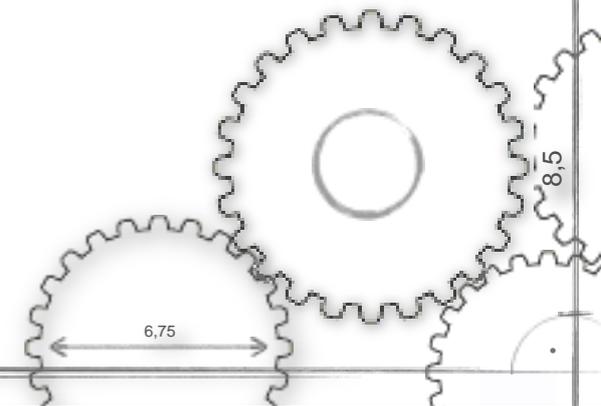




Sandy Ratliff
Business Services Manager - Southwest Office

Connecting business to resources!



The Department of Small Business & Supplier Diversity

SBSD supports economic development in the Commonwealth by helping Virginia businesses to prosper and to enhance and ensure fairness in the procurement process for all of Virginia's small, women-owned and minority-owned businesses.

- financing
- business information and counseling
- ensure fairness and equal opportunity for underutilized businesses & manage federal Disadvantaged Business Enterprise program for US Department of Transportation
- state procurement assistance and training
- increase number of certified SWAM businesses
- educational/business training opportunities

VSBFA

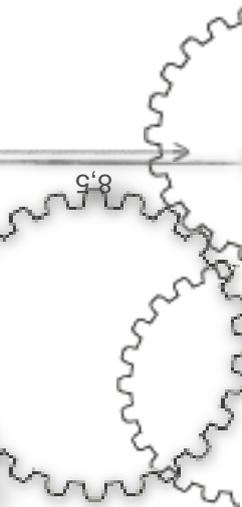
Virginia Small Business
Financing Authority

VIRGINIA DEPARTMENT OF

SBSD

SMALL BUSINESS & SUPPLIER DIVERSITY

Formula For Success!



INFORMATION

- ◉ Virginia Business Information Center
- ◉ Business One Stop

VIRGINIA DEPARTMENT OF
SBSD
SMALL BUSINESS & SUPPLIER DIVERSITY



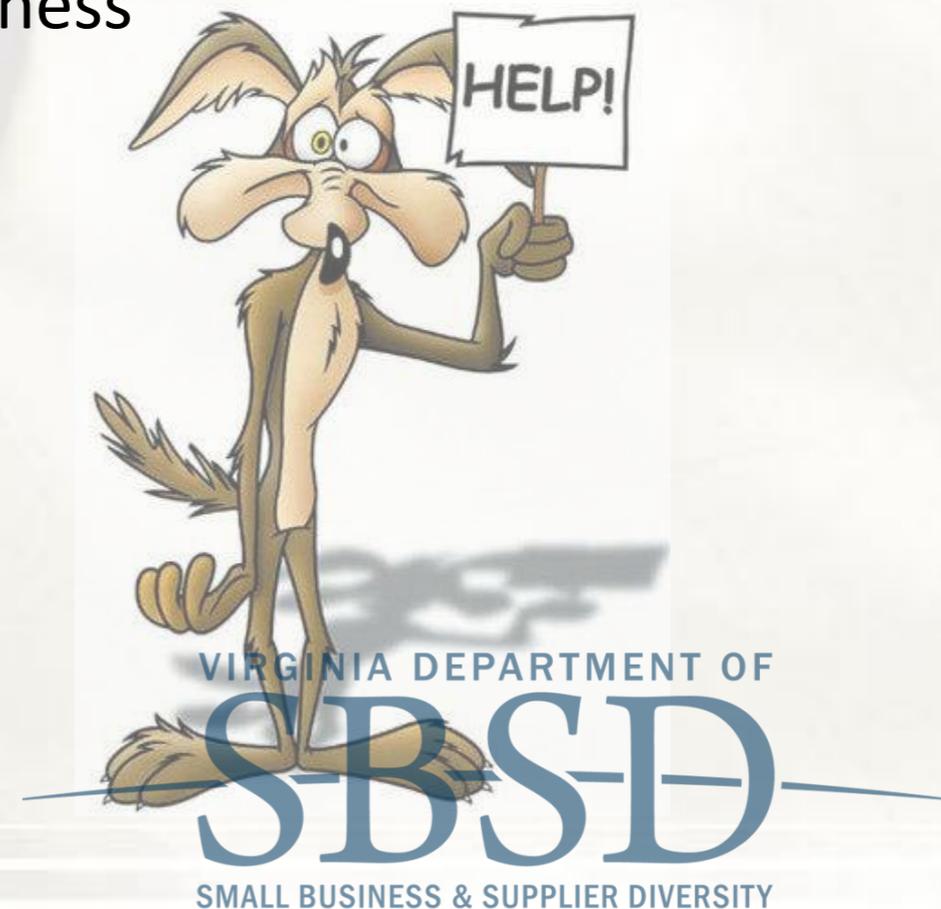
Business Information Services



To help businesses get started and to grow.

Formation Assistance

- Virginia Business Information Center (VBIC) 1-866-248-8814
 - Staffed with seasoned professionals to answer all your business startup and expansion questions.
 - Bridges the 26 state agencies, over 110 regulatory programs and over 300 forms that may touch a Virginia business
 - Questions on registration, taxation, licensing
- Interactive business plan available online at www.sbsd.virginia.gov or www.vastartup.org
 - 5 Step process to a business plan



BUSINESS ONE STOP

Home

FAQ

About

Support

Feedback

804-371-0438



 Tour

Online VA Business Registration System

 Start

Considering

I've thought about starting a business.

A quick guide from idea to launch.

Starting

I've decided to start a business.

Necessary steps before opening day.

Running

I have a company. I have questions.

Answers about taxation & licenses.

