.75	\$72,503.25
Materials & Supplies	\$72,996.00	\$41,324.00	\$72,996.33	\$30,872.28	\$50,000.00	\$7,207.13	\$45,000.00	\$23,040.02	\$21,959.98
Professional Services	\$281,004.00	\$324,851.00	\$281,003.67	\$371,782.82	\$211,000.00	\$157,294.38	\$142,500.00	\$128,046.32	\$14,453.68
Guaranteed Ride	\$36,492.00	\$21,320.00	\$36,492.33	\$14,524.97	\$42,000.00	\$30,611.00	\$36,000.00	\$21,901.84	\$14,098.16
Advertising	\$84,216.00	\$75,047.00	\$84,216.00	\$78,944.57	\$209,632.00	\$36,088.04	\$200,000.00	\$38,081.46	\$161,918.54
Other	\$57,660.00	\$10,085.00	\$57,660.00	\$9,195.82	\$29,500.00	\$23,804.62	\$26,500.00	\$6,122.77	\$20,377.23
Total	\$1,015,046.00	\$866,983.00	\$1,015,046.15	\$899,630.27	\$1,000,000.00	\$808,470.10	\$1,000,000.00	\$694,792.68	\$305,207.32



Appendix C – List of Field Visits

ABC Health Care
Advance Technology
Amerigroup
Bryant & Stratton College
Canon ITS Chesapeake
Centura College – Ches. Campus
Centura College – Norfolk Campus
Christopher Newport University
City of Hampton
City of Newport News TV Channel
City of Virginia Beach
City of Williamsburg
CMA CGM America, LLC
Colonial Williamsburg
 Founders/Merchants Square
Retail/Restaurant Association
Courtyard Marriott
Cox Communications
E&E Enterprises; Eastern Virginia
 Medical School
ECPI Virginia Beach
Everest Institute
Everest College – Chesapeake
Ferguson Enterprises
Fort Eustis
Goodwill Industries
Hampton Department of Social Services
Hampton University

KRA
Kaplan College;
LHA &LHD Amphibious Group
Pembroke Mall
Newport News Shipbuilding
Norfolk Chamber of Commerce
Naval Medical Center Portsmouth;
Naval Station Norfolk:
Defense Contract Management
NCTAMSLANT
NAVSUP FLC Business Manager,
Naval Station
Transportation Incentive Program
Manager
Fleet Logistics Center Norfolk
Lafayette River Annex
PSD AFLOAT LANT
NAVFAC Atlantic Environmental
Military Sealift Fleet Support
Command
NFEC
FISCN
FRCMA
CNIC/FSC
Joint Forces Staff College
Public Works
Naval Facilities Engineering
Military Family Support

NAVFAC Midland PWD
Fleet & Family Services
NAVCYNERFOR
NAVDAC MIDLANT
Norfolk Naval Shipyard in Portsmouth
Norfolk State University
Norfolk Southern
Old Dominion University
Portfolio Recovery
QVC
Sentara College
Sentara Leigh
Sentara Norfolk;
Strayer College
The College of William and Mary
Thomas Nelson Community College
Tidewater Community College Norfolk
Tidewater Community College
 Virginia Beach
Tidewater Tech – Norfolk
USS Enterprise
USS Abraham Lincoln
USS Jason Dunham
Virginia Beach Hotel/Motel Assoc.
VDOT
Williamsburg Sentara Medical Center.

