



Roadmap Innovation Initiative

A REPORT TO THE 2030 GROUP

BY JONATHAN ABERMAN, MSC., MA, LL.M.

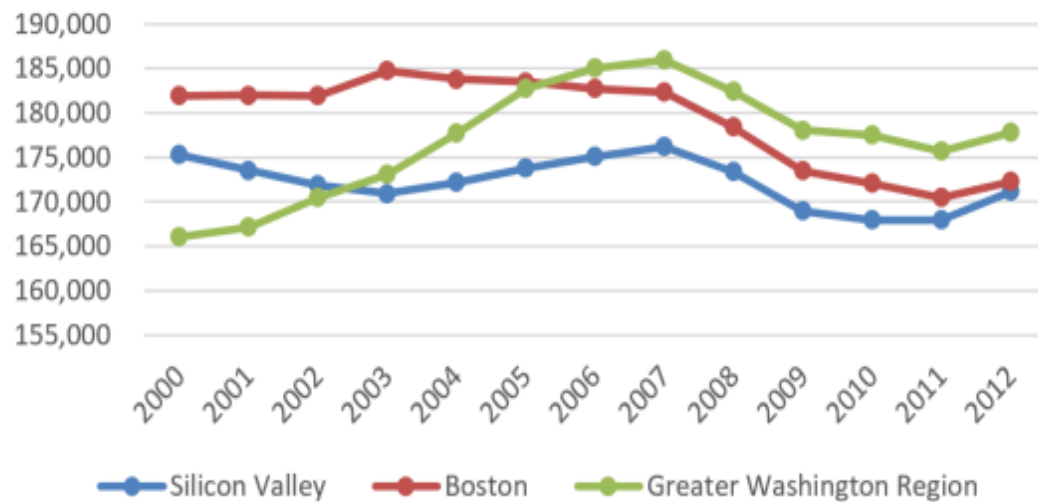
FOUNDER AND MANAGING DIRECTOR, AMPLIFIER VENTURES AND TANDEMNSI

As a region, we are telling
the wrong stories...



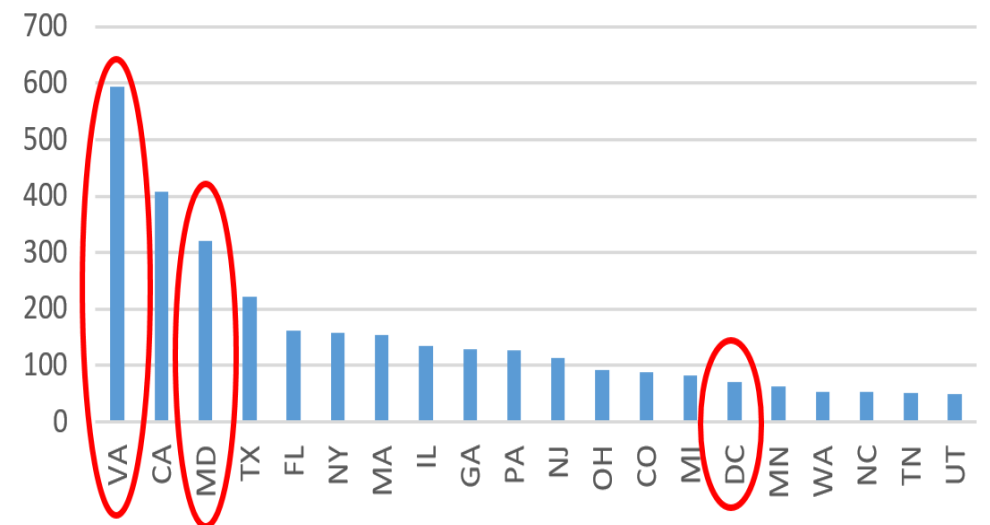
Our region IS entrepreneurial

Figure 1
Small Business Creation
Greater Washington Region, 2000-2012



Source: Small Business Administration

Figure 2
Number of Companies Listed on the Inc. 500
Fastest Growing Companies, 1995-2015



Source: Inc. 500

Entrepreneurs do get rich in our region

105
deals
> \$1bn

6,000
total
deals

75% to
out-of-region
buyers

Entrepreneurial businesses
need money to grow.
Where are they getting it?



