

## 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



**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.



Learn More at [www.VIPC.org](http://www.VIPC.org)

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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 [vpc.org](http://vpc.org) or [sbsd.virginia.gov](http://sbsd.virginia.gov) to download a PDF version with full links and connections.



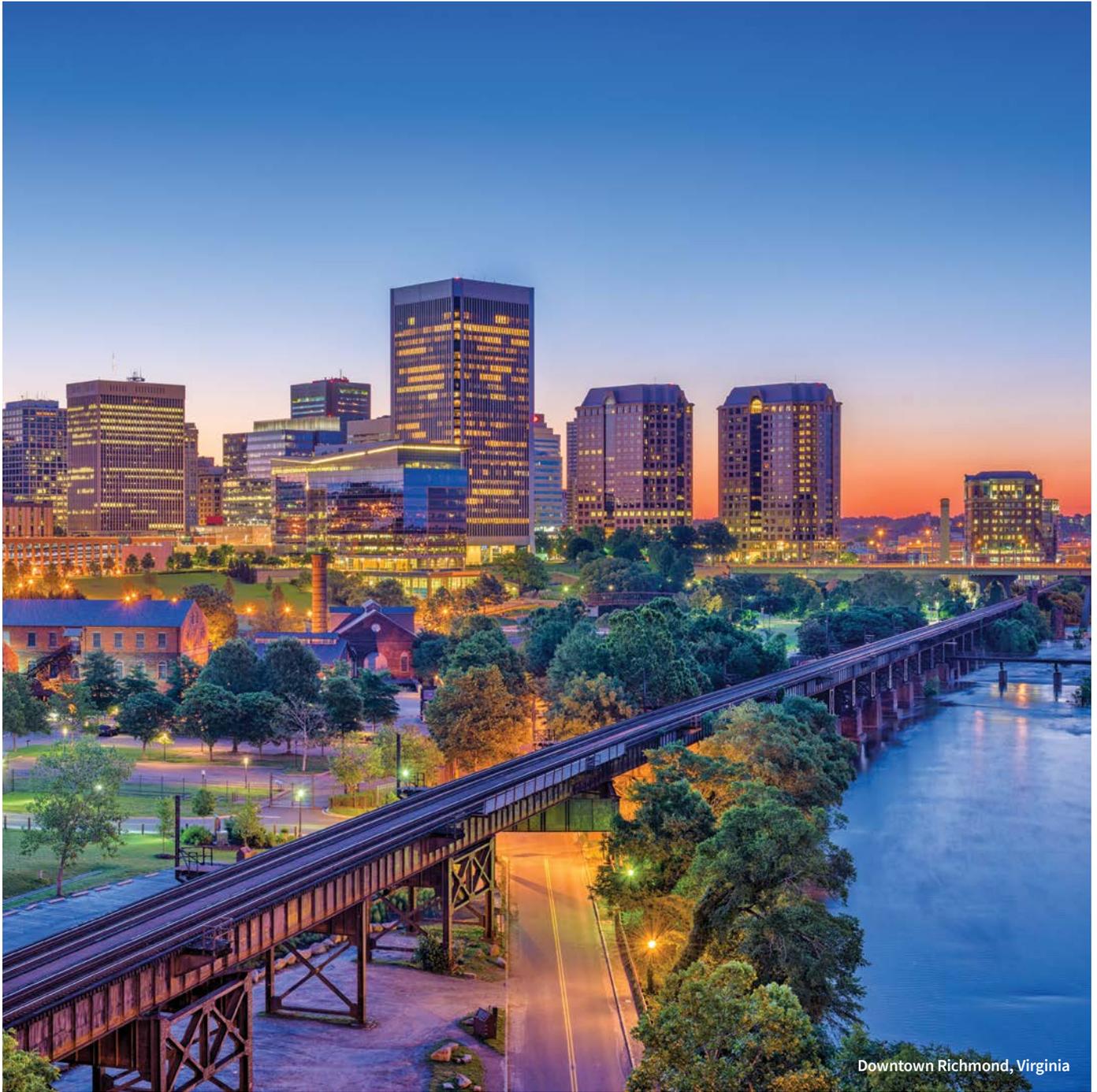
**“Virginia is committed to creating an environment where entrepreneurs and small businesses can thrive, grow, and succeed!”**

*Governor Glenn Youngkin*



**“As an entrepreneur and small business owner in Virginia, I know how important it is to have these resources the Commonwealth offers small businesses, startups, entrepreneurs, and innovators. Virginia is the best place to start, grow, and relocate a business, and the Commonwealth welcomes yours!”**

*Caren Merrick, Secretary of Commerce and Trade*



Downtown Richmond, Virginia

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# VSBFA

Brooke Cagle on Unsplash

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](https://sbsd.virginia.gov)**  
**[VSBFA@sbsd.virginia.gov](mailto:VSBFA@sbsd.virginia.gov)**  
**804.786.1049**



**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



# 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@VirginiaPC.org](mailto:info@VirginiaPC.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](https://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.

## 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](https://sbsd.virginia.gov/certification-division/faqs).

## 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](https://sbsd.virginia.gov/certification-division/faqs).

## Veteran-Owned Business Opportunities

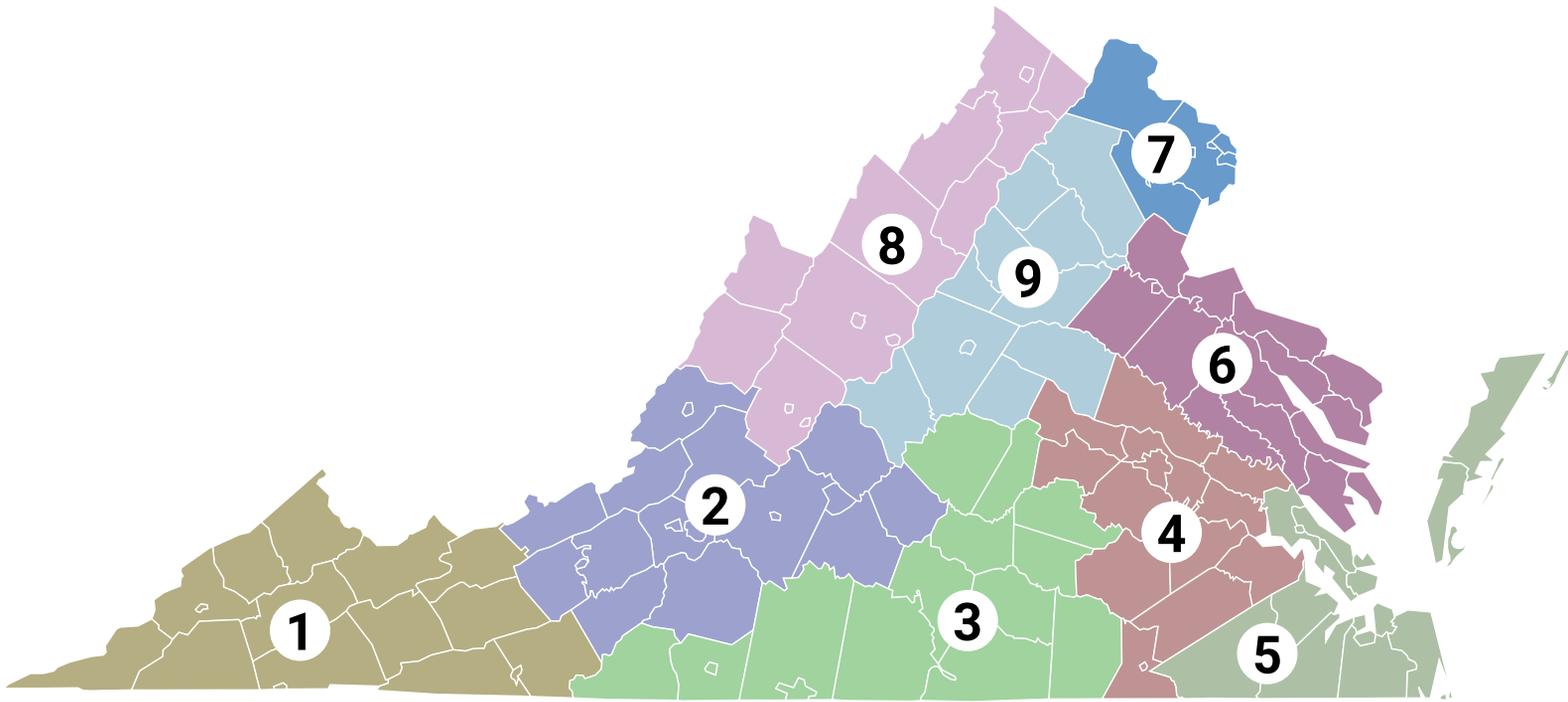
Some resources identified in this handbook may only or especially pertain to Veteran-owned businesses. To emphasize opportunities for these businesses and founders, this identifier may be included on applicable listings. For more information on obtaining Veteran-owned status for your Virginia business,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

