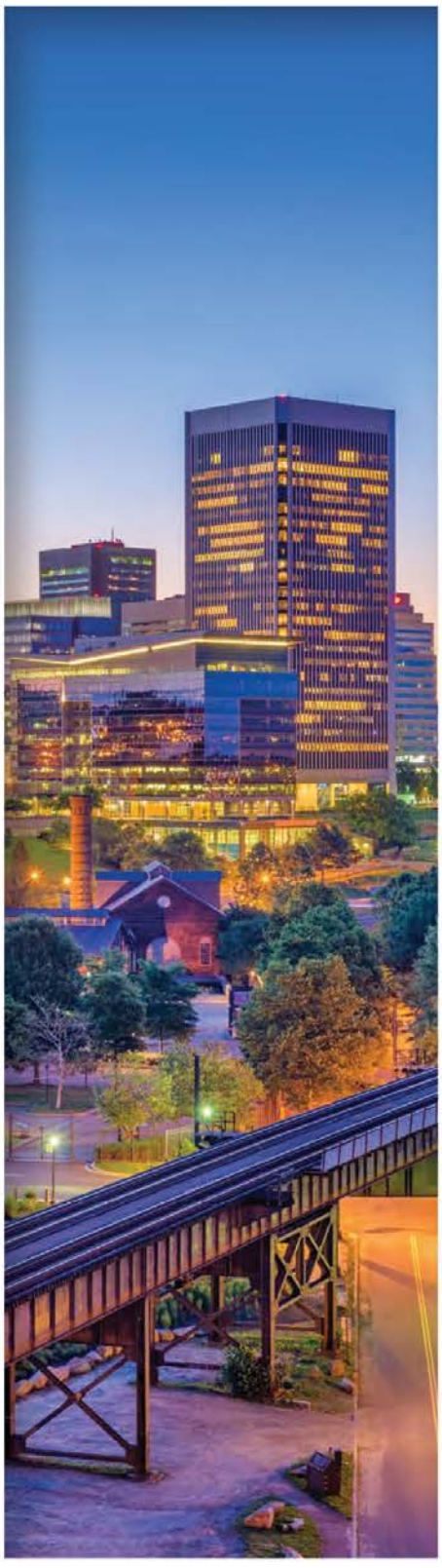

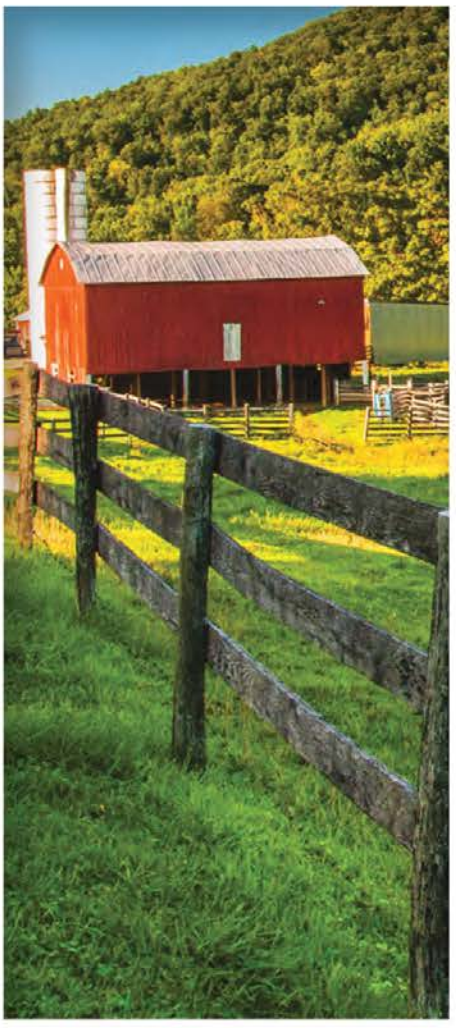

The Virginia Handbook *for* Success

Small Business, Startup, Entrepreneur, & Innovator Opportunity Guide

VIPC | VIRGINIA INNOVATION PARTNERSHIP CORPORATION
Connecting Innovators with Opportunity

VSBFA
Virginia Small Business Financing Authority

VIRGINIA DEPARTMENT OF SBSD
SMALL BUSINESS & SUPPLIER DIVERSITY

2024

Virginia INVESTS

Accelerating Capital // Unleashing Opportunity

May 20, 2024, RICHMOND, VA - Governor Glenn Youngkin has announced a new initiative, Virginia Invests, which will be led by **Virginia Innovation Partnership Corporation (VIPC)** that expands investment and growth opportunities for Virginia-based, innovation-driven startups and entrepreneurial ecosystems throughout the Commonwealth. Leveraging previous Virginia-awarded federal funding from the U.S. Department of Treasury, under its SSBCI Equity/Venture Capital Program, VIPC's Virginia Invests launches new investment partnerships with an initial selection of seven diverse first-time and emerging fund managers that are expected to catalyze and attract $250 million of investment into over 100 high-growth Virginia startups during the next 3-5 years via private sector fund match and co-investment. *Read full announcement here.*

Governor Glenn Youngkin Announcing the Virginia Invests Program, May 2024

VIPC President & CEO Joe Benevento and VIPA/VIPC Board Chair Dr. Rita Roy (center) Welcome New Fund Managers

For more information on the Virginia Invests initiative, see page 12.

State Small Business Credit Initiative (SSBCI)

Equity/Venture Capital Program

VIPC | VIRGINIA INNOVATION PARTNERSHIP CORPORATION

VIRGINIA VENTURE PARTNERS

Learn More at www.VIPC.org

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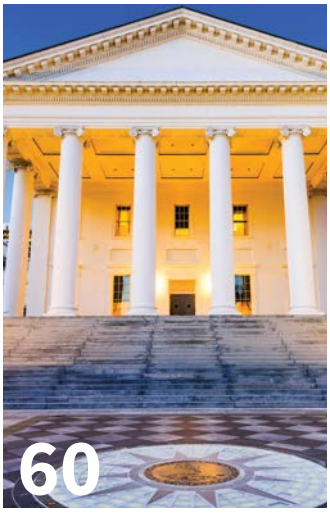

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If you are reading a printed copy of The Virginia Handbook for Success: Small Business, Startup, Entrepreneur, & Innovator Opportunity Guide, please visit **vipc.org** or **sbsd.virginia.gov** to download a PDF version with full links and connections.

"Virginia is committed to creating an environment where entrepreneurs and small businesses can thrive, grow, and suceed!"

Governor Glenn Youngkin

"As a business owner and entrepreneur, I know firsthand how vital a loan, grant, or loan guarantee can be to a business's success. The resources available in Virginia amplify the reach and promote business success at every stage. We are the best place to start, grow, expand, or relocate your business. We are here for you!"

Juan Pablo Segura, Secretary of Commerce and Trade

COURTESY OF VIPC (2)

Downtown Richmond, Virginia

COURTESY OF VIPC

VIPC | VIRGINIA INNOVATION PARTNERSHIP CORPORATION
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VIRGINIA DEPARTMENT OF SBSD
SMALL BUSINESS & SUPPLIER DIVERSITY

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Brooke Cagle on Unsplash

VSBFA

Virginia Small Business Financing Authority

The Commonwealth of Virginia's business and economic development financing arm.

Throughout our 30 plus-year history we have helped many small businesses gain the access to the capital they needed to grow and create jobs in the Commonwealth. Whether you own a business that is seeking a loan or you are a commercial lender needing help in offering a loan to a small business the VSBFA is happy to talk with you about your needs. Send us an e-mail or give us a call today.

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VIPC | VIRGINIA INNOVATION PARTNERSHIP CORPORATION

Celebrating 10,000 New High-Growth Startups in Virginia with Governor Glenn Youngkin

"All Startups should come to Virginia because we are fostering an environment of success."
-Governor Glenn Youngkin

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Virginia: Open for Business

The Virginia Handbook for Success has been created to assist all small businesses, startups, entrepreneurs, and innovators in the Commonwealth and accelerate their growth and success. If you describe yourself or your company using one of these terms, defined below, the opportunities captured within this guide are for you!

Additionally, in order to make this handbook a more effective tool, you will see colored identifiers alongside specific opportunities that may have a targeted focus in order to help narrow down and classify those that may be of particular interest to you. You may identify with one or more of these categories. Remember, though, even if a resource or opportunity has been designated for a specific group, it may also be available to the broad small business, startup, entrepreneur, and/or innovator community. Be sure to explore each opportunity of interest to find those best suited for you.

Resources and opportunities within Virginia are constantly evolving, so the digital version of the Handbook will be periodically updated. If you have a resource or opportunity not currently captured within the guide and wish to be included in future editions or if you need to update your information, please email **info@VirginiaIPC.org**.

Small Business

According to the U.S. Small Business Administration (SBA), an independent, for-profit business is generally considered a "small business" when it has fewer than 500 employees. Different industry sectors, however, may have different size standards set by the SBA that would qualify the small business for access to specific federal resources. For more information on Virginia's definition of a minority-owned business, visit **sbsd.virginia.gov/certification-division/faqs**.

Innovator

An innovator is a person who develops new ideas, products, and/or services, typically ones that have the potential to disrupt the status quo.

Startup

Startups are a type of small business. They are young companies founded to develop a unique product or service and introduce it to market. Startups are often marked by rapid innovation, development, and growth, and they rely on funding from the founder(s), family members, friends, and angel investors, especially in the earliest stages.

Entrepreneur

An entrepreneur is someone with an idea who starts a business. Entrepreneurs shoulder most of the financial and other risks that come with starting a new venture, but, in turn, reap most of the rewards.

MO

Minority-Owned Business Opportunities

Some resources identified in this handbook may only or especially pertain to minority-owned businesses. To emphasize opportunities for these businesses and founders, this identifier may be included on applicable listings. For more information on Virginia's definition of a minority-owned business, visit **sbsd.virginia.gov/certification-division/faqs**.

WO

Women-Owned Business Opportunities

Some resources identified in this handbook may only or especially pertain to women-owned businesses. To emphasize opportunities for these businesses and founders, this identifier may be included on applicable listings. For more information on Virginia's definition of a women-owned business, visit **sbsd.virginia.gov/certification-division/faqs**.

VO

Veteran-Owned Business Opportunities

Some resources identified in this handbook may only or especially pertain to Veteran-owned businesses. To emphasize opportunities for these businesses and founders, this identifier may be included on applicable listings. For more information on obtaining Veteran-owned status for your Virginia business, visit **sbsd.virginia.gov/certification-division/faqs**.

IS

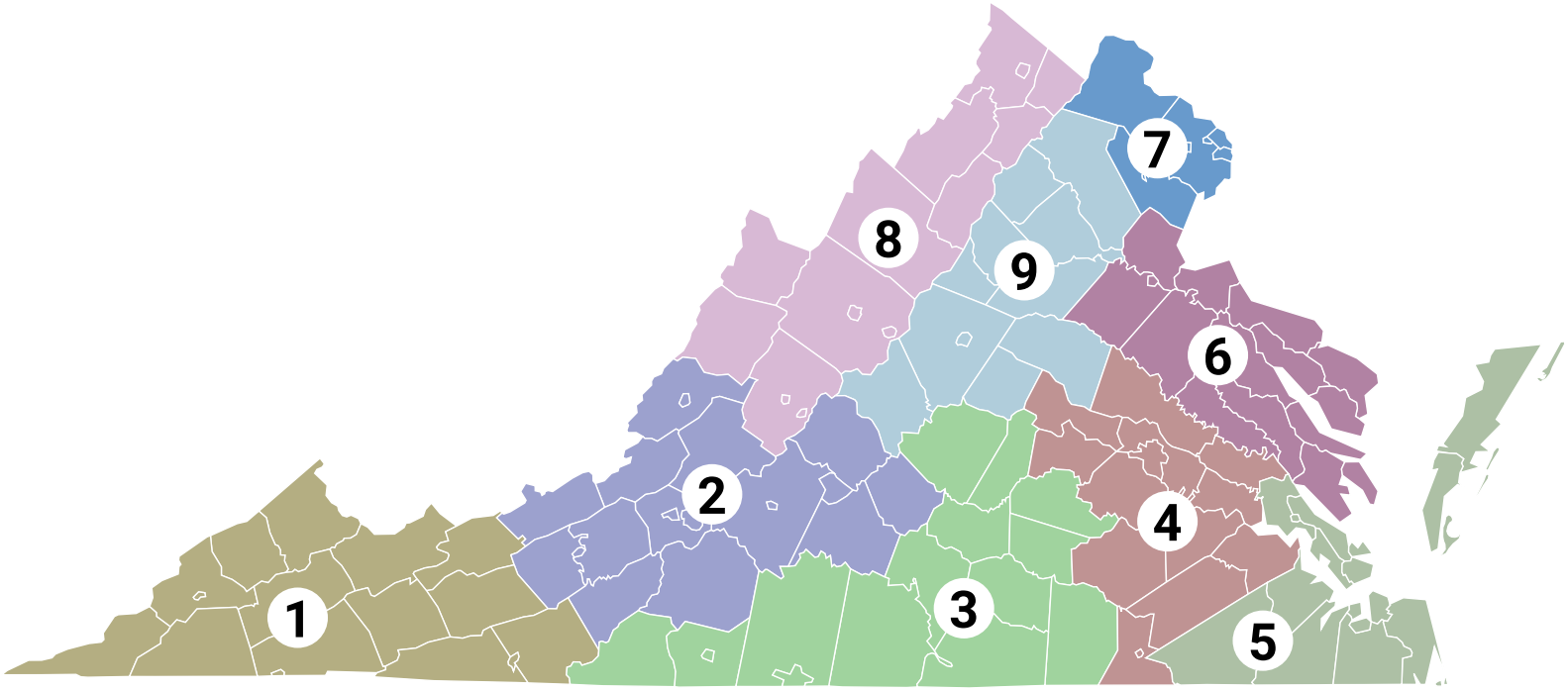
Industry-Specific Opportunities

Some resources identified in this handbook may only pertain to specific industries. To differentiate from general opportunities, this identifier may be included to call attention to a targeted industry focus.

RS

Region-Specific Opportunities

Some resources identified in this handbook may only pertain to specific regions. To differentiate from general opportunities, this identifier may be included to call attention to a targeted regional focus, along with a number that corresponds to that specific GO Virginia region. Learn more about the GO Virginia initiative on the next page.



GO Virginia

Go Virginia is a statewide initiative that is changing the way Virginia's regions collaborate on private sector growth and workforce development activities in order to diversify and strengthen the economy in every region of the Commonwealth. GO Virginia supports programs to create more high-paying jobs through incentivized collaboration between business, education, and government. For more information, visit govirginia.org. The map below identifies the nine GO Virginia regions.

Region 1

Includes the counties of Bland, Buchanan, Carroll, Dickenson, Grayson, Lee, Russell, Scott, Smyth, Tazewell, Washington, Wise, and Wythe, and the cities of Bristol, Galax, and Norton.

Region 2

Includes the counties of Alleghany, Amherst, Appomattox, Bedford, Botetourt, Campbell, Craig, Floyd, Franklin, Giles, Montgomery, Pulaski, and Roanoke, and the cities of Covington, Lynchburg, Radford, Roanoke, and Salem.

Region 3

Includes the counties of Amelia, Brunswick, Buckingham, Charlotte, Cumberland, Halifax, Henry, Lunenburg, Mecklenburg, Nottoway, Patrick, Pittsylvania, and Prince Edward, and the cities of Danville and Martinsville.

Region 4

Includes the counties of Charles City, Chesterfield, Dinwiddie, Goochland, Greensville, Hanover, Henrico, New Kent, Powhatan, Prince George, Surry, and Sussex, and the cities of Colonial Heights, Emporia, Hopewell, Petersburg, and Richmond.

Region 5

Includes the counties of Accomack, Isle of Wight, James City, Northampton, Southampton, and York, and the cities of Chesapeake, Franklin, Hampton, Newport News, Poquoson, Portsmouth, Suffolk, Virginia Beach, and Williamsburg.

Region 6

Includes the counties of Caroline, Essex, Gloucester, King and Queen, King George, King William, Lancaster, Mathews, Middlesex, Northumberland, Richmond, Spotsylvania, Stafford, and Westmoreland, and the city of Fredericksburg.

Region 7

Includes the counties of Arlington, Fairfax, Loudoun, and Prince William, and the cities of Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park.

Region 8

Includes the counties of Augusta, Bath, Clarke, Frederick, Highland, Page, Rockbridge, Rockingham, Shenandoah, and Warren, and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, Waynesboro, and Winchester.

Region 9

Includes the counties of Albemarle, Culpeper, Fauquier, Fluvanna, Greene, Louisa, Madison, Nelson, Orange, and Rappahannock, and the city of Charlottesville.

Getting Ready for Success

The U.S. Small Business Administration (SBA) offers a wealth of helpful guidance relating to starting, managing, and growing your small business.

Market Research & Competitive Analysis

Market research will tell you if there's an opportunity to turn your idea into a successful business. It's a way to gather information about potential customers and businesses already operating in your area. Competitive analysis helps you make your business unique. Combine them to find a competitive advantage for your small business. Learn more about market research and competitive analysis at **sba.gov/business-guide/plan-your-business/market-research-competitive-analysis**.

Write Your Business Plan

Your business plan is the foundation of your business. It's a roadmap for how to structure, run, grow, and think through key elements of your new business. You'll use your business plan to convince people that working with you—or investing in your company—is a smart choice. Most business plans fall into two common categories: traditional or lean startup. Learn more about writing your business plan at **sba.gov/business-guide/plan-your-business/write-your-business-plan**.

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Quick Links to Helpful Step-by-Step Resources

Virginia Business One Stop
bos.sbsd.virginia.gov

Virginia State Corporation Commission (SCC)
sba.gov/business-guide

Virginia Department of Small Business and Supplier Diversity (SBSD)
sbsd.virginia.gov

Virginia.gov
virginia.gov/state-government/business

U.S. Small Business Administration (SBA)
sba.gov/business-guide

Calculate Your Startup Costs

Your business plan will help you figure out how much money it will take to start your business. Calculating the startup costs is important so that you can request funding, attract investors, and estimate when you'll turn a profit. You'll face different startup expenses depending on your business type. This **fillable PDF spreadsheet** can help you calculate your small business startup costs, while this **break-even analysis calculator** can help you discover your break-even point and determine your future profits. Learn more about calculating your startup costs at **sba.gov/business-guide/plan-your-business/calculate-your-startup-costs**.

Funding Your Business

It costs money to start a business. How to fund your business is one of the first—and most important—financial choices most business owners make, and could affect how you structure and run your business. Every business has different needs, and no financial solution is one-size-fits-all. Potential sources of business funding are self-funding (or bootstrapping), grants, venture capital investment, crowdfunding, and small business loans. Learn more about funding your business a **sba.gov/business-guide/plan-your-business/fund-your-business**.

It is also important to establish business credit. Existing businesses have the advantage of an established financial history, but loan eligibility for a new business is typically based on its owner's personal credit score. That's why cultivating and maintaining good credit scores—for both your personal and business lines of credit—are so important. Poor credit history is one of the main reasons loan applications for small businesses are often declined and can also impact insurance rates and the attractiveness of your business to potential partners, suppliers, and vendors. Learn more about establishing business credit at **sba.gov/business-guide/plan-your-business/establish-business-credit**.

Pick Your Business Location

Your business location is another one of the most important decisions you'll make. Your business location determines the taxes, zoning laws, and regulations your business will be subject to, regardless of whether you're setting up a brick-and-mortar business or launching an online store. Where you choose to locate your business depends in part on the location of your target market, business partners, and your personal preferences. In addition, you should consider the costs, benefits, and restrictions of different government agencies. Once you've selected a business location, you'll need to register it, pay taxes, and get the necessary licenses and permits. Learn more about picking your business location at **sba.gov/business-guide/launch-your-business/pick-your-business-location**.

Locating your business in Virginia offers a foundation for success. With a premier talent base, diverse industries, thriving quality of life and livability, advantageous location and infrastructure, and strong business climate, among other notable qualities, Virginia is consistently ranked as a top state for business in the U.S. Compare Virginia to other states at **data.vedp.org/compare/compareva** and find the right location for your business using Virginia site location tools at **sites.vedp.org/virginia**.

Choose Your Business Structure

The business structure you choose influences everything, from day-to-day operations to taxes and how much of your personal assets are at risk. You should choose a business structure that gives you the right balance of legal protections and benefits. Consulting with business counselors, attorneys, and accountants can prove helpful. You'll need to choose a business structure before you register your business with the state. Common business structures include sole proprietorship, partnership, limited liability company (LLC), and corporation, which could take the form of a C corp, S corp, benefit corporation, nonprofit corporation, or cooperative. Learn more about choosing your business structure at **sba.gov/business-guide/launch-your-business/choose-business-structure**.

Choose Your Business Name

It's not easy to pick the perfect name, but you can do so with a little creativity and market research. You'll want one that reflects your brand and captures your spirit. You'll also want to make sure your business name isn't already being used by someone else. In Virginia, you can do this through the State Corporation Commission (SCC): **scc.virginia.gov/pages/new-business-resources**. Learn more about choosing your business name at **sba.gov/business-guide/launch-your-business/choose-your-business-name**.

Register Your Business

Once you've selected a business name, location, and structure, you need to register it to make it a distinct legal entity and be eligible for personal liability protection, legal benefits, and tax benefits.

For most small businesses, registering your business is as simple as registering your business name with state and local governments. If your business is a limited liability company (LLC), corporation, partnership, or nonprofit corporation,

you'll probably need to register with any state where you conduct business activities. Typically, you're considered to be conducting business activities in a state when:

- Your business has a physical presence in the state
- You often have in-person meetings with clients in the state
- A significant portion of your company's revenue comes from the state
- Any of your employees work in the state

In Virginia, businesses are registered through the State Corporation Commission (SCC). The SCC website provides step-by-step guidance on this process and more and is another useful resource for businesses. Learn more at **scc.virginia.gov/pages/new-business-resources**. You will also want to register your business through the Virginia Department of Small Business and Supplier Diversity (SBSD)'s Business One Stop at **bos.sbsd.virginia.gov**. Business One Stop provides aspiring entrepreneurs and business owners in Virginia with a single, central place for resources for their business.

Typically, you don't need to register with county or city governments to actually form your business. Local governments determine registration, licensing, and permitting requirements, so visit local government websites to find out what you need to do.

Learn more about registering your business at **sba.gov/business-guide/launch-your-business/register-your-business**.

Get Federal & State Tax ID Numbers

Your federal tax ID number—also known as an Employer Identification Number (EIN)—works like a personal social security number, but for your business. It lets your small business open a bank account, apply for business licenses and permits, and pay state and federal taxes. It's free to apply for an EIN, and you should do it right after you register your business. The need for a state tax ID number ties directly to whether your business must pay state taxes. The process to get a state tax ID number is similar to getting an EIN, but it will vary by state. In Virginia, small businesses should consult the Virginia Department of Taxation at **tax.virginia.gov/businesses**. Learn more about getting federal and state tax ID numbers at **sba.gov/business-guide/launch-your-business/get-federal-state-tax-id-numbers**.

Apply for Licenses & Permits

Keep your business running smoothly by staying legally compliant. The licenses and permits you need for your business will vary by industry, location, business activities, government rules, and other factors. Most small businesses need a combination of licenses and permits from both federal and state agencies. Business activities regulated by a federal agency will need a federal license or permit. Requirements and fees depend on your business activity and the issuing agency. Check with them for details on the business license cost. The licenses and permits you need from the state, county, or city will depend on your business activities and business location. States tend to regulate a broader range of activities than the federal government, and industry options often vary by state. In Virginia, visit **dpor.virginia.gov/applicants** and/or **sbsd.virginia.gov/business-development-and-outreach/lgc** to better understand pertinent requirements. Learn more about applying for licenses and permits at **sba.gov/business-guide/launch-your-business/apply-licenses-permits**.