Expanding

Business is good, I could do more.

Capital for growth and development.

this is me

Yes Virginia

My company is in another state.

How and why to move to Virginia.

this is me

[Home](#)[FAQ](#)[About](#)[Support](#)[Feedback](#)[804-371-0438](#)

We're here to help keep things on-track.

Your success is our success. Think of The Commonwealth of Virginia as a partner in all of your business efforts.

Taxes

Remember that taxes paid by businesses and individuals are what pays for our schools, public safety, parks, libraries, etc..

- Taxes are collected at the [Federal](#)  IRS, [state](#), and [local](#)  levels.
- Learn about the Sales Tax [Electronic Filing Requirement](#).  New!
- Check out the new [Exemptions for tech businesses](#).

Employees

- Highly-skilled workers are available through [cost-saving apprenticeships](#). 
- Virginia is a right-to-work state and recognize at-will employment. Learn more about [what this means for you](#).
- Find quick links; go here for the authoritative [reference on employment in Virginia](#). 
- If you hire three or more employees, be aware of the requirements for [workers' compensation](#). 
- You need to have a withholding and unemployment tax account in the name of [each employee you hire](#).  or by phone, 804-367-8037.

[Home](#)[FAQ](#)[About](#)[Support](#)[Feedback](#)[804-371-0438](#)

Steps to launching a business:

① choose a structure

A business becomes a 'legal entity' meaning that it can own property, can hold bank accounts, and pays taxes almost exactly as if it were a living citizen of the Commonwealth of Virginia. There are several types, however, each with its own benefits and limitations. While it can be changed later, it is far easier to make this decision correctly before going further.

Business structures are like classes of cars. There are reasons to buy a pickup truck, a coup, sedan, SUV, minivan; just like there are reasons to choose LP, LLC, S-Corp, C-Corp, etc.. The 'right choice' for you is truly dependant on your needs. Get to know the types and make a good decision for yourself. This decision impacts taxes, the relationships between owners, and, legal liability. If the company is sued for personal injury, can the plaintiff sue you personally and take your house, car, and bank accounts? These are important considerations.

Sole Proprietorships are usually owned by a single person or a couple. You're personally liable for all business debts, can freely transfer all or part of the business, and for taxes, you can report profit or loss as personal income.

Limited Liability Companies (LLC's) are very popular. You have limited legal liability like a full corporation however, for taxes they're more like Sole Proprietorships or Partnerships.

General Partnerships let you share profit, loss, and managerial duties among the partners, and each is personally

One-on-One Counseling Sessions



Need Based:

- Accessing New Markets/Sales Growth
- Tailored Sales Development Solutions
- Financing Resources
- Selling to the Commonwealth
- Technology in Business

To schedule an appointment, contact:

Sandy Ratliff, Business Services Manager
276-676-3768
Email: sandy.ratliff@sbsd.virginia.gov



Business Financing



VIRGINIA DEPARTMENT OF
SBSD
SMALL BUSINESS & SUPPLIER DIVERSITY

VSBFA

Virginia Small Business
Financing Authority



Virginia Small Business Financing Authority

Virginia's economic development and business financing arm

VSBFA banks make loans to businesses that can demonstrate repayment ability, but where the bank needs additional collateral support or a more robust secondary repayment source by providing:

- Cash collateral
- Subordinate companion loans
- Guaranties
- Loan loss reserves
- Loan purchase participations



VSBFA

Virginia Small Business
Financing Authority

VSBFA Programs

VSBFA

Virginia Small Business
Financing Authority

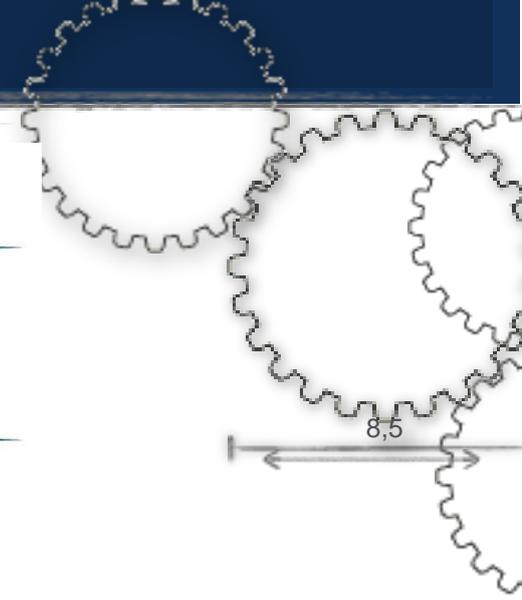
- ◉ **Economic Development Loan Fund** = *a companion loan for fixed asset financing needs designed to fill the financing gap between the banks loan and private equity. The business client has two loans, one from the bank and one from the VSBFA.*
- ◉ **Loan Guaranty Program** = *this is a traditional deficiency guaranty of a bank loan. It can be used for lines of credit or term loans any time the bank believes it needs additional support in order to approve a business loan request.*
- ◉ **Child Care Financing Program** = *this is direct loan from the VSBFA to a childcare center or family home provider. The VSBFA can provide a loan for the necessary items the center needs such as cots, fencing, playground equipment, buses and etc.*

VSBFA Programs.....