Not necessarily from
venture capital funding...

GWR

**2.4% of VC
funding**

\$1.4bn

Silicon Valley

**46.5% of VC
funding**

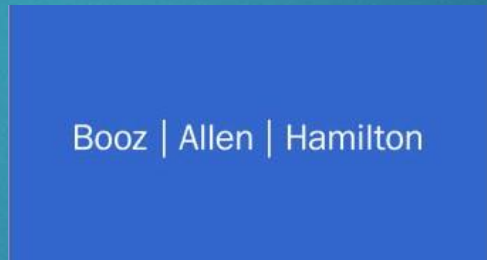
\$27.3bn

**\$30bn
information
technology
purchases**



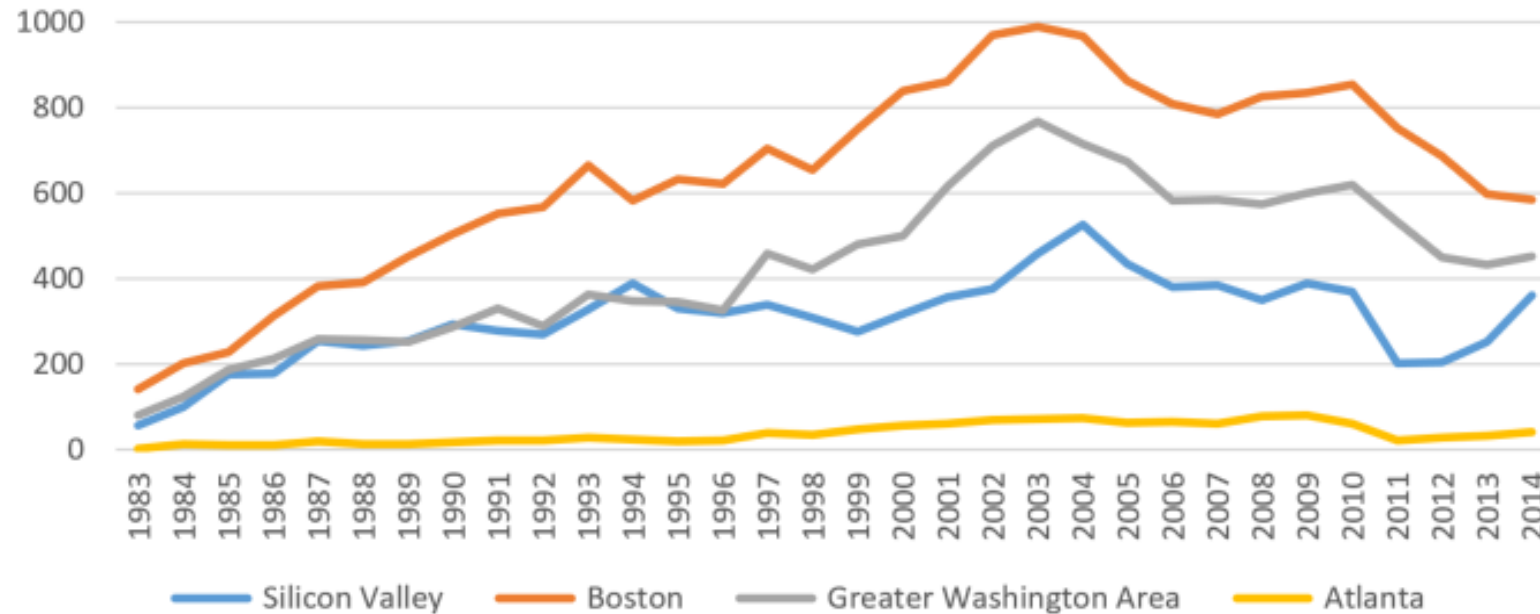
**\$26bn
research &
development
funding**