Open a Business Bank Account

Small business bank accounts can help you handle legal, tax, and day-to-day issues and offer perks that don't come with a standard personal bank account. You should open a business account when you're ready to start accepting or spending money as your business and once you have received your federal Employer Identification Number (EIN). Opening a business bank account is easy once you've picked your bank. Simply go online or visit a local branch to begin the process. Learn more about opening a business bank account at **sba.gov/business-guide/launch-your-business/open-business-bank-account**.

Get Business Insurance

Business insurance protects you from the unexpected costs of running a business. Accidents, natural disasters, and lawsuits could run you out of business if you're not appropriately protected. The federal government requires every business with employees to have workers' compensation, unemployment, and disability insurance. Some states also require additional insurance. Consult the Virginia State Corporation Commission (SCC) to learn more about commercial insurance: **scc.virginia.gov/pages/commercial-insurance-(1)**.

Your Elevator Pitch

An elevator pitch is a brief (think 30-60 seconds, or the time it takes to ride an elevator) introduction to your business. Elevator pitches are regularly used to attract investors, promote a product, or advertise a business. Your elevator pitch should capture the attention of your audience, pique their interest, and facilitate an opportunity for future connection, but you're not looking to convey your entire business strategy or all your selling points. Think of the "three C's" when preparing your elevator pitch: clear—can be understood by a layman; compelling—the problem your business solves, the value it brings to your audience, and what sets you apart from others; and credible—what makes you qualified to do what you do. A good elevator pitch will end with a call to action, such as connecting on LinkedIn, exchanging contact information, or scheduling a time to chat further. Need models of successful elevator pitches or templates to craft your own? A quick Google search will yield many examples to help you in this process.

Building Your Network

The most effective way to grow a business is by building a strong business network. A business network can help generate leads, facilitate contacts that can lead to partnerships or referrals, keep you informed about industry trends, and give you a competitive edge. Relationships aren't developed in a day, but there are several strategies you can engage to begin building your professional network, such as leveraging social media, attending industry events and networking functions, getting involved in organizations related to your field, and offering your expertise by writing articles, giving presentations, teaching classes, or other ways to share your knowledge with others.

10 STEPS TO START YOUR BUSINESS

Starting a business involves planning, making key financial decisions, and completing a series of legal activities. Here's what you need to know in 10 easy steps:

1. Conduct market research
2. Write your business plan
3. Fund your business
4. Pick your business location (Virginia!)
5. Choose a business structure
6. Choose your business name
7. Register your business
8. Get federal and state tax IDs
9. Apply for licenses and permits
10. Open a business bank account

Learn more at **sba.gov/business-guide/10-steps-start-your-business**.

Downtown Norfolk, Virginia

State, Regional, & Local Resources | Accessing Capital

The Commonwealth of Virginia offers numerous funding opportunities to support and grow your business. A collection of these opportunities follows, categorized by type of funding.

Grant Funding

A grant is a competitive monetary award given to a qualifying business and generally used to support a specific set of objectives during a finite time frame. Unlike other types of financial assistance, grants do not need to be paid back. Each grant opportunity has tailored eligibility criteria, application requirements and processes, timelines, and terms, all of which should be consulted before pursuing funding to ensure the grant is a fit for your business.

A brief Google search will uncover many helpful tips about preparing successful grant applications. You may wish to check out Fundid's "7 Tips for Getting Grant Applications Approved" at **getfundid.com/grants-learn/tips-grant-applications-approved** or *Forbes*' "5 Top Tips to Use in the Business Grant Application Process" at **forbes.com/sites/melissahouston/2024/03/11/5-top-tips-to-use-in-the-business-grant-application-process/?sh=6ee2f16a1a89**, among other resources available online. Also, don't hesitate to reach out to the organization or team offering the grant you're interested in applying for—they may have resources available to assist or be happy to answer your specific questions.

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Commonwealth Commercialization Fund (CCF)
The Commonwealth Commercialization Fund, or CCF, is a state-funded competitive grant program administered by the Virginia Innovation Partnership Corporation (VIPC). CCF supports Virginia's small business community and its colleges, universities, and nonprofit research institutes at the earliest stages of their entrepreneurial and/or commercialization journeys. CCF seeks innovative technologies with a high potential for economic development and job creation that position the Commonwealth as a national leader in science- and technology-based research, development, and commercialization. For more information, visit **vipc.org/ccf-funding-opportunities**.

Commonwealth Health Research Board (CHRB) IS
The Commonwealth Health Research Board, or CHRB, was established via legislation to promote and protect the health of citizens of the Commonwealth. CHRB awards grants to state agencies, institutions of higher education, and nonprofit organizations in Virginia for research projects that demonstrate the potential to maximize human health benefits for Virginians. For more information, visit **chrb.org**.

Fairfax Founders Fund (FFF) RS 7
The Fairfax Founders Fund, or FFF, is a grant and technical assistance program that provides grants of up to $50,000 to early-stage Fairfax County-based startups on a high-growth trajectory. For more information, visit **fairfaxcounty.gov/economic-initiatives/fairfax-founders-fund**.

Small Business Investment Grant Fund (SBIG)
The Small Business Investment Grant Fund, or SBIG, incentivizes investors to inject capital into Virginia's small businesses by offering them an opportunity to receive a cash return on their investment of up to $50,000. The SBIG is administered by the Virginia Small Business Financing Authority (VSBFA). Although the program is not currently active, more information on the SBIG can be found via **sbsd.virginia.gov/virginia-small-business-financing-authority**.

Virginia Catalyst IS
The Virginia Catalyst provides competitive grants to Virginia's biosciences community. These grants, ranging from $200,000 to $800,000, address major unmet needs for improving human health, support critical commercialization-related objectives, and help to advance Virginia's economy. The Virginia Catalyst encourages collaborative partnerships between Virginia universities and industry. For more information, visit **virginiacatalyst.org**.

Loan Funding

Bridging Virginia MO WO RS 4
Bridging Virginia is a nonprofit community development loan fund that provides access to affordable capital and technical assistance for historically marginalized small businesses in the Greater Richmond region. For more information, visit **bridgingvirginia.com**.

Business Finance Center (BFC) MO WO RS 7
The Business Finance Center, or BFC, is an initiative of the Community Business Partnership (CBP) to deploy much-needed capital to underserved entrepreneurs and business owners in the Northern Virginia region. Since its inception, the BFC has funded small and emerging businesses that were unable to obtain financing due to credit or other limitations. For more information, visit **cbponline.org/financing**.

Business Seed Capital, Inc. RS 2
Business Seed Capital, Inc. (BSCI) is a program offered through Roanoke's Total Action for Progress (TAP) organization. It provides small business classes covering startup, accounting, and management topics; startup development assistance to help start or grow a business; and long- and short-term loan options up to $50,000. For more information, visit **tapintohope.org/program/business-seed**.

Economic Equity Fund MO WO
The Economic Equity Fund is a funding initiative of Locus to provide flexible financing for Virginia small business owners who are women and/or Black, Indigenous, or People of Color (BIPOC). In addition to loans for eligible borrowers, Locus provides free technical assistance and consulting for eligible small businesses and nonprofit partners. For more information, visit **locusimpact.org/solutions/financing/small-businesses**.

Hispanic Small Business Loan Program MO RS 4
The Hispanic Small Business Loan Program is offered through the Virginia Hispanic Chamber of Commerce (VAHCC) and LISC Virginia to invest in the strength and potential of central Virginia's Hispanic business community. The program provides small businesses 0% interest loans to help grow, hire new staff, purchase equipment, and more. As businesses repay their loans, LISC Virginia and the VAHCC will recycle the dollars back into the region's Hispanic business community. For more information, visit **vahcc.com/hispanic-small-business-loan-program**.

Locus MO WO
Locus, formerly Virginia Community Capital (VCC), creates equitable access to capital through community partnerships and innovative tools that tackle systemic challenges and advance promising opportunities. Locus is a community development financial institution (CDF), which means its lending activity is focused on places where the capital system is not working for everyone. Locus is the parent organization for a family of social enterprises which includes Locus Bank, Locus Impact Fund, Locus Capital, and the Community Investment Guarantee Pool (CIGP). For small businesses, Locus helps to finance projects focused on growth and expansion, especially for economically excluded small business owners. For more information, visit **locusimpact.org**.

Rappahannock Economic Development Corporation (REDCO) 504 Loan Program
Rappahannock Economic Development Corporation, or REDCO, is committed to sustaining the growth, development, and expansion of small businesses throughout Virginia. As a nonprofit commercial lender, REDCO is certified through the SBA to facilitate the 504 Loan Program to provide commercial real estate and long-term equipment financing to small businesses. REDCO is located in Fredericksburg and serves the entire state of Virginia. For more information, visit **redco504.org**.

Shenandoah Community Capital Fund (SCCF) RS 8

The Shenandoah Community Capital Fund, or SSCF, has lent over $1.7 million to entrepreneurs and small business owners in the Shenandoah Valley, helping them bridge the gap of equitable access to capital. As a mission-based lender, SCCF can assist entrepreneurs who are unable to obtain capital through commercial lending. SCCF small business microloans range from $1,000 to $50,000 and can fund various expenses, including equipment, inventory, and working capital, or to refinance and consolidate existing business debt at a lower interest rate. For more information, visit **sccfva.org/microloans**.

Small Business Capital Access Program RS 4

The Small Business Capital Access Program provides loan financing and coaching to small businesses across the greater Richmond and Petersburg region to unlock their potential to expand, create jobs, and fuel wealth creation. The program offers loans ranging from $10,000 to $50,000 with 0% financing and all repayments are recycled back into the regional small business community, helping to sustain the program as an investment tool. The Longwood University Small Business Development Center (SBDC) provides businesses with free one-on-one coaching in support of their loan request and usage of funds. For more information, visit **lisc.org/virginia/program-areas/economic-development/small-business-capital-access-program**.

Virginia Small Business Financing Authority (VSBFA)

The Virginia Small Business Financing Authority, or VSBFA, is a division of the Virginia Department of Small Business and Supplier Diversity (SBSD) and serves as the Commonwealth of Virginia's business and economic development financing arm. VSBFA offers several loan and loan support programs for small businesses, not-for-profits, and economic development authorities located in the Commonwealth. In general, these programs are offered in partnership with commercial banks and are designed for businesses that have established revenue and predictable cash flow, as standard bank loan underwriting guidelines are followed. For more information, visit **sbsd.virginia.gov/virginia-small-business-financing-authority**.

Venture Capital Funding

Venture capital, or VC, is a form of financing for startups and small businesses that comes from individual investors, firms, investment banks, and/or financial institutions and where ownership stake in the company (equity) is given in return for the funds. The maturity of the startup and its product or service offerings will determine a fit for a particular capital investment opportunity.

Virginia Venture Partners (VVP) and Virginia Invests

Virginia Venture Partners, or VVP, is the Virginia Innovation Partnership Corporation (VIPC)'s equity investment program that makes direct venture capital investments into Virginia-based startups with a high potential for achieving rapid growth and generating a significant economic return for entrepreneurs, co-investors, and the Commonwealth of Virginia. VVP also partners with fund managers through the Virginia Invests initiative. For more information, visit **vipc.org/vvp**.

Virginia Invests is a new VIPC early-stage startup investment program designed to catalyze and attract capital from new and emerging venture capital investment fund managers into Virginia-based companies. This program will spark new VC engagement and partnerships with stakeholders in Virginia's regional entrepreneur ecosystems.

The following fund managers have been selected as part of the initial *Virginia Invests* initiative: 100KM Ventures, AIN Ventures, The Artemis Fund, The BFM Fund, IDEA Fund Partners, Valor Ventures, and Veterans Ventures Capital (VVC). For more information, visit **vipc.org**.

The following is a non-exhaustive list of VC firms and angel investors located both within and outside of the Commonwealth, but whose investment footprint includes Virginia.

100KM Ventures MO WO IS

100KM Ventures invests in early-stage, diverse management teams that are building the next generation of great technology companies and addressing the untapped customer segments in femtech (women's health technologies) and future of work (workplace) technologies. For more information, visit **100kmvc.com**.

757 Angels

757 Angels, part of the 757 Collab network of programs in Hampton Roads, connects qualified investors with vetted companies. Since its inception, 757 Angels has invested more than $105 million into 52 companies. Its angel network is a thriving network of more than 130 regionally minded, accredited investors who, in addition to providing capital, offer a variety of expertise to support entrepreneurs on their journey. For more information, visit **757angels.org**.

Academy Investors Network (AIN) Ventures VO

Academy Investors Network (AIN) Ventures is a pre-seed and seed-stage venture fund in Arlington that invests in deep tech and dual-use technologies and Veteran-led startups. AIN seeks founders that possess a unique mix of leadership, determination, and grit. For more information, visit **ainventures.com**.

Ardent Venture Partners IS

Ardent Venture Partners provides pre-seed to Series A funding ranging between $250,000 and $3 million to companies across the U.S. with a focus on AI-native application, vertical SaaS, and B2B fintech. For more information, visit **ardent.vc**.

Blu Venture Investors

Blu Venture Investors is a venture capital firm based in Vienna that supports early-stage entrepreneurs in the mid-Atlantic region. They have invested over $100 million since 2010, with a typical round reflecting an investment of $500,000 to $1 million. For more information, visit **bluventureinvestors.com**.

Booz Allen Ventures

Booz Allen Ventures invests in early-stage technology poised to transform mission outcomes for the public sector in industries such as AI/ML, cybersecurity, and deep tech. In addition to investment funds, founders gain access to Booz Allen's decades of experience as one of the largest and most trusted solutions providers to federal agencies. Collaboration with Booz Allen executives and leading engineering talent empowers startups to reduce technology

VIPC & Lighthouse Labs Fall Cohort Partner Parade, Richmond, Virginia

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risks, identify near-term applications, and achieve fluency in the federal marketplace. This translates into faster access to emerging technologies for the agencies Booz Allen serves across sectors and missions. For more information, visit **boozallen.com/expertise/innovation/ventures**.

Bull City Venture Partners (BCVP)

Bull City Venture Partners, or BCVP, is a Durham, North Carolina-based firm that makes investments in early-stage B2B software and tech-enabled businesses along the East Coast. BCVP provides funding at the pre-seed, seed, and Series A stages. For more information, visit **bcvp.com**.

CAV Angels

CAV Angels is a virtual angel group and educational network dedicated to connecting high-potential startups with a strong connection to the University of Virginia (UVA) with UVA-affiliated angel investors. In addition to capital, CAV Angels offers a wide range of educational programming, due diligence engagement, and internship opportunities to its members in order to contribute to their success as early-stage investors. For more information, visit **cavangels.com**.

Charlottesville Angel Network (CAN)

The Charlottesville Angel Network (CAN) is a growing group of more than 70 accredited investors that typically invest $100,000 to $300,000 in seed, angel, and friends and family rounds in promising startups raising less than $5 million and frequently partner with co-investors on Series A and B rounds. For more information, visit **cvilleangelnetwork.net**.

Citrine Angels WO

Citrine Angels provides early-stage investment to female-founded, venture-backable startups through a network of female investors. Citrine Angels looks for companies that can scale quickly with an exit approximately 5 to 8 years after the initial investment opportunity. For more information, visit **citrineangels.com**.

Columbia Capital IS

Columbia Capital is a venture capital firm based in Alexandria that partners with top executives to help build communications, media, and technology companies. Alongside their entrepreneurial management teams, Columbia Capital develops an investment thesis and associated execution plan where the required equity capital can be invested in stages, as the business develops and scales. For more information, visit **colcap.com**.

Dingman Center Angels (DCA)

Dingman Center Angels, or DCA, is a Maryland-based angel investment group out of the University of Maryland's Robert H. Smith School of Business and Dingman Center for Entrepreneurship that provides funding to early-stage companies primarily located in the mid-Atlantic region. DCA is industry agnostic and looks for innovative startup companies that have developed a product or service that addresses a significant market opportunity or need, demonstrated some early evidence of traction, and have a competitive advantage. Their seed-stage investments are typically between $100,000 and $250,000. For more information, visit **rhsmith.umd.edu/centers-initiatives/dingman-center/initiatives-programs/dingman-center-angels**.

Flintlock Capital IS

Flintlock Capital is an entrepreneur-first, early-stage venture firm located in Tysons. The firm invests in new technologies to improve interaction with money or the ability to make better financial decisions, where the end customer is a financial institution or the members, customers, or clients of a financial institution. Flintlock Capital makes minimum investments of $1 million to companies typically at a Series A raise. For more information, visit **flintlockcapital.com**.

Grotech Ventures IS

Grotech Ventures invests between $500,000 and $5 million in early-stage, high-growth technology companies and continues placing investments in and building up the value of the company throughout its life. In fact, the firm has built a reputation for being a collaborative, long-term partner for entrepreneurs. Grotech Ventures' industry focus includes cybersecurity, fintech, supply chain/logistics, and application/vertical software. For more information, visit **grotech.com**.

Hamilton Ventures IS

Hamilton Ventures is a seed-stage venture capital firm comprised of former real estate CXOs, entrepreneurs, and financiers that invests in early-stage proptech teams with revolutionary ideas for the built environment. The firm's areas of interest include construction technology, data and analytics, climate and clean technology, CRE and resi process automation, affordable housing, and fintech and mortgage tech. Investment totals are typically $250,000 to $750,000, depending on the stage of the business and size of the round. For more information, visit **hamiltonventures.io**.

Harbert Growth Partners (HGP)

Harbert Growth Partners, or HGP, is the growth equity arm of Harbert Management Corporation (HRC). They invest $5 million to $10 million in promising emerging growth-stage technology companies. The HGP team combines substantial investment, advisory, and operating experience with capital and an extensive network to support great entrepreneurial teams in successfully executing their growth plans. For more information, visit **harbert.net/investment-strategies/private-capital/growth-capital**.

IDEA Fund Partners IS

IDEA Fund Partners is one of the most active and longest tenured early-stage technology investment firms in the Southeast, providing pre-seed and seed-stage funding to companies whose disruptive technologies focus on automating tasks, promoting data-driven decision making, democratizing expertise, and reducing inefficiencies. IDEA Fund Partners believes that the next set of great companies will emerge outside of core venture markets by non-traditional founders. For more information, visit **ideafundpartners.com**.

In-Q-Tel Inc. (IQT)

In-Q-Tel, or IQT, invests in cutting-edge technologies to enhance the national security of the United States. IQT focuses on the more than 15,000 early-stage, venture-backed startup companies in the U.S. and select other countries and also identifies and analyzes technology in all stages of development that are critical to national security. For more information, visit **iqt.org**.

K Street Capital (KSC) IS

K Street Capital, or KSC, is a Washington, D.C.–based seed-stage venture capital firm that helps to amplify the impact of innovative tech companies in high-growth regulated markets including fintech, climatetech, cybersecurity, healthtech, and mediatech. For more information, visit **kstreet.vc**.

Lavrock Ventures IS

Lavrock Ventures is an Arlington-based venture capital fund focused on post-seed and Series A investments at the intersection of software, data, cyber, and national security. The Lavrock Ventures team provides a full range of support to B2B companies from across North America, including strategic, operational, and financial, with a focus on guiding a company to the next stage in its evolution. Typical investments range from $2 million to $4 million. For more information, visit **lavrockvc.com**.

New Dominion Angels IS

New Dominion Angels is a group of accredited investors who seek opportunities in early-stage, mid-Atlantic startups typically working in the SaaS or internet of things (IoT) space. New Dominion Angels participate in seed or Series A rounds for companies with innovative, transformative solutions to clear problems in big markets that can scale, along with smart, motivated, and trustworthy entrepreneurs. For more information, visit **newdominionangels.com**.

NextGen Venture Partners

NextGen Venture Partners provides both early- and later-stage investments at $1 million to $2 million and $3 million to $5 million, respectively. For more information, visit **nextgenvp.com**.

VIPC's Capital Connections Reception and Networking Event, TomTom Festival Charlottesville Virginia, 2024

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Noblis Ventures IS

Noblis Ventures strategically invests in early-stage, deep-tech startups, particularly those whose dual-use technologies advance national interests. From pre-seed through Series A, Noblis Ventures provides investments in the $750,000 to $2 million range. For more information, visit **noblis.org/ventures**.

PenFed Foundation Veteran Entrepreneur Investment Program (VEIP) VO

The PenFed Foundation's Veteran Entrepreneur Investment Program, or VEIP, exclusively supports Veteran-owned and Veteran-led startup companies through its investment operation. VEIP supports these highly scalable companies at the idea stage through to Series A and beyond; investment is industry agnostic. In addition to capital, VEIP helps Veteran and milspouse entrepreneurs to "level up" their startup with educational opportunities, a fundraising accelerator program, business coaching, networking, and more. For more information, visit **penfedfoundation.org/how-we-help/veip**.

Potential Energy DC Angel Network IS RS 7

Potential Energy DC Angel Network is a group of accredited investors with the experience, connections, and capital to support Potential Energy DC's member companies and other sustainable-focused startups in the D.C. region. For more information, visit **potentialenergydc.org/about-us**.

PROOF

PROOF is an expansion-stage venture capital fund in Reston that invests in hypergrowth, breakout companies across the venture ecosystem, specifically category-leading companies that are growing 100% year-over-year and raising highly competitive, oversubscribed financial rounds led by top-tier venture capital funds. For more information, visit **proof.vc**.

Riphean Investments IS

Riphean Investments is a sector-focused private equity firm that provides growth capital through early- and late-stage investments to companies supporting the national security community. Technologies in cybersecurity, IT, intelligence operations, homeland security, critical infrastructure, and defense are areas of focus for the firm. In addition to capital, Riphean Investments also provides shared services to help portfolio companies handle financial, business administration, and go-to-market strategies. For more information, visit **ripheaninvestments.com**.

RTX Ventures IS

RTX Ventures is the venture capital division of RTX. It invests in small but growing companies and their ideas that will

transform the aerospace and defense industries. Beyond funding, RTX Ventures' investments provide resources and mentorship to portfolio companies to accelerate their growth and fuel their innovation. For more information, visit **rtx.com/who-we-are/ventures**.

The Artemis Fund MO WO IS

The Artemis Fund leads seed rounds for diverse tech founders in fintech, e-commerce infrastructure, and care-tech. In addition to financial support, The Artemis Fund provides the skills and networks companies need to accelerate growth. For more information, visit **theartemisfund.com**.

The BFM Fund MO

The BFM Fund, located in Hampton Roads, is a seed-stage venture fund focused on Black and innovative entrepreneurs. BFM takes a match-making approach to investing by creating formal relationships with industry-specific Series A through Series C lead firms that have a track record of exiting companies—then sources, invests, and works with the founders over a 12-18-month period to prepare them for their next raise, led by BFM's partner firms. For more information, visit **bfm.fund**.

The Launch Place Seed Fund and Pre-Seed Investment Program RS 3

The Launch Place Seed Fund looks for investment opportunities in which its capital can serve as a critical catalyst to achieve specific milestones, such as follow-on capital, initial customers, or another significant breakthrough in a company's growth. Typical investments range from $100,000 to $250,000, with the ability to fund up to $500,000 per company. Among other eligibility criteria, The Launch Place Seed Fund requires portfolio companies to grow and locate at least part of their operations in the Danville region for a minimum of three years. For more information, visit **thelaunchplace.org/seed-fund**.

To help innovative entrepreneurs expedite the early stages of their startup development process, The Launch Place also established the Pre-Seed Investment Program to further these entrepreneurs' market and product validation efforts (up to $25,000) and/or business model refinement (up to $50,000). This investment strategy may become a precursor to The Launch Place Seed Fund. For more information, visit **thelaunchplace.org/pre-seed-investments**.