VSBFA

Virginia Small Business
Financing Authority

- ◉ **State Small Business Credit Initiative (SSBCI)** = *used in situations where the business loan applicant has the demonstrated ability to cash flow the debt, but the collateral coverage is insufficient for the banks normal underwriting standards. Can be used for lines of credit or term loans.*
- ◉ **SSBCI Loan Purchase Participation Program** = *used in those situations where the bank wants to sell a portion of the proposed loan to the VSBFA. Where warranted, the VSBFA will consider being in a subordinate position to the bank.*
- ◉ **SSBCI Virginia Capital Access Program** = *this program provides loan loss insurance to a bank to cover a portfolio of enrolled loans. It is designed to be a quick, efficient means of obtaining a credit enhancement from the VSBFA.*



VSBFA Contacts:

Southwest Virginia & Southern Valley: Linda Gilbert

540-492-0493 or linda.gilbert@sbsd.virginia.gov

Hampton Roads & Southern Virginia:

Mary Jo Sisson-Vaughan - 804-371-8184

MaryJo.SissonVaughan@sbsd.virginia.gov

Northern Virginia & Northern Valley: Anna Mackley

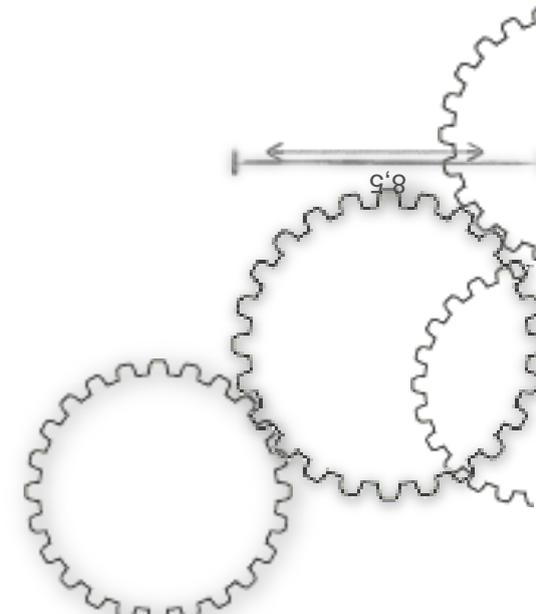
804-371-8255 or anna.mackley@sbsd.virginia.gov

Central Virginia & Northern Neck: Patty Thorne

804-371-8208 or patty.thorne@sbsd.virginia.gov

Utility Player: Scott Parsons

804-371-8256 or scott.parsons@sbsd.virginia.gov



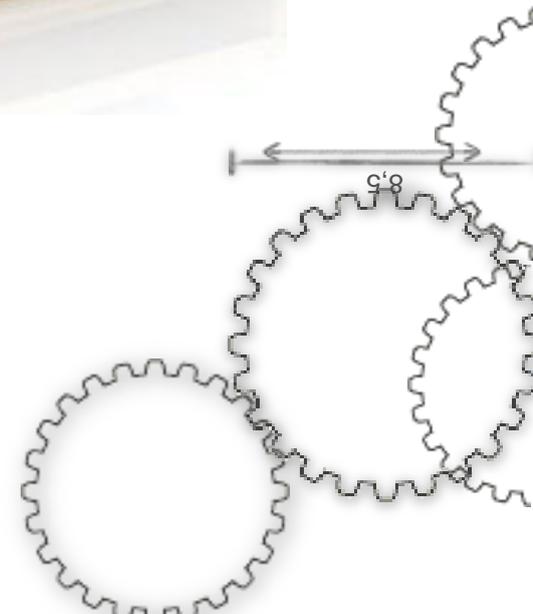
Small Business Jobs Grant

For Qualified Small Businesses:

- Help offset costs of hiring employees
- Grants range from \$500 to \$2000 for each new full-time position
- Must be startup or existing business investing \$100,000 in the Commonwealth
- Pay minimum entry-level wage per hour of at least 1.35 times federal minimum
- Create minimum 5 full-time jobs within 24 months
- Must be basic sector industry

Contact: Duc Truong at 804-371-2097

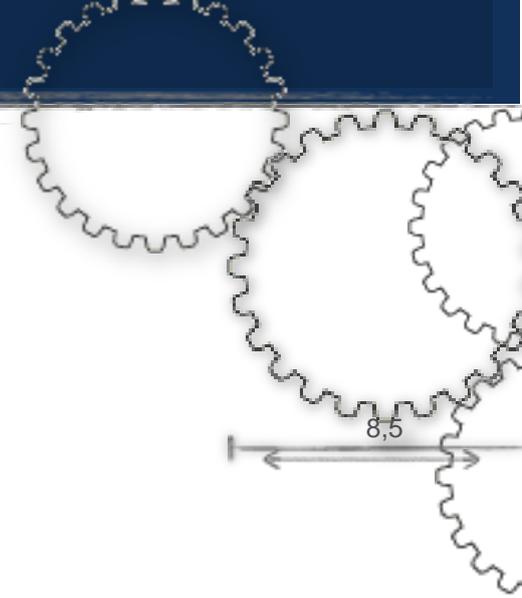
Accessing New Markets



Selling to the Commonwealth

- ◉ 2014 = **\$6.97 Billion** in goods, services and construction purchased - 701,539 Orders
- ◉ 2013 = **\$6.02 Billion** - 707,491 orders
- ◉ 2012 = **\$6.36 Billion** - 720,858 orders
- ◉ 245 Agencies - 595 Localities - 84,181 Vendors

Are your businesses included in these numbers?



Connecting to State Government Markets



Business in the Capitol City

eVA.virginia.gov



► You can make eVA run more efficient by adjusting your **Browser Settings**



eVA Customer Care 1-866-289-7367
eVACustomerCare@dgs.virginia.gov

Popular Features



State
Contracts



Solicitations
Quick Quote
& Awards



Future
Procurements



Procurement
Transparency
Public Reports



Small, Woman &
Minority Owned

Purchase U.S.

New & Improved

EVA - How does this help...

