



# “Small Business Resources”

Presented to the Chamber  
Policy Committee

September 15, 2015

# Assistance to Local Businesses - Local

## Prince William County

- Economic Development:

- Maintain a comprehensive database of existing commercial space.
- Maintain a complete and searchable demographic database.
- Maintain an on-line business directory (in process).
- Maintain and Publish a comprehensive guide to establishing or expanding a business in the County. Topics include:

financing

procurement

exporting

community resources

permitting

labor resources

technical assistance

# Assistance to Local Businesses - Local

## Prince William County

- Finance: The Procurement Office and the Prince William Chamber recently cosponsored a successful day long session introducing numerous local firms on how to do business with the County.
  - In 2014 the procurement manager spoke to an audience of 30+ local businesses.
  - In March 2015 procurement held an open house.
  - In April 2015 the procurement manager spoke at the Chamber Government Contractors annual event.
- Planning and Economic Development: This joint project showcases certain Potomac Shores locations for redevelopment and investment. If successful, the results could be additional traffic to the area that might stimulate local businesses and an increase in property value for businesses that own and maintain facilities.
- <http://www.pwcecondev.org/PotomacCommunitiesBrochure.pdf>

# Assistance to Local Businesses - Local

## Flory Center

The Flory Small Business Center, Inc. is a non-profit, tax-exempt organization established to assist existing small businesses and start-up entrepreneurs access capital for expansion, increase sales, and create and retain jobs.

- The Center's Business Consultants provide one-on-one appointments to existing business owners.
- Staff works with Start Up entrepreneurs after they have attended the required 4 hour Start Up Small Business Workshop that is offered once each month on a Saturday morning at no charge to attendees.
- <http://florycenter.mymediaroom.com>

# Assistance to Local Businesses - Local

## Prince William County Minority Business Network

The network was established in 2013 to provide resources for minority owned businesses in Prince William County.

- The network focuses on creating networking opportunities, advocating for minority owned businesses, provides professional development opportunities, increasing community outreach, and strengthening economic development in the community.
- The organization sponsors Networking Socials, held on the 3rd Thursday of each month.
- The organization sponsors an annual event and awards ceremony.
- The organization is developing a directory of County minority owned firms.
  - [https://docs.google.com/forms/d/1HN6FCDVPEdlzRCIJf2mmDBLHurg\\_JbDxRVb1dKStOBg/viewform](https://docs.google.com/forms/d/1HN6FCDVPEdlzRCIJf2mmDBLHurg_JbDxRVb1dKStOBg/viewform)
- [http://www.nevilleempowermentnetworkinc.com/our\\_outreach/prince\\_william\\_county\\_minority\\_business\\_network](http://www.nevilleempowermentnetworkinc.com/our_outreach/prince_william_county_minority_business_network)

# Assistance to Local Businesses - Local

## **The Haymarket Gainesville Business Association (HGBA)**

Formed in 1990, the mission of the HGBA is to provide an engaging opportunity for members to be well-positioned in the Haymarket-Gainesville community by:

- Providing networking opportunities
- Promoting collaboration
- Delivering timely local information

The vision of the HGBA is to be the premier association supporting business and community involvement in the Haymarket-Gainesville area.

<http://hgba.biz/>

<http://www.meetup.com/Haymarket-Gainesville-Business-Association/>

# Assistance to Local Businesses - Local

## **Manassas Innovation Garage**

The Manassas Innovation Garage is a regular meetup for members to come and show off projects they are working on or have finished. No project is too small.

It is an opportunity for others to come see what others are working on and look for inspiration, or to work on a project with a small group. The Manassas Innovation Group offers opportunities for:

- networking
- collaboration

<http://www.meetup.com/Manassas-Innovation-Garage/>

# Assistance to Local Businesses - Local

## Prince William Professional Networkers (PWPN)

The purpose of this is to help build each others business.