Totipotent Capital IS

Totipotent Capital (formerly Digital Health Angels), located in Arlington, is cultivating a portfolio of early-stage ventures that are disrupting and innovating healthcare access, procurement, and disease management. Totipotent Capital looks for investment opportunities where the management team is experienced or demonstrates a mature understanding of their needs, a business that reflects an understanding of the industry, and a go-to-market strategy that incorporates current policy trends. Funding ranges from $40,000 to $150,000. To learn more, visit **totipotent.vc**.

UVA Licensing & Ventures Group (UVA LVG) Seed Fund and Seed Fund II

UVA Licensing & Ventures Group (UVA LVG) is the intellectual property management and innovation commercialization organization for the University of Virginia research enterprise. LVG manages the LVG Seed Fund, a $10 million fund to support new ventures emerging from the UVA research ideas and discoveries. A second fund, the LVG Seed Fund II, enables sustainable funding opportunities for new ventures emerging from the UVA research portfolio. Eligibility for both funds is limited to companies that are founded to commercialize UVA intellectual property, companies founded by current UVA faculty, staff, students, and iLab companies, or, in certain cases, companies founded by UVA alumni. For more information, visit **lvg.virginia.edu/funding/uva-lvg-seed-fund**.

Valor Ventures IS

Valor Ventures is an institutional venture capital firm focused on leading seed rounds in the South for high-growth B2B SaaS and AI startups. As part of its four-pillar sourcing platform, Valor leverages a popular startup podcast, its own AI named "Vic," a private VC conference for founders and investors in Valor's visionary community known as "VC Day," and pre-seed non-dilutive grants for founders through its nonprofit arm, Startup Runway. For more information, visit **valor.vc**.

VentureSouth

VentureSouth is an early-stage venture firm that provides capital and expertise to Southeastern U.S. startups. With more than 550 active investors, VentureSouth is one of the largest angel investment groups in the U.S. VentureSouth typically invests $250,000 to $1 million in companies seeking capital to launch or scale a market-ready product or service. For more information, visit **venturesouth.vc**.

Veteran Ventures Capital (VVC) VO IS

Veteran Ventures Capital, or VVC, is a McLean-based firm that makes seed plus and Series A investments into Veteran-affiliated, dual-use national security technology companies that have extraordinary potential for revenue and business acceleration. For more information, visit **veteranventures.us.**

Veterinary Angel Network for Entrepreneurs (VANE) IS

The Veterinary Angel Network for Entrepreneurs, or VANE, is a network for veterinarians, business owners, entrepreneurs, and industry experts supporting innovation in the animal health field. Investment areas of interest for VANE include veterinary care and practice, diagnostics and therapeutics, pet retail, and other animal health and welfare improvement technologies. For more information, visit **vane.vet**.

Other Funding Sources

Virginia Economic Development Partnership (VEDP)

The Virginia Economic Development Partnership, or VEDP, is the state economic development authority of the Commonwealth of Virginia. VEDP offers performance-based financial incentives for companies that relocate to or expand their physical footprint in the Commonwealth. More information, along with a comprehensive list of the various discretionary, financial, infrastructure, recruitment and training, regional and local, tax, and telework incentives, can be found at **vedp.org/incentives**.

Arlington, Virginia

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State, Regional, & Local Resources | Programs, Connections, & Support

The Commonwealth of Virginia offers numerous programs, connection opportunities, and other support at the state, regional, and local levels.

Economic Development

Office of Economic Development and Strategic Initiatives at UVA Wise RS 1

The Office of Economic Development and Strategic Initiatives at UVA Wise supports southwest Virginia by connecting the wealth of resources available at the University of Virginia to opportunities in the region, establishing strategic partnerships throughout the community, serving as a source of professional and leadership development, and providing overall economic development support. UVA Wise's Oxbow Center provides a community for technology and innovation and creates opportunity for collaboration and engagement throughout the region, while its Opportunity Appalachia initiative creates new jobs and businesses that support sustainable growth in central Appalachian coal-impacted communities. For more information, visit **uvawise.edu/economic-development**.

Virginia Chambers of Commerce

LOCAL CHAMBERS OF COMMERCE

Alexandria Chamber of Commerce (The Chamber ALX)
thechamberalx.com

Alleghany Highlands Chamber of Commerce & Tourism
ahchamber.com

Altavista Area Chamber of Commerce
altavistachamber.com

Amherst County Chamber of Commerce
amherstvachamber.com

Annandale Chamber of Commerce
annandalechamber.com

Arlington Chamber of Commerce
arlingtonchamber.org

Asian American Chamber of Commerce
asian-americanchamber.org

Bath County Chamber of Commerce
countyofbathchamber.org

Bedford Area Chamber of Commerce
bedfordareachamber.com

Black BRAND
blackbrand.biz

Blackstone Chamber of Commerce
blackstonechambercommerce.com

Botetourt County Chamber of Commerce
botetourtchamber.com

Brookneal Area Chamber of Commerce
no website available

Brunswick Chamber of Commerce
bvachamber.com

Buchanan County Chamber of Commerce
no website available

Buckingham Chamber of Commerce
buckinghamchamberofcommerce.com

Caroline County Chamber of Commerce
carolinecountychamber.com

Carroll County Chamber of Commerce
no website available

Central Fairfax Chamber of Commerce
cfcc.org

Central Virginia African American Chamber of Commerce
cvaacc.org

Chamber RVA (Greater Richmond Chamber of Commerce)
chamberrva.com

Charlottesville Regional Chamber of Commerce
cvillechamber.com

Chase City Chamber of Commerce
chasecitychamberofcomm.com

Chesterfield Chamber of Commerce
chesterfieldchamber.com

Chincoteague Chamber of Commerce and Certified Visitor Center
chincoteaguechamber.com

Clarksville Lake Country Chamber of Commerce
clarksvilleva.com

Colonial Beach Chamber of Commerce
colonialbeach.org

Crewe-Burkeville Chamber of Commerce
no website available

Culpeper Chamber of Commerce
culpeperchamber.com

Danville Pittsylvania County Chamber of Commerce
dpchamber.org

Dickenson County Chamber of Commerce
dickensonchamber.net

Dulles Regional Chamber of Commerce
dulleschamber.org

Eastern Shore of Virginia Chamber of Commerce (ESVA Chamber)
esvachamber.org

Emporia-Greensville Chamber of Commerce
emporiagreensvillechamber.com

Farmville Area Chamber of Commerce
farmvilleareachamber.org

Fauquier Chamber of Commerce
fauquierchamber.org

Floyd County Chamber of Commerce
floydchamber.org

Franklin-Southampton Area Chamber of Commerce
fsachamber.com

Fredericksburg Regional Chamber of Commerce
fredericksburgchamber.org

Front Royal-Warren County Chamber of Commerce
frontroyalchamber.com

Giles County Chamber of Commerce
gileschamber.net

Gloucester County Chamber of Commerce
gloucestervachamber.org

Goochland Chamber of Commerce
goochlandchamber.org

Greater Augusta Regional Chamber of Commerce
augustava.com

Greater Falls Church Chamber of Commerce
fallschurchchamber.org

Greater McLean Chamber of Commerce
mcleanchamber.org

Greater Reston Chamber of Commerce
restonchamber.org

Greater Williamsburg Chamber of Commerce
businesswilliamsburg.com

Greene County Chamber of Commerce
greenecoc.org

Halifax County Chamber of Commerce
halifaxchamber.net

Hampton Roads Chamber
hrchamber.com

Hanover Chamber of Commerce
hanoverchamberva.com

Harrisonburg-Rockingham Chamber of Commerce
hrchamber.org

Highland County Chamber of Commerce
highlandcounty.org

Hispanic Chamber of Commerce of Coastal Virginia
no website available

Hopewell/Prince George Chamber of Commerce & Visitor Center
hpgchamber.org

Isle of Wight Chamber of Commerce
theisle.org

King George County Chamber of Commerce
kinggeorgechamber.com

Lake Gaston Regional Chamber of Commerce
lakegastonchamber.com

Lancaster by the Bay Chamber of Commerce
lancasterva.com

Lexington Chamber of Commerce
lexrockchamber.com

Loudoun County Chamber of Commerce
loudounchamber.org

Louisa County Chamber of Commerce
louisachamber.org

Lunenburg County Chamber of Commerce
lunenburgchamber.com

Luray-Page County Chamber of Commerce
visitluraypage.com/chamber

Lynchburg Regional Business Alliance
lynchburgregion.org

Madison Chamber of Commerce Visitor Center
madisonva.com/venues/madison-chamber-of-commerce-visitor-center

Martinsville-Henry County Chamber of Commerce
martinsville.com

Montgomery County Chamber of Commerce
montgomerycc.org

Mount Vernon-Springfield Chamber of Commerce
mountvernonspringfield.com

Nelson County Chamber of Commerce
nelsonchamber.org

New Kent Chamber of Commerce
newkentchamber.org

Northampton County Chamber of Commerce
northamptoncountychamber.com

Northern Virginia Black Chamber of Commerce
northernvirginiabcc.org

Northern Virginia Chamber of Commerce
novachamber.org

Northern Virginia Hispanic Chamber of Commerce
novahispanicchamber.com

Northumberland County Chamber of Commerce
northumberlandcoc.org

Nottoway County Chamber of Commerce
nottoway.org/community/chamber_of_commerce.php

Orange County Chamber of Commerce
orangevachamber.com

Patrick County Chamber of Commerce
patrickchamber.com

Powhatan Chamber of Commerce
powhatanchamber.org

Prince William Chamber of Commerce
pwchamber.org

Pulaski County Chamber of Commerce
pulaskivachamber.org

Radford Chamber of Commerce
radfordchamber.com

Roanoke Regional Chamber of Commerce
roanokechamber.org

Russell County Chamber of Commerce
no website available

Salem-Roanoke County Chamber of Commerce
s-rcchamber.org

Scott County Chamber of Commerce
scottcountyva.com

Scottsville Community Chamber of Commerce
visitscottsville.org

Shenandoah County Chamber of Commerce
shenandoahcountychamber.com

Smyth County Chamber of Commerce
smythchamber.org

Smith Mountain Lake Regional Chamber of Commerce
visitsmithmountainlake.com

South Fairfax Chamber of Commerce
southfairfaxchamber.org

South Hill Chamber of Commerce
southhillchamber.com

Southern Virginia Regional Chamber of Commerce (SOVA Chamber)
sovachamber.com

Strasburg Chamber of Commerce
strasburgva.com

Surry County Chamber of Commerce
surryvachamber.org

Sussex County Chamber of Commerce
sussexvachamber.com

Tappahannock-Essex County Chamber of Commerce
tappahannockessexchamber.com

Tazewell County Chamber of Commerce
tazewellchamber.com

Top of Virginia Regional Chamber
regionalchamber.biz

Twin County Chamber of Commerce
twincountychamber.com

Tysons Regional Chamber of Commerce
tysonschamber.org

Vinton Area Chamber of Commerce
vintonchamber.com

Virginia Asian Chamber of Commerce
aabac.org

Virginia Black Chamber of Commerce
vablackchamberofcommerce.org

Virginia Diverse Chamber of Commerce
swvadiversechamberofcommerce.org

Virginia Hispanic Chamber of Commerce
vahcc.com

Virginia Peninsula Chamber of Commerce
virginiapeninsulachamber.com

Warsaw-Richmond County Chamber of Commerce
wrccoc.com

Washington County Chamber of Commerce
washingtonvachamber.org

West Point Chamber of Commerce
westpointvachamber.com

Wise County Chamber of Commerce
wisecountychamber.org

Wytheville-Wythe-Bland Chamber of Commerce
wwbchamber.com

York County Chamber of Commerce
yorkcountychamberva.org

VIRGINIA CHAMBER OF COMMERCE (VIRGINIA CHAMBER)

The Virginia Chamber of Commerce, or Virginia Chamber, is a non-partisan business advocacy organization that works in the legislative, regulatory, civic, and judicial arenas at the state and federal levels to be a force for long-term economic growth in the Commonwealth. The Virginia Chamber offers a number of informational and action-oriented resources for businesses of any size or focus, but for small businesses in particular, the Chamber's Small Business Alliance was stood up to ensure the voice of small businesses is heard with minimal investment and maximum impact. A membership to the Small Business Alliance is available to businesses that have 10 or fewer employees and are members of their local chamber of commerce. For more information, visit **vachamber.com**.

Virginia Economic Developers Association (VEDA)

The Virginia Economic Developers Association, or VEDA, is a nonprofit, nonpartisan membership association for individuals who have a professional interest in economic development across the Commonwealth of Virginia. VEDA members include local, regional, and state economic professionals and utility and transportation executives with responsibilities for economic development as well as elected officials and professionals in the fields of engineering, construction, development, higher education, real estate, consulting, finance, and others who work to support the economic health of the Commonwealth. VEDA supports sound economic development policies, regional cooperation, and the maintenance and expansion of efforts by state, regional, and local governments and other interested organizations to foster the growth of employment business sectors that will expand the job opportunities and improve quality of life for all Virginians. For more information, visit **goveda.org**.

The following are VEDA regional economic development organizations.

CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT RS 9

The Central Virginia Partnership for Economic Development, or the Partnership, helps to create new jobs and investment in central Virginia. The Partnership has integrated staff and resources with GO Virginia Region 9 and Virginia Career Works–Piedmont Region to expand its services for existing businesses, entrepreneurs, job seekers, and employers. The Partnership services the counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson, and Orange and the city of Charlottesville. For more information, visit **centralvirginia.org**.

FREDERICKSBURG REGIONAL ALLIANCE (FREDREGION, FRA) RS 6

The Fredericksburg Regional Alliance, or FredRegion or FRA, creates the environment to foster regional job growth through recruitment, collaboration, and advocacy. For more information, visit **fredregion.com**.

GREATER RICHMOND PARTNERSHIP (GRP) RS 4

The Greater Richmond Partnership, or GRP, is the lead regional economic development organization for the city of Richmond and the counties of Chesterfield, Hanover, and Henrico. GRP recruits companies from all over the globe to provide employment opportunities and taxable capital investment for its local communities. For more information, visit **grpva.com**.

HAMPTON ROADS ALLIANCE RS 5

The Hampton Roads Alliance is the leading regional economic development organization for the Hampton Roads region of Virginia, representing 14 localities. Its focus is on attracting, growing, and retaining companies and talent to create a resilient, inclusive, and equitable region of choice. For more information, visit **hamptonroadsalliance.com**.

LYNCHBURG REGIONAL BUSINESS ALLIANCE RS 2

The Lynchburg Regional Business Alliance promotes regional economic growth and enhances the quality of life for all citizens in the Lynchburg region. The Alliance focuses on entrepreneurial startup support, business expansion and retention, new job creation, and overall workforce development as well as advocacy, connecting people and businesses, and the cultivation of local and regional leadership. The Alliance serves the counties of Amherst, Appomattox, Bedford, and Campbell; the towns of Altavista, Amherst, Appomattox, Bedford, and Brookneal; and the city of Lynchburg. For more information, visit **lynchburgregion.org**.

MIDDLE PENINSULA ALLIANCE (MPA) RS 6

The Middle Peninsula Alliance, or MPA, is the front door for businesses and visitors interested in learning more about Essex, Gloucester, King and Queen, King William, Mathews, Middlesex, Tappahannock, and West Point. MPA connects people, ideas, and resources to develop new opportunities and visibility for the region. For more information, visit **mpava.com**.

MOUNT ROGERS REGIONAL PARTNERSHIP (MRRP) RS 1

The Mount Rogers Regional Partnership, or MRRP, is a regional economic development organization located in southwest Virginia supporting the creation of job opportunities, a broadened tax base, and an improved standard of living for the residents of Bland, Carroll, Grayson, Smyth, and Wythe Counties and the city of Galax. MRRP seeks to attract and encourage national and international businesses to relocate to and invest in the region and to assist existing companies in creating and retaining jobs. For more information, visit **mountrogersregion.com**.

NORTHERN NECK CHESAPEAKE BAY REGION PARTNERSHIP / NORTHERN NECK PLANNING DISTRICT COMMISSION RS 6

The Northern Neck Chesapeake Bay Region Partnership / Northern Neck Planning District Commission supports the counties of Lancaster, Northumberland, Richmond, and Westmoreland. For more information, visit **northernneck.us**.

NORTHERN VIRGINIA ECONOMIC DEVELOPMENT ALLIANCE (NOVA EDA) RS 7

The Northern Virginia Economic Development Alliance, or NOVA EDA, aligns nine jurisdictions to promote Northern Virginia as the best place to do business. Northern Virginia

Downtown Roanoke, Virginia

has the depth, breadth, and concentration of talent that companies require, fed by a pipeline of top talent from one of the country's largest and most successful education systems. For more information, visit **novaeda.org**.

ONWARD NEW RIVER VALLEY (NRV) RS 2

Onward New River Valley, or Onward NRV, is a public-private, regional economic development organization whose mission is to attract and retain world-class jobs, investment, and talent in Virginia's New River Valley. Leaders from business, government, and higher education work together to promote the economic vitality of the region. For more information, visit **onwardnrv.org**.

ROANOKE REGIONAL PARTNERSHIP RS 2

The Roanoke Regional Partnership is dedicated to connecting businesses to the resources they need to relocate to or expand in the Roanoke region. Representing the counties of Alleghany, Botetourt, Franklin, and Roanoke; the cities of Covington, Roanoke, and Salem; and the town of Vinton, the Partnership is a joint venture among the eight governments and more than 200 private sector businesses. For more information, visit **roanoke.org**.

SHENANDOAH VALLEY PARTNERSHIP (SVP) RS 8

The Shenandoah Valley Partnership, or SVP, works with public and private partners at the local, regional, and state levels to develop an economic climate for business success through the Shenandoah Valley. Through regional cooperation, the SVP brings together business, government, and education leaders to attract new business to the area, help existing businesses expand, and guide strategic workforce development to grow and sustain a healthy economic future for the region. The SVP serves the counties of Augusta, Bath, Highland, Page, Rockbridge, Rockingham, and Shenandoah and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, and Waynesboro. For more information, visit **theshenandoahvalley.com**.

SOUTHERN VIRGINIA REGIONAL ALLIANCE (SVRA) RS 3

The Southern Virginia Regional Alliance, or SVRA, accelerates job growth and increases the tax base for the counties of Halifax, Patrick, and Pittsylvania; the city of Danville; and the towns of Stuart, Chatham, Hurt, Gretna, Halifax, South Boston, Scottsburg, and Virgilina. For more information, visit **svra.org**.

SOUTHWEST VIRGINIA'S E-REGION / VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY (VCEDA) RS 1

Southwest Virginia's e-Region is marketed by the Virginia Coalfield Economic Development Authority, or VCEDA. VCEDA is a regional economic development authority established to enhance and diversify the economic base of the coal-producing region in southwestern Virginia, which is becoming an East Coast center for electronic IT, energy, education, other emerging technologies, and entrepreneurs. VCEDA serves the counties of Lee, Wise, Scott, Buchanan, Russell, Tazewell, and Dickenson and the city of Norton. For more information, visit **vceda.us**.

VIRGINIA'S GATEWAY REGION (VGR) RS 4

Virginia's Gateway Region, or VGR, fosters regional prosperity through business growth, powerful partnerships, and delivering innovative resources to the counties of

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Dinwiddie, Prince George, Surry, and Sussex, along with the cities of Colonial Heights, Hopewell, and Petersburg. For more information, visit **gatewayregion.com**.

VIRGINIA'S GROWTH ALLIANCE (VGA) RS 4

Virginia's Growth Alliance, or VGA, is a regional organization that facilitates investment attraction and economic growth in the region. VGA's primary focus is on business recruitment, but it is also responsible for creating development strategies for entrepreneurship, assets, and leadership. VGA serves the counties of Brunswick, Charlotte, Greensville, Lunenburg, Mecklenburg, and Nottoway and the city of Emporia. For more information, visit **vagrowth.com**.

Virginia Economic Development Organizations for Counties, Cities, and Towns

The following list captures the local (county, city, and town) economic development groups, which are separate from those at the regional level.

VIRGINIA COUNTIES

Accomack County
Accomack County Department of Building, Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Albemarle County
Albemarle County Economic Development
enablealbemarle.org

Alleghany County
Alleghany Highlands Economic Development Corporation
ahedc.com

Amelia County
Amelia County Economic Development
ameliacova.com/business/economic_development/index.php

Amherst County
Economic Development Authority of Amherst County
amherstvabusiness.com

Appomattox County
Appomattox County Department of Economic Development
appomattoxcountyva.gov/185/economic-development

Arlington County
Arlington Economic Development
arlingtoneconomicdevelopment.com/home

Augusta County
Augusta County Economic Development
augustavabusiness.com

Bath County
Bath County Economic Development
bathcountyva.gov/government/economic_development

Bedford County
Bedford County Office of Economic Development
bedfordeconomicdevelopment.com

Bland County
Bland County Economic Development Authority
blandcountyva.gov/page/economic-development-authority

Botetourt County
Botetourt County Economic Development
botetourtva.gov/159/economic-development

Brunswick County
Brunswick County Department of Economic Development
brunswickco.com/doing_business/brunswick_dept_of_economic_development

Brunswick County Industrial Development Authority
bcida.org

Buchanan County
Buchanan County Economic Development Commission
growbuchanan.com

Buckingham County
Buckingham County Economic Development
buckinghamcountyva.org/community/economic_development.php

Campbell County
Campbell County Economic Development
campbellvirginia.com

Caroline County
Caroline County Department of Economic Development
co.caroline.va.us/194/economic-development

Carroll County
Carroll County Economic Development
carrollcountyva.gov/business_and_economic_development/economic_development.php

Charles City County
Charles City County Economic Development Authority
charlescityva.us/160/economic-development-authority

Charlotte County
Charlotte County Department of Economic Development
charlottecountyva.gov/departments/economic_development.php

Chesterfield County
Chesterfield Economic Development
chesterfieldfits.com

Clarke County
Clarke County Economic Development
clarkecounty.gov/government/economic-development

Craig County
Craig County Department of County Administration
craigcountyva.gov/departments/county-administration

Culpeper County
Culpeper Economic Development
chooseculpeper.com

Cumberland County
Cumberland County Department of Economic Development
cumberlandcounty.virginia.gov/165/economic-development

Dickenson County
Industrial Development Authority of Dickenson County
dickensonva.org/100/industrial-development-authority

Dinwiddie County
Dinwiddie County Department of Economic Development
dinwiddieva.us/433/economic-development

Essex County
Essex County Economic Development Authority
essex-virginia.org/eda

Fairfax County
Fairfax County Economic Development Authority
fairfaxcountyeda.org

Fauquier County
Fauquier County Department of Economic Development
fauquiercounty.gov/government/departments-a-g/economic-development

Floyd County
Floyd County Economic Development Authority
yesfloydva.org

Fluvanna County
Fluvanna County Economic Development
fluvannacounty.org/ced

Franklin County
Franklin County Office of Economic Development
yesfranklincountyva.org

Frederick County
Frederick County Economic Development Authority
yesfrederickva.com

Giles County
Giles County Economic Development
virginiasmtnplayground.com

Gloucester County
Gloucester Economic Development
gloucesterva.gov/economic-development

Goochland County
Goochland County Economic Development
goochlandforbusiness.com

Grayson County
Blue Ridge Crossroads Economic Development Authority
brceda.org

Grayson County Agriculture Economic Development
graysoncountyva.gov/agriculture-economic-development

Greene County
Greene County Department of Economic Development & Tourism
greenecountyva.gov/government/depts/economic-development-tourism and greenecountyva.gov

Greensville County
Greensville County Economic Development
greensvillecountyva.com

Halifax County
Industrial Development Authority
of Halifax County
halifaxvirginia.com