Buyer Bidders Lists

- who they are... name, contacts, addresses
- what they sell.... commodity codes
- where they sell.... service areas

Solicitation Notifications... email

Order delivery choices

- electronic.... email

Search for opportunities... VBO

Bid on-line... Quick Quote

Commonwealth Spend – FY 2013

Russell County = \$8.09 Million

Spend* by VA County - Current and Prior FY

X

FY2013 Totals

Right click on map to Print

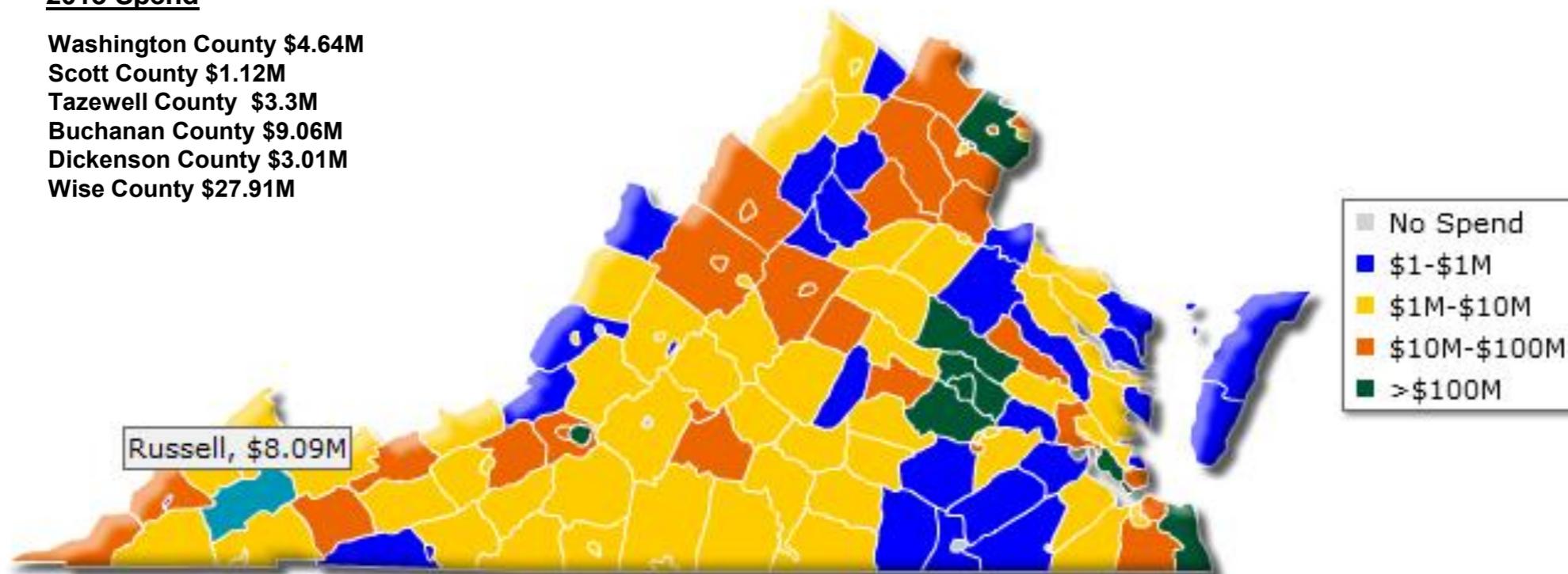
Total Virginia Spend - **\$3.95B**
Total Spend Outside Virginia - **\$1.86B**

Click County/City to see Vendor Spend Totals

Click [here](#) to return to FY2014 totals

2013 Spend

Washington County \$4.64M
Scott County \$1.12M
Tazewell County \$3.3M
Buchanan County \$9.06M
Dickenson County \$3.01M
Wise County \$27.91M