## 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.

## 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](http://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, Greenville, 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](https://www.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](https://www.sba.gov/business-guide/plan-your-business/write-your-business-plan).

## Quick Links to Helpful Step-by-Step Resources

**Virginia Business One Stop**  
[bos.sbsd.virginia.gov](http://bos.sbsd.virginia.gov)

**Virginia State Corporation Commission (SCC)**  
[sba.gov/business-guide](http://sba.gov/business-guide)

**Virginia Department of Small Business and Supplier Diversity (SBSD)**  
[sbsd.virginia.gov](http://sbsd.virginia.gov)

**Virginia.gov**  
[virginia.gov/state-government/business](http://virginia.gov/state-government/business)

**U.S. Small Business Administration (SBA)**  
[sba.gov/business-guide](http://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](http://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 at [sba.gov/business-guide/plan-your-business/fund-your-business](http://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](http://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](http://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](http://data.vedp.org/compare/compareva) and find the right location for your business using Virginia site location tools at [sites.vedp.org/virginia](http://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](http://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](http://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](http://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](https://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](https://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](https://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](https://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](https://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](https://dpor.virginia.gov/applicants) and/or [sbsd.virginia.gov/business-development-and-outreach/lgc](https://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](https://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](https://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-\(1\)](https://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](https://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](https://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](https://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 (VIPIC). 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](http://vipc.org/ccf-funding-opportunities).

### Commonwealth Health Research Board (CHRB)

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 [chr.org](http://chr.org).

### Fairfax Founders Fund (FFF)

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](http://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](http://sbsd.virginia.gov/virginia-small-business-financing-authority).

### Virginia Catalyst

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](http://virginiacatalyst.org).

## Loan Funding

### Bridging Virginia

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](http://bridgingvirginia.com).

### Business Finance Center (BFC)

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](http://cbponline.org/financing).

### Business Seed Capital, Inc.

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](http://tapintohope.org/program/business-seed).

### Economic Equity Fund

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](http://locusimpact.org/solutions/financing/small-businesses).

### Hispanic Small Business Loan Program

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](http://vahcc.com/hispanic-small-business-loan-program).

### Locus

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 (CDFI), 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](http://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](http://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 [scctva.org/microloans](http://scctva.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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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



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

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](http://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](http://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](http://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](http://cvilleangelnetwork.net).

### **Citrine Angels** WO IS

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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://nextgenvp.com).



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

### 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](https://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](https://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](https://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](https://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](https://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://vedp.org/incentives).



Arlington, Virginia

# 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](http://uvawise.edu/economic-development).

### Virginia Chambers of Commerce

#### LOCAL CHAMBERS OF COMMERCE

**Alexandria Chamber of Commerce (The Chamber ALX)**  
[thechamberalx.com](http://thechamberalx.com)

**Allegheny Highlands Chamber of Commerce & Tourism**  
[ahchamber.com](http://ahchamber.com)

**Altavista Area Chamber of Commerce**  
[altavistachamber.com](http://altavistachamber.com)

**Amherst County Chamber of Commerce**  
[amherstvachamber.com](http://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-Greenville Chamber of Commerce**  
*emporiagreenvillechamber.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](http://lakegastonchamber.com)

**Lancaster by the Bay Chamber of Commerce**

[lancasterva.com](http://lancasterva.com)

**Lexington Chamber of Commerce**

[lexrockchamber.com](http://lexrockchamber.com)

**Loudoun County Chamber of Commerce**

[loudounchamber.org](http://loudounchamber.org)

**Louisa County Chamber of Commerce**

[louisachamber.org](http://louisachamber.org)

**Lunenburg County Chamber of Commerce**

[lunenburgchamber.com](http://lunenburgchamber.com)

**Luray-Page County Chamber of Commerce**

[visitluraypage.com/chamber](http://visitluraypage.com/chamber)

**Lynchburg Regional Business Alliance**

[lynchburgregion.org](http://lynchburgregion.org)

**Madison Chamber of Commerce Visitor Center**

[madisonva.com/venues/madison-chamber-of-commerce-visitor-center](http://madisonva.com/venues/madison-chamber-of-commerce-visitor-center)

**Martinsville-Henry County Chamber of Commerce**

[martinsville.com](http://martinsville.com)

**Montgomery County Chamber of Commerce**

[montgomerycc.org](http://montgomerycc.org)

**Mount Vernon-Springfield Chamber of Commerce**

[mountvernon.springfield.com](http://mountvernon.springfield.com)

**Nelson County Chamber of Commerce**

[nelsonchamber.org](http://nelsonchamber.org)

**New Kent Chamber of Commerce**

[newkentchamber.org](http://newkentchamber.org)

**Northampton County Chamber of Commerce**

[northamptoncounty.chamber.com](http://northamptoncounty.chamber.com)

**Northern Virginia Black Chamber of Commerce**

[northernvirginiabcc.org](http://northernvirginiabcc.org)

**Northern Virginia Chamber of Commerce**

[novachamber.org](http://novachamber.org)

**Northern Virginia Hispanic Chamber of Commerce**

[novahispanicchamber.com](http://novahispanicchamber.com)

**Northumberland County Chamber of Commerce**

[northumberlandcoc.org](http://northumberlandcoc.org)

**Nottoway County Chamber of Commerce**

[nottoway.org/community/chamber\\_of\\_commerce.php](http://nottoway.org/community/chamber_of_commerce.php)

