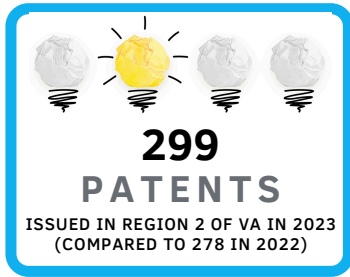


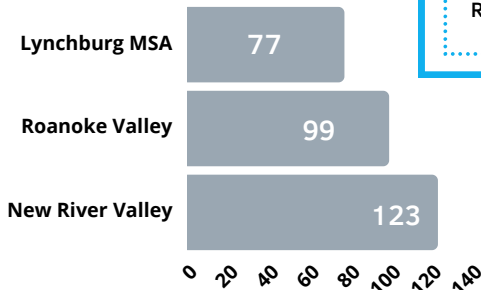
REGION 2 POPULATION = 778,407 (as of Q3 2023)

Sub Regions of Region 2	Population	Mean Wages: IT/Software Dev.		Mean Wages: All Occupations
New River Valley:	181,692	\$100,600 ('23)	\$94,300 ('22)	\$57,800 ('23) \$55,100 ('22)
Blue Ridge/Roanoke Valley:	335,483	\$96,700 ('23)	\$91,900 ('22)	\$56,900 ('23) \$54,000 ('22)
Greater Lynchburg/Central VA:	261,232	\$104,100 ('23)	\$93,700 ('22)	\$55,600 ('23) \$52,700 ('22)

INNOVATION PIPELINE



Patents by Sub Regions ('23)

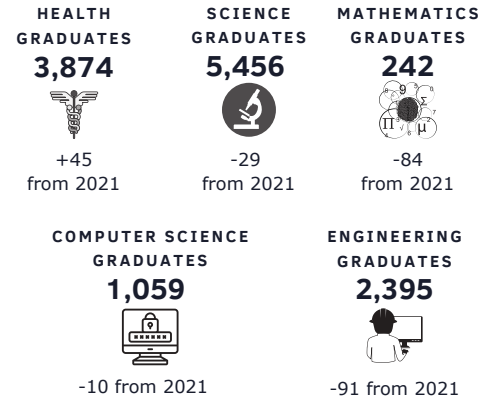
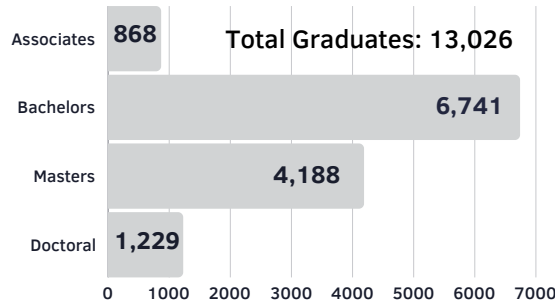


R&D & Commercialization Initiatives

- Virginia Tech's (VT) R&D expenditures FY '22 = \$591.86 M (*about \$49.8 M higher than their FY '21 total*)
- VT ranked 2nd in Virginia to UVA that had \$662.66 M in R&D expenditures
- Total R&D expenditures in Region 2 of Virginia = \$600.04 M (FY '22)
- The VT LAUNCH Proof of Concept (POC) Grant Program in 2023 awarded 12 grants (\$600k total value or \$50k per team); deployed an NSF I-Corps regional training for 12 faculty teams; supported two I-Corps National cohort teams; and assisted roughly 100 research participants in LAUNCH Startup Labs, a Cyber Lab, and LICENSE Tech Transfer Boot Camps
- Carilion Clinic Innovation (CCI) supported 43 patent applications, working with over 65 inventors (since its inception in 2020), and evaluated 14 new invention disclosures in 2023

STEM-H TALENT PIPELINE

169 Less Graduates in 2022 than in 2021



Regional Internship Programs: RBTC GO Virginia ELITE; Onboard|ROA; Onward NRV Experience Internships; & Virginia Tech Regional Internship Collaborative & Directory



EDA Build to Scale Grant Year 3 Metrics (Oct. '22 - Sep. '23)

Verge's EDA Grant ended Sep. 30th, a \$982,443 award, which was part of a \$2.08M, three-year project, which achieved the following outcomes at RAMP in its last year:

- Pitch & Polish Clinics Hosted: 4
 - Number of Firms Served: 10
- Fralin Fellow Graduates: 5
- RAMP Cohorts Launched: 3
 - Tech Startups Accelerated: 6
 - H&LS Startups Accelerated: 9
- RAMP Non-Equity Cohort Funding, Supported by VIPC (\$20k/each): \$300k
- VIPC CCF Grants to RAMP Alumni (7 grants, at \$75k): \$525K
- Products Launched: 10
- SBIR/STTR Awards: 12
- SBIR/STTR Apps Submitted: 23
- Jobs Created: 38
- Mentoring Hours Offered: 300
- Total Capital Raised: \$13.77 M

CAPITAL PIPELINE ('23)



Data Sources: U.S. Census Bureau, Virginia Employment Commission, JobsEQ (Q3 '23); Integrated Postsecondary Education Data System (IPEDS, Nov. '23); U.S. Patent & Trademark Office (Dec. '23); National Center for Science & Engineering Statistics, "HERD" Survey (Nov. '23); Pitchbook data (Dec. '23); America's Seed Fund/SBA (Dec. '23)

SBIR/STTR AWARDS ('22)