Hanover County
Hanover County Economic Development
hanovervirginia.com

Henrico County
Henrico Economic Development Authority
henrico.com

Henry County
Martinsville-Henry County
Economic Development Corporation
yesmartinsville.com

Highland County
Highland County
Economic Development Authority
highlandcounty.org/highland-eda and highlandcova.org/economic-development-authority-highland-county-virginia

Isle of Wight County
Isle of Wight Department
of Economic Development
insidetheisle.com

James City County
James City County Office
of Economic Development
yesjamescitycountyva.com/3894/economic-development

King and Queen County
King and Queen County
Economic Development
kingandqueenco.net/economic-development

King George County
King George Economic Development Agency
kinggeorgeeda.com

King William County
King William County
Economic Development Authority
kwc.gov/211/economic-development

Lancaster County
Lancaster County
Economic Development Authority
lancova.com/page2.asp?pageID=91

Lee County
Lee County Industrial Development Authority
leecountyeda.com

Loudoun County
Loudoun County Economic Development
biz.loudoun.gov

Louisa County
Louisa County Department
of Economic Development
louisacounty.gov/2689/economic-development

Lunenburg County
Lunenburg County Community
and Economic Development
lunenburgva.gov/government/community_and_economic_development/index.php

Madison County
Madison County Department
of Economic Development & Tourism
madisonco.virginia.gov/167/economic-development-tourism
madisonva.com/economic-development

Mathews County
Mathews County
Economic Development Authority
mathewscountyva.gov/261/economic-development-authority

Mecklenburg County
Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development and investinmeckva.com

Middlesex County
Middlesex County Department
of Economic Development & Tourism
co.middlesex.va.us/184/economic-development-tourism

Montgomery County
Montgomery County Economic Development
yesmontgomeryva.org

Nelson County
Nelson County Economic Development Office
lovenelsonva.org

New Kent County
New Kent Economic Development
yesnewkent.com

Northampton County
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

Northumberland County
Northumberland County
Economic Development Commission
co.northumberland.va.us/edc

Nottoway County
Nottoway County Department
of Economic Development
nottoway.org/departments/economic_development/index.php

Orange County
Orange County Virginia Economic Development
thinkorangeva.com

Page County
Page County Department
of Economic Development & Tourism
pagecounty.virginia.gov/286/economic-development-tourism

Patrick County
Patrick County Economic Development
patrickcoecondev.com

Pittsylvania County
Pittsylvania County
Economic Development Department
pittsylvaniacountyva.gov/business/economic-development

City of Danville and Pittsylvania County
Offices of Economic Development
discoverdanville.com

Powhatan County
Powhatan County Economic Development
yespowhatan.com

Prince Edward County
Prince Edward County Office
of Economic Development
co.prince-edward.va.us/economic-development/economic-development

Prince George County
Prince George County Economic
Development Department
princegeorgecountyva.gov/business/economic_development/index.php

Prince William County
Prince William County Economic Development
pwcded.org

Pulaski County
Pulaski County Department
of Economic Development
pulaskicounty.org/economic-development.html

Rappahannock County
Rappahannock-Rapidan Regional Commission
Economic Development & Tourism
rrregion.org/program_areas/economic_development/index.php

Richmond County
Town of Warsaw Economic Development
townofwarsaw.com/economic-development

Roanoke County
Roanoke County Economic Development
yesroanoke.com

Rockbridge County
Rockbridge County Department
of Economic Development
co.rockbridge.va.us/143/economic-development

Rockingham County
Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Russell County
Russell County Industrial Development Authority
russellcountyida.org

Scott County
Scott County Economic Development
scottcountyva.com/157/economic-development

Shenandoah County
Shenandoah County
Tourism & Economic Development
shenandoahcountyva.gov/376/economic-development

Smyth County
Smyth County Economic Development
smythcountyeconomicdevelopment.com

Southampton County
Franklin-Southampton
Economic Development, Inc.
franklinsouthamptonva.com

Spotsylvania County
Spotsylvania Economic Development
spotsylvania.va.us/545/economic-development

Downtown Hampton, Virginia

Stafford County
Stafford County Economic Development
gostaffordva.com

Stafford County
Economic Development Authority
staffordeda.com

Surry County
Surry County Economic Development
econdev.surrycountyva.gov/366/economic-development---dhp-2023

Sussex County
Sussex County Economic Development
sussexcountyva.gov/page/economic-development

Tazewell County
Tazewell County Economic Development
tazewellcountybusiness.com

Warren County
Front Royal-Warren County
Economic Development Authority
wceda.com

Washington County
Washington County Economic Development
washingtoncountyva.com

Westmoreland County
Westmoreland County Economic Development
westmoreland-county.org/ed

Wise County
Wise County Office
of Economic & Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Wythe County
Wythe County Joint Industrial
Development Authority
wytheida.org

York County
York County Economic Development
yesyorkcounty.com/4040/economic-development

VIRGINIA CITIES

Alexandria
Alexandria Economic Development Partnership
alexandriaecon.org

Bristol
City of Bristol Department
of Economic Development
bristolva.org/645/economic-development

Buena Vista
City of Buena Vista Department
of Economic Development
buenavistava.org

Charlottesville
City of Charlotteville Office
of Economic Development
charlottesville.gov/201/economic-development

Chesapeake
Chesapeake Economic Development Authority
cityofchesapeake.net/1387/economic-development-authority

Colonial Heights
Colonial Heights Economic Development
& Tourism
choosecolonialheights.com

Covington
Alleghany Highlands
Economic Development Corporation
ahedc.com

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Danville
City of Danville and Pittsylvania County
Offices of Economic Development
discoverdanville.com

Emporia
City of Emporia Department
of Economic Development
ci.emporia.va.us/178/economic-development

Fairfax
Fairfax City Economic Development Authority
fairfaxcityconnected.com

Falls Church
City of Falls Church
Economic Development Authority
fallschurchva.gov/164/economic-development-authority

Franklin
Franklin Southampton
Economic Development, Inc.
franklinsouthamptonva.com

Fredericksburg
Fredericksburg Economic Development
fredericksburgva.com

Galax
Blue Ridge Crossroads
Economic Development Authority
brceda.org

Hampton
Hampton Economic Development
hampton.gov/4072/economic-development

Harrisonburg
Harrisonburg Economic Development
harrisonburgdevelopment.com

Hopewell
City of Hopewell Department
of Economic Development and Tourism
hopewellva.gov/556/economic-development-and-tourism

Lexington
City of Lexington Department
of Economic Development
lexingtonva.gov/government/departments/city-manager/economic-development

Lynchburg
Lynchburg Economic Development Authority
opportunitylynchburg.com

Manassas
City of Manassas Department
of Economic Development
manassasva.gov/economic_development

Manassas Economic Development Authority
choosemanassas.org

Manassas Park
City of Manassas Park Economic Development
manassasparkva.gov/business___visitors/index.php

Martinsville
Martinsville-Henry County
Economic Development Corporation
yesmartinsville.com

Newport News
Newport News
Economic Development Authority
newportnewsva.com

Norfolk
City of Norfolk Department
of Economic Development
norfolkdevelopment.com

Norton
Norton Industrial Development Authority
nortonva.gov/536/norton-industrial-development-authority

Petersburg
City of Petersburg Department
of Economic Development
petersburgva.gov/126/economic-development

Petersburg Economic Development
petersburgva.net

Poquoson
City of Poquoson Department
of Economic Development
ci.poquoson.va.us/253/economic-development

Portsmouth
Portsmouth Economic Development
accessportsmouthva.com

Radford
Radford Economic Development
radfordva.gov/209/economic-development

Richmond
Richmond Economic Development
richmondeda.com

Roanoke
Roanoke Economic Development
bizroanoke.com

Salem
Salem Department of Economic Development
salemva.gov/179/economic-development

Staunton
Staunton Economic Development
stauntonbusiness.com/home-econdev

Suffolk
Suffolk Economic Development
yessuffolk.com

Virginia Beach
Virginia Beach Department
of Economic Development
yesvirginiabeach.com

Waynesboro
Waynesboro Economic Development
waynesborobusiness.com

Williamsburg
Williamsburg Economic Development
yeswilliamsburg.com

Winchester
Winchester Economic Development
developwinchesterva.com

VIRGINIA TOWNS

Abingdon
Abingdon Economic Development
& Tourism Department
abingdon-va.gov/featured/departments/department-of-economic-development

Washington County Economic Development
washingtoncountyva.com

Accomac
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Alberta
Brunswick County Department
of Economic Development
brunswickco.com/doing_business/brunswick_dept_of_economic_development

Brunswick County Industrial
Development Authority
bcida.org

Altavista
Altavista Business
altavistava.gov/business/index.php

Campbell County Economic Development
campbellvirginia.com

Amherst
Economic Development Authority
of Amherst County
amherstvabusiness.com

Appomattox
Appomattox County Department
of Economic Development
appomattoxcountyva.gov/185/economic-development

Ashland
Ashland Economic Development
ashlandva.gov/97/businesses

Bedford
Bedford Department of Economic Development
bedfordva.gov/160/economic-development

Berryville
Clarke County Economic Development
clarkecounty.gov/government/economic-development

Big Stone Gap
Big Stone Gap Economy
bigstonegap.org/move-to-big-stone-gap/economy

Wise County Office of Economic
& Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Blacksburg
Montgomery County Economic Development
yesmontgomeryva.org

Blackstone
Nottoway County Department
of Economic Development
nottoway.org/departments/economic_development/index.php

Bluefield
Bluefield Economic Development
bluefieldva.org/our_community/economic_development/index.php

Tazewell County Economic Development
tazewellcountybusiness.com

Boones Mill
Town of Boones Mill Economic Development
townofboonesmill.org/business

Bowling Green
Bowling Green
Economic Development Authority
townofbowlinggreen.com/bc-eda

Caroline County Department
of Economic Development
co.caroline.va.us/194/Economic-Development

Boydton
Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development and investinmeckva.com

Boykins
Town of Boykins Business
& Economic Development Committee
townofboykinsva.com/business-economic-development

Franklin-Southampton
Economic Development, Inc.
franklinsouthamptonva.com

Branchville
Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development and investinmeckva.com

Bridgewater
Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Broadway
Town of Broadway Economic Development
broadwayva.gov/economic-development

Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Brodnax
Brunswick County Department
of Economic Development
brunswickco.com/doing_business/brunswick_dept_of_economic_development

Brunswick County
Industrial Development Authority
bcida.org

Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development investinmeckva.com

Brookneal
Campbell County Economic Development
campbellvirginia.com

Buchanan
Buchanan County
Economic Development Commission
growbuchanan.com

Burkeville
Nottoway County Department
of Economic Development
nottoway.org/departments/economic_development/index.php

Cape Charles
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

Capron
Franklin-Southampton Economic
Development, Inc.
franklinsouthamptonva.com

Cedar Bluff
Tazewell County Economic Development
tazewellcountybusiness.com

Charlotte Court House
Charlotte County Department
of Economic Development
charlottecountyva.gov/departments/economic_development.php

Chase City
Town of Chase City Economic Development
chasecity.org/the-town/economic-development

Chatham
Pittsylvania County
Economic Development Department
pittsylvaniacountyva.gov/business/economic-development

City of Danville Pittsylvania County Offices
of Economic Development
discoverdanville.com

Cheriton
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

Chilhowie
Smyth County Economic Development
smythcountyeconomicdevelopment.com

Chincoteague
Chincoteague Chamber of Commerce
and Certified Visitor Center Economic
Development Resources
chincoteaguechamber.com/economic-development

Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Christiansburg
Christiansburg Economic Development
& Tourism
christiansburg.org/463/economic-development

Claremont
Surry County Economic Development
econdev.surrycountyva.gov/366/economic-development---dhp-2023

Clarksville
Town of Clarksville
Economic Development Authority
clarksvilleva.org/departments/economic-development-authority

Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development and investinmeckva.com

Clifton
Fairfax County
Economic Development Authority
fairfaxcountyeda.org

Clifton Forge
Town of Clifton Forge Economic Development
cliftonforgeva.gov/about/economic-development

Clintwood
Industrial Development Authority
of Dickenson County
dickensonva.org/100/industrial-development-authority

Coeburn
Wise County Office of Economic
& Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Colonial Beach
Colonial Beach Economic Development
colonialbeachva.gov/219/economic-development

Courtland
Franklin-Southampton Economic
Development, Inc.
franklinsouthamptonva.com

Craigsville
Augusta County Economic Development
augustavabusiness.com

Crewe
Nottoway County Department
of Economic Development
nottoway.org/departments/economic_development/index.php

Culpeper
Culpeper Economic Development
chooseculpeper.com

Damascus
Washington County Economic Development
washingtoncountyva.com

Dayton
Dayton Economic Development Authority
daytonva.us/economic-development-authority

Dillwyn
Buckingham County Economic Development
buckinghamcountyva.org/community/economic_development.php

Drakes Branch
Charlotte County Department
of Economic Development
charlottecountyva.gov/departments/economic_development.php

Dublin
Pulaski County Department
of Economic Development
pulaskicounty.org/economic-development.html

Duffield
Scott County Economic Development
scottcountyva.com/157/economic-development

Dumfries
Prince William County Economic Development
pwcded.org

Eastville
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

Edinburg
Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Elkton
Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Exmore
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

Farmville
Farmville Department
of Economic Development
farmvilleva.com/160/economic-development

Fincastle
Botetourt County Economic Development
botetourtva.gov/159/economic-development

Floyd
Floyd County Economic Development Authority
yesfloydva.org

Fries
Blue Ridge Crossroads
Economic Development Authority
brceda.org

Grayson County Agriculture
Economic Development
graysoncountyva.gov/agriculture-economic-development

Front Royal
Front Royal-Warren County
Economic Development Authority
wceda.com

Gate City
Gate City
mygatecity.com

Scott County Economic Development
scottcountyva.com/157/economic-development

Glade Spring
Washington County Economic Development
washingtoncountyva.com

Glasgow
Rockbridge County Department
of Economic Development
co.rockbridge.va.us/143/economic-development

Gordonsville
Gordonsville Business
townofgordonsville.org/business/index.php

Orange County Virginia
Economic Development
thinkorangeva.com

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Gretna
Pittsylvania County
Economic Development Department
pittsylvaniacountyva.gov/business/economic-development

City of Danville
Pittsylvania County Offices
of Economic Development
discoverdanville.com

Grottoes
Augusta County Economic Development
augustavabusiness.com

Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Grundy
Buchanan County Economic
Development Commission
growbuchanan.com

Halifax
Halifax Industrial Development Authority
halifaxvirginia.com

Hallwood
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Hamilton
Loudoun County Economic Development
biz.loudoun.gov

Haymarket
Prince William County Economic Development
pwcded.org

Haysi
Industrial Development Authority
of Dickenson County
dickensonva.org/100/industrial-development-authority

Herndon
Fairfax County Economic
Development Authority
fairfaxcountyeda.org

Hillsboro
Loudoun County Economic Development
biz.loudoun.gov

Hillsville
Town of Hillsville Business & Employment
townofhillsville.com/business-employment

Carroll County Economic Development
carrollcountyva.gov/business_and_economic_development/economic_development.php

Hurt
Pittsylvania County
Economic Development Department
pittsylvaniacountyva.gov/business/economic-development

City of Danville and Pittsylvania County
Offices of Economic Development
discoverdanville.com

Independence
Blue Ridge Crossroads Economic
Development Authority
brceda.org

Grayson County Agriculture
Economic Development
graysoncountyva.gov/agriculture-economic-development

Iron Gate
Alleghany Highlands
Economic Development Corporation
ahedc.com

Irvington
Lancaster County
Economic Development Authority
lancova.com/page2.asp?pageID=91

Ivor
Franklin-Southampton
Economic Development, Inc.
franklinsouthamptonva.com

Jarratt
Greensville County Economic Development
greensvillecountyva.com

Sussex County Economic Development
sussexcountyva.gov/page/economic-development

Jonesville
Lee County Industrial Development Authority
leecountyeda.com

Keller
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Kenbridge
Lunenburg County Community
and Economic Development
lunenburgva.gov/government/community_and_economic_development/index.php

Keysville
Charlotte County Department
of Economic Development
charlottecountyva.gov/departments/economic_development.php

Kilmarnock
Town of Kilmarnock Economic Development
kilmarnockva.com/ec-dev-2

La Crosse
Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development
investinmeckva.com

Lawrenceville
Brunswick County Department
of Economic Development
brunswickco.com/doing_business/brunswick_dept_of_economic_development

Brunswick County
Industrial Development Authority
bcida.org

Lebanon
Lebanon Economic Development
lebanonva.net/business-services/economic-development

Leesburg
Town of Leesburg Department
of Economic Development
leesburgva.gov/departments/economic-development

Louisa
Louisa County Department
of Economic Development
louisacounty.gov/2689/economic-development

Lovettsville
Loudoun County Economic Development
biz.loudoun.gov

Luray
Page County Department of Economic
Development & Tourism
pagecounty.virginia.gov/286/economic-development-tourism

Madison
Madison County Department
of Economic Development & Tourism
madisonco.virginia.gov/167/economic-development-tourism
madisonva.com/economic-development

Marion
Town of Marion Department
of Community & Economic Development
marionva.org/community-economic-development

McKenney
Dinwiddie County Department
of Economic Development
dinwiddieva.us/433/economic-development

Middleburg
Middleburg Department
of Economic Development
middleburgva.gov/180/economic-development

Middletown
Frederick County
Economic Development Authority
yesfrederickva.com

Mineral
Louisa County Department
of Economic Development
louisacounty.gov/2689/economic-development

Monterey
Highland County
Economic Development Authority
highlandcounty.org/highland-eda
highlandcova.org/economic-development-authority-highland-county-virginia

Montross
Westmoreland County Economic Development
westmoreland-county.org/ed

Mount Crawford
Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Mount Jackson
Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Narrows
Giles County Economic Development
virginiasmtnplayground.com

Nassawadox
Northampton County Department
of Economic Development
co.northampton.va.us/government/departments_elected_offices/economic_development

New Castle
Craig County Department
of County Administration
craigcountyva.gov/departments/county-administration

New Market
Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Newsoms
Franklin-Southampton
Economic Development, Inc.
franklinsouthamptonva.com

Occoquan
Prince William County Economic Development
pwcded.org

Onancock
Onancock Economic Development Authority
onancock.com/tc/page/onancock-economic-development-authority

Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Onley
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Orange
Town of Orange
Economic Development Program
townoforangeva.gov/140/economic-development-program

Orange County Virginia
Economic Development
thinkorangeva.com

Painter
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Pamplin
Appomattox County Department
of Economic Development
appomattoxcountyva.gov/185/economic-development

Parksley
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Pearisburg
Giles County Economic Development
virginiasmtnplayground.com

Pembroke
Giles County Economic Development
virginiasmtnplayground.com

Pennington Gap
Lee County Industrial Development Authority
leecountyeda.com

Phenix
Charlotte County Department
of Economic Development
charlottecountyva.gov/departments/economic_development.php

Port Royal
Caroline County Department
of Economic Development
co.caroline.va.us/194/economic-development

Pound
Wise County Office of Economic
& Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Pulaski
Pulaski Department of Economic Development
pulaskitown.org/economic-development

Purcellville
Town of Purcellville Economic Development
Advisory Committee
purcellvilleva.gov/168/economic-development-advisory-committee

Quantico
Prince William County Economic Development
pwcded.org

Remington
Fauquier County Department
of Economic Development
fauquiercounty.gov/government/departments-a-g/economic-development

Rich Creek
Giles County Economic Development
virginiasmtnplayground.com

Richlands
Tazewell County Economic Development
tazewellcountybusiness.com

Ridgeway
Martinsville-Henry County
Economic Development Corporation
yesmartinsville.com

Rocky Mount
Town of Rocky Mount
Economic Development Authority
rockymountva.org/284/economic-development-authority

Franklin County Office
of Economic Development
yesfranklincountyva.org

Round Hill
Round Hill Business
roundhillva.org/business

Loudoun County Economic Development
biz.loudoun.gov

Rural Retreat
Wythe County Joint Industrial
Development Authority
wytheida.org

Saint Paul
Russell County Industrial
Development Authority
russellcountyida.org

Wise County Office of Economic
& Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Saltville
Smyth County Economic Development
smythcountyeconomicdevelopment.com

Washington County Economic Development
washingtoncountyva.com

Scottsville
Scottsville Business and Development
scottsville.org/business-and-development

Albemarle County Economic Development
enablealbemarle.org

Fluvanna County Economic Development
fluvannacounty.org/ced

Shenandoah
Page County Department of Economic
Development & Tourism
pagecounty.virginia.gov/286/economic-development-tourism

Smithfield
Smithfield Business & Industry
smithfieldva.gov/290/business-industry

Isle of Wight Department
of Economic Development
insidetheisle.com

South Boston
South Boston Economic Development
southboston.com/services/economic/index.php

Industrial Development Authority
of Halifax County
halifaxvirginia.com

South Hill
Mecklenburg County Department
of Economic Development
mecklenburgva.com/249/economic-development and investinmeckva.com

Stanardsville
Greene County Department
of Economic Development & Tourism
greenecountyva.gov/government/depts/economic-development-tourism
greenecountyva.gov

Stanley
Page County Department
of Economic Development & Tourism
pagecounty.virginia.gov/286/economic-development-tourism

Stephens City
Frederick County
Economic Development Authority
yesfrederickva.com

Shenandoah Valley, Virginia

Stony Creek
Sussex County Economic Development
sussexcountyva.gov/page/economic-development

Strasburg
Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Stuart
Patrick County Economic Development
patrickcoecondev.com

Surry
Surry County Economic Development
econdev.surrycountyva.gov/366/economic-development---dhp-2023

Tappahannock
Essex County Economic
Development Authority
essex-virginia.org/eda

Tazewell
Town of Tazewell Industrial /
Economic Development Authority
townoftazewell.org/ieda

Tazewell County Economic Development
tazewellcountybusiness.com

The Plains
Fauquier County Department
of Economic Development
fauquiercounty.gov/government/departments-a-g/economic-development

Timberville
Rockingham County Department
of Economic Development
rockinghamcountyva.gov/380/economic-development

Toms Brook
Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Troutville
Botetourt County Economic Development
botetourtva.gov/159/economic-development

Urbanna
Doing Business in Urbanna
urbannava.gov/pages/business.php

Middlesex County Department
of Economic Development & Tourism
co.middlesex.va.us/184/economic-development-tourism

Victoria
Industrial Development Authority
of the Town of Victoria
victoriava.net/industrial-development-authority-of-the-town-of-victoria

Lunenburg County Community
and Economic Development
lunenburgva.gov/government/community_and_economic_development/index.php

Vienna
Town of Vienna Economic Development
viennava.gov/doing-business/economic-development

Vinton
Town of Vinton Department
of Economic Development
vintonva.gov/177/economic-development

Virgilina
Industrial Development Authority
of Halifax County
halifaxvirginia.com

Wachapreague
Accomack County Department of Building,
Planning, and Economic Development
co.accomack.va.us/departments/planning-and-community-development/economic-development-1532

Wakefield
Sussex County Economic Development
sussexcountyva.gov/page/economic-development

Warrenton
Warrenton Department of Economic Development
warrentonva.gov/35/business

Fauquier County Department
of Economic Development
fauquiercounty.gov/government/departments-a-g/economic-development

Warsaw
Town of Warsaw Economic Development
townofwarsaw.com/economic-development

Washington
Rappahannock-Rapidan Regional Commission
Economic Development & Tourism
rrregion.org/program_areas/economic_development/index.php

Waverly
Sussex County Economic Development
sussexcountyva.gov/page/economic-development

Weber City
Scott County Economic Development
scottcountyva.com/157/economic-development

West Point
Town of West Point
Economic Development Authority
west-point.va.us/government/boards_and_commissions/economic_development_authority.php

King William County
Economic Development Authority
kwc.gov/211/economic-development

White Stone
Lancaster County
Economic Development Authority
lancova.com/page2.asp?pageID=91

Windsor
Town of Windsor
Economic Development Authority
windsor-va.gov/page/economic-development-authority

Isle of Wight Department
of Economic Development
insidetheisle.com

Wise
Town of Wise Economic Development Authority
townofwise.net/bc/page/economic-development-authority

Wise County Office of Economic
& Industrial Development
wisecounty.org/174/office-of-economic-industrial-developmen

Woodstock
Woodstock Department
of Economic Development
woodstockva.gov/522/economic-development

Shenandoah County Tourism
& Economic Development
shenandoahcountyva.gov/376/economic-development

Wytheville
Wythe County Joint Industrial
Development Authority
wytheida.org

COURTESY OF VIPC

Innovation & Partnerships

757 Collab RS 5

757 Collab is the umbrella network uniting three primary programs to catalyze the Hampton Roads startup ecosystem. Through its 757 Accelerate, 757 Angels, and 757 Startup Studios, 757 Collab supports founders with incubation, acceleration, and capital, helping them to launch businesses, become profitable, and exit in an effort to grow and diversify the Hampton Roads economy. For more information, visit **757collab.org**.