**Orange County Chamber of Commerce**

[orangevachamber.com](http://orangevachamber.com)

**Patrick County Chamber of Commerce**

[patrickchamber.com](http://patrickchamber.com)

**Powhatan Chamber of Commerce**

[powhatanchamber.org](http://powhatanchamber.org)

**Prince William Chamber of Commerce**

[pwchamber.org](http://pwchamber.org)

**Pulaski County Chamber of Commerce**

[pulaskivachamber.org](http://pulaskivachamber.org)

**Radford Chamber of Commerce**

[radfordchamber.com](http://radfordchamber.com)

**Roanoke Regional Chamber of Commerce**

[roanokechamber.org](http://roanokechamber.org)

**Russell County Chamber of Commerce**

no website available

**Salem-Roanoke County Chamber of Commerce**

[s-rcchamber.org](http://s-rcchamber.org)

**Scott County Chamber of Commerce**

[scottcountyva.com](http://scottcountyva.com)

**Scottsville Community Chamber of Commerce**

[visitscottsville.org](http://visitscottsville.org)

**Shenandoah County Chamber of Commerce**

[shenandoahcounty.chamber.com](http://shenandoahcounty.chamber.com)

**Smyth County Chamber of Commerce**

[smythchamber.org](http://smythchamber.org)

**Smith Mountain Lake Regional Chamber of Commerce**

[visitsmithmountainlake.com](http://visitsmithmountainlake.com)

**South Fairfax Chamber of Commerce**

[southfairfaxchamber.org](http://southfairfaxchamber.org)

**South Hill Chamber of Commerce**

[southhillchamber.com](http://southhillchamber.com)

**Southern Virginia Regional Chamber of Commerce (SOVA Chamber)**

[sovachamber.com](http://sovachamber.com)

**Strasburg Chamber of Commerce**

[strasburgva.com](http://strasburgva.com)

**Surry County Chamber of Commerce**

[surryvachamber.org](http://surryvachamber.org)

**Sussex County Chamber of Commerce**

[sussexvachamber.com](http://sussexvachamber.com)

**Tappahannock-Essex County Chamber of Commerce**

[tappahannockessexchamber.com](http://tappahannockessexchamber.com)

**Tazewell County Chamber of Commerce**

[tazewellchamber.com](http://tazewellchamber.com)

**Top of Virginia Regional Chamber**

[regionalchamber.biz](http://regionalchamber.biz)

**Twin County Chamber of Commerce**

[twincounty.chamber.com](http://twincounty.chamber.com)

**Tyson's Regional Chamber of Commerce**

[tysonschamber.org](http://tysonschamber.org)

**Vinton Area Chamber of Commerce**

[vintonchamber.com](http://vintonchamber.com)

**Virginia Asian Chamber of Commerce**

[aabac.org](http://aabac.org)

**Virginia Black Chamber of Commerce**

[vablackchamberofcommerce.org](http://vablackchamberofcommerce.org)

**Virginia Diverse Chamber of Commerce**

[svvadiversechamberofcommerce.org](http://svvadiversechamberofcommerce.org)

**Virginia Hispanic Chamber of Commerce**

[vahcc.com](http://vahcc.com)

**Virginia Peninsula Chamber of Commerce**

[virginiapeninsulachamber.com](http://virginiapeninsulachamber.com)

**Warsaw-Richmond County Chamber of Commerce**

[wrccoc.com](http://wrccoc.com)

**Washington County Chamber of Commerce**

[washingtonvachamber.org](http://washingtonvachamber.org)

**West Point Chamber of Commerce**

[westpointvachamber.com](http://westpointvachamber.com)

**Wise County Chamber of Commerce**

[wisecounty.chamber.org](http://wisecounty.chamber.org)

**Wytheville-Wythe-Bland Chamber of Commerce**  
[wwwbchamber.com](http://wwwbchamber.com)

**York County Chamber of Commerce**  
[yorkcountychamberva.org](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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 [onwardnr.org](http://onwardnr.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](http://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](http://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](http://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](http://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

Dinwiddie, Prince George, Surry, and Sussex, along with the cities of Colonial Heights, Hopewell, and Petersburg. For more information, visit [gatewayregion.com](http://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, Greenville, Lunenburg, Mecklenburg, and Nottoway and the city of Emporia. For more information, visit [vagrowth.com](http://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](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

##### **Albemarle County**

Albemarle County Economic Development  
[enablealbemarle.org](http://enablealbemarle.org)

##### **Alleghany County**

Alleghany Highlands Economic Development Corporation  
[ahedc.com](http://ahedc.com)

##### **Amelia County**

Amelia County Economic Development  
[ameliacova.com/business/economic-development/index.php](http://ameliacova.com/business/economic-development/index.php)

##### **Amherst County**

Economic Development Authority of Amherst County  
[amherstvabusiness.com](http://amherstvabusiness.com)

##### **Appomattox County**

Appomattox County Department of Economic Development  
[appomattoxcountryva.gov/185/economic-development](http://appomattoxcountryva.gov/185/economic-development)

##### **Arlington County**

Arlington Economic Development  
[arlingtoneconomicdevelopment.com/home](http://arlingtoneconomicdevelopment.com/home)

##### **Augusta County**

Augusta County Economic Development  
[augustavabusiness.com](http://augustavabusiness.com)

##### **Bath County**

Bath County Economic Development  
[bathcountyva.gov/government/economic-development](http://bathcountyva.gov/government/economic-development)

##### **Bedford County**

Bedford County Office of Economic Development  
[bedfordeconomicdevelopment.com](http://bedfordeconomicdevelopment.com)

##### **Bland County**

Bland County Economic Development Authority  
[blandcountyva.gov/page/economic-development-authority](http://blandcountyva.gov/page/economic-development-authority)

##### **Botetourt County**

Botetourt County Economic Development  
[botetourtva.gov/159/economic-development](http://botetourtva.gov/159/economic-development)

##### **Brunswick County**

Brunswick County Department of Economic Development  
[brunswickco.com/doing\\_business/brunswick\\_dept\\_of\\_economic\\_development](http://brunswickco.com/doing_business/brunswick_dept_of_economic_development)

Brunswick County Industrial Development Authority  
[bcida.org](http://bcida.org)

##### **Buchanan County**

Buchanan County Economic Development Commission  
[growbuchanan.com](http://growbuchanan.com)

##### **Buckingham County**

Buckingham County Economic Development  
[buckinghamcountyva.org/community/economic\\_development.php](http://buckinghamcountyva.org/community/economic_development.php)

##### **Campbell County**

Campbell County Economic Development  
[campbellvirginia.com](http://campbellvirginia.com)

##### **Caroline County**

Caroline County Department of Economic Development  
[co.caroline.va.us/194/economic-development](http://co.caroline.va.us/194/economic-development)

##### **Carroll County**

Carroll County Economic Development  
[carrollcountyva.gov/business\\_and\\_economic\\_development/economic\\_development.php](http://carrollcountyva.gov/business_and_economic_development/economic_development.php)

##### **Charles City County**

Charles City County Economic Development Authority  
[charlescivva.us/160/economic-development-authority](http://charlescivva.us/160/economic-development-authority)

