

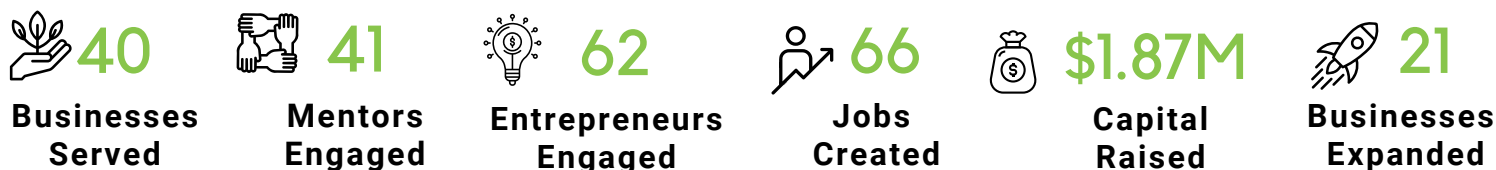
Strengthening Entrepreneurs' Impact

GO Virginia Grant Progress in Year 1



The Roanoke Blacksburg Innovation Alliance (RBIA) received a \$577,800 GO Virginia grant, from Dec. 2023 to Nov. 2025, as part of a \$866,700 two-year project, to expand the Regional Accelerator & Mentoring Program (RAMP) with On RAMP & Exit RAMP expanded programming and services to support early-stage, pre-accelerated startups & established, post-accelerated alumni companies. This project is made possible thanks to its financial match partners & contributors, including the City of Roanoke, Virginia Tech Corporate Research Center, Virginia Tech Foundation, Carilion Clinic Innovation, Montgomery County, Roanoke County, Botetourt County, Pulaski County, Giles County, & City of Salem. Some of these RAMP activities in 2024 were additionally supported by a Virginia Innovation Partnership Corporation Regional Innovation Fund (RIF). RBIA will reap continued financial sustainability for its On RAMP and Exit RAMP programs, and further support underserved entrepreneurs and rural-targeted locations in Region 2 of Virginia, thanks to a two-year U.S. Economic Development Administration (EDA) Economic Adjustment Assistance Grant awarded in Q3 of 2024.

Year 1 Economic Impact (Calendar Year 2024)



Launch On RAMP

On RAMP supports early-stage companies in the technology and health & life science industries with a pre-accelerator program. A new On RAMP cohort was launched in Q3 of 2024. On RAMP also provides continuous entrepreneurship support by means of an Ecosystem Navigator Program (ENP), connecting entrepreneurs and startup founders to regional resources to launch and grow their businesses.

- On RAMP Fall Cohort Launched **1**
 - Cohort Members Served **5**
 - Mentors Engaged **6**
 - Sessions Hosted **8**
 - Intro to Problem Discovery
 - Funding Opportunities
 - Market Segmentation & Customer Discovery
 - Startup Testimonial
 - The Business Case
 - Social Capital & Pitch Prep
 - Launching a Business
 - Elevator Pitch Presentations
- Entrepreneurs Engaged Through ENP **20**
- Pitch & Polish (P&P) Clinics Hosted **3**
 - Startups Served Through P&P's **8**
 - Entrepreneurs Engaged **11**
 - Mentor Panelists Involved **18**

Enhance Exit RAMP

Post-accelerator programming was provided to RAMP alumni companies through continuing education, training, networking opportunities, & mentorship.

- Exit RAMP Cohorts Launched **2**
(6-Part Series Per Cohort)
 - Spring Cohort Alumni Served **3**
 - Fall Cohort Alumni Served **3**
- Additional Exit RAMP Workshops **3**
 - Finance & Accounting Practices - Jun. Alumni Participants **11**
 - Venture Math - Aug. Alumni Participants **10**
 - Marketing Workshop - Oct. Participants **8**
- Investor Roadshow Launched in Nov. **1**
 - RAMP Alumni Businesses Served **5**
 - Investors Present **10**

Grow Businesses

There were 21 RAMP alumni companies that expanded their businesses in 2024, based on these cumulative outcomes.

- Patents Filed **17**
- Products Launched **21**
- SBIR/STTR Applications Submitted **23**
- Full Time Jobs Created **22**
- Part Time Jobs Created **44**
- Capital Raised (grants, loans, private investment) **\$1.87M**