Activation Capital RS 4

Activation Capital, located in Richmond, is an independent authority of the Commonwealth of Virginia and a leading innovation ecosystem development organization. Activation Capital strives to grow life sciences and other advanced technology innovation and attract and create new jobs and companies by promoting scientific research, commercialization, business formation, and ecosystem development. For more information, visit **activation.capital**.

Alliance for Building Better Medicine IS RS 4

The Alliance for Building Better Medicine addresses an urgent need to create a reliable supply of safe, high-quality, and affordable medicines for all. Comprised of multi-jurisdictional public and private stakeholders in the Richmond and Petersburg areas, the Alliance accelerates growth and success of the industry by helping firms and researcher reduce the cost of manufacturing pharmaceuticals through novel chemical and engineering innovations, leading to a positive impact on the region's R&D, advanced pharmaceutical manufacturing, workforce development, and supply chain development. For more information, visit **buildingbettermedicine.com**.

Appalachian Council for Innovation (ACI) RS 1

The Appalachian Council for Innovation, or ACI, is a collaborative organization of diverse businesses and organizations that work together to create a new and sustainable future for Virginia's central Appalachia region. For more information, visit **inappalachia.com/appalachian-council-for-innovation**.

BizLaunch RS 7

BizLaunch is an initiative of Arlington Economic Development (AED) to help entrepreneurs navigate the often-overwhelming process of starting and growing a small business. BizLaunch offers free educational workshops and webinars, marketing support, and practical business resources as well as personalized support, when needed, from a small business counselor. BizLaunch works with entrepreneurs in Arlington and the surrounding areas, though some programs and/or resources may be targeted to Arlington-based businesses. For more information, visit **arlingtoneconomicdevelopment.com/small-business**.

Carolinas-Virginia Minority Supplier Development Council (CVMSDC) MO

The Carolinas-Virginia Minority Supplier Development Council, or CVMSDC, is one of 23 regional affiliate councils of the National Minority Supplier Development Council (NMSDC). It's a membership organization of major corporations, financial institutions, government agencies, and universities that operate within North Carolina, South Carolina, and Virginia that promotes and facilitates business relationships between the public-private sector and certified minority-owned businesses. In addition to training programs, networking and engagement opportunities, and regional and national advocacy efforts, CVMSDC's core focus is helping minority-owned businesses receive the Minority-owned Business Enterprise (MBE) certification—a nationally recognized certification that offers minority suppliers the opportunity to connect face-to-face with many of America's largest publicly-owned, privately-owned, and foreign-owned companies, as well as universities, hospitals, and other buying institutions. While CVMSDC's headquarters is in Raleigh, North Carolina, the Virginia regional office is located in Richmond. For more information, visit **cvmsdc.org**.

Charlottesville Business Innovation Council (CBIC) RS 9

The Charlottesville Business Innovation Council, or CBIC, represents and supports the interests of the Charlottesville area's technology and innovation-based businesses at all stages of growth. CBIC works collaboratively with strategic partners and stakeholders to create learning and knowledge-sharing opportunities, networking and engagement opportunities, and conversations that reinforce its region as one of the premier technology innovation hubs in the Commonwealth and on the East Coast. For more information, visit **cvilleinnovation.org**.

Community Business Partnership (CBP) MO WO VO RS 7

The Community Business Partnership, or CBP, is a nonprofit organization working in collaboration with a number of local, regional, and national organizations to promote small business growth. With a full spectrum of direct financing opportunities and support services, CBP advances the success rate of small business owners and enables them to make a significant contribution to the DMV metropolitan regional community. CBP serves startups and existing small business owners including women, Veterans, and minorities. For more information, visit **cbponline.org**.

Community Investment Collaborative (CIC) MO WO VO RS 9

The Community Investment Collaborative, or CIC, serves to strengthen the Charlottesville community and contribute to its economic development by fueling the success of under-resourced entrepreneurs through education, mentoring, financing, and networking. For more information, visit **cicville.org**.

GENEDGE Alliance

GENEDGE Alliance is Virginia's only manufacturing and economic development organization working to support small- and medium-sized engineering, manufacturing, and technology companies as they tackle operational and business challenges. With consultants, experts, and partners operating throughout Virginia and with a wide array of educational resources, industry connections, best practices, and key knowledge and tools, GENEDGE provides a full suite of virtual and onsite consulting services to help its clients solve problems, increase productivity, improve economic competitiveness, and enhance technical capabilities. For more information, visit **genedge.org**.

Hampton Roads Innovation Collaborative (HRIC) RS 5
The Hampton Roads Innovation Collaborative, or HRIC, assists development and growth of the technology sector in Hampton Roads and contributes to a diversified regional economy. By creating value-add programs, events, and visibility for area technology companies, HRIC provides an inclusive, connective environment for innovation-based regional activities. For more information, visit **technologyhamptonroads.com**.

Innovate Hampton Roads RS 5
Innovate Hampton Roads helps foster the growth and development of the innovation and technology ecosystem in Hampton Roads by educating entrepreneurs and business leaders, ensuring their access to essential resources, and developing connections with the business community to create synergistic partnerships. For more information, visit **innovate757.org**.

Innovate Lynchburg RS 2
Innovate Lynchburg is committed to educating, informing, growing, and uniting the region's growing business and technology community. By championing innovation and providing value for its members through professional networks, government relations, talent and professional development, and sector promotion, Innovate Lynchburg fosters collaboration and drives new initiatives to make its central Virginia communities stronger. For more information, visit **innovatelynchburg.com**.

Jackson Ward Collective (JWC) Foundation MO RS 4
The Jackson Ward Collective (JWC) Foundation is dedicated to supporting current and aspiring Black business owners in the Richmond region. The Jackson Ward Collective, one of its flagship programs, is a free entrepreneurship hub that provides individualized business coaching, access to resources, and the support of a community of like-minded individuals. The JWC Foundation also offers the JWC Academy training accelerator. For more information, visit **thejwcfoundation.org**.

Metropolitan Business League (MBL) MO WO RS 4
The Metropolitan Business League, or MBL, is a nonprofit, membership-based business association that creates business connections in central Virginia, with a focus on fostering business development and expansion for small, women-owned, and minority-owned businesses. Through education, advocacy, access to resources, and building relationships, MBL promotes more equitable, inclusive, and empowered economic prosperity in Virginia. For more information, visit **thembl.org**.

National Association of Women Business Owners (NAWBO) Richmond WO RS 4
The National Association of Women Business Owners, or NAWBO, is a national organization working to empower female entrepreneurs throughout all stages of their business journey. Virginia's chapter is located in Richmond. NAWBO Richmond aims to strengthen the wealth-creating capacity of its members, promote economic development, create innovative and effective changes in business culture, transform public policy and influence opinion, and build strategic alliances, coalitions, and affiliations. For more information, visit **nawborichmond.org**.

Northern Virginia Technology Council (NVTC) RS 4
The Northern Virginia Technology Council, or NVTC, is the trade association representing the northern Virginia technology community. NVTC is one of the nation's largest and oldest tech councils, supporting regional tech companies from startups to Fortune 100 companies, government contractors, service providers, academic institutions, and nonprofits who are committed to innovating to improve how members of the community live, work, and learn. For more information, visit **nvtc.org**.

Opportunity Southwest Virginia (SWVA) RS 1
Opportunity Southwest Virginia, or Opportunity SWVA, aligns resources to highlight opportunities for entrepreneurs, support their efforts, and expand the spirit they bring to the regional community. Through collaborative partnerships, Opportunity SWVA is creating thriving entrepreneurial communities that will accelerate progress for new and established ventures. For more information, visit **opportunityswva.org**.

Public Safety Innovation Center (PSIC) at VIPC
The Public Safety Innovation Center, or PSIC, at VIPC assists with the development, promotion, and implementation of new and improved technology for use by public safety emergency responders at the local, state, and federal levels. For more information, visit **vipc.org/public-safety-innovation-center**.

Richmond Technology Council (rvatech) RS 4
The Richmond Technology Council, or rvatech, is a member-driven association of businesses and organizations working together to ensure the continued growth of Greater Richmond's dynamic technology-based economy. For more information, visit **rvatech.com**.

RIoT
RIoT is an industry consortium comprised of more than 90 companies, municipalities, and academic institutions across a diverse range of sectors, including Internet of Things (IoT), data, and emerging technologies. RIoT is primarily located in Raleigh, North Carolina, and Stafford, Virginia, and supports additional chapters in North Carolina, Georgia, and Colorado. For more information, visit **riot.org**.

RISE Collaborative RS 3
RISE Collaborative brings together makers, entrepreneurs, and innovators of all backgrounds, interests, and experiences across 15 localities in southern Virginia to support the growth of entrepreneurship and innovation in the region. RISE Collaborative offers a number of resources, including programming, events, pitch competitions, bootcamps, networking opportunities, and mentorship. RISE Collaborative is an initiative of the SOVA Innovation Hub and Longwood University. For more information, visit **sovarise.com**.

Roanoke-Blacksburg Technology Council (RBTC) RS 2
The Roanoke-Blacksburg Technology Council, or RBTC, is a member-driven association created to promote the growth of the Roanoke-Blacksburg technology community. RBTC is the essential business resource for technology entrepreneurs and companies and serves as a catalyst for innovation, inspiration, success, and leadership within the Roanoke-Blacksburg region. For more information, visit **rbtc.tech**.

Shenandoah Community Capital Fund (SCCF) RS 8
The Shenandoah Community Capital Fund, or SCCF, is a nonprofit entrepreneurial support organization that serves the entire Shenandoah Valley. SCCF is a lead convener in the region's entrepreneurial ecosystem, helping new or existing businesses navigate pitfalls, detours, highs, and lows. For more information, visit **sccfva.org**.

Shenandoah Valley Technology Council (SVTC) RS 8
The Shenandoah Valley Technology Council, or SVTC, is a nonprofit membership organization serving the greater Shenandoah Valley. Its members are creators and users of technology who seek education, networking, and business development. By helping technology businesses in the area succeed and grow, SVTC helps bring high-paying technology jobs to the Valley. For more information, visit **svtc-va.org**.

Southern Piedmont Technology Council (SPTC) RS 3
Southern Piedmont Technology Council, or SPTC, is a member-based organization serving the counties of Patrick, Henry, Franklin, Pittsylvania, Halifax, and Mecklenburg and the cities of Danville and Martinsville. SPTC consists of technology companies, high-tech industries, technology educators, local governments, and other technology advocates from southern Virginia, providing a voice to stress the importance of regional investment in technology. For more information, visit **sptc-va.org**.

SOVA Innovation Hub RS 3
The SOVA Innovation Hub is a membership-based regional destination for coworking and collaborating, helping startups and entrepreneurs in the South Boston region create opportunities, learn new skills, and discover new career pathways. Through programs, events, and meeting and office space, the SOVA Innovation Hub supports companies at all stages of their journey. For more information, visit **sovainnovationhub.com**.

The Advancement Foundation (TAF) RS 3
The Advancement Foundation, or TAF, located in Buena Vista, offers programs and resources to develop and support a successful entrepreneurial ecosystem in the region. Through programming, business competitions, mentoring, small business loan opportunities, and more, TAF is cultivating rural innovation and pathways for inventors. For more information, visit **theadvancementfoundation.org**.

The Launch Place RS 3
The Launch Place strives to foster an environment for new and serial entrepreneurs in Danville and Pittsylvania County along with Caswell County, North Carolina, to raise capital and garner the support needed to take their products and/or solutions into the marketplace and establish the region as an innovation hub. The Launch Place provides mentorship and training opportunities, hosts an annual pitch competition, and offers pre-seed and seed-stage funding to help entrepreneurs grow their businesses and succeed. For more information, visit **thelaunchplace.org**.

Virginia Unmanned Systems Center at VIPC IS
The Virginia Unmanned Systems Center at VIPC is the nexus for Virginia's activity in UxS—land, air, sea, and space. The Virginia Innovation Partnership Corporation (VIPC) is the primary source for information, grants, partnerships, and seed funding for UxS in the Commonwealth. For more information, visit **vipc.org/unmanned**.

U.S. Small Business Administration (SBA) Washington Metropolitan Area District RS 7
The U.S. Small Business Administration (SBA)'s Washington Metropolitan Area District office serves the greater capital region with a network of professionals who can help with writing a formal business plan, identifying sources of financial assistance, managing operational activities, expanding markets to include exportation opportunities, and selling products or services to federal, state, and local governments. The office also aids those who suffer from damages or losses resulting from declared disasters. For more information, visit **sba.gov/district/washington-metropolitan-area**.

Valley Business Compass RS 8
The Valley Business Compass is an initiative of the Shenandoah Valley Partnership (SVP), Shenandoah Valley Technology Council (SVTC), and the Shenandoah Community Capital Fund (SCCF). It's a centralized source of information as well as a network of resources and organizations that connects and helps build a stronger entrepreneurial ecosystem across the Shenandoah Valley region. For more information, visit **valleybusinesscompass.com**.

Verge RS 2
Verge is an umbrella alliance that includes the Roanoke-Blacksburg Technology Council (RBTC) and the Regional Accelerator and Mentoring Program (RAMP). Verge helps to facilitate regional connection, communication, and collaboration by identifying regional priorities and funding to advance technology and biotechnology opportunities and solutions across Roanoke, the New River Valley, and Lynchburg. Verge also serves GO Virginia Region 2 and works to form collaborations with government, business, academia, and other organizations to advance the region and grow a thriving economy, including through its Entrepreneurial Hub that supports entrepreneurs with critical resources across Region 2. For more information, visit **vergeva.org**.

Veterans and Military Business Council (VMBC) VO RS 7
The Veterans and Military Business Council, or VMBC, is an initiative of the Northern Virginia Chamber of Commerce aiming to connect the Veteran workforce, Veteran-owned businesses, and Veteran-friendly businesses within the Northern Virginia community for the betterment of the region. For more information, visit **novachamber.org/business-councils/veteran-and-military-business**.

Virginia Biotechnology Association (Virginia Bio) IS
The Virginia Biotechnology Association, or Virginia Bio, is the official state affiliate of the Biotechnology Industry Organization (BIO). The membership-based organization helps to foster Virginia's life sciences ecosystem, leading to innovation, commercial success, and contributions to improved health for all. It also serves as a thought leader and catalyst for industry-wide initiatives and broad public policy change on both a state and federal level. Virginia Bio created and continues to maintain an online hub, Virginia Bio-Connect, to increase connectivity and awareness of the

existing programs, resources, and communities in Virginia's life sciences industry. By providing centralized information on the life sciences and biotechnology ecosystems across the Commonwealth, the platform allows users to explore its many industry-related startups and support organizations, find job opportunities, see industry events, and access resources – all at no cost. For more information, visit **vabio.org**.

Virginia Department of Veterans Services VO
The Virginia Department of Veterans Services provides information and resources for Veterans or their spouses considering entrepreneurial opportunities in Virginia. Interested Veterans are encouraged to reach out to v3transition@dvs.virginia.gov with questions or to be connected to resources across the Commonwealth. For more information, visit **dvs.virginia.gov/education-employment/veteran-entrepreneurship**.

Virginia Innovation Partnership Corporation (VIPC)
The Virginia Innovation Partnership Corporation, or VIPC, is the commercialization and seed-stage economic driver in the Commonwealth of Virginia, leading funding, infrastructure, and policy initiatives to support Virginia's innovators, entrepreneurs, startups, and overall market development strategies. VIPC also collaborates with local, regional, state, and federal partners to support the expansion and diversification of Virginia's economy. VIPC's programs help launch and grow new companies, create high-paying jobs, and accelerate economic growth throughout the state. For more information, visit **vipc.org**.

Women in Business Council WO RS 7
The Women in Business Council is an initiative of the Northern Virginia Chamber of Commerce that supports women and helps them to achieve their career and business goals. By providing access to programs, thought leadership, networking and mentoring, opportunities for professional development, and recognition and promotion, the Women in Business Council empowers women and gives them an opportunity to thrive. For more information, visit **novachamber.org/business-councils/women-in-business**.

Research & Technology

Commonwealth Cyber Initiative (CCI) & CCI xG Testbed IS
The Commonwealth Cyber Initiative, or CCI, is Virginia's main access point for cybersecurity research, innovation, workforce development, and news. CCI is a highly-connected network that engages higher education institutions, industry, and government as well as non-governmental and economic development organizations. It connects four regional nodes across Virginia, each led by one of Virginia's leading universities: Central Virginia (Virginia Commonwealth University), Coastal Virginia (Old Dominion University), Northern Virginia (George Mason University), and Southwest Virginia (Virginia Tech). CCI funds research, innovation, and workforce development projects, and regularly offers new RFPs. For more information, visit **cyberinitiative.org**.

The CCI xG Testbed supports research, experimentation, and prototyping of developing network and artificial intelligence (AI) technologies, with key capabilities like securing 5G and next-generation mobile networks and AI assurance. CCI researchers and its industry and government partners can work with the Testbed, which can be utilized at the Virginia Tech Research Center in Arlington or through remote access. For more information, visit **ccixgtestbed.org**.

Institute for Advanced Learning and Research (IALR) RS 3
The Institute for Advanced Learning and Research, or IALR, is located in Danville and serves as a regional catalyst for economic transformation. IALR accomplishes this through five main areas: advanced learning, applied research, manufacturing advancement, economic development, and conferencing services. For more information, visit **ialr.org**.

Virginia Smart Community Testbed IS
The Virginia Smart Community Testbed, located in Stafford, is the first smart city testbed involving an internet-of-things (IoT) platform. Open to innovators and entrepreneurs, it focuses on four target areas: public safety, data security and training, economic development and tourism, and 5G technology and broadband expansion. The Testbed is a "living laboratory" to develop practical, proven, and relevant smart technology solutions, helping accelerate emerging and smart technology growth in the Commonwealth and around the country. For more information, visit **vipc.org/smart-community-testbed**.

Incubators & Accelerators

Virginia is home to many well-regarded incubator and accelerator programs designed to help early-stage companies develop their product, hone their business model, connect with mentors, and network with investors. Accelerators are short (typically 2-4 months), intensive, cohort-based programs with mentorship and educational components and are geared toward startups that generally already have a minimum viable product (MVP). Incubators, on the other hand, focus on entrepreneurs and/or founders much earlier in the startup lifecycle by providing the necessary support to develop and refine a high-potential idea into a business.

434 RS 9
Based in Charlottesville, 434 (formerly Catalyst) is a long-format (9-month) accelerator that supports early-stage startups in central Virginia through dedicated workspace and staff, experienced founders-in-residence mentorship, monthly programming, and access to a large network of industry experts. For more information, visit **434.co**.

757 Accelerate RS 5
Based in Norfolk, 757 Accelerate is a 3-month selective startup accelerator program offered through 757 Collab that provides founders of technology startups with capital, connections, and customers. For more information, visit **757accelerate.org**.

B-Force Accelerator MO RS 5
B-Force Accelerator is a 12-week intensive offered through Black BRAND in Hampton Roads that helps Black and Latinx businesses access capital, scale the business, and build a great team. Participants learn through dynamic in-person workshops and one-on-one consultation; receive technical assistance from accountants, lawyers, marketers, designers, and more; make strategic connections, including with B-Force's powerful community and partner network; and

have opportunities to secure business grants and capital. For more information, visit **blackbrand.biz/b-force-accelerator**.

Capacitor RS 8

The Capacitor Incubator Program, offered through the Shenandoah Community Capital Fund (SCCF), is a hybrid incubation model for entrepreneurs with scalable business ideas, helping to create first proof-of-concept, identify the appropriate target market, and build the systems and financing for the successful launch of the business. During the incubator program, entrepreneurs can work with a dedicated team of industry experts who help with setting milestones and goals and who provide fractional CSO and CFO support and legal consultation. Additionally, entrepreneurs will have access to workspace across the entire Shenandoah Valley region to help foster connection and peer-to-peer learning with key entrepreneurial ecosystem leaders. For more information, visit **sccfva.org/capacitor**.

Dominion Energy Innovation Center (DEIC) & DEIC Accelerate IS

Located in Ashland, the Dominion Energy Innovation Center, or DEIC, is a clean energy incubator that prioritizes community building and startup support at all stages of the journey. By fostering collaboration, providing resources, and offering guidance, DEIC supports clean energy companies and helps drive sustainable solutions and a strong entrepreneurial community. For more information, visit **dominnovation.com**.

DEIC Accelerate is an accelerator program operating within DEIC that supports the growth of high-potential companies with a focus on energy and sustainability solutions. The 18-week program provides networking space and intensive mentoring to help accelerate the growth of participating businesses. For more information, visit **dominnovation.com/energy/deic-accelerate**.

Economic Evolution Accelerator Program MO

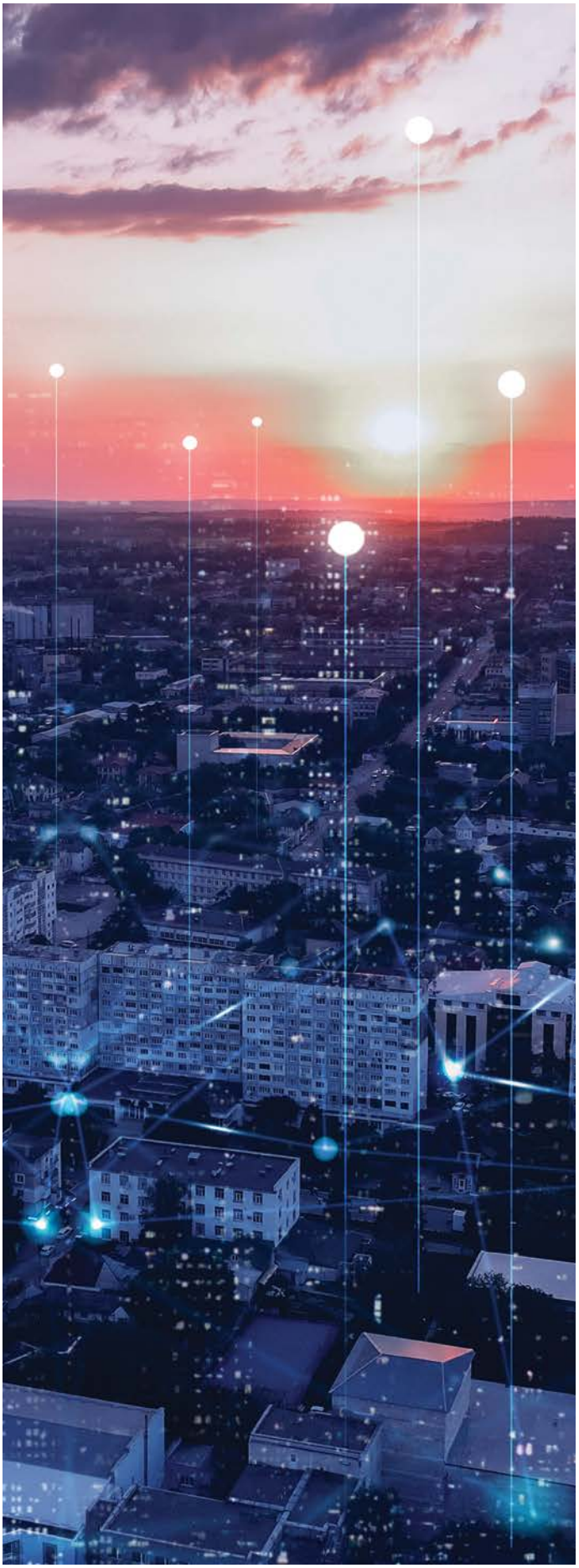
The Economic Evolution Accelerator Program is offered through the Northern Virginia Black Chamber of Commerce (NVBCC) and tailored specifically to Black-owned businesses. The 12-week program supports early-stage businesses in all sectors by focusing on mentorship, training, leadership mindset, and technology, with the ultimate goal of helping Black-owned businesses grow, sustain, and get funding. For more information, visit **northernvirginiabcc.org/accelerator-program**.