##### **Charlotte County**

Charlotte County Department of Economic Development  
[charlottecountyva.gov/departments/economic\\_development.php](http://charlottecountyva.gov/departments/economic_development.php)

##### **Chesterfield County**

Chesterfield Economic Development  
[chesterfieldfits.com](http://chesterfieldfits.com)

##### **Clarke County**

Clarke County Economic Development  
[clarkecounty.gov/government/economic-development](http://clarkecounty.gov/government/economic-development)

##### **Craig County**

Craig County Department of County Administration  
[craigcountyva.gov/departments/county-administration](http://craigcountyva.gov/departments/county-administration)

##### **Culpeper County**

Culpeper Economic Development  
[chooseculpeper.com](http://chooseculpeper.com)

##### **Cumberland County**

Cumberland County Department of Economic Development  
[cumberlandcounty.virginia.gov/165/economic-development](http://cumberlandcounty.virginia.gov/165/economic-development)

##### **Dickenson County**

Industrial Development Authority of Dickenson County  
[dickensonva.org/100/industrial-development-authority](http://dickensonva.org/100/industrial-development-authority)

##### **Dinwiddie County**

Dinwiddie County Department of Economic Development  
[dinwiddieva.us/433/economic-development](http://dinwiddieva.us/433/economic-development)

##### **Essex County**

Essex County Economic Development Authority  
[essex-virginia.org/eda](http://essex-virginia.org/eda)

##### **Fairfax County**

Fairfax County Economic Development Authority  
[fairfaxcountyeda.org](http://fairfaxcountyeda.org)

##### **Fauquier County**

Fauquier County Department of Economic Development  
[fauquiercounty.gov/government/departments-a-g/economic-development](http://fauquiercounty.gov/government/departments-a-g/economic-development)

##### **Floyd County**

Floyd County Economic Development Authority  
[yesfloydva.org](http://yesfloydva.org)

##### **Fluvanna County**

Fluvanna County Economic Development  
[fluvannacounty.org/ced](http://fluvannacounty.org/ced)

##### **Franklin County**

Franklin County Office of Economic Development  
[yesfranklincountyva.org](http://yesfranklincountyva.org)

##### **Frederick County**

Frederick County Economic Development Authority  
[yesfrederickva.com](http://yesfrederickva.com)

##### **Giles County**

Giles County Economic Development  
[virginiasmntnplayground.com](http://virginiasmntnplayground.com)

##### **Gloucester County**

Gloucester Economic Development  
[gloucesterva.gov/economic-development](http://gloucesterva.gov/economic-development)

##### **Goochland County**

Goochland County Economic Development  
[goochlandforbusiness.com](http://goochlandforbusiness.com)

##### **Grayson County**

Blue Ridge Crossroads Economic Development Authority  
[brceda.org](http://brceda.org)

Grayson County Agriculture Economic Development

[graysoncountyva.gov/agriculture-economic-development](http://graysoncountyva.gov/agriculture-economic-development)

##### **Greene County**

Greene County Department of Economic Development & Tourism  
[greenecountyva.gov/government/depts/economic-development-tourism-and-greencountyva.gov](http://greenecountyva.gov/government/depts/economic-development-tourism-and-greencountyva.gov)

### **Greensville County**

Greensville County Economic Development  
[greensvillecountyva.com](http://greensvillecountyva.com)

### **Halifax County**

Industrial Development Authority  
of Halifax County  
[halifaxvirginia.com](http://halifaxvirginia.com)

### **Hanover County**

Hanover County Economic Development  
[hanovervirginia.com](http://hanovervirginia.com)

### **Henrico County**

Henrico Economic Development Authority  
[henrico.com](http://henrico.com)

### **Henry County**

Martinsville-Henry County  
Economic Development Corporation  
[yesmartinsville.com](http://yesmartinsville.com)

### **Highland County**

Highland County  
Economic Development Authority  
[highlandcounty.org/highland-eda](http://highlandcounty.org/highland-eda) and  
[highlandcova.org/economic-development-authority-highland-county-virginia](http://highlandcova.org/economic-development-authority-highland-county-virginia)

### **Isle of Wight County**

Isle of Wight Department  
of Economic Development  
[insidetheisle.com](http://insidetheisle.com)

### **James City County**

James City County Office  
of Economic Development  
[yesjamescitycountyva.com/3894/economic-development](http://yesjamescitycountyva.com/3894/economic-development)

### **King and Queen County**

King and Queen County  
Economic Development  
[kingandqueenco.net/economic-development](http://kingandqueenco.net/economic-development)

### **King George County**

King George Economic Development Agency  
[kinggeorgeeda.com](http://kinggeorgeeda.com)

### **King William County**

King William County  
Economic Development Authority  
[kwc.gov/211/economic-development](http://kwc.gov/211/economic-development)

### **Lancaster County**

Lancaster County  
Economic Development Authority  
[lancova.com/page2.asp?pageID=91](http://lancova.com/page2.asp?pageID=91)

### **Lee County**

Lee County Industrial Development Authority  
[leecountyeda.com](http://leecountyeda.com)

### **Loudoun County**

Loudoun County Economic Development  
[biz.loudoun.gov](http://biz.loudoun.gov)

### **Louisa County**

Louisa County Department  
of Economic Development  
[louisacounty.gov/2689/economic-development](http://louisacounty.gov/2689/economic-development)

### **Lunenburg County**

Lunenburg County Community  
and Economic Development  
[lunenburgva.gov/government/community\\_and\\_economic\\_development/index.php](http://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](http://madisonco.virginia.gov/167/economic-development-tourism)  
[madisonva.com/economic-development](http://madisonva.com/economic-development)

### **Mathews County**

Mathews County  
Economic Development Authority  
[mathewscountyva.gov/261/economic-development-authority](http://mathewscountyva.gov/261/economic-development-authority)

### **Mecklenburg County**

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-and-investinmeckva.com](http://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](http://co.middlesex.va.us/184/economic-development-tourism)

### **Montgomery County**

Montgomery County Economic Development  
[yesmontgomeryva.org](http://yesmontgomeryva.org)

### **Nelson County**

Nelson County Economic Development Office  
[lovenelsonva.org](http://lovenelsonva.org)

### **New Kent County**

New Kent Economic Development  
[yesnewkent.com](http://yesnewkent.com)

### **Northampton County**

Northampton County Department  
of Economic Development  
[co.northampton.va.us/government/departments\\_elected\\_offices/economic\\_development](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

### **Northumberland County**

Northumberland County  
Economic Development Commission  
[co.northumberland.va.us/edc](http://co.northumberland.va.us/edc)

### **Nottoway County**

Nottoway County Department  
of Economic Development  
[nottoway.org/departments/economic\\_development/index.php](http://nottoway.org/departments/economic_development/index.php)

### **Orange County**

Orange County Virginia Economic Development  
[thinkorangeva.com](http://thinkorangeva.com)

### **Page County**

Page County Department  
of Economic Development & Tourism  
[pagecounty.virginia.gov/286/economic-development-tourism](http://pagecounty.virginia.gov/286/economic-development-tourism)

### **Patrick County**

Patrick County Economic Development  
[patrickcoecondev.com](http://patrickcoecondev.com)