*Based on vendor's ordering address

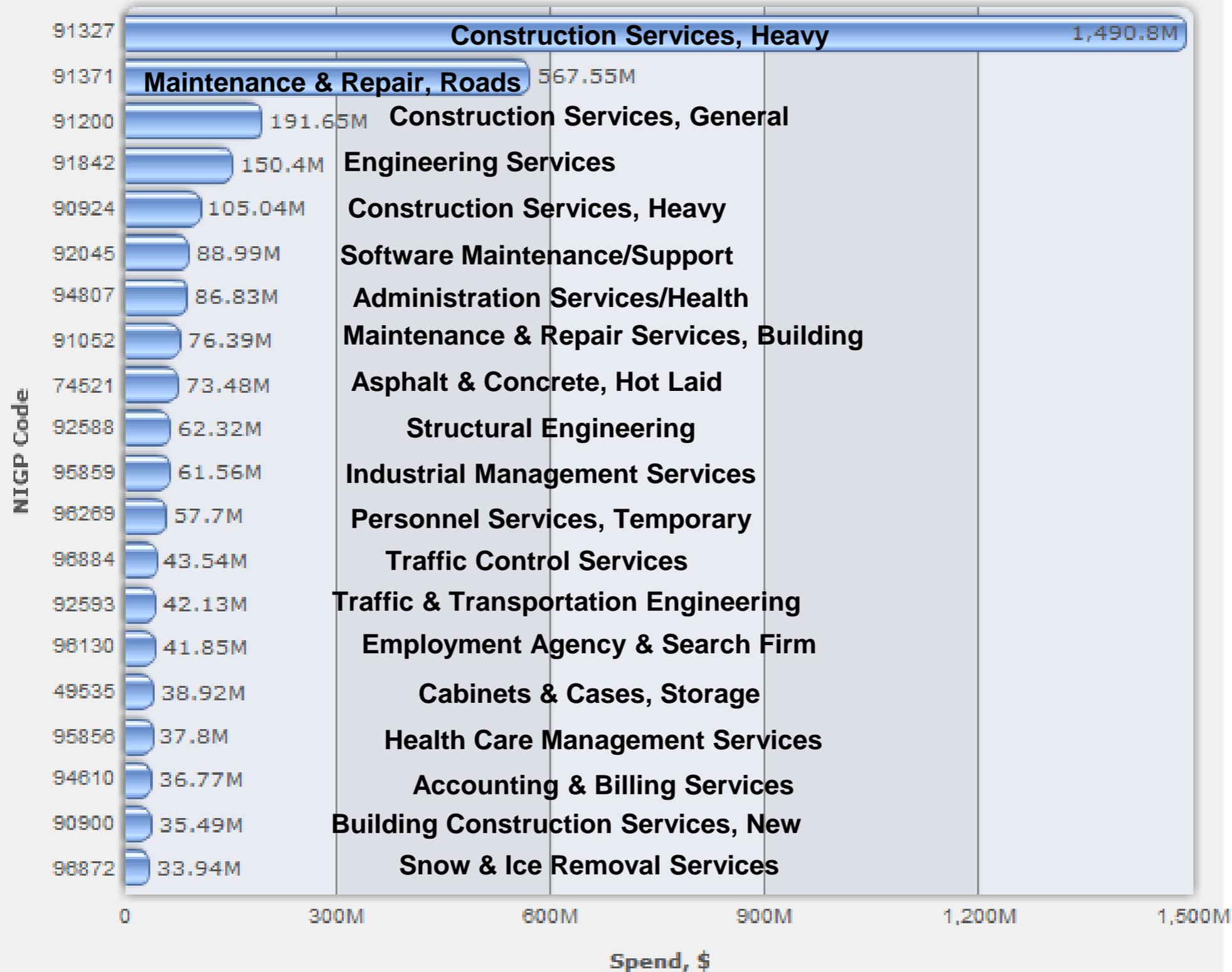
Current FY

Prior FY

2013

Right click on chart to Print or Save

[Click for Transaction Count](#)



- **Examples of Purchasing:**

- Soft Drinks

- 01/01/2013 - 12/31/2013 = \$313,624 – 683 PO's

- Souvenirs: Promotional, Advertising, etc.

- 01/01/2013 - 12/31/2013 = \$946,588 - 985 PO's

- Grounds Maintenance: Mowing, Edging, Plant (Not Tree) Trimming, etc.

- 01/01/2013 - 12/31/2013 = \$10,774,778 – 1,066 PO's

- Tires and Tubes, Passenger Vehicles

- 01/01/2013 - 12/31/2013 = \$859,453 - 335 PO's

- Concessions, Catering, Vending: Mobile and Stationary

- 01/01/2013 - 12/31/2103 = \$15,013,077 – 11,657 PO's

- Building Maintenance

- 01/01/2013 - 12/31/2013 = \$4,521,774 - 1,330 PO's

- Earth Moving Equipment Rental

- 01/01/2013 - 12/31/2013 = \$17,314,397 - 530 PO's

- Janitorial/Custodial Services

- 01/01/2103 - 12/31/2013 = \$19,520,605 – 1265 PO's



Vendor Reports

Step 3: Run a Commodity Spend Report - 702

Look-up the purchasing history for your commodity - 703

Vendor Spend by Zip Code Search - 704

See what your competition is doing within the Commonwealth/ who they are selling to - 701

Find other vendors selling your same commodities - 720

The screenshot shows the eVA Report and Resource Center interface. At the top, there is a navigation bar with the eVA logo and the text "Report and Resource Center". Below this, there are tabs for "Reports" and "Documents". The main content area is divided into several sections:

- Order Data:**
 - 700 Purchase Order View
 - 701 See a summary of Purchase Orders for one Vendor
 - 702 Who's Buying What I Sell?
 - 703 Commodity Summary Spend at a Glance
 - 704 Which Businesses are Getting Orders? (by Zip Code)
- Vendor Data:**
 - 720 Vendor Search by Name, ID, or NIGP Commodity Code(s)
- Reports:**
 - 741 VA Buyer Shipping and Billing Addresses
 - 741 Solicitation Listing (PPEA-PPTA Offered)

On the right side of the interface, there are several charts and reports:

- VA Spend Distribution:** A pie chart showing the distribution of spend across different categories.
- eVA Spend History:** A bar chart showing spend over time.
- Top 20 Registered Vendors:** A horizontal bar chart showing the top 20 vendors by spend.
- Commodities Grouped by Dollar Range:** A bar chart showing spend for different commodities grouped by dollar range.
- Order Counts by Dollar Range:** A bar chart showing the number of orders for different dollar ranges.
- VA Spend by VA County:** A map of Virginia showing spend by county.
- eVA Spend by State:** A map of the United States showing spend by state.

At the bottom right, there is a link to the "eVA Home Page".

Commodity Spend - 703

[Suggestions/Comments?](#)

Select your search preference: Specific Vendor
 Specific NIGP Codes, Contract #s or Key Words

Select Date Choice:

From: 

To: 

(Maximum of three months recommended)

Enter at least one field:

Line Item Description:

NIGP Commodity Code(s):

Contract #:

Example: server

[NIGP Code Lookup](#)

Engineering Services, Professional

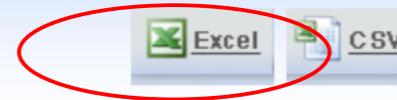


Commodity Report - 702

User Selected/Entered Choices:

