

City of Alexandria, Virginia
FY 2026 Proposed Operating Budget & CIP
Budget Questions & Answers

April 1, 2025

Question:

What are the options for scaling the cost of the small business accelerator?

Response:

This program is scalable, based on the number of entrepreneurs and level of support desired. AEDP's original proposal for \$280,000 was sized to serve 15-20 entrepreneurs. Based on AEDP's experience and conversations with a range of third-party incubators and accelerators, it would take a minimum of \$200,000 to establish a tailored program and cohort. Beyond that, the program can be scaled upward to expand programming and/or to include additional entrepreneurs (assume a minimum of \$10k per company, exact cost to be determined by industry focus). AEDP would also seek opportunities to leverage any funds received with matching funds from state or corporate partners (i.e. Virginia Innovation Partnership Corporation), to maximize the program's impact.