### **Pittsylvania County**

Pittsylvania County  
Economic Development Department  
[pittsylvaniacountyva.gov/business/economic-development](http://pittsylvaniacountyva.gov/business/economic-development)

City of Danville and Pittsylvania County  
Offices of Economic Development  
[discoverdanville.com](http://discoverdanville.com)

### **Powhatan County**

Powhatan County Economic Development  
[yespowhatan.com](http://yespowhatan.com)

### **Prince Edward County**

Prince Edward County Office  
of Economic Development  
[co.prince-edward.va.us/economic-development/economic-development](http://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](http://princegeorgecountyva.gov/business/economic_development/index.php)

### **Prince William County**

Prince William County Economic Development  
[pwcded.org](http://pwcded.org)

### **Pulaski County**

Pulaski County Department  
of Economic Development  
[pulaskicounty.org/economic-development.html](http://pulaskicounty.org/economic-development.html)

### **Rappahannock County**

Rappahannock-Rapidan Regional Commission  
Economic Development & Tourism  
[rrregion.org/program\\_areas/economic\\_development/index.php](http://rrregion.org/program_areas/economic_development/index.php)

### **Richmond County**

Town of Warsaw Economic Development  
[townofwarsaw.com/economic-development](http://townofwarsaw.com/economic-development)

### **Roanoke County**

Roanoke County Economic Development  
[yesroanoke.com](http://yesroanoke.com)

### **Rockbridge County**

Rockbridge County Department  
of Economic Development  
[co.rockbridge.va.us/143/economic-development](http://co.rockbridge.va.us/143/economic-development)

### **Rockingham County**

Rockingham County Department  
of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

### **Russell County**

Russell County Industrial Development Authority  
[russellcountyida.org](http://russellcountyida.org)

### **Scott County**

Scott County Economic Development  
[scottcountyva.com/157/economic-development](http://scottcountyva.com/157/economic-development)

### **Shenandoah County**

Shenandoah County  
Tourism & Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

### **Smyth County**

Smyth County Economic Development  
[smythcountyeconomicdevelopment.com](http://smythcountyeconomicdevelopment.com)

### **Southampton County**

Franklin-Southampton  
Economic Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

### **Spotsylvania County**

Spotsylvania Economic Development  
[spotsylvania.va.us/545/economic-development](http://spotsylvania.va.us/545/economic-development)



Downtown Hampton, Virginia

**Stafford County**

Stafford County Economic Development  
[gostaffordva.com](http://gostaffordva.com)

Stafford County  
 Economic Development Authority  
[staffordeda.com](http://staffordeda.com)

**Surry County**

Surry County Economic Development  
[econdev.surrycountyva.gov/366/economic-development---dhp-2023](http://econdev.surrycountyva.gov/366/economic-development---dhp-2023)

**Sussex County**

Sussex County Economic Development  
[sussexcountyva.gov/page/economic-development](http://sussexcountyva.gov/page/economic-development)

**Tazewell County**

Tazewell County Economic Development  
[tazewellcountybusiness.com](http://tazewellcountybusiness.com)

**Warren County**

Front Royal-Warren County  
 Economic Development Authority  
[wceda.com](http://wceda.com)

**Washington County**

Washington County Economic Development  
[washingtoncountyva.com](http://washingtoncountyva.com)

**Westmoreland County**

Westmoreland County Economic Development  
[westmoreland-county.org/ed](http://westmoreland-county.org/ed)

**Wise County**

Wise County Office  
 of Economic & Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-developmen](http://wisecounty.org/174/office-of-economic-industrial-developmen)

**Wythe County**

Wythe County Joint Industrial  
 Development Authority  
[wytheida.org](http://wytheida.org)

**York County**

York County Economic Development  
[yesyorkcounty.com/4040/economic-development](http://yesyorkcounty.com/4040/economic-development)

**VIRGINIA CITIES**

**Alexandria**

Alexandria Economic Development Partnership  
[alexandriaecon.org](http://alexandriaecon.org)

**Bristol**

City of Bristol Department  
 of Economic Development  
[bristolva.org/645/economic-development](http://bristolva.org/645/economic-development)

**Buena Vista**

City of Buena Vista Department  
 of Economic Development  
[buenavistava.org](http://buenavistava.org)

**Charlottesville**

City of Charlottesville Office  
 of Economic Development  
[charlottesville.gov/201/economic-development](http://charlottesville.gov/201/economic-development)

**Chesapeake**

Chesapeake Economic Development Authority  
[cityofchesapeake.net/1387/economic-development-authority](http://cityofchesapeake.net/1387/economic-development-authority)

**Colonial Heights**

Colonial Heights Economic Development  
 & Tourism  
[choosecolonialheights.com](http://choosecolonialheights.com)

**Covington**

Alleghany Highlands  
 Economic Development Corporation  
[ahedc.com](http://ahedc.com)

## Danville

City of Danville and Pittsylvania County  
Offices of Economic Development  
[discoverdanville.com](http://discoverdanville.com)

## Emporia

City of Emporia Department  
of Economic Development  
[ci.emporia.va.us/178/economic-development](http://ci.emporia.va.us/178/economic-development)

## Fairfax

Fairfax City Economic Development Authority  
[fairfaxcityconnected.com](http://fairfaxcityconnected.com)

## Falls Church

City of Falls Church  
Economic Development Authority  
[fallschurchva.gov/164/economic-development-authority](http://fallschurchva.gov/164/economic-development-authority)

## Franklin

Franklin Southampton  
Economic Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## Fredericksburg

Fredericksburg Economic Development  
[fredericksburgva.com](http://fredericksburgva.com)

## Galax

Blue Ridge Crossroads  
Economic Development Authority  
[brceda.org](http://brceda.org)

## Hampton

Hampton Economic Development  
[hampton.gov/4072/economic-development](http://hampton.gov/4072/economic-development)

## Harrisonburg

Harrisonburg Economic Development  
[harrisonburgdevelopment.com](http://harrisonburgdevelopment.com)

## Hopewell

City of Hopewell Department  
of Economic Development and Tourism  
[hopewellva.gov/556/economic-development-and-tourism](http://hopewellva.gov/556/economic-development-and-tourism)

## Lexington

City of Lexington Department  
of Economic Development  
[lexingtonva.gov/government/departments/city-manager/economic-development](http://lexingtonva.gov/government/departments/city-manager/economic-development)

## Lynchburg

Lynchburg Economic Development Authority  
[opportunitylynchburg.com](http://opportunitylynchburg.com)

## Manassas

City of Manassas Department  
of Economic Development  
[manassasva.gov/economic\\_development](http://manassasva.gov/economic_development)  
Manassas Economic Development Authority  
[choosemanassas.org](http://choosemanassas.org)

## Manassas Park

City of Manassas Park Economic Development  
[manassasparkva.gov/business\\_\\_\\_visitors/index.php](http://manassasparkva.gov/business___visitors/index.php)

## Martinsville

Martinsville-Henry County  
Economic Development Corporation  
[yesmartinsville.com](http://yesmartinsville.com)

## Newport News

Newport News  
Economic Development Authority  
[newportnewsva.com](http://newportnewsva.com)

## Norfolk

City of Norfolk Department  
of Economic Development  
[norfolkdevelopment.com](http://norfolkdevelopment.com)