- Only one single profession can be a member, but anyone from any profession is welcome to attend as a guest.
- This is a group for anyone who is interested in building their business.
- It is a weekly meeting.
- <http://www.meetup.com/Prince-William-Professional-Networkers/>



# Assistance to Local Businesses - Local

## **BNI Woodbridge Connection**

- An affiliate of Business Network International.
- Focus on business growth and referral networks.
- Sponsor weekly meetings and social hours.
- <http://www.meetup.com/bni-woodbridge-connection/>

# Assistance to Local Businesses - Local

## Networking Referral Group (NGR) - Woodbridge

- NGR is a networking organization that brings selling professionals together.
- The goal is to help members expand their business through referrals in VA, DC and MD.
- This is a new group.
- A unique factor is the Pinball, a warm referral generating process.
- Business training, bootcamps and other perks are offered to the members.
- <http://www.meetup.com/Network-Referral-Group-Woodbridge/>

# Assistance to Local Businesses - Local

## Prince William County Women Entrepreneurs Network (PWC WEN)

The purpose of this organization is:

- provide an environment in which members can promote their businesses, and
- gain knowledge and resources to continue to serve the businesses and residents of our county.
- Luncheons and networking events will be hosted once a month.
- <http://www.meetup.com/Prince-William-County-Women-Entrepreneurs/>

# Assistance to Local Businesses - Local

## **NOVA Business Professionals and Entrepreneurs Meetup**

This organization provides a productive networking environment that is fun, engaging, and valuable to businesses. Organizers make it easy for business leaders to connect and learn the necessary skills to survive and thrive in business. This group is for anyone trying to expand their network and sharpen their skills.

<http://www.meetup.com/NOVA-Business-Professionals-Entrepreneurs-Meetup/>

# Assistance to Local Businesses - Local

## Didlake

Didlake is a provider of contract services and rehabilitative services. By succeeding at both, Didlake offers new, life-enriching opportunities for people with disabilities.

- Didlake is the number one provider of employment services for people with disabilities in Northern Virginia.
- Work can include light assembly projects for small business customers to large scale facilities management for major government agencies.
- <http://www.didlake.org>

# Assistance to Local Businesses - Regional

## George Mason Enterprise Center (MEC)

MEC assists entrepreneurial ventures.

- 1 Million Cups of Coffee: This is a weekly morning meeting for small businesses and entrepreneurs to introduce their business to an audience and pose a concern or question. The audience is then invited to offer helpful suggestions and advice to the speaker.

Kauffman Foundation is the sponsor, chapters in 57 cities.

<http://princewilliam.sites.1millioncups.com/>

- Host SCORE Staff: Service Core of Retired Executives (SCORE) is a nonprofit association dedicated to helping small businesses get off the ground, grow, and achieve their goals through education and mentorship. The SCORE staff is on site once a week at the Prince William Chamber offices.

# Assistance to Local Businesses - Regional

## George Mason Enterprise Center (MEC) - Continued

- Virginia Small Business Development Center Network (SBDC): The Virginia SBDC network is the most extensive business development program in the Commonwealth and a strategic alliance between the U.S. Small Business Administration, GMU and local sponsors
- International Business Development Program (IBDP): IBDP offers a selection of targeted programs to assist both US and international small and medium information technology enterprises develop international business.
- Procurement Technical Assistance Program (PTAP): PTAP is a Defense Logistics Agency and GMU cooperative agreement to provide assistance to increase contracting and sub-contracting activity among small businesses, major prime contractors, and federal, state and local government in this locality.
- <http://www.masonenterprisecenter.org/>

# Assistance to Local Businesses - Regional

## SkillSource Center

The mission of the SkillSource Center is to advance an integrated, highly responsive workforce investment system that gives businesses and job seekers the tools they need to stay competitive in today's global marketplace.

- Equipping businesses with the skilled workers, up-to-the-minute labor market information, and inside resources that help them work smarter and build their bottom lines.
- Providing job seekers with the skills training, self-exploration tools, and job search resources that put rewarding, sustaining careers well within their reach.
- Virginia Employment Though Entrepreneurship Consortium or VETEC is designed to provide Workforce Investment Act (WIA) eligible individuals in NOVA with training and technical assistance to start their own businesses. It is set to expire in 2017.
- <http://www.myskillsource.org>



# Assistance to Local Businesses - Regional

## Community Business Partnership

Community Business Partnership (CBP) provides education, technical assistance, business incubation services, access to capital and networking opportunities.