Empowering Black Entrepreneurs (EBE) Accelerator MO

The Empowering Black Entrepreneurs (EBE) Accelerator is a comprehensive initiative designed by the Virginia Black Chamber of Commerce (VABCC) to fast-track the growth and success of its member businesses, both startup and established. The free, with 6–8 week program offers financial support, access to capital, and a comprehensive set of business development resources such as expert advice, mentoring, networking opportunities, access to industry-specific tools, and more. For more information, visit **vablackchamberofcommerce.org/ebe-accelerator-program**.

Hatch & CO.STARTERS RS 1

Hatch is southwest Virginia's business accelerator. It exists



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to remove barriers to growth for entrepreneurs in the region with robust and innovative programming. For more information, visit **hatchaccelerator.com**.

CO.STARTERS is a 3-month, cohort-based program that equips aspiring entrepreneurs in southwest Virginia with the insights, relationships, and tools needed to turn ideas into action and turn a passion into a thriving endeavor. For more information, visit **hatchaccelerator.com/co-starters**.

Lighthouse Labs

Based in Richmond, Lighthouse Labs is a selective accelerator that offers technology startups three months of tailored support and mentorship, followed by ongoing access to Lighthouse Labs' alumni programs. For more information, visit **lighthouselabsrva.com**.

MACH37 IS

Forbes has called MACH37 the "granddaddy of cybersecurity accelerators." MACH37 is a three-month startup accelerator designed to facilitate the creation of the next generation of cybersecurity companies. For more information, visit **mach37.com**.

Regional Accelerator & Mentoring Program (RAMP) RS 2

Based in Roanoke, the Regional Accelerator & Mentoring Program, or RAMP, is a selective three-month accelerator that supports technology and high-growth startups based in Roanoke, Blacksburg, and western Virginia. For more information, visit **ramprb.com**.

RIoT Accelerator Program (RAP)

The RIoT Accelerator Program, or RAP, is a 12-week, high-touch program designed to increase the impact of traditional business development resources by connecting participants with RIoT's industry consortium. RAP advances economic development in Virginia by helping founders capture emerging markets and accelerate their startups. For more information, visit **riot.org/startup-accelerator**.

RISE IS

Located in Norfolk, RISE employs a hybrid model to identify and support startups focused on developing solutions to coastal communities' resilience challenges. Traditional acceleration is paired with non-dilutive investment from the U.S. Department of Housing and Urban Development and the Commonwealth of Virginia. For more information, visit **riseresilience.org**.

Smart City Works IS

Based in Northern Virginia, Smart City Works is a three-month selective accelerator, or "actuator," that more rapidly moves early-stage ventures to commercialization and reduces investor risk. Smart City Works engages with founders and startups focused on infrastructure, the built environment, and on changing how to design, build, and operate civil infrastructure. For more information, visit **smartcityworks.io**.

Startup Shenandoah Valley (S2V) IS RS 8

Startup Shenandoah Valley, or S2V, is a 16-week hybrid program for businesses in the Shenandoah Valley that combines the strengths of both accelerator and incubator models. The program offers coaching to identify and address the riskiest parts of each entrepreneur's business model and mentorship to further facilitate a successful venture. S2V is best fit for growth-stage entrepreneurs with business ideas focused on traded sectors of food processing, light manufacturing, IT, and transportation and logistics. For more information, visit **sccfva.org/s2v.**

Startup Virginia (SVA) & Idea Factory RS 4

Startup Virginia, or SVA, is the central Virginia region's only nonprofit high-growth business incubator and entrepreneurial hub where innovators can learn, collaborate, and advance. SVA nurtures startup founders, entrepreneurs, and innovators at any stage, at any time. SVA's incubator provides individualized strategic support to founders, along with key resources to help them launch, fund, and grow their business. For more information, visit **startupvirginia.org**.

SVA's Idea Factory is a hybrid 7-week idea / acceleration program providing an approachable way for aspiring entrepreneurs to learn how to test, improve, and validate an idea and transform it into a business. Idea Factory is for anyone in the central Virginia area with a technology-driven or manufacturing-based business idea. For more information, visit **startupvirginia.org/idea-factory**.

Virginia Accelerator Network (VAN)

The Virginia Accelerator Network, or VAN, is a statewide consortium of nonprofit entrepreneur support organizations (ESOs) representing accelerators, incubators, innovation hubs, ecosystem-building initiatives, and more that are dedicated to transforming economic development across the Commonwealth. VAN partners support the launch and growth of early-stage, innovation-based startups by providing a range of low-cost and free services to the founders of high-potential, high-growth companies in Virginia including but not limited to: assisting in company creation, providing expert business assistance, facilitating and/or making direct investments, professional coaching and mentoring, and speeding up the commercialization of technology into the marketplace. VAN is managed by the Virginia Innovation Partnership Corporation (VIPC)'s Entrepreneurial Ecosystems team. For more information, visit **vipc.org/virginia-accelerator-network**.

Virginia Innovation Accelerator (VIA) IS RS 8

The Virginia Innovation Accelerator, or VIA, offered by The Advancement Foundation (TAF) in Buena Vista, serves agtech entrepreneurs, small businesses, and small-scale manufacturers in the region. As a hub for regional agricultural innovation, VIA provides education, mentoring, and placemaking opportunities, as well as product development, manufacturing, packaging and distribution, and sales support. For more information, visit **theadvancementfoundation.org/virginia-innovation-accelerator**.

Business & Entrepreneurial Training Programs

Business Seed Capital, Inc. (BSCI) RS 2

Business Seed Capital, Inc. (BSCI) is a program offered through Roanoke's Total Action for Progress (TAP) organization. In addition to providing loans, BSCI offers small business classes covering startup, accounting, and management topics, as well as startup development

Downtown Mall, Charlottesville, Virginia

assistance to help start or grow a business. For more information, visit **tapintohope.org/program/business-seed**.

Eastern Shore Community College (ESCC) Workforce Development RS 5

Eastern Shore Community College (ESCC) Workforce Development provides a variety of instructional programs to ensure both the workforce and workplace are able to develop the skill sets needed for a sustainable economy. A variety of learning opportunities are offered, including customized programs for individual businesses, short-term credentialing classes, and longer-term certificate and degree programs. Significant financial aid is normally available to mitigate costs to businesses and individual learners. ESCC is also the Workforce Innovation and Opportunity Act (WIOA) provider for the Eastern Shore, which provides access to a wide variety of services and funding for employers and their employees. For more information, visit **es.vccs.edu/workforce-and-continuing-education**.

Entrepreneur Workshop RS 9

The Entrepreneur Workshop is a 16-week program offered by Charlottesville's Community Investment Collaborative (CIC). The program enables entrepreneurs to determine whether their business is viable, develop an initial plan for launching and growing their business, and learn the fundamentals of how to act on that plan. For more information, visit **cicville.org/entrepreneur-workshop**.

Innovation Commercialization Assistance Program (ICAP)

The Innovation Commercialization Assistance Program, or ICAP, assists Virginia-based technology- and innovation-driven startups on their path to commercial success. At no cost to participants, ICAP supports the innovation lifecycle from ideation all the way through seeking venture capital funding and beyond. Through experiential learning programs and one-on-one confidential advising, startups learn how to validate their business model, connect with subject matter experts, understand the marketplace and their competition, and make industry and funder connections. For more information, visit **virginiasbdc.org/programs/icap**.

Jackson Ward Collective (JWC) Academy / Community Business Academy (CBA) MO RS 4

The Jackson Ward Collective (JWC) Academy / Community Business Academy (CBA) is a 12-week course with hands-on training to teach business fundamentals (e.g. bookkeeping, budgeting, marketing, financing, and more) to current entrepreneurs looking to improve, strengthen, or expand their business or aspiring business owners with a strong idea. The Richmond-based training opportunity is offered through The JWC Foundation. For more information, visit **thejwcfoundation.org/jwcacademy**.

Mason Enterprise Center (MEC) RS 7

The Mason Enterprise Center, or MEC, is a university-based economic development organization that focuses on new company creation and small business expansion. Through a broad array of activities such as business counseling, workshops, training, and connecting to George Mason University's research, class projects, and interns, MEC strengthens the strategy development and operations of

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VIPC's Virginia Accelerator Network (VAN) Meeting, Richmond, Virginia

businesses, governments, and other institutions throughout Virginia and the Greater Washington Metropolitan region. MEC has several offices across Northern Virginia. For more information, visit **enterprise.gmu.edu**.

Minority Small Business Launch Center (SBLC) MO RS 4

The Minority Small Business Launch Center (SBLC) is powered by Virginia State University (VSU) and the VSU Center for Entrepreneurship and serves as a small business training and resource hub to spur innovation and economic opportunity among diverse groups. The Minority SBLC seeks to increase the self-employment rate of minorities and the performance of early-stage, minority-led firms in Virginia's Region 4 through a comprehensive suite of entrepreneurship-facilitating resources and supportive services. For more information, visit **minoritysmallbusinesslaunchcenter.com**.

SCORE

SCORE is a nonprofit organization and resource partner of the U.S. Small Business Administration (SBA) that provides a wide range of services to established and budding entrepreneurs alike who may be looking to start, grow, or successfully exit a business. SCORE's services include free and confidential mentoring; virtual and in-person webinars, workshops, and on-demand courses; and a library of online resources. Most of SCORE's offerings are available to small businesses at no cost. For more information, visit **score.org**.

SURGE Community Business Academy MO RS 5

SURGE Community Business Academy is a 12-week program offered through Black BRAND that helps new and emerging businesses in Hampton Roads flourish. Through experiential courses and hands-on learning, each participant gets an opportunity to not only work on their businesses, but to think and plan for maximum growth. Participants are also able to get one-on-one coaching and access to an ecosystem of entrepreneurs, capital resources, and professional growth opportunities. SURGE often serves as a precursor to the B-Force Accelerator. For more information, visit **blackbrand.biz/surge**.

Veterans Business Outreach Center (VBOC) VO RS 5

The Veterans Business Outreach Center, or VBOC, is an initiative of Old Dominion University (ODU) and ODU's Institute for Innovation and Entrepreneurship. The programs and services at the VBOC exist to serve active-duty and transitioning military service members, reservists, national guardsmen, Veterans, and the families of Veterans who are interested in entrepreneurship

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and/or small business ownership in Hampton Roads. The VBOC offers business education and training, counseling, mentoring, business and funding plan development, government contracting assistance, resource referrals, and more. For more information, visit **ww1.odu.edu/iie/vboc**.

Virginia Minority Business Development Agency (MBDA) Business Center MO

The Virginia Minority Business Development Agency (MBDA) Business Center helps Minority Business Enterprises (MBEs) gain greater access to contracts, markets, and capital in the federal, state, local, and commercial space. The Virginia MBDA Business Center delivers strategic business consulting and technical assistance programs to help develop sustainable and financially stronger MBEs, including through job creation, revenue generation, and other growth goals. For more information, visit **mbda-virginia.com**.

Virginia Small Business Development Center (SBDC)

The Virginia Small Business Development Center (SBDC) is a network of local offices across the Commonwealth providing professional business advising, training, and business resources to help grow and strengthen Virginia businesses. An initiative of the U.S. Small Business Administration (SBA), George Mason University (GMU), and local partners from universities, community colleges, chambers of commerce, municipalities, economic development organizations, and private companies, the Virginia SBDC assists with business planning, marketing, financial analysis, access to capital, and other specialized services. For more information, visit **virginiasbdc.org**.

Blue Ridge Crossroads SBDC
Galax
brcsbdc.org

Capital Region SBDC
Richmond
capitalregionvasbdc.com

Central Virginia SBDC
Charlottesville, Culpeper
cvsbdc.org

Greater Roanoke & NRV SBDC
Roanoke / New River Valley
roanokesmallbusiness.org

Hampton Roads SBDC
Hampton, Melfa, Norfolk, Williamsburg
hrsbdc.org

Laurel Ridge SBDC
Middletown, Warrenton
laurelridgesbdc.org

Longwood University SBDC
Danville, Farmville, Martinsville, Petersburg, South Boston
sbdc-longwood.com

Loudoun SBDC
Leesburg
loudounsbdc.com

Lynchburg SBDC
Lynchburg
sbdclynchburgregion.org

Mason SBDC
Arlington, Fairfax, Prince William
masonsbdc.org

Mountain Empire SBDC
Big Stone Gap
mecc.edu/sbdc

Shenandoah Valley SBDC
Harrisonburg
valleysbdc.org

Southwest Virginia SBDC
Richlands
sw.edu/small-business-development-center

University of Mary Washington SBDC
Fredericksburg, Middle Peninsula, Northern Neck
umw.edu/sbdc

Virginia Highlands SBDC
Abingdon
vhcc2.vhcc.edu/sbdc

Women's Business Center WO RS 5

The Women's Business Center (WBC) is an initiative of Old Dominion University (ODU) and ODU's Institute for Innovation and Entrepreneurship. The mission of the WBC is to enable women's entrepreneurship by providing low- to no-cost tools for women to successfully own, operate, and grow their small business. By investing financially, intellectually, and emotionally in women's business endeavors, ODU's WBC is creating economic opportunities and job growth in the Hampton Roads region. For more information, visit **ww1.odu.edu/iie/wbc**.

Women's Business Center of Northern Virginia MO WO RS 7

The Women's Business Center (WBC) of Northern Virginia is part of a national network of more than 100 educational centers throughout the U.S. designed to empower women to achieve small business success. The WBC of Northern Virginia provides free and low-cost workshops, training programs, and one-on-one technical assistance counseling, with a focus on low-income women, minorities, immigrants, and other underserved populations who wish to start businesses (including solopreneurs and micro-entrepreneurs). The WBC of Northern Virginia is a subsidy of Fairfax County's Community Business Partnership (CBP) and is sponsored by George Mason University. With an extensive network for partner organizations and individual experts, the WBC of Northern Virginia is equipped to make referrals across this network to best help local entrepreneurs. For more information, visit **cbponline.org/who-are/who-serve/wbc**.

Women's Business Center of Richmond WO RS 4

The Women's Business Center (WBC) of Richmond provides one-on-one counseling, training, technical assistance, networking, and resources to encourage the success of women entrepreneurs in the Richmond area as they start, grow, and scale their businesses. WBC Richmond is an initiative of the National Institute of Minority Economic Development and Virginia Union University. To learn more, visit **theinstitutenc.org/wbcrichmond**.

Workspace

The following resources are available to entrepreneurs, innovators, and small businesses across the Commonwealth as coworking options. Note: Other resources noted in this guide may also offer workspace to its companies, such as those participating in incubators or accelerators.

757 Startup Studios RS 5
757 Startup Studios, located in Norfolk as part of 757 Collab, is a hub for growth-minded entrepreneurs in Hampton Roads. It provides a space to build companies, create connections, and reduce obstacles for early-stage founders. Startup Studio founders receive more than just rent-free workspace; they also receive customized programming, collaboration with subject matter experts, and mentorship opportunities at absolutely no cost. For more information, visit **757startupstudios.org**.

Community Business Partnership (CBP) Business Incubation Center RS 7
The Business Incubation Center offered through the Community Business Partnership (CBP) provides leased in-person or virtual offices, workspace, and conferencing space, among a variety of other amenities and services. For more information, visit **cbponline.org/incubator**.

Mason Enterprise Center (MEC) RS 7
The Mason Enterprise Center, or MEC, offers leased office space for businesses to release their full potential, transform, and achieve their goals. Workspace is available in the cities of Fairfax, Springfield, Herndon, Warrenton, and Arlington. For more information, visit **enterprise.gmu.edu**.

Refraction RS 7
Located in Tysons, Refraction is a vibrant and collaborative community of entrepreneurs, investors, partners, and mentors helping startups and high-growth companies thrive and take their business to the next level in an innovative environment. For more information, visit **refraction.one**.

SOVA Innovation Hub RS 3
The SOVA Innovation Hub, located in South Boston, offers coworking and meeting space for local companies and individuals. From private offices and dedicated desks to flexible seating, the coworking space meets many different types of workspace needs. For more information, visit **sovainnovationhub.com/coworking**.

Startup Virginia (SVA) RS 4
In addition to offering workspace to its incubator companies, Startup Virginia, or SVA, located in Richmond, rents workspace and provides other workplace perks such as networking, entrepreneurial programming, and a business mailing address to innovation-driven individuals and organizations interested in engaging in the SVA community. For more information, visit **startupvirginia.org/workspace**.

The Hive RS 2
The Hive is a coworking space for entrepreneurs and small businesses in and around Vinton, made available as part of The Advancement Foundation (TAF). The Hive offers private desk spaces as well as public, collaborative options. For more information, visit **theadvancementfoundation.org/the-hive**.

VA Bio+Tech Park IS RS 4
The VA Bio+Tech Park is a dynamic life sciences and emerging technologies community located in downtown Richmond. Home to nearly 70 companies, research institutes, and state and federal laboratories, the VA Bio+Tech Park offers tenants opportunities for scientific collaboration, world-class business support, and specialized facilities to help each company grow and succeed in today's global technology economy. The VA Bio+Tech Park is managed by the Virginia Biotechnology Research Partnership Authority. For more information, visit **activation.capital/spaces/biotech-park**.

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Virginia Highlands Small Business Incubator (VHSBI)
The Virginia Highlands Small Business Incubator (VHSBI), located in Abingdon, offers new and developing businesses an affordable office space and shared resources such as administrative support, AV equipment, copying equipment, meeting rooms, and low-cost phone, fax, and internet services. For more information, visit **vhsbi.com/services**.

Other Business Support

eVA
eVA is Virginia's marketplace, connecting businesses to state agencies, higher education, and local government opportunities. eVA provides a single, centralized place for businesses interested in selling their goods and or services to any Virginia government entity to access solicitations, submit electronic responses, manage awarded contracts, receive orders, and more. Businesses who want to sell to Virginia must register with eVA as a supplier. eVA is operated through the Virginia Department of General Services (DGS). For more information, visit **eva.virginia.gov**.

Fairfax County Department of Procurement and Material Management (DPMM) MO WO RS 7
The Fairfax County Department of Procurement and Material

Management (DPMM) provides the County government with overall procurement and material management support, which includes purchasing, contracting, non-capital construction, warehousing, inventory management, and fixed asset accountability. As part of its offerings, DPMM provides support and resources and hosts workshops for prospective vendors interested in selling to Fairfax County, with a goal of facilitating the participation of small, women-owned, and minority-owned (SWaM) businesses in Fairfax County's procurement process. For more information, visit **fairfaxcounty.gov/procurement/vendors/workshops**.

LISC Virginia RS 4

LISC Virginia is the Commonwealth's office of the Local Initiatives Support Corporation (LISC), a national nonprofit organization supporting community development in cities and rural areas throughout the U.S. LISC offers relationships, expertise, and capital to help community organizations attract resources that will help them to do their best work. LISC Virginia serves the greater Richmond region. For more information, visit **lisc.org/virginia**.

Moy Capital

Moy Capital provides services for small businesses and entrepreneurs to help them have clarity and confidence in their financial planning. The firm assists companies with identifying their financial goals, offering expert advice and guiding them to make smart financial decisions including through budgeting, cash flow management, loan management, income protection planning, insurance risk management, tax management, executive and employee benefits, and retirement planning. For more information, visit **moy.capital**.

Small, Women-owned, and Minority-owned Business (SWaM) Certification MO WO

The Small, Women-owned, and Minority-owned Business (SWaM) certification program is a free state program of the Commonwealth of Virginia. The program was established to enhance business opportunities for small, women-owned, and/or minority-owned businesses and ensure a level playing field for all small businesses in the state. For more information, visit **sbsd.virginia.gov/certification-division/swam**.

Virginia APEX Accelerator

The Virginia APEX Accelerator (formerly the Virginia Procurement Technical Assistance Center, or PTAC) helps businesses navigate the challenging process of contracting with governments. Administered by George Mason University and funded in part through a cooperative agreement with the U.S. Department of Defense, the Virginia APEX Accelerator's reach covers a significant portion of the Commonwealth. The purpose of the Virginia APEX Accelerator is to help companies do business with federal, state, and local governments, including helping them understand how to analyze and respond to RFPs, the advantages of priming and subcontracting opportunities, and assisting with more intricate company-specific challenges such as pricing and compliance. These services are offered for free or at little cost, and all advising is confidential. To learn more, visit **virginiaapex.org**.