NIGP Commodity Code(s):	92500
Start Date:	01/01/2013
End Date:	06/30/2013

Save in Excel →



<u>NIGP code</u>	<u>Purchasing Entity</u>	<u>Order #</u>	<u>Order Date</u>	<u>Vendor Name (as shown on Order)</u>	<u>SWAM</u>	<u>Order Line #</u>	<u>Line Description</u>
92500	A123 Department of Military Affairs	EP933781-V2	5/15/2013	POND & COMPANY CEGG		2	Under this Change Order # 1, additional construction administrative servi
92500	A128 Virginia Veterans Care Center	EP1024603	5/9/2013	DAY & KINDER CONSULTING ENGINEERS PLLC	S	1	Invoice 3847 Structural Engineering Comm No. 12-253 Utility Shed- Dra
92500	A128 Virginia Veterans Care Center	EP993487	3/5/2013	DAY & KINDER CONSULTING ENGINEERS PLLC	S	1	Invoice 3761 Structural Engineering Comm No. 12-253 Utility Shed- Dra
92500	A194 Department of General Services	EP1021377	5/3/2013	AUSTIN BROCKENBROUGH & ASSOCIATES L L P	S	1	PROJECT ORDER NUMBER THREE FOR A/E TERM CONTRACT FOR □ Constructions Specifications provided in a format consistent with the d
92500	A204 College of William and Mary	DO1571141-V2	4/10/2013	VT Design, LLC		1	REVIEW PROPOSAL & RFP'S FOR NEW VESSEL REPORT ON POSIT
92500	A204 College of William and Mary	DO1583067	4/19/2013	VT Design, LLC		1	STABILTIY TEST & REPORT FOR THE R/V TIDEWATER. DUE NO LAT
92500	A204 College of William and Mary	DO1591164-V2	6/6/2013	VT Design, LLC		1	SIMPLIFIED STABILTIY TEST/DAVIT LIFTING CAPACITY AND REPOR
92500	A208 Virginia Polytechnic Institute and State Universit	A208_P2418210	1/3/2013	ECS MID-ATLANTIC LLC		1	Furnish technician and equipment to perform GPR
92500	A208 Virginia Polytechnic Institute and State Universit	A208_P2418212	1/3/2013	FACILITY DYNAMICS ENGINEERING	S	1	Professional Services for July 2011 - Virginia
92500	A211 Virginia Military Institute	DO1576697-V2	3/29/2013	CLARK NEXSEN OWEN BARBIERI GIBSON PC		1	Cocke Hall Pool Electrical Upgrade Design - Tasking CN-12-054-08
92500	A211 Virginia Military Institute	DO1577122	3/29/2013	THOMPSON & LITTON	S	1	A/E Services for Moody Hall Exterior Repairs - V211-11-054 - Tasking V1
92500	A211 Virginia Military Institute	DO1587085	5/3/2013	FROEHLING AND ROBERTSON INC	M	1	Project Inspector Services for: Kilbourne Hall Office Modifications and Fo
92500	A214 Longwood University	DO1571482	3/12/2013	WORLEY ASSOCIATES	S	1	Confirmation order for contract approved by Ken Copeland 2/28/13 and M
92500	A214 Longwood University	DO1585264	4/26/2013	DJG INC	S	1	Confirmation for contract signed by K. Copeland dated 4/17/13 utilizing th

Vendor Information - 701

[Suggestions/Comments?](#)

Select your search preference: Specific Order # Specific Vendor

Specific Vendor (choose one) Vendor Name eVA Vendor ID (VCUST)

E19300

Thompson and Litton

Select Ordered Date:

Custom

From:

01/01/13

To:

06/30/13

(order versions for the chosen time period will be returned)

(Maximum of three months recommended)

Look at competitors activity!

Vendor Information - 701

Order #	Requisition #	Ordered Date	eVA Vendor ID (VCUST)	Vendor Location ID (VLIN)	Vendor Name	Order Line #	Previous Line Total	Line Amount Difference	Current Line Total	Contract #	Ordering Entity Code	Ordering Entity Description
07_1331773	IRQ:A207_1331773	1/24/2013	E19300	VA10002962	Thompson & Litton	1			\$750.00		A207	University of Virginia
01561300	PR5344640	2/1/2013	E19300	VA10002962	THOMPSON & LITTON	1			\$9,686.00	V211-11-054	A211	Virginia Military Institute
0765974-V2	PR4584688-V2	2/11/2013	E19300	VA10002962	THOMPSON & LITTON	1	\$312,594.00	(\$57,478.00)	\$255,116.00	156-906000-011-PTT		Virginia State Police
0765974-V2	PR4584688-V2	2/11/2013	E19300	VA10002962	THOMPSON & LITTON	2	\$0.00	\$45,465.34	\$45,465.34	156-906000-011-PTT	A156	Virginia State Police
0765976-V2	PR4584689-V2	2/11/2013	E19300	VA10002962	THOMPSON & LITTON	1	\$59,070.00	\$0.00	\$59,070.00	156-906000-011-PTT	A156	Virginia State Police
0765976-V2	PR4584689-V2	2/11/2013	E19300	VA10002962	THOMPSON & LITTON	2	\$0.00	\$12,012.66	\$12,012.66	156-906000-011-PTT	A156	Virginia State Police
01532041-	PR5189300-V2	3/11/2013	E19300	VA10002962	THOMPSON & LITTON	1	\$31,037.00	\$0.00	\$31,037.00	V211-11-054	A211	Virginia Military Institute
01532041-	PR5189300-V2	3/11/2013	E19300	VA10002962	THOMPSON & LITTON	2	\$4,630.00	\$0.00	\$4,630.00	V211-11-054	A211	Virginia Military Institute
01532041-	PR5189300-V2	3/11/2013	E19300	VA10002962	THOMPSON & LITTON	3	\$0.00	\$5,670.00	\$5,670.00	V211-11-054	A211	Virginia Military Institute
001295259	PR5411205	3/19/2013	E19300	VA10002962	THOMPSON & LITTON	1			\$2,640.00		A299	Mountain Empire Community College
01577122	PR5430952	3/29/2013	E19300	VA10002962	THOMPSON & LITTON	1			\$36,717.00	V211-11-054	A211	Virginia Military Institute
01583061	PR5464767	4/19/2013	E19300	VA10002962	THOMPSON & LITTON	1			\$25,968.00	V211-11-054	A211	Virginia Military Institute
01590023	PR5502383	5/14/2013	E19300	VA10002962	THOMPSON & LITTON	1			\$31,753.00	V211-11-054	A211	Virginia Military Institute

Target for future projects!



Competition or Prospects?



704 - Which Businesses are Getting Orders? (by Zip Code/County)



[Suggestions/Comments?](#)

Private sector markets!

