Incentive Opportunities for a Growing Mobility Company

IMMEDIATE OPPORTUNITY

Virginia Enterprise Zone Job Creation Grant

The company's headquarters is located within the City of Richmond Enterprise Zone. The Virginia Enterprise Zone Job Creation Grant is the most viable opportunity based on its current operations.

No project or expansion is required. Eligibility is based on job creation within the zone. Potential benefits include:

- Up to $500 or $800 per qualifying job each year
- Benefits over a five-year period
- Eligibility tied to qualifying net new permanent full-time jobs

The company should continue tracking future job growth and evaluate eligibility annually.

FUTURE INCENTIVE OPPORTUNITIES

Hiring, Training, and Investment

The Virginia Jobs Investment Program may support companies creating new jobs or upskilling employees in Virginia. This program should be considered as the company continues to scale and plans future hiring, training, and capital investment.

Research and Development Tax Credits

The company currently receives R&D tax credits. Continued expansion of eligible R&D activities is recommended, along with ongoing calculation and documentation support.

MARKET GROWTH OPPORTUNITIES

While transit agencies and municipalities receive the funding, understanding where those dollars are concentrated may help the company identify markets already funded for:

- ADA and paratransit services
- Demand-response and on-demand mobility
- Mobility management platforms
- Driver training and rider assistance
- Contracted transportation providers

These markets may offer faster sales cycles, larger contract opportunities, and more stable long-term revenue.

Continued growth may create meaningful benefits through future job creation, training, technology development, and federally funded mobility markets.

RECOMMENDED NEXT STEPS

- Pursue Virginia Enterprise Zone Job Creation Grants for qualifying new hires
- Develop incentive strategies before future hiring or investment decisions
- Continue expanding and documenting eligible R&D activities
- Identify transit agencies and markets receiving federal mobility funding
- Continue building transit agency partnerships related to mobility and coordination grants

GET STARTED

We are ready to support company leadership by guiding incentive strategies, identifying federally funded markets, coordinating and negotiating with agencies, and tracking program compliance to ensure the company realizes the full value of these opportunities as it grows.

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