Virginia State Capitol, Richmond, Virginia

Virginia Government Agencies

Business

Department of Housing & Community Development (DHCD)
virginia.gov/agencies/department-of-housing-and-community-development

Department of Labor & Industry (DOLI)
virginia.gov/agencies/department-of-labor-and-industry

Department of Professional & Occupational Regulation (DPOR)
virginia.gov/agencies/department-of-professional-and-occupational-regulation

Department of Small Business & Supplier Diversity (SBSD)
virginia.gov/agencies/department-of-small-business-and-supplier-diversity

Depart of Taxation (TAX)
virginia.gov/agencies/department-of-taxation

Department of Transportation (VDOT)
virginia.gov/agencies/department-of-transportation

State Corporation Commission (SCC)
virginia.gov/agencies/state-corporation-commission

Virginia Economic Development Partnership (VEDP)
virginia.gov/agencies/virginia-economic-development-partnership

Virginia Employment Commission (VEC)
virginia.gov/agencies/virginia-employment-commission

Virginia Housing
virginia.gov/agencies/virginia-housing-development-authority

Virginia Parole Board (VPB)
virginia.gov/agencies/virginia-parole-board

Virginia Workers' Compensation Commission (VWC)
virginia.gov/agencies/virginia-workers-compensation-commission

Virginia Workforce Connection (VAWC)
virginia.gov/agencies/virginia-workforce-connection

Economy

Board of Accountancy (BOA)
virginia.gov/agencies/board-of-accountancy

Department of Housing & Community Development (DHCD)
virginia.gov/agencies/department-of-housing-and-community-development

Department of Labor & Industry (DOLI)
virginia.gov/agencies/department-of-labor-and-industry

Department of Small Business & Supplier Diversity (SBSD)
virginia.gov/agencies/department-of-small-business-and-supplier-diversity

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Virginia Alcoholic Beverage Control Authority (ABC)
virginia.gov/agencies/virginia-alcoholic-beverage-control-authority

Virginia Department of Agriculture & Consumer Services (VDACS)
virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services

Virginia Economic Development Partnership (VEDP)
virginia.gov/agencies/virginia-economic-development-partnership

Virginia Housing
virginia.gov/agencies/virginia-housing-development-authority

Virginia Parole Board (VPB)
virginia.gov/agencies/virginia-parole-board

Virginia Resources Authority (VRA)
virginia.gov/agencies/virginia-resources-authority

Virginia Tobacco Region Revitalization Commission
virginia.gov/agencies/virginia-tobacco-region-revitalization-commission

Virginia Tourism Corporation (VTC)
virginia.gov/agencies/virginia-tourism-corporation

Education

All of the 4-year and 2-year public colleges and universities included in a following section, as well as several public education institutions

Department of Education (DOE)
virginia.gov/agencies/department-of-education

Department of Veterans Services (DVS)
virginia.gov/agencies/department-of-veterans-services

Frontier Culture Museum of Virginia
virginia.gov/agencies/frontier-culture-museum-of-virginia

Gunston Hall
virginia.gov/agencies/gunston-hall

Jamestown-Yorktown Foundation
virginia.gov/agencies/jamestown-yorktown-foundation

Library of Virginia (LVA)
virginia.gov/agencies/library-of-virginia

Science Museum of Virginia (SMV)
virginia.gov/agencies/science-museum-of-virginia

State Council of Higher Education for Virginia (SCHEV)
virginia.gov/agencies/state-council-of-higher-education-for-virginia

Virginia Commission for the Arts (VCA)
virginia.gov/agencies/virginia-commission-for-the-arts

Virginia Community College System (VCCS)
virginia.gov/agencies/virginia-community-college-system

Virginia Cooperative Extension (VCE)
virginia.gov/agencies/virginia-cooperative-extension

Virginia Museum of Natural History (VMNH)
virginia.gov/agencies/virginia-museum-of-natural-history

Virginia School for the Deaf and the Blind (VSDB)
virginia.gov/agencies/virginia-school-for-the-deaf-and-the-blind

Virginia529 College Savings Plan (529)
virginia.gov/agencies/virginia529-college-savings-plan

Employment

Compensation Board (SCB)
virginia.gov/agencies/compensation-board

Department of Health Professions (DHP)
virginia.gov/agencies/department-of-health-professions

Department of Human Resource Management (DHRM)
virginia.gov/agencies/department-of-human-resource-management

Department of Labor & Industry (DOLI)
virginia.gov/agencies/department-of-labor-and-industry

Department of Professional & Occupational Regulation (DPOR)
virginia.gov/agencies/department-of-professional-and-occupational-regulation

Virginia Employment Commission (VEC)
virginia.gov/agencies/virginia-employment-commission

Virginia Retirement System (VRS)
virginia.gov/agencies/virginia-retirement-system

Virginia Workers' Compensation Commission (VWC)
virginia.gov/agencies/virginia-workers-compensation-commission

Virginia Workforce Connection (VAWC)
virginia.gov/agencies/virginia-workforce-connection

Wilson Workforce & Rehabilitation Center (WWRC)
virginia.gov/agencies/wilson-workforce-and-rehabilitation-center

Environment & Natural Resources

Department of Conservation & Recreation (DCR)
virginia.gov/agencies/department-of-conservation-and-recreation

Department of Energy (ENERGY)
virginia.gov/agencies/department-of-energy

Department of Environmental Quality (DEQ)
virginia.gov/agencies/department-of-environmental-quality

Department of Forestry (DOF)
virginia.gov/agencies/department-of-forestry

Department of Historic Resources (DHR)
virginia.gov/agencies/department-of-historic-resources

Department of Wildlife Resources (DWR)
virginia.gov/agencies/department-of-wildlife-resources

Marine Resources Commission (MRC)
virginia.gov/agencies/marine-resources-commission

Virginia Department of Agriculture & Consumer Services (VDACS)
virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services

Virginia Museum of Natural History (VMNH)
virginia.gov/agencies/virginia-museum-of-natural-history

Virginia Tobacco Region Revitalization Commission
virginia.gov/agencies/virginia-tobacco-region-revitalization-commission

Family & Health

Assistive Technology Loan Fund Authority (ATLFA)
virginia.gov/agencies/assistive-technology-loan-fund-authority

Department for Aging & Rehabilitative Services (DARS)
virginia.gov/agencies/department-for-aging-and-rehabilitative-services

Department for the Blind & Vision Impaired (DBVI)
virginia.gov/agencies/department-for-the-blind-and-vision-impaired

Department for the Deaf & Hard of Hearing (VDDHH)
virginia.gov/agencies/department-for-the-deaf-and-hard-of-hearing

Department of Behavioral Health & Developmental Services (DBHDS)
virginia.gov/agencies/department-of-behavioral-health-and-developmental

Department of Health Professions (DHP)
virginia.gov/agencies/department-of-health-professions

Department of Medical Assistance Services (DMAS)
virginia.gov/agencies/department-of-medical-assistance-services

Department of Social Services (DSS)
virginia.gov/agencies/department-of-social-services

Department of Veterans Services (DVS)
virginia.gov/agencies/department-of-veterans-services

Foundation for Healthy Youth (VFHY)
virginia.gov/agencies/foundation-for-healthy-youth

Northern Virginia Mental Health Institute (NVMHI)
virginia.gov/agencies/northern-virginia-mental-health-institute

Office of Children's Services (CSA)
virginia.gov/agencies/office-of-childrens-services

Virginia Board for People with Disabilities (VBPD)
virginia.gov/agencies/virginia-board-for-people-with-disabilities

Virginia Commonwealth University Health Systems Authority (VCU Health)
virginia.gov/agencies/virginia-commonwealth-university-health-systems-authority

Virginia Department of Health (VDH)
virginia.gov/agencies/virginia-department-of-health

Finance

Board of Accountancy (BOA)
virginia.gov/agencies/board-of-accountancy

Compensation Board (SCB)
virginia.gov/agencies/compensation-board

Department of Accounts (DOA)
virginia.gov/agencies/department-of-accounts

Department of Planning & Budget (DPB)
virginia.gov/agencies/department-of-planning-and-budget

Department of Taxation (TAX)
virginia.gov/agencies/department-of-taxation

Department of the Treasury (TRS)
virginia.gov/agencies/department-of-the-treasury

Virginia Resources Authority (VRA)
virginia.gov/agencies/virginia-resources-authority

Government

Auditor of Public Accounts (APA)
virginia.gov/agencies/auditor-of-public-accounts

Board of Bar Examiners
virginia.gov/agencies/board-of-bar-examiners

Circuit Courts
virginia.gov/agencies/circuit-courts

Compensation Board (SCB)
virginia.gov/agencies/compensation-board

Court of Appeals
virginia.gov/agencies/court-of-appeals

Department of Accounts (DOA)
virginia.gov/agencies/department-of-accounts

Department of Elections (ELECT)
virginia.gov/agencies/department-of-elections

Department of General Services (DGS)
virginia.gov/agencies/department-of-general-services

Department of Human Resource Management (DHRM)
virginia.gov/agencies/department-of-human-resource-management

Department of Taxation (TAX)
virginia.gov/agencies/department-of-taxation

Department of Veterans Services (DVS)
virginia.gov/agencies/department-of-veterans-services

Division of Capitol Police (VCP)
virginia.gov/agencies/division-of-capitol-police

Division of Legislative Automated Systems (DLAS)
virginia.gov/agencies/division-of-legislative-automated-systems

Division of Legislative Services (DLS)
virginia.gov/agencies/division-of-legislative-services

General Assembly
virginia.gov/agencies/general-assembly

Indigent Defense Commission (VIDC)
virginia.gov/agencies/indigent-defense-commission

Joint Legislative Audit & Review Commission (JLARC)
virginia.gov/agencies/joint-legislative-audit--review-commission

Judicial Inquiry & Review Commission (JIRC)
virginia.gov/agencies/judicial-inquiry-and-review-commission

Office of the Attorney General (OAG)
virginia.gov/agencies/office-of-the-attorney-general

Office of the Governor (GOV)
virginia.gov/agencies/office-of-the-governor

Office of the Lieutenant Governor (LTGOV)
virginia.gov/agencies/office-of-the-lieutenant-governor

Office of the State Inspector General (OSIG)
virginia.gov/agencies/office-of-the-state-inspector-general

State Corporation Commission (SCC)
virginia.gov/agencies/state-corporation-commission

Supreme Court of Virginia
virginia.gov/agencies/supreme-court-of-virginia

Virginia Criminal Sentencing Commission (VCSC)
virginia.gov/agencies/virginia-criminal-sentencing-commission

Virginia Freedom of Information Advisory Council (FOIA)
virginia.gov/agencies/virginia-freedom-of-information-advisory-council

Virginia Innovation Partnership Corporation (VIPC)
virginia.gov/agencies/virginia-innovation-partnership-corporation

Virginia IT Agency (VITA)
virginia.gov/agencies/virginia-it-agency

Virginia State Bar (VSB)
virginia.gov/agencies/virginia-state-bar

Licenses

Board of Accountancy (BOA)
virginia.gov/agencies/board-of-accountancy

Department of Aviation (DOAV)
virginia.gov/agencies/department-of-aviation

Department of Behavioral Health & Developmental Services (DBHDS)
virginia.gov/agencies/department-of-behavioral-health-and-developmental

Department of Education (DOE)
virginia.gov/agencies/department-of-education

Department of Health Professions (DHP)
virginia.gov/agencies/department-of-health-professions

Department of Motor Vehicles (DMV)
virginia.gov/agencies/department-of-motor-vehicles

Department of Professional & Occupational Regulation (DPOR)
virginia.gov/agencies/department-of-professional-and-occupational-regulation

Department of Wildlife Resources (DWR)
virginia.gov/agencies/department-of-wildlife-resources

Motor Vehicle Dealer Board (MVDB)
virginia.gov/agencies/motor-vehicle-dealer-board

State Corporation Commission (SCC)
virginia.gov/agencies/state-corporation-commission

Virginia Alcoholic Beverage Control Authority (ABC)
virginia.gov/agencies/virginia-alcoholic-beverage-control-authority

Virginia Department of Agriculture & Consumer Services (VDACS)
virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services

Virginia Racing Commission (VRC)
virginia.gov/agencies/virginia-racing-commission Public Safety

Commonwealth's Attorneys' Services Council
virginia.gov/agencies/commonwealths-attorneys-services-council

Department of Corrections (DOC)
virginia.gov/agencies/department-of-corrections

Department of Criminal Justice Services (DCJS)
virginia.gov/agencies/department-of-criminal-justice-services

Department of Emergency Management (VDEM)
virginia.gov/agencies/department-of-emergency-management

Department of Forensic Science (DFS)
virginia.gov/agencies/department-of-forensic-science

Department of Juvenile Justice (DJJ)
virginia.gov/agencies/department-of-juvenile-justice

Department of Military Affairs (DMA)
virginia.gov/agencies/department-of-military-affairs

Department of State Police (VSP)
virginia.gov/agencies/department-of-state-police

Department of Transportation (VDOT)
virginia.gov/agencies/department-of-transportation

Division of Capitol Police (VCP)
virginia.gov/agencies/division-of-capitol-police

Office of the State Inspector General (OSIG)
virginia.gov/agencies/office-of-the-state-inspector-general

Virginia Alcoholic Beverage Control Authority (ABC)
virginia.gov/agencies/virginia-alcoholic-beverage-control-authority

Virginia Criminal Sentencing Commission (VCSC)
virginia.gov/agencies/virginia-criminal-sentencing-commission

Virginia Department of Fire Programs (VDFP)
virginia.gov/agencies/virginia-department-of-fire-programs

Virginia Department of Health (VDH)
virginia.gov/agencies/virginia-department-of-health

Virginia Freedom of Information Advisory Council (FOIA)
virginia.gov/agencies/virginia-freedom-of-information-advisory-council

Recreation & Culture

Department of Conservation & Recreation (DCR)
virginia.gov/agencies/department-of-conservation-and-recreation

Department of Wildlife Resources (DWR)
virginia.gov/agencies/department-of-wildlife-resources

Downtown Mall, Charlottesville, Virginia

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Frontier Culture Museum of Virginia
virginia.gov/agencies/frontier-culture-museum-of-virginia

Gunston Hall
virginia.gov/agencies/gunston-hall

Science Museum of Virginia (SMV)
virginia.gov/agencies/science-museum-of-virginia

Virginia Commission for the Arts (VCA)
virginia.gov/agencies/virginia-commission-for-the-arts

Virginia Lottery
virginia.gov/agencies/virginia-lottery

Virginia Museum of Fine Arts (VMFA)
virginia.gov/agencies/virginia-museum-of-fine-arts

Virginia Museum of Natural History (VMNH)
virginia.gov/agencies/virginia-museum-of-natural-history

Virginia Racing Commission (VRC)
virginia.gov/agencies/virginia-racing-commission

Virginia Tourism Corporation (VTC)
virginia.gov/agencies/virginia-tourism-corporation

Transportation

Department of Aviation (DOAV)
virginia.gov/agencies/department-of-aviation

Department of Motor Vehicles (DMV)
virginia.gov/agencies/department-of-motor-vehicles

Department of Rail & Public Transportation (DRPT)
virginia.gov/agencies/department-of-rail-and-public-transportation

Department of Transportation (VDOT)
virginia.gov/agencies/department-of-transportation

Motor Vehicle Dealer Board (MVDB)
virginia.gov/agencies/motor-vehicle-dealer-board

Office of Public-Private Partnerships (VAP3)
virginia.gov/agencies/office-of-public-private-partnerships

Virginia Commercial Space Flight Authority (VCSFA)
virginia.gov/agencies/virginia-commercial-space-flight-authority

Virginia Port Authority (VIP)
virginia.gov/agencies/virginia-port-authority-

Virginia Colleges, Universities, & Other Institutions of Higher Education

Public Colleges & Universities

Christopher Newport University
Newport News
cnu.edu

College of William & Mary
Williamsburg
wm.edu

George Mason University
Fairfax
gmu.edu

James Madison University
Harrisonburg
jmu.edu

Longwood University
Farmville
longwood.edu

Norfolk State University
Norfolk
nsu.edu

Old Dominion University
Norfolk
odu.edu

Radford University
Radford
radford.edu

Richard Bland College
Petersburg
rbc.edu

University of Mary Washington
Fredericksburg
umw.edu

University of Virginia
Charlottesville
virginia.edu

University of Virginia's College at Wise
Wise
uvawise.edu

Virginia Commonwealth University
Richmond
vcu.edu

Virginia Military Institute
Lexington
vmi.edu

Virginia Polytechnic Institute and State University
Blacksburg
vt.edu

Virginia State University
Petersburg
vsu.edu

Private Colleges & Universities

Appalachian College of Pharmacy
Oakwood
acp.edu

Appalachian School of Law
Grundy
asl.edu

Averett University
Danville
averett.edu

Bluefield University
Bluefield
bluefield.edu

Bridgewater College
Bridgewater
bridgewater.edu

Eastern Mennonite University
Harrisonburg
emu.edu

Edward Via College of Osteopathic Medicine
Blacksburg
vcom.edu

Emory & Henry College
Emory
ehc.edu

Ferrum College
Ferrum
ferrum.edu

The George Washington University Science and Technology Campus
Ashburn
gwu.edu

Hampden-Sydney College
Hampden-Sydney
hsc.edu

Hampton University
Hampton
hamptonu.edu

Hollins University
Roanoke
hollins.edu

Liberty University
Lynchburg
liberty.edu

Mary Baldwin University
Staunton
marybaldwin.edu

Marymount University
Arlington
marymount.edu

Randolph College
Lynchburg
randolphcollege.edu

Randolph-Macon College
Ashland
rmc.edu

Roanoke College
Salem
roanoke.edu

Shenandoah University
Winchester
su.edu

Southern Virginia University
Buena Vista
svu.edu

Sweet Briar College
Sweet Briar
sbc.edu

University of Lynchburg
Lynchburg
lynchburg.edu

University of Richmond
Richmond
richmond.edu

Virginia Union University
Richmond
vuu.edu

Virginia Wesleyan University
Norfolk
vwu.edu

Washington & Lee University
Lexington
wlu.edu

Virginia Community Colleges (Virginia Community College System)

Blue Ridge Community College
Weyers Cave
brcc.edu

Brightpoint Community College
Chester
brightpoint.edu

Central Virginia Community College
Lynchburg
cvcc.vccs.edu

Danville Community College
Danville
danville.edu

Eastern Shore Community College
Melfa
es.vccs.edu

Germanna Community College
Locust Grove
germanna.edu

J Sargeant Reynolds Community College
Richmond, Goochland
reynolds.edu

Laurel Ridge Community College
Middletown, Warrenton, Luray
laurelridge.edu

Mountain Empire Community College
Big Stone Gap
mecc.edu

Mountain Gateway Community College
Clifton Forge
mgcc.edu

New River Community College
Dublin, Christiansburg
nr.vccs.edu

Northern Virginia Community College
Alexandria, Annandale, Loudoun, Manassas, Springfield, Woodbridge
nvcc.edu

Patrick & Henry
Martinsville
patrickhenry.edu

Paul D Camp Community College
Franklin, Suffolk, Smithfield
pdc.edu

Piedmont Virginia Community College
Charlottesville
pvcc.edu

Rappahannock Community College
Warsaw, Glenns
rappahannock.edu

Southside Virginia Community College
Alberta, Keysville, Blackstone, Chase City, Emporia, South Boston, South Hill
southside.edu

Southwest Virginia Community College
Cedar Bluff
sw.edu

Tidewater Community College
Chesapeake, Norfolk, Portsmouth, Virginia Beach
tcc.edu

Virginia Highlands Community College
Abingdon
vhcc.edu

Virginia Peninsula Community College
Hampton, Williamsburg
tncc.edu

Virginia Western Community College
Roanoke
virginiawestern.edu

Wytheville Community College
Wytheville, Galax, Marion
wcc.vccs.edu

Other Public Higher Education Institutions in Virginia

Eastern Virginia Medical School (EVMS) IS
Eastern Virginia Medical School, or EVMS, is located in Norfolk. It has provided education in medicine (MD), biomedical sciences (PhD and master's degrees), and other health professions in southeastern Virginia since 1973. EVMS clinical faculty care for patients throughout Hampton Roads and conduct biomedical research in areas such as cancer, diabetes, cardiovascular disease, and infertility. For more information, visit **evms.edu**.

Institute for Advanced Learning and Research (IALR)
The Institute for Advanced Learning and Research, or IALR, is located in Danville. It views itself as a catalyst for economic and community transformation through research and education. The IALR has four strategic research centers, ranging from motorsports engineering to unmanned systems and robotics. From these centers will grow undergraduate and graduate programs in conjunction with IALR's academic partners: Virginia Tech, Averett University, and Danville Community College. For more information, visit **ialr.org**.

New College Institute (NCI)
The New College Institute, or NCI, is located in Martinsville. It is a state-funded educational entity that provides access to bachelor's degree completion programs, master's degrees, teacher endorsement programs, teacher recertification courses, and more through partnerships with colleges and universities. NCI strives to be accessible and convenient for students of all ages. For more information, visit **newcollegeinstitute.org**.

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Roanoke Higher Education Center (RHEC)
The Roanoke Higher Education Center, or RHEC, is located in Roanoke. At RHEC, individuals are able to pursue undergraduate degrees in a variety of disciplines and fields related to regional job opportunities. RHEC offers more than 200 programs of study through its partner organizations. For more information, visit **education.edu**.

Southern Virginia Higher Education Center (SVHEC)
The Southern Virginia Higher Education Center, or SVHEC, is located in South Boston. SVHEC offers students a high-quality education through partnerships with 11 colleges and universities and 13 industry partners. With 75 degree options, students can earn everything from a GED to a PhD. For more information, visit **svhec.org**.

Southwest Virginia Higher Education Center (SWVHEC)
The Southwest Virginia Higher Education Center, or SWVHEC, is located in Abingdon. It was established in 1991 to strengthen the economy of Southwest Virginia through education and training of the current and future workforce. Through a unique partnership with ten colleges and universities, the SWVHEC provides undergraduate and graduate degree programs and professional development courses primarily for adult learners. For more information, visit **swcenter.edu**.

University Technology Commercialization Opportunities

Several of Virginia's research universities offer online databases of the intellectual property (IP) derived from their faculty's R&D activities that are currently available for commercialization. These innovations are available under a variety of arrangements to entrepreneurs and companies who wish to bring them to market. There may also be licensing and commercialization opportunities at institutions of higher education not captured below.

EVMS Technology Transfer
evms.edu/research/research_administration/technology_transfer

GMU Office of Technology Transfer
ott.gmu.edu/resources

Old Dominion University Innovations Commercialization
odu.edu/facultystaff/research2/innovations-commercialization

UVA Licensing & Ventures Group (UVA LVG)
uva.flintbox.com/technologies

VCU TechTransfer and Ventures
innovationgateway.vcu.edu/technologies

Virginia Tech Intellectual Properties (VTIP)
vtip.technologypublisher.com

William & Mary Technology Transfer Office
wm.edu/offices/techtransfer/featuredtechnology

Federal Resources

There are many federal resources and funding opportunities to help you take your small business to the next level.

SBIR / STTR Funding & Training

SBIR & STTR Grant Programs

The federal SBIR (Small Business Innovation Research) and STTR (Small Business Technology Transfer) grant programs are the principal U.S. government-sponsored funding vehicles for early-stage technology companies in Virginia and around the country. These highly competitive programs are designed to stimulate technological innovation and provide opportunities for small businesses, especially related to high-risk, early-stage R&D projects that are typically not ready for support by venture capital firms or angel investors. More than $2.5 billion is available each year through these programs, with individual grants ranging from $150,000 to $1.5 million. Virginia ranks 3rd in the U.S. in SBIR and STTR awards, with over $130 million in grant funding in 2017. SBIR grants are designed to support startups operating on their own, while STTR grants support startups collaborating with university-affiliated researchers. For more information on the SBIR and STTR programs, visit **sbir.gov**.

SBIR & STTR Training

VIPC's Federal Funding Assistance Program (FFAP) is the Commonwealth's premier support program for companies pursuing SBIR and/or STTR funding. FFAP provides guidance, direction, training, funding, and other valuable resources to strengthen Virginia's early-stage technology firms in their efforts to learn about, apply for, and be competitive when applying for SBIR and STTR grants. For more information, visit **vipc.org/sbirsttr**.

Federal Entrepreneurship Assistance

Internal Revenue Service (IRS)

Small Business and Self-Employed Resources

The IRS offers a collection of resources for small and self-employed businesses to help their owners understand their tax responsibilities. For more information, visit **irs.gov/newsroom/irs-resources-to-help-small-business-owners**.

Small Business Resource Directory

The Small Business Resource Directory is a resource offered by the Office of the Comptroller of the Currency to help banks, credit unions, other financing entities, and small business entrepreneurs facilitate small business lending through public programs, technical assistance, and partnerships. For more information, visit **occ.gov/topics/consumers-and-communities/community-affairs/resource-directories/small-business/index-small-business-resource-directory.html**.

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U.S. Department of Agriculture (USDA)

Agricultural Research Service (ARS)

The Agricultural Research Service (ARS) is the USDA's chief scientific in-house research agency. They are also responsible for the USDA's patent licensing program, which grants patent licenses to qualified businesses and people who want to commercialize inventions resulting from federally-supported research performed at USDA laboratories and research locations. For more information, visit **ars.usda.gov/docs/license-application**.

National Institute of Food and Agriculture (NIFA)

USDA's National Institute of Food and Agriculture (NIFA) offers Extension to provide non-formal education and learning activities to farmers and other residents of rural communities as well as people living in urban areas. For more information, visit **nifa.usda.gov/about-nifa/how-we-work/extension**.

U.S. Department of Commerce

Minority Business Development Agency (MBDA) MO

The Minority Business Development Agency (MBDA) is the only federal agency solely dedicated to the growth and global competitiveness of minority business enterprises. MBDA's programs offer customized business development and industry-focused services to provide greater access to capital, contracts, and markets. For more information, visit **mbda.gov/mbda-programs**.