The Business Finance Center (BFC) is a technical assistance provider founded with the mission to expand access to capital among small businesses

- BFC offers a microloan program.
- BFC offers assistance in obtaining an SBA small loan.
- <http://cbponline.org>

# Assistance to Local Businesses - Regional

## **Enterprise Development Group (EDG)**

EDG offers a wide variety of services to help the local community grow and thrive. An example:

- EDG offers a microloan program.
- <http://www.entdevgroup.org>

# Assistance to Local Businesses - Regional

## **Northern Virginia Family Service (NVFS)**

Northern Virginia Family Service (NVFS) is a private, nonprofit organization dedicated to helping individuals and families find new paths to self-reliance and brighter futures.

- The nationally-recognized Training Futures program provides a 25-week professional development curriculum that is designed to move people from low-paying retail and service jobs to white-collar careers.
- Escala, the Small Business Program for entrepreneurs, provides one-on-one small business development consulting and coursework to low- and mid-income families living in Northern Virginia.
- Escala sponsors an Business Plan Competition.
- <http://www.nvfs.org>

# Assistance to Local Businesses - Regional

## **Business Development Assistance Group, Inc. (BDAG)**

The Business Development Assistance Group, Inc. (BDAG) is a not-for-profit, 501(c)-(3) organization assisting recently arrived immigrants to start a business as their first entry to the American workforce. BDAG partners with a wide variety of organizations to provide information and resources on starting or growing a small business.

In addition, the BDAG offers information, counseling, and research opportunities, all free of charge.

<http://www.bdag.org>

# Assistance to Local Businesses - State

## **Small Business Development Center**

The Virginia SBDC Network is the largest provider of customized counseling and education for small businesses in the Commonwealth. Individuals can meet in private with a certified business analyst to discuss your specific issues. Or an individuals can attend small-group trainings for in-depth presentations on critical management topics.

Services include training on various topics of interest to small business (start-ups or businesses seeking technical assistance, entry into new markets) and a host of resources.

The SBDC is a joint project of the GMU Mason Enterprise Center, SBA, and the national SBDC.

<http://www.virginiasbdc.org/>

# Assistance to Local Businesses - State

## **Virginia Community Economic Network (VCEN)**

VCEN is an independent, statewide nonprofit that serves as a convener, thought leader, and public voice for the creation and expansion of community economic opportunities throughout the Commonwealth.

VCEN promotes innovative and sustainable entrepreneurship and economic development approaches that spur job creation, increase wealth-building, and enhance community vitality.

- VCEN was formed in 2013
- VCEN sponsors an annual conference
- <http://www.vcen.org/>

# Assistance to Local Businesses - State

## SourceLink Virginia

SourceLink Virginia is a project of the Virginia Community Economic Network (VCEN). This online portal is designed to connect aspiring, emerging, and established entrepreneurs to business assistance providers who can help them grow and succeed. SourceLink Virginia provides entrepreneurs with free and easy access to the resources.

- SourceLink Virginia connects a large network of business assistance organizations (over 200) who offer a wide variety of business-building services for small businesses and entrepreneurs.
- No cost to utilize website.
- No registration required.
- Based on U.S. SourceLink model. <http://www.ussourcelink.com/>
- <http://www.sourcelinkvirginia.org/>

# Assistance to Local Businesses - State

## Virginia Department of Small Business and Supplier Diversity (SBSD)

The mission of the SBSD is to promote access to the Commonwealth of Virginia's contracting opportunities and ensure fairness in the procurement process. The SBSD has three key goals:

- (1) increase the number of certified businesses in the Commonwealth,
- (2) increase the total dollars allocated to Small, Women-owned, and Minority-owned Business (SWaM) vendors as a percentage of all discretionary spend or contract dollars, and,
- (3) offer a business one-stop resource of individuals starting a small business. <http://bos.virginia.gov/>

In addition, the SBSD offers a SWaM searchable database of certified vendors.

<http://www.sbsd.virginia.gov>



# Assistance to Local Businesses - Federal

## U.S. SBA

The US SBA sponsors the Business Success Entrepreneurship Certificate Program.

- The program is designed for beginning-to-intermediate-level managers or entrepreneurs ready to launch new ventures, or continue growing an existing businesses.
- Attendees will learn:
  - Opportunities with the SBA
  - Marketing skills
  - Operations skills
  - Developing a growth plan
- This is a new SBA initiative. Demand will determine if it continues.
- One of these programs will be held on the GMU – Prince William Campus

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