Select Date Choice:

Custom

From:

01/01/13



To:

06/30/13



(Maximum of two months recommended)

Zip Codes (enter five digits):

24015,24016,24001,24002

Multiple zip codes can be entered with commas to separate values

OR

VA County:

0 Items

Run Report

Reset

VIRGINIA DEPARTMENT OF

S-B-S-D

SMALL BUSINESS & SUPPLIER DIVERSITY

Competition or Prospects?

This report was run at 02/26/2014 15:22:49

Trouble downloading? [Click here](#)

Query Selections:

Zip Codes:	24015,24016,24001,24002,24003,24004,24005,24006,24007,24008,24009,24010,24022,24024,24025,24026,24027,24028,24029,24030,24031,24032,24033,24034,24035,24036,24037,24038,24040,24042,24943,24011,24023,24017,24013,24018,24014,24012,
Start Date:	01/01/13
End Date:	06/30/13

Save in Excel 



If vendor total spend = \$0, change order(s) were processed for entered timeframe and price was not affected.

Vendor Name (as shown on order)	SWAM	Service Zone(s)	Street Address	City	ST	ZIP	Country	Solicitation Contact	Solicitation Contact Phone	Solicitation Contact Fax	Solicitation Contact Email	# Orders	Total Spend	Last Sale
2nd Helpings			1502 Williamson Rd	Roanoke	VA	24012	US					6	\$2,087.21	5/31/2013
4dd Studios		10	1018 4th St SE Suite F	Roanoke	VA	24013	US	Salem Ehab	540-890-2070	540-890-2070	ehabsalem@4ddstudios.com	1	\$250.00	1/9/2013
Aaa Trophies			4115 Williamson Rd	Roanoke	VA	24012	US					1	\$1,130.00	4/3/2013
Abal Material Handling Inc	S	10	1401 PLANTATION RD.	ROANOKE	VA	24012	US	Tim Moses	540-982-2796	540-982-2798	tim@abalmh.com	2	\$11,025.00	4/25/2013
Abal Material Handling Inc	S	10	1401 Plantation Rd NE	Roanoke	VA	24012	US	Tim Moses	540-982-2796	540-982-2798	tim@abalmh.com	1	\$1,320.00	1/7/2013
Abasn Promotional Products			1736 Greenwood Road	Roanoke	VA	24015	US	Green Horace	540-493-1020	540-400-0665	abasnpromo@cox.net	3	\$4,215.16	6/18/2013
Abbott Bus Lines Inc		10	1704 GRANBY STREET	ROANOKE	VA	24012	US	ABBOTT BUS LINES INC	540-343-1133	540-982-3986	JDABBOTT@ABBOTTBUS.COM	25	\$175,847.00	5/21/2013
Abf Freight System Inc			5259 Aviation Dr NW	Roanoke	VA	24012	US					1	\$193.95	1/24/2013
Access Inc	S	10	701 Patterson Ave	Roanoke	VA	24016	US	Jerry Dunnivant	540-344-8499	540-344-4079	jerry@visitaccess.com	4	\$5,067.50	6/18/2013
Access Inc	S	10	701 Patterson Avenue	Roanoke	VA	24016	US	Jerry Dunnivant	540-344-8499	540-344-4079	jerry@visitaccess.com	4	\$79,094.79	5/31/2013
Access, Inc.	S	10	701 Patterson Avenue	Roanoke	VA	24016	US	Jerry Dunnivant	540-344-8499	540-344-4079	jerry@visitaccess.com	2	\$2,792.87	3/8/2013
Ace Steel Inc		10	2200 Buford Avenue, SW	Roanoke	VA	24015	US	Dallas O'Dom	540-985-0292	540-343-3273	dallas@ace.roacoxmail.com	2	\$2,102.97	5/28/2013

Governor's Executive Order 33

- The Commonwealth of Virginia purchases over **\$6 Billion** in goods and services annually
- Small Business Goal – 40%
- Small business goals in every state agency's procurement plan
- Vendors must be SWAM certified to tap into this set aside
- **Small** AND/OR Woman AND/OR Minority
- Department of Small Business and Supplier Diversity
- www.sbsd.virginia.gov



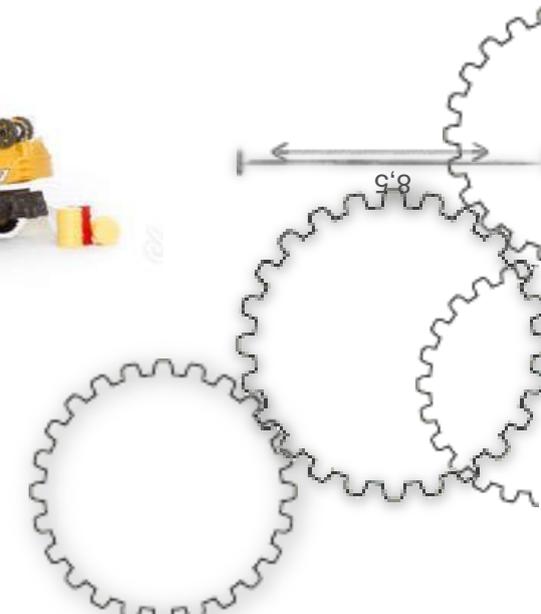
SWAM Certification



- **Small** AND/OR Woman AND/OR Minority
- Department of Small Business and Supplier Diversity
- www.sbsd.virginia.gov
- Mandatory set-aside program



Building Business Skills - Training



Business Information Services

- ◉ **Deliver customized workshops for aspiring and established entrepreneurs**
- ◉ **Partner with other business support agencies to connect businesses with FREE business assistance services**
- ◉ **Entrepreneur Express Program - Virginia's business showcase program. Created in Southwest Virginia and went statewide within 6-months.**

Entrepreneur Workshops

- Partnership with Service Providers and localities
- Workshop Types:
 - Starting and growing a business
 - How to sell to the Commonwealth
 - eCommerce & Promotion
 - Marketing Your Business
 - Using iPad for Business
 - Mobile Marketing
 - Technology in Business
 - List of events:

www.vastartup.org/register



TECHNOLOGY IN BUSINESS

October 22, 2014
9-11:30 AM

One of the greatest hurdles of business owners is the lack of knowledge about the effect technology has on business growth. It can simplify, automate and speed up tasks you do everyday in business.