## Norton

Norton Industrial Development Authority  
[nortonva.gov/536/norton-industrial-development-authority](http://nortonva.gov/536/norton-industrial-development-authority)

## Petersburg

City of Petersburg Department  
of Economic Development  
[petersburgva.gov/126/economic-development](http://petersburgva.gov/126/economic-development)

Petersburg Economic Development  
[petersburgva.net](http://petersburgva.net)

## Poquoson

City of Poquoson Department  
of Economic Development  
[ci.poquoson.va.us/253/economic-development](http://ci.poquoson.va.us/253/economic-development)

## Portsmouth

Portsmouth Economic Development  
[accessportsmouthva.com](http://accessportsmouthva.com)

## Radford

Radford Economic Development  
[radfordva.gov/209/economic-development](http://radfordva.gov/209/economic-development)

## Richmond

Richmond Economic Development  
[richmondeda.com](http://richmondeda.com)

## Roanoke

Roanoke Economic Development  
[bizroanoke.com](http://bizroanoke.com)

## Salem

Salem Department of Economic Development  
[salemva.gov/179/economic-development](http://salemva.gov/179/economic-development)

## Staunton

Staunton Economic Development  
[stauntonbusiness.com/home-econdev](http://stauntonbusiness.com/home-econdev)

## Suffolk

Suffolk Economic Development  
[yessuffolk.com](http://yessuffolk.com)

## Virginia Beach

Virginia Beach Department  
of Economic Development  
[yesvirginiabeach.com](http://yesvirginiabeach.com)

## Waynesboro

Waynesboro Economic Development  
[waynesborobusiness.com](http://waynesborobusiness.com)

## Williamsburg

Williamsburg Economic Development  
[yeswilliamsburg.com](http://yeswilliamsburg.com)

## Winchester

Winchester Economic Development  
[developwinchesterva.com](http://developwinchesterva.com)

## VIRGINIA TOWNS

### Abingdon

Abingdon Economic Development  
& Tourism Department  
[abingdon-va.gov/featured/departments/departments-of-economic-development](http://abingdon-va.gov/featured/departments/departments-of-economic-development)

Washington County Economic Development  
[washingtoncountyva.com](http://washingtoncountyva.com)

## Accomack

Accomack County Department of Building,  
Planning, and Economic Development  
[co.accomack.va.us/departments/planning-and-community-development/economic-development-1532](http://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](http://brunswickco.com/doing_business/brunswick_dept_of_economic_development)

Brunswick County Industrial  
Development Authority  
[bcida.org](http://bcida.org)

## Altavista

Altavista Business  
[altavistava.gov/business/index.php](http://altavistava.gov/business/index.php)

Campbell County Economic Development  
[campbellvirginia.com](http://campbellvirginia.com)

## Amherst

Economic Development Authority  
of Amherst County  
[amherstvabusiness.com](http://amherstvabusiness.com)

## Appomattox

Appomattox County Department  
of Economic Development  
[appomattoxcountyva.gov/185/economic-development](http://appomattoxcountyva.gov/185/economic-development)

## Ashland

Ashland Economic Development  
[ashlandva.gov/97/businesses](http://ashlandva.gov/97/businesses)

## Bedford

Bedford Department of Economic Development  
[bedfordva.gov/160/economic-development](http://bedfordva.gov/160/economic-development)

## Berryville

Clarke County Economic Development  
[clarkecounty.gov/government/economic-development](http://clarkecounty.gov/government/economic-development)

## Big Stone Gap

Big Stone Gap Economy  
[bigstonegap.org/move-to-big-stone-gap/economy](http://bigstonegap.org/move-to-big-stone-gap/economy)

Wise County Office of Economic  
& Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-development](http://wisecounty.org/174/office-of-economic-industrial-development)

## Blacksburg

Montgomery County Economic Development  
[yesmontgomeryva.org](http://yesmontgomeryva.org)

## Blackstone

Nottoway County Department  
of Economic Development  
[nottoway.org/departments/economic\\_development/index.php](http://nottoway.org/departments/economic_development/index.php)

## Bluefield

Bluefield Economic Development  
[bluefieldva.org/our\\_community/economic\\_development/index.php](http://bluefieldva.org/our_community/economic_development/index.php)

Tazewell County Economic Development  
[tazewellcountybusiness.com](http://tazewellcountybusiness.com)

## Boones Mill

Town of Boones Mill Economic Development  
[townofboonesmill.org/business](http://townofboonesmill.org/business)

## **Bowling Green**

Bowling Green  
Economic Development Authority  
[townofbowlinggreen.com/bc-eda](http://townofbowlinggreen.com/bc-eda)

Caroline County Department  
of Economic Development  
[co.caroline.va.us/194/Economic-Development](http://co.caroline.va.us/194/Economic-Development)

## **Boydton**

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-and-investinmeckva.com](http://mecklenburgva.com/249/economic-development-and-investinmeckva.com)

## **Boykins**

Town of Boykins Business  
& Economic Development Committee  
[townofboykinsva.com/business-economic-development](http://townofboykinsva.com/business-economic-development)

Franklin-Southampton  
Economic Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## **Branchville**

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-and-investinmeckva.com](http://mecklenburgva.com/249/economic-development-and-investinmeckva.com)

## **Bridgewater**

Rockingham County Department  
of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

## **Broadway**

Town of Broadway Economic Development  
[broadwayva.gov/economic-development](http://broadwayva.gov/economic-development)

Rockingham County Department  
of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

## **Brodnax**

Brunswick County Department  
of Economic Development  
[brunswickco.com/doing\\_business/brunswick\\_dept\\_of\\_economic\\_development](http://brunswickco.com/doing_business/brunswick_dept_of_economic_development)

Brunswick County  
Industrial Development Authority  
[bcida.org](http://bcida.org)

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-investinmeckva.com](http://mecklenburgva.com/249/economic-development-investinmeckva.com)

## **Brookneal**

Campbell County Economic Development  
[campbellvirginia.com](http://campbellvirginia.com)

## **Buchanan**

Buchanan County  
Economic Development Commission  
[growbuchanan.com](http://growbuchanan.com)

## **Burkeville**

Nottoway County Department  
of Economic Development  
[nottoway.org/departments/economic-development/index.php](http://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](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

## **Capron**

Franklin-Southampton Economic  
Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## **Cedar Bluff**

Tazewell County Economic Development  
[tazewellcountybusiness.com](http://tazewellcountybusiness.com)

## **Charlotte Court House**

Charlotte County Department  
of Economic Development  
[charlottecountyva.gov/departments/economic\\_development.php](http://charlottecountyva.gov/departments/economic_development.php)

## **Chase City**

Town of Chase City Economic Development  
[chasecity.org/the-town/economic-development](http://chasecity.org/the-town/economic-development)

## **Chatham**

Pittsylvania County  
Economic Development Department  
[pittsylvaniacountyva.gov/business/economic-development](http://pittsylvaniacountyva.gov/business/economic-development)

City of Danville Pittsylvania County Offices  
of Economic Development  
[discoverdanville.com](http://discoverdanville.com)

## **Cheriton**

Northampton County Department  
of Economic Development  
[co.northampton.va.us/government/departments\\_elected\\_offices/economic\\_development](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