U.S. Department of Energy (DOE)

Lab-Embedded Entrepreneurship Program

The Lab-Embedded Entrepreneurship Program embeds the top entrepreneurial scientists and engineers within U.S. national laboratories to perform early-stage research and development that can lead to the launch of new energy or manufacturing businesses. For more information, visit **energy.gov/eere/ammto/lab-embedded-entrepreneurship-program**.

U.S. Department of Labor (DOL)

Employer.gov

Employer.gov provides answers to common questions about workers and business. For more information, visit **employer.gov**.

Self-Employment for People with Disabilities

The Office of Disability Employment Policy created the "Self-Employment for People with Disabilities" guide to help people with disabilities navigate self-employment. For more information, visit **dol.gov/sites/dolgov/files/odep/pdf/2014startup.pdf**.

U.S. Bureau of Labor Statistics

The U.S. Bureau of Labor Statistics collects data on new businesses and job creation. For more information, visit **bls.gov/bdm/entrepreneurship/entrepreneurship.htm**.

Workforce GPS

Workforce GPS is an online technical assistance website that helps build the capacity of America's public workforce investment system. You will be able to find curated communities of interest, useful webinars, and other training resources. For more information, visit **workforcegps.org**.

U.S. Department of Veterans Affairs (VA)

Veteran Entrepreneur Portal VO

The Veteran Entrepreneur Portal makes it easier for small businesses to access federal services and quickly connects Veteran entrepreneurs to relevant best practices and information. For more information, visit **va.gov/osdbu/entrepreneur**.

U.S. Economic Development Administration (EDA)

National Advisory Council on Innovation and Entrepreneurship (NACIE)

The National Advisory Council on Innovation and Entrepreneurship, or NACIE, is charged with developing a national entrepreneurship strategy that strengthens America's ability to compete and win as the world's leading startup nation and as the world's leading innovator in critical emerging technologies. The Council will help with identifying and recommending solutions to drive the innovation economy, including growing a skilled STEM workforce and removing barriers for entrepreneurs ushering innovative technologies into the market. The Council also facilitates federal dialogue with the innovation, entrepreneurship, and workforce development committees. For more information, visit **eda.gov/strategic-initiatives/national-advisory-council-on-innovation-and-entrepreneurship**.

U.S. National Science Foundation (NSF)

Innovation Corps (I-Corps™)

NSF's I-Corps™ program is an immersive entrepreneurial training program that facilitates the transformation of invention to impact by preparing scientists and engineers to extend their focus beyond the university laboratory—accelerating the economic and societal benefits of NSF-funded and other-basis research projects that are ready to move toward commercialization. For more information, visit **new.nsf.gov/funding/initiatives/i-corps**.

U.S. Patent and Trademark Office (USPTO)

Inventor and Entrepreneurship Resources

The USPTO provides a collection of resources for inventors and entrepreneurs, including information about the importance of and the process for protecting intellectual property. For more information, visit **uspto.gov/learning-and-resources/inventors-entrepreneurs-resources**.

U.S. Securities and Exchange Commission (SEC)

Office of the Advocate for Small Business Capital Formation MO WO

The Office of the Advocate for Small Business Capital Formation identifies and addresses unique challenges faced by minority-owned, women-owned, rural, and natural disaster area small businesses and their investors. For more information, visit **sec.gov/oasb**.

U.S. Senate Committee on Small Business and Entrepreneurship

Entrepreneurial Development Programs

The U.S. Senate Committee on Small Business and Entrepreneurship oversees the SBA's entrepreneurial development programs and provides useful entrepreneurial guides. For more information, visit **sbc.senate.gov/public/index.cfm/entrepreneurialdevelopmentprograms**.

U.S. Small Business Administration (SBA)

HUBZone Program

The HUBZone Program fuels small business growth in historically-underutilized business zones with a goal of awarding at least 3% of federal contract dollars to HUBZone-certified companies. For more information, visit **sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program**.

Office of Entrepreneurial Development (OED)

The Office of Entrepreneurial Development (OED)'s mission is to help small businesses start, grow, and compete in global markets by providing quality training, counseling, and access to resources. For more information, visit **sba.gov/about-sba/sba-locations/headquarters-offices/office-entrepreneurial-development**.

Office of Native American Affairs MO

The Office of Native American Affairs' mission is to ensure American Indians, Alaska Natives, and Native Hawaiians seeking to create, develop, and expand small businesses have full access to the necessary business development and expansion tools available through the agency's entrepreneurial development, lending, and procurement programs. For more information, visit **sba.gov/about-sba/sba-locations/headquarters-offices/office-native-american-affairs**.

State Trade Expansion Program (STEP)

The State Trade Expansion Program (STEP) provides financial awards to state and territory governments to assist small businesses with export development. For more information, visit **sba.gov/funding-programs/grants/state-trade-expansion-program-step**.

Veterans Business Outreach Center (VBOC) VO

The Veterans Business Outreach Center (VBOC) program is designed to provide entrepreneurial development services, such as business training, counseling, and resource partner referrals to transitioning service members, Veterans, National Guard and Reserve members, and military spouses interested in starting or growing a small business. For more information, visit **sba.gov/local-assistance/resource-partners/veterans-business-outreach-center-vboc-program**.

Women's Business Centers (WBCs) WO

Women's Business Centers (WBCs) provide free to low-cost counseling and training focused on women who want to start, grow, or expand their small business. For more information, visit **sba.gov/local-assistance/resource-partners/womens-business-centers**.

Resources for Contracting with the Federal Government

The federal government offers numerous additional resources to support small businesses and entrepreneurs interested in contracting with them.

SAM.gov

SAM.gov, or the System for Award Management, is the portal for doing business with the federal government. Among other uses, you can search SAM.gov for contracting opportunities. For more information, visit **sam.gov/content/opportunities**.

U.S. Department of Homeland Security (DHS) Office of Small and Disadvantaged Business Utilization

The Office of Small and Disadvantaged Business Utilization promotes the use of small businesses in the Department of Homeland Security (DHS) acquisition process and provides resources and tools for doing business with DHS. For more information, visit **dhs.gov/osdbu**.

U.S. General Services Administration (GSA)

Through the General Services Administration (GSA), the federal government devotes resources specifically to working with small businesses to assist them in finding federal contract opportunities. For more information, visit **gsa.gov/small-business**.

U.S. Small Business Administration (SBA)

In addition to other services to assist small businesses, the Small Business Administration (SBA) offers resources to help small businesses compete for federal contracts. For more information, visit **sba.gov/federal-contracting**.

Additional Federal & National Resources

Accion Opportunity Fund (AOF) MO WO

Accion Opportunity Fund, or AOF, is a financial support system for small businesses that advances racial, gender, and economic justice for all. AOF also offers the Business Resources of Native American Entrepreneurs, a detailed list of various resources and government programs available for Native American-owned business. For more information, visit **aofund.org**.

Appalachian Regional Commission (ARC)

The Appalachian Regional Commission, or ARC, is an economic development partnership comprised of the federal government and 13 state governments. ARC's mission is to help the Appalachian region achieve socioeconomic parity with the nation. ARC invests in projects and partners that empower entrepreneurs and help communities build sustainable, diverse economies. For more information, visit **arc.gov**.

BUILD

BUILD is an entrepreneurship program for youth in underserved communities. BUILD focuses on career success, entrepreneurial mindsets, and opportunity. For more information, visit **build.org**.

CareerOneStop Business Center

CareerOneStop is a free online resource sponsored by the U.S. Department of Labor (DOL). CareerOneStop's Business Center is a helpful source for hiring, training, and retaining a strong workforce. For more information, visit **careeronestop.org/BusinessCenter/default.aspx**.

Job Accommodation Network (JAN) Entrepreneurship Hub VO

The Job Accommodation Network, or JAN, is an Office of Disability Employment Policy (ODEP)-supported service that provides individual technical assistance, consulting, and mentoring services to individuals with disabilities, their family members, and service providers. Through the

Entrepreneurship Hub, JAN consultants offer self-employment and small business development expertise and referrals regarding business planning, financing strategies, marketing research, disability-specific programs, income support and benefits planning, e-commerce, independent contracting, home-based business options, and small business initiatives for disabled Veterans. For more information, visit **askjan.org/topics/entrepreneurship.cfm**.

National Hispanic Business Group (NHBG) MO

The National Hispanic Business Group, or NHBC, is dedicated to expanding, promoting, and creating business opportunities for its members by strategically fostering dialogue and economic exchange while supporting positive social change and community empowerment. For more information, visit **nhbg.org**.

National Consortium for Entrepreneurship Education (EntreEd)

The National Consortium for Entrepreneurship Education, or EntreEd, instills entrepreneurial mindsets in students to forge a more entrepreneurial America as the future of work continues to evolve. For more information, visit **entreed.org**.

Rural LISC

Rural LISC supports resilient and inclusive rural communities as great places to live, work, and innovate. Rural LISC strives to identify priorities and opportunities and deliver the most appropriate support to meet local needs. For more information, visit **lisc.org/rural**.

U.S. Chamber of Commerce

The U.S. Chamber of Commerce advocates, connects, informs, and fights for business growth and America's success. It offers members—ranging from small businesses to chambers of commerce across the country—policy analysis and legal advice, connection to leaders in government through large and small gatherings, and tools and resources to help them succeed. For more information, visit **uschamber.com**.

U.S. Hispanic Chamber of Commerce (USHCC) MO

The U.S. Hispanic Chamber of Commerce, or USHCC, actively promotes the economic growth and development of Hispanic-owned businesses. For more information, visit **ushcc.com**.

Special Resources for Rural Entrepreneurs

The United States Department of Agriculture (USDA) Rural Development (RD) has prepared the "Resources for Rural Entrepreneurs: A Guide to Planning, Adapting, and Growing Your Business," which is available at **rd.usda.gov/sites/default/files/508_RD_FederalEntrepreneurshipGuide_021122.pdf**. Content in the sections that follow are primarily drawn from this handbook.

How Rural Development Helps Entrepreneurs

USDA RD offers more than 40 loan, grant, and technical assistance programs to help improve the economy and quality of life in rural America. Many of these programs can also support community-based entrepreneurial planning and growth. RD partners closely with community leaders and developers, local, state, and Tribal governments, cooperatives, nonprofits, private organizations, and a nationwide network of participating lenders skilled at building local economies.

USDA Contact Information

Learn more about the U.S. Department of Agriculture (USDA) at **usda.gov**. Connect with USDA customer service representatives at **ask.usda.gov/s/contactsupport**—telephone, email, and chat options are available.

The USDA also operates rural development state offices. In Virginia, the State Director's office is located in Richmond. For more information, visit **rd.usda.gov/va**.

Development Resources

For-Profit Enterprises

These programs can help for-profit rural businesses and cooperatives, or individuals and entities. Examples include corporations, limited liability companies, sole proprietorships, electric cooperatives, and agricultural producers.

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Rural Economic Development Loan and Grant Program
rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program

Reconnect Loan and Grant Program
usda.gov/reconnect

Community Connect Grants
rd.usda.gov/community-connect

Rural Broadband Access Loan and Loan Guarantees
rd.usda.gov/programs-services/farm-bill-broadband-loans-loan-guarantees

Telecommunications Infrastructure Loans and Guarantees
rd.usda.gov/programs-services/telecommunications-infrastructure-loans-loan-guarantees

Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program
rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program

Rural Placemaking Innovation Challenge
rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge

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rd.usda.gov/programs-services/business-industry-loan-guarantees

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rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program

Food Supply Chain Guaranteed Loan Program
rd.usda.gov/food-supply-chain-guaranteed-loans

Value-Added Producer Grants
rd.usda.gov/programs-services/value-added-producer-grants

Distance Learning and Telemedicine Grants
rd.usda.gov/programs-services/telecommunications-programs/distance-learning-telemedicine-grants

Rural Energy for America Program
rd.usda.gov/programs-services/energy-programs/rural-energy-america-program-renewable-energy-systems-energy-efficiency-improvement-guaranteed-loans

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rd.usda.gov/programs-services/business-industry-loan-guarantees

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Reconnect Loan and Grant Program
usda.gov/reconnect

Community Connect Grants
rd.usda.gov/community-connect

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Telecommunications Infrastructure Loans and Guarantees
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rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program

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rd.usda.gov/food-supply-chain-guaranteed-loans

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rd.usda.gov/programs-services/value-added-producer-grants

Distance Learning and Telemedicine Grants
rd.usda.gov/programs-services/distance-learning-telemedicine-grants

Rural Business Investment Program
rd.usda.gov/programs-services/rural-business-investment-program

Single Family Housing Direct Home Loans
rd.usda.gov/programs-services/single-family-housing-direct-home-loans

Farm Labor Direct Loans
rd.usda.gov/programs-services/multifamily-housing-programs/farm-labor-housing-direct-loans-grants

Public Entities

These programs are available to public entities to assist entrepreneur development and community-based economic development activities. Examples include state or local governments and federally recognized Tribes or Tribal organizations.

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Rural Microentrepreneur Assistance Program (RMAP)
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rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program

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rd.usda.gov/food-supply-chain-guaranteed-loans

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rd.usda.gov/programs-services/business-industry-loan-guarantees

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Reconnect Loan and Grant Program
usda.gov/reconnect

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rd.usda.gov/programs-services/community-connect-grants

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rd.usda.gov/programs-services/business-industry-loan-guarantees

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Nonprofit Entities

These programs assist with entrepreneur and community-based rural economic development.

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Rural Cooperative Development Grant Program (RCDG)
rd.usda.gov/programs-services/rural-cooperative-development-grant-program

Socially Disadvantaged Groups Grant
rd.usda.gov/programs-services/socially-disadvantaged-groups-grant

Rural Microentrepreneur Assistance Program (RMAP)
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Rural Community Development Initiative Grants
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rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program

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rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge

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rd.usda.gov/food-supply-chain-guaranteed-loans

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rd.usda.gov/programs-services/value-added-producer-grants

Distance Learning and Telemedicine Grants
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Educational Facilities

These programs are designed to assist universities, community colleges, and other eligible educational institutions such as technology and vocational schools.

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Technical Assistance to Get You Started

Rural Economic Development Loan and Grant Program
rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program

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usda.gov/reconnect

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Socially-Disadvantaged Groups Grant
rd.usda.gov/programs-services/business-programs/socially-disadvantaged-groups-grant

Rural Community Development Initiative Grants
rd.usda.gov/programs-services/community-facilities/rural-community-development-initiative-grants

Virginia State Capitol, Richmond, Virginia

Your Business is Growing—Now What?

The Commonwealth of Virginia can help you navigate business growth.

Manage Your Finances

Proper accounting keeps your business running smoothly. It's important to maintain appropriate bookkeeping and have a basic knowledge of business finances, such as creating a balance sheet and deciding on a method for recording purchases. A balance sheet helps you account for costs like employees and supplies; track assets, liabilities, and equity; and provide a cash flow projection for future years. When it comes to recording purchases, businesses often use either the accrual or cash methods. The accrual method puts transactions on the books immediately upon completing the sale, while the cash method only records this once payment has been received. Ultimately you may decide to seek assistance with your accounting tasks by hiring a certified public accountant (CPA), bookkeeper, or using an online service. Learn more about managing your finances at **sba.gov/business-guide/manage-your-business/manage-your-finances**.

Hire & Manage Employees

As your business begins to grow, you may need to hire a team to meet demands and keep operations running smoothly. Before finding the right person or people for the job, you'll need to determine the type of worker you need—an independent contractor or an employee—and create a plan for paying them. If your approach is to hire employees, you'll need to consider healthcare and other benefits to attract and retain the right kind of talent and ensure your business adheres to federal and state labor laws. Learn more about hiring and managing employees at **sba.gov/business-guide/manage-your-business/hire-manage-employees**.

Marketing & Sales

The business plan you previously developed should contain the central elements of your marketing strategy. However, you should also develop—and evaluate at least annually—a

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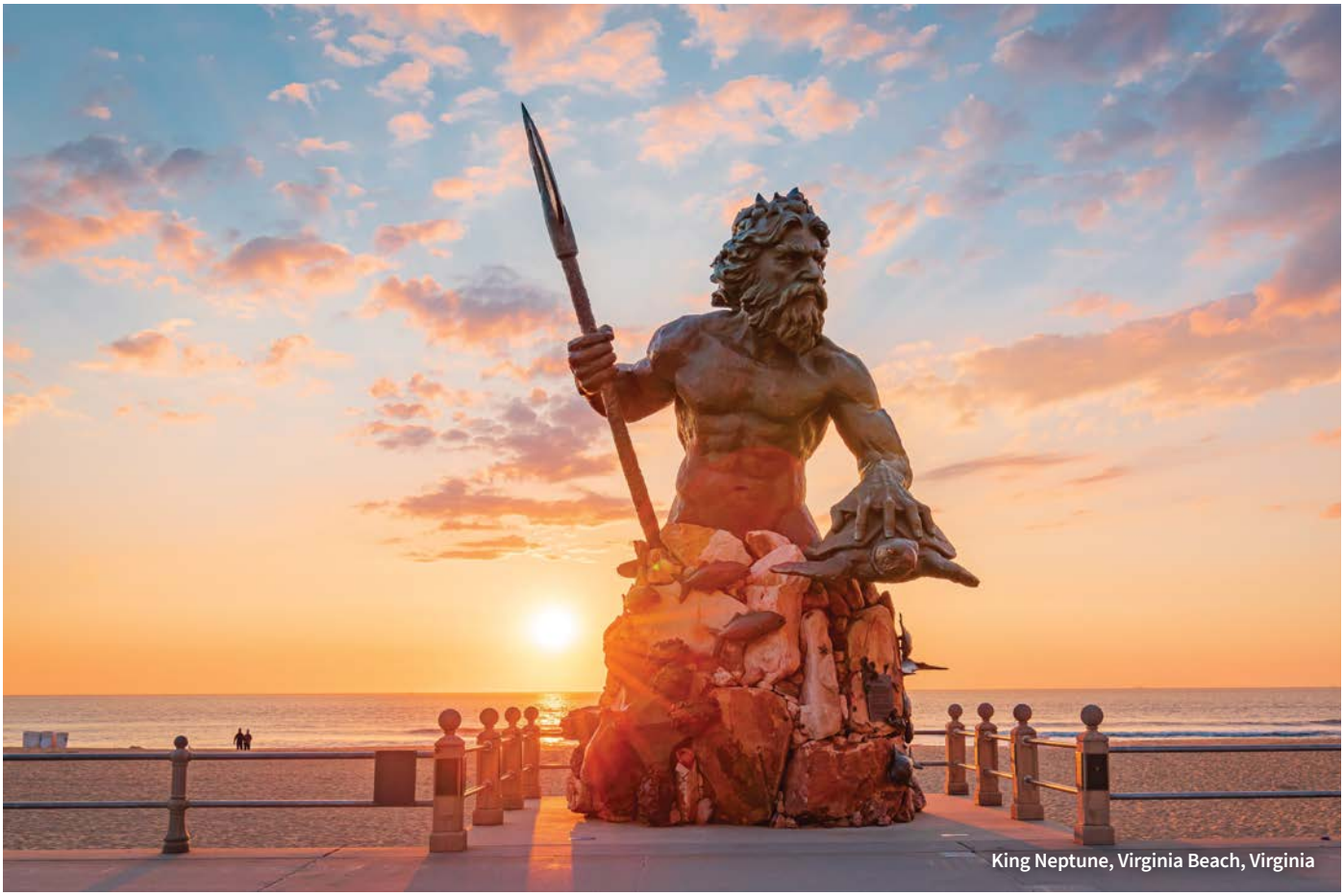

King Neptune, Virginia Beach, Virginia

marketing plan, which turns your strategy into action by describing the steps you'll take to persuade potential customers to buy your products or services. Your marketing plan should address your target market, competitive advantage, sales plan, marketing and sales goals, action plan, and marketing budget. In order to evaluate whether your marketing plan is working, be prepared to measure the return on investment (ROI) that your marketing and sales generate. Learn more about marketing and sales at **sba.gov/business-guide/manage-your-business/marketing-sales**.

Secure More Funding

Once your business is up and running, you may need more capital to sustain it. Funding sources available to established yet growing businesses are the same as those available to startups, such as grants, loans, credit, crowdfunding, and capital investment. You may discover that now, however, you may need to demonstrate your business is doing well and has had growth in order to access additional funds. Learn more about securing new funding at **sba.gov/business-guide/grow-your-business/get-more-funding**.

Expand to New Locations

Expanding your business to a new state, county, or city isn't very different from opening a brand new business there. Just as you did when you first set up your business, you'll want to make sure you register it with the right agencies and pay the appropriate taxes in the new location. Before you make any moves, though, you'll want to update your marketing plan with your new location in mind. Think about your target customer, sales plan, and competitive advantage. Next, confirm that your business is financially prepared. Build a forecast that projects estimated costs and revenue for the new location and review your balance sheet to ensure you can cover the costs of expanding. Learn more about expanding to new locations at **sba.gov/business-guide/grow-your-business/expand-new-locations**.

Become a Federal Contractor

The U.S. government is the world's largest customer. It buys all types of products and services and is required by law to provide opportunities for small businesses. In fact, they try to award a significant percentage of all federal contracts to small businesses, with a certain percentage to women-owned, minority-owned, and service-disabled Veteran-owned small businesses and HUBZone program participants. There are two broad categories of government contractors: prime contractors, who bid on and win contracts directly from government agencies, and subcontractors, who join prime contractor teams to provide a specific capability or product. To be eligible to serve as a prime contractor or subcontractor, you need to register your business with the System for Award Management (SAM) at **sam.gov** and obtain a Unique Entity Identifier (UEI). You must also make sure you legally qualify as a small business, including meeting size requirements. Learn more about becoming a federal contractor at **sba.gov/business-guide/grow-your-business/become-federal-contractor** and **sba.gov/federal-contracting/contracting-guide**.

COURTESY OF VIPC

THE VIRGINIA DEPARTMENT OF

SBSD

SMALL BUSINESS AND SUPPLIER DIVERSITY

The mission of the Virginia Department of Small Business and Supplier Diversity (SBSD) is to provide education and assistance, economic opportunity, and access to capital to small businesses, generating employment and economic growth.

OUR SUPPORTIVE SERVICES

CERTIFICATION

Certifying Virginia businesses as:

- Small, Women, and Minority-owned businesses (SWaM)
- Disadvantaged Business Enterprise (DBE)
- Service Disabled Veteran-owned businesses (SDV)
- Employment Services Organization (ESO)

BUSINESS DEVELOPMENT AND OUTREACH SERVICES

Supporting Virginia businesses with a range of workshops, trainings, webinars, and one-on-one business counseling sessions.

VIRGINIA SMALL BUSINESS FINANCING AUTHORITY

Providing financing programs to Virginia businesses, economic development authorities, and not-for-profits, including:

- Economic Development Loan Fund
- Microloan Program
- Child Care Financing Program
- Loan Guaranty Program
- Loan Participation Program

SOURCING AND COMPLIANCE

Supporting Virginia state agencies' SWaM utilization goals by collecting and analyzing data, and facilitating sourcing of certified small businesses to state agencies.

(804) 786 - 6585 www.sbsd.virginia.gov sbsd@sbsd.virginia.gov

Brooke Cagle on Unsplash

VSBFA

Virginia Small Business Financing Authority

The Commonwealth of Virginia's business and economic development financing arm.

Throughout our 30 plus-year history we have helped many small businesses gain the access to the capital they needed to grow and create jobs in the Commonwealth. Whether you own a business that is seeking a loan or you are a commercial lender needing help in offering a loan to a small business the VSBFA is happy to talk with you about your needs. Send us an e-mail or give us a call today.

sbsd.virginia.gov
VSBFA@sbsd.virginia.gov
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