Greater Washington Region Model of Entrepreneurship



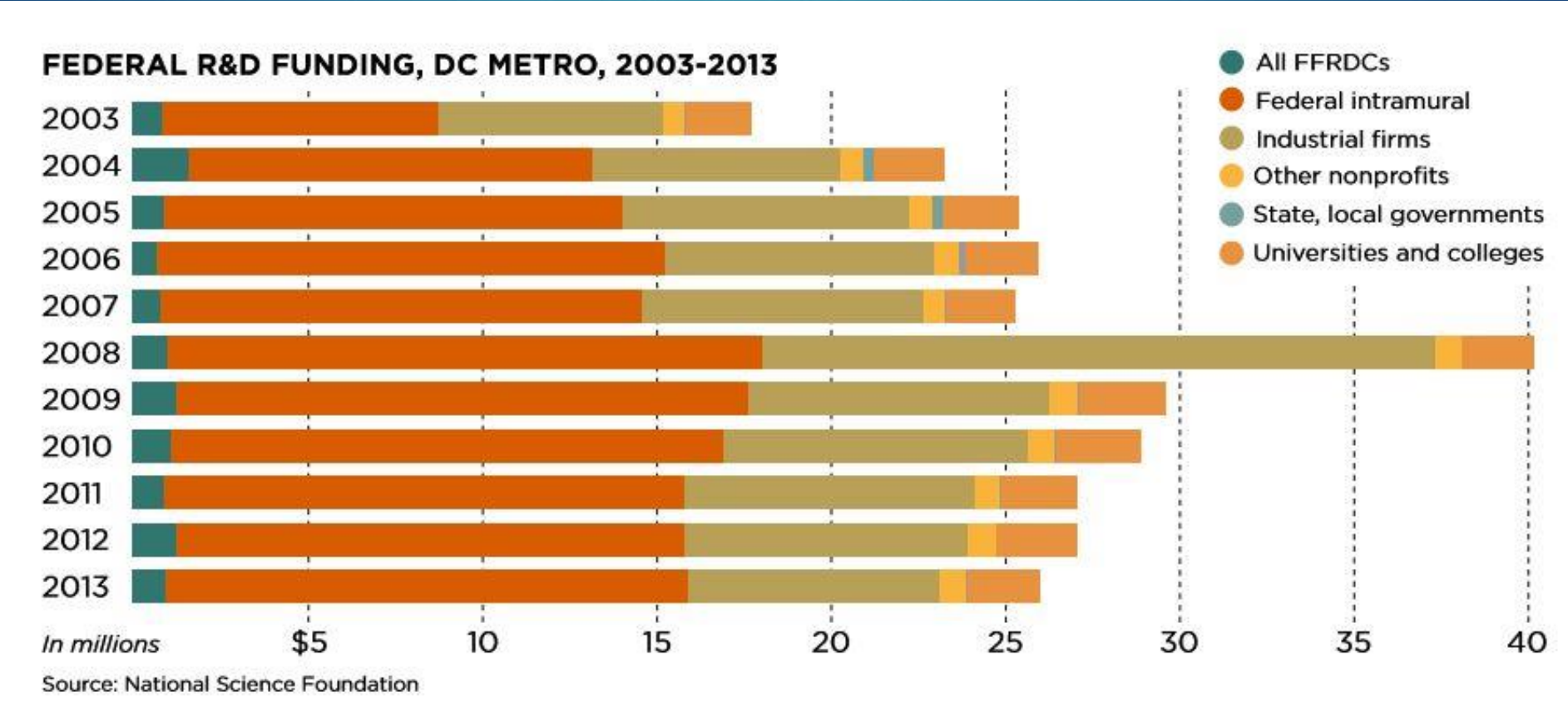
The region is at risk...

Figure 17
SBIR & STTR Awards by Area, 1983-2014



Source: SBIR.gov powered by Small Business Administration

The region is not taking full advantage of federal R&D






Recommendations



Take action, buy local

- Cybersecurity & software
- National security
- Precision medicine & biotechnology



Establish an objective
regional agency or
consortium to create
stronger vertical connections



Widen the region's current
focus on tech
commercialization beyond
universities to include industry,
federal labs and FFRDCs



Create a long-term innovation roadmap



Integrate entrepreneurship
and technology education
into classrooms to equip our
future workforce

Keep in touch



For a copy of the report:
2030roadmap.com

To contact:

jaberman@amplifierventures.com

jonathanaberman.com

twitter [@jaberman](https://twitter.com/jaberman)