## **Chilhowie**

Smyth County Economic Development  
[smythcountyeconomicdevelopment.com](http://smythcountyeconomicdevelopment.com)

## **Chincoteague**

Chincoteague Chamber of Commerce  
and Certified Visitor Center Economic  
Development Resources  
[chincoteaguechamber.com/economic-development](http://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](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

## **Christiansburg**

Christiansburg Economic Development  
& Tourism  
[christiansburg.org/463/economic-development](http://christiansburg.org/463/economic-development)

## **Claremont**

Surry County Economic Development  
[econdev.surrycountyva.gov/366/economic-development---dhp-2023](http://econdev.surrycountyva.gov/366/economic-development---dhp-2023)

## **Clarksville**

Town of Clarksville  
Economic Development Authority  
[clarksvilleva.org/departments/economic-development-authority](http://clarksvilleva.org/departments/economic-development-authority)

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-and-investinmeckva.com](http://mecklenburgva.com/249/economic-development-and-investinmeckva.com)

## **Clifton**

Fairfax County  
Economic Development Authority  
[fairfaxcountyeda.org](http://fairfaxcountyeda.org)

## **Clifton Forge**

Town of Clifton Forge Economic Development  
[cliftonforgeva.gov/about/economic-development](http://cliftonforgeva.gov/about/economic-development)

## **Clintwood**

Industrial Development Authority  
of Dickenson County  
[dickensonva.org/100/industrial-development-authority](http://dickensonva.org/100/industrial-development-authority)

## **Coeburn**

Wise County Office of Economic  
& Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-development](http://wisecounty.org/174/office-of-economic-industrial-development)

## **Colonial Beach**

Colonial Beach Economic Development  
[colonialbeachva.gov/219/economic-development](http://colonialbeachva.gov/219/economic-development)

## **Courtland**

Franklin-Southampton Economic  
Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## **Craigsville**

Augusta County Economic Development  
[augustavabusiness.com](http://augustavabusiness.com)

## **Crewe**

Nottoway County Department  
of Economic Development  
[nottoway.org/departments/economic\\_development/index.php](http://nottoway.org/departments/economic_development/index.php)

## **Culpeper**

Culpeper Economic Development  
[chooseculpeper.com](http://chooseculpeper.com)

## **Damascus**

Washington County Economic Development  
[washingtoncountyva.com](http://washingtoncountyva.com)

## **Dayton**

Dayton Economic Development Authority  
[daytonva.us/economic-development-authority](http://daytonva.us/economic-development-authority)

## **Dillwyn**

Buckingham County Economic Development  
[buckinghamcountyva.org/community/economic\\_development.php](http://buckinghamcountyva.org/community/economic_development.php)

## **Drakes Branch**

Charlotte County Department  
of Economic Development  
[charlottecountyva.gov/departments/economic\\_development.php](http://charlottecountyva.gov/departments/economic_development.php)

## **Dublin**

Pulaski County Department  
of Economic Development  
[pulaskicounty.org/economic-development.html](http://pulaskicounty.org/economic-development.html)

## **Duffield**

Scott County Economic Development  
[scottcountyva.com/157/economic-development](http://scottcountyva.com/157/economic-development)

## **Dumfries**

Prince William County Economic Development  
[pwcdded.org](http://pwcdded.org)

### **Eastville**

Northampton County Department  
of Economic Development  
[co.northampton.va.us/government/departments\\_elected\\_offices/economic\\_development](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

### **Edinburg**

Shenandoah County Tourism  
& Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

### **Elkton**

Rockingham County Department  
of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

### **Exmore**

Northampton County Department  
of Economic Development  
[co.northampton.va.us/government/departments\\_elected\\_offices/economic\\_development](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

### **Farmville**

Farmville Department  
of Economic Development  
[farmvilleva.com/160/economic-development](http://farmvilleva.com/160/economic-development)

### **Fincastle**

Botetourt County Economic Development  
[botetourtva.gov/159/economic-development](http://botetourtva.gov/159/economic-development)

### **Floyd**

Floyd County Economic Development Authority  
[yesfloydva.org](http://yesfloydva.org)

### **Fries**

Blue Ridge Crossroads  
Economic Development Authority  
[brceda.org](http://brceda.org)

Grayson County Agriculture  
Economic Development  
[graysoncountyva.gov/agriculture-economic-development](http://graysoncountyva.gov/agriculture-economic-development)

### **Front Royal**

Front Royal-Warren County  
Economic Development Authority  
[wceda.com](http://wceda.com)

### **Gate City**

Gate City  
[mygatecity.com](http://mygatecity.com)

Scott County Economic Development  
[scottcountyva.com/157/economic-development](http://scottcountyva.com/157/economic-development)

### **Glade Spring**

Washington County Economic Development  
[washingtoncountyva.com](http://washingtoncountyva.com)