Workshop Segments

- Cloud Computing - What is it and uses
- Internet of Things - Why website and social media
- Mobile for Business - How tablets and smart phones can increase productivity
- Apps for Business - Manage operations, mobile payments and more tools to save money

Location
Greenfield Education and Training Center
57 South Center Drive
Daleville, VA 24083

The Greenfield CENTER

Advanced registration required at:
www.vastartup.org/register

VIRGINIA DEPARTMENT OF SBSD

eCommerce Sales & Promotion Workshop

eBay
Pinterest
Etsy
Mobile Marketing

October 15, 2014
9:00 AM - 12:00 PM

The Franklin Center
50 Claiborne Ave
Rocky Mount, VA 24151

Cost: FREE
Register at: www.vastartup.org
276-676-3768

SALES

THE FRANKLIN CENTER FOR AN ADVANCED LEARNING & ENTREPRENEUR CENTER

SMITH LAKE

People inc.

SBSD

iMarketing Workshop
January 23, 2014 -- 9 AM - 11 AM
Virginia Highlands Small Business Incubator
851 French Moore Jr. Blvd - Abingdon, VA

Are you a serious business owner who wants an edge over your competition?

Workshop Topics Include:

- How to develop a marketing plan including mobile
- Do's and don'ts to advertising and social media
- Channels to market/promote your business

Advanced registration required at:
www.vastartup.org
Contact Washington County Chamber at
276-628-8141 for additional information

FREE to Chamber Members; \$15 non-members

VIRGINIA HIGHLANDS SMALL BUSINESS INCUBATOR

Virginia DBA Department of Business Assistance

Targeted Programs

- Partner with communities and organizations to create targeted entrepreneurship development programs
- Examples:
 - My Southwest Virginia Opportunity
 - Town of Marion Bootcamp
 - Washington County Business Challenge
 - Bristol Chamber Certified Entrepreneur Program
 - Roanoke How to Start a Food Truck Workshop
 - Crowdfsource Funding Workshop

How to Start a Food Truck Business

April 3, 2014
8:30 AM - 12 PM

**JEFFERSON CENTER
FITZPATRICK HALL
541 LUCK AVENUE S.W.
ROANOKE, VIRGINIA**

A workshop for those wanting to learn the in's and out's of this type of business!

FREE
Advanced registration required

ROANOKE

For additional information, contact Lisa Solits with the City of Roanoke at 540-853-1694.

Register at www.vastartup.org/register

SOUTHWEST VIRGINIA Opportunity SUMMIT

May 8, 2014
9 a.m. - 3:30 p.m.

ATTENTION All Entrepreneurs and Small Business Owners

Join us for a day of networking, business training and marketing resources for those who plan to start their own business and the communities that support these entrepreneurs. Registration is free and lunch will be provided.

Register online at vastartup.org.
For more information, call Brandi Hall at 276-889-8188.

Southwest Virginia Technology Development Center
141 Highland Drive
Lebanon, Va.

Washington County Challenge

Session 1
INTRO TO STARTING A BUSINESS

What does it take to be an Entrepreneur?
Start Up Checklist
Do I need a business plan?

MARCH 6, 2014
6-8 PM

Virginia Highlands Small Business Incubator
851 French Moore, Jr. Blvd
Abingdon, Va 24210

Marion's Small Business Boot Camp

Marion (VA) Town Hall
138 West Main Street
Marion, VA 24354

Contact Ken Heath or Olivia Hall

WASHINGTON COUNTY BUSINESS CHALLENGE 2014

Start a Business
Expand a Business
Learn New Business Management Skills

\$10,000 in Business Investment Grants Available

ATTENTION
ENTREPRENEURS & SMALL BUSINESS OWNERS
READY TO TURN THAT IDEA INTO A BUSINESS?
BUSINESS CHALLENGE CONTEST
MARCH 6 - APRIL 10, 2014

Applications due by: **February 18, 2014**

Contact For Details:
Washington County Chamber of Commerce
1 Government Center Place, Suite D
Abingdon, Virginia 24210
276-628-8141
washctybiz@gmail.com

One-on-One Counseling Sessions



Need Based:

- Accessing New Markets/Sales Growth
- Tailored Sales Development Solutions
- Financing Resources
- Selling to the Commonwealth
- Technology in Business

To schedule an appointment, contact:

Sandy Ratliff, Business Services Manager
276-676-3768

Email: sandy.ratliff@sbsd.virginia.gov



Contact us!



Connect
with us

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Southwest Virginia
Sandy Ratliff
276-676-3768
sandy.ratliff@
sbsd.virginia.gov

Southern Virginia
***Tammy Farmer**
804-371-8258
tammy.farmer@
sbsd.virginia.gov

*currently on active duty to return Oct. 2014

VBIC
866-248-8814

Central, NVA & Eastern Virginia
Duc Truong
804-371-2097
duc.truong@
sbsd.virginia.gov

**Okay....Who has
QUESTIONS?**



Let us connect you to business resources!



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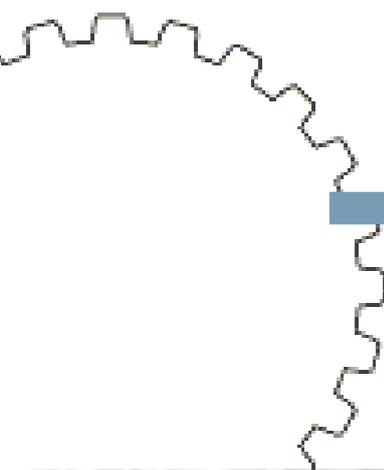
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Thank
you.

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