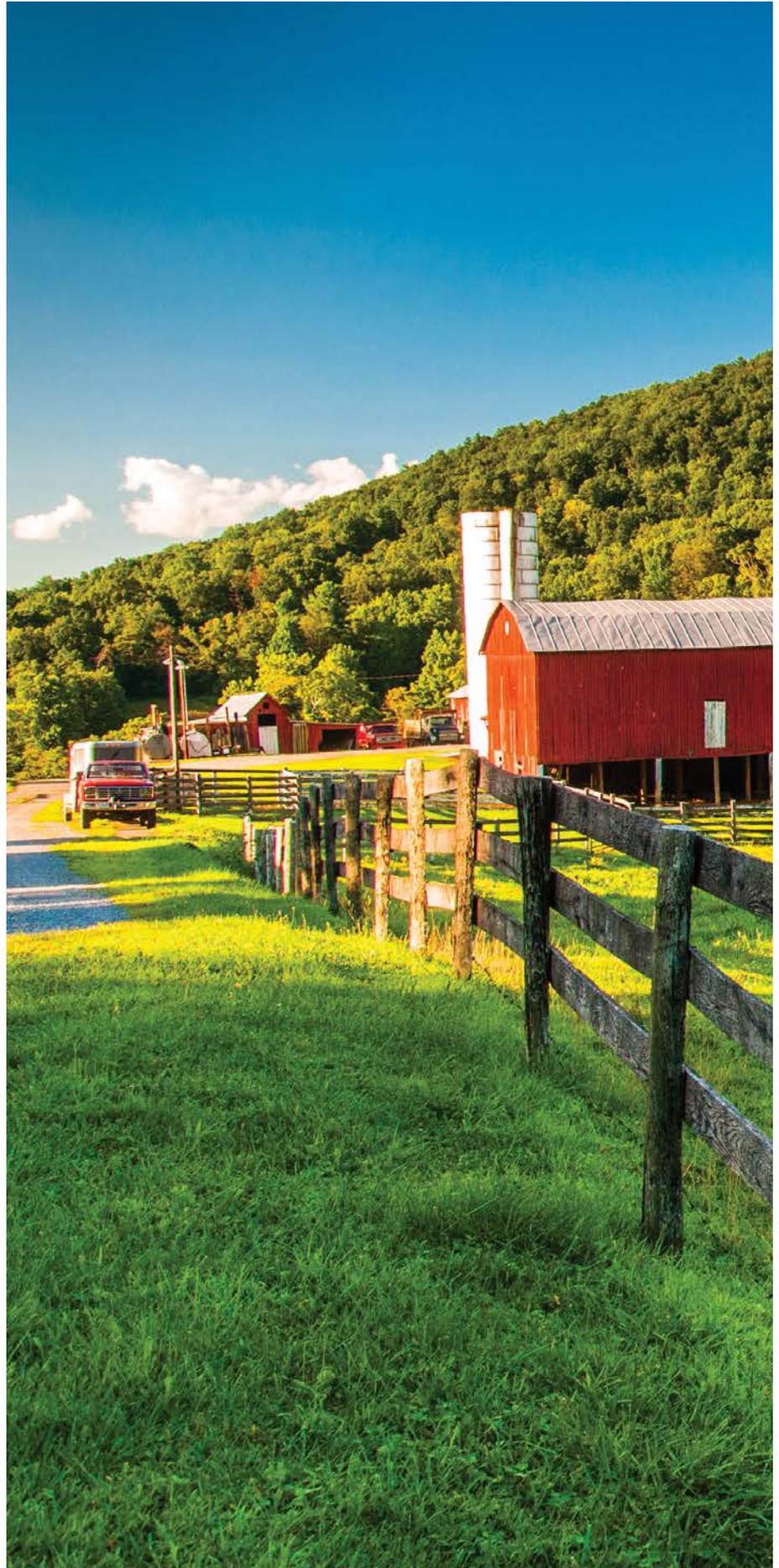
### **Glasgow**

Rockbridge County Department  
of Economic Development  
[co.rockbridge.va.us/143/economic-development](http://co.rockbridge.va.us/143/economic-development)

### **Gordonsville**

Gordonsville Business  
[townofgordonsville.org/business/index.php](http://townofgordonsville.org/business/index.php)

Orange County Virginia  
Economic Development  
[thinkorangeva.com](http://thinkorangeva.com)



## **Gretna**

Pittsylvania County  
Economic Development Department  
[pittsylvaniacountyva.gov/business/economic-development](http://pittsylvaniacountyva.gov/business/economic-development)

## **City of Danville**

Pittsylvania County Offices  
of Economic Development  
[discoverdanville.com](http://discoverdanville.com)

## **Grottoes**

Augusta County Economic Development  
[augustavabusiness.com](http://augustavabusiness.com)

Rockingham County Department  
of Economic Development

[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

## **Grundy**

Buchanan County Economic  
Development Commission  
[growbuchanan.com](http://growbuchanan.com)

## **Halifax**

Halifax Industrial Development Authority  
[halifaxvirginia.com](http://halifaxvirginia.com)

## **Hallwood**

Accomack County Department of Building,  
Planning, and Economic Development  
[co.accomack.va.us/departments/planning-and-community-development/economic-development-1532](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

## **Hamilton**

Loudoun County Economic Development  
[biz.loudoun.gov](http://biz.loudoun.gov)

## **Haymarket**

Prince William County Economic Development  
[pwcded.org](http://pwcded.org)

## **Haysi**

Industrial Development Authority  
of Dickenson County  
[dickensonva.org/100/industrial-development-authority](http://dickensonva.org/100/industrial-development-authority)

## **Herndon**

Fairfax County Economic  
Development Authority  
[fairfaxcountyeda.org](http://fairfaxcountyeda.org)

## **Hillsboro**

Loudoun County Economic Development  
[biz.loudoun.gov](http://biz.loudoun.gov)

## **Hillsville**

Town of Hillsville Business & Employment  
[townofhillsville.com/business-employment](http://townofhillsville.com/business-employment)

Carroll County Economic Development  
[carrollcountyva.gov/business\\_and\\_economic\\_development/economic\\_development.php](http://carrollcountyva.gov/business_and_economic_development/economic_development.php)

## **Hurt**

Pittsylvania County  
Economic Development Department  
[pittsylvaniacountyva.gov/business/economic-development](http://pittsylvaniacountyva.gov/business/economic-development)

City of Danville and Pittsylvania County  
Offices of Economic Development  
[discoverdanville.com](http://discoverdanville.com)

## **Independence**

Blue Ridge Crossroads Economic  
Development Authority  
[brceda.org](http://brceda.org)

Grayson County Agriculture  
Economic Development

[graysoncountyva.gov/agriculture-economic-development](http://graysoncountyva.gov/agriculture-economic-development)

## **Iron Gate**

Allegheny Highlands  
Economic Development Corporation  
[ahedc.com](http://ahedc.com)

## **Irvington**

Lancaster County  
Economic Development Authority  
[lancova.com/page2.asp?pageID=91](http://lancova.com/page2.asp?pageID=91)

## **Ivor**

Franklin-Southampton  
Economic Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## **Jarratt**

Greensville County Economic Development  
[greensvillecountyva.com](http://greensvillecountyva.com)

Sussex County Economic Development  
[sussexcountyva.gov/page/economic-development](http://sussexcountyva.gov/page/economic-development)

## **Jonesville**

Lee County Industrial Development Authority  
[leecountyeda.com](http://leecountyeda.com)

## **Keller**

Accomack County Department of Building,  
Planning, and Economic Development  
[co.accomack.va.us/departments/planning-and-community-development/economic-development-1532](http://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](http://lunenburgva.gov/government/community_and_economic_development/index.php)

## **Keysville**

Charlotte County Department  
of Economic Development  
[charlottecountyva.gov/departments/economic\\_development.php](http://charlottecountyva.gov/departments/economic_development.php)

## **Kilmarnock**

Town of Kilmarnock Economic Development  
[kilmarnockva.com/ec-dev-2](http://kilmarnockva.com/ec-dev-2)

## **La Crosse**

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development/investinmeckva.com](http://mecklenburgva.com/249/economic-development/investinmeckva.com)

## **Lawrenceville**

Brunswick County Department  
of Economic Development  
[brunswickco.com/doing\\_business/brunswick\\_dept\\_of\\_economic\\_development](http://brunswickco.com/doing_business/brunswick_dept_of_economic_development)

Brunswick County  
Industrial Development Authority  
[bcida.org](http://bcida.org)

## **Lebanon**

Lebanon Economic Development  
[lebanonva.net/business-services/economic-development](http://lebanonva.net/business-services/economic-development)

## **Leesburg**

Town of Leesburg Department  
of Economic Development  
[leesburgva.gov/departments/economic-development](http://leesburgva.gov/departments/economic-development)

## **Louisa**

Louisa County Department  
of Economic Development  
[louisacounty.gov/2689/economic-development](http://louisacounty.gov/2689/economic-development)

## **Lovettsville**

Loudoun County Economic Development  
[biz.loudoun.gov](http://biz.loudoun.gov)

## **Luray**

Page County Department of Economic  
Development & Tourism  
[pagecountyvirginia.gov/286/economic-development-tourism](http://pagecountyvirginia.gov/286/economic-development-tourism)

## **Madison**

Madison County Department  
of Economic Development & Tourism  
[madisonco.virginia.gov/167/economic-development-tourism](http://madisonco.virginia.gov/167/economic-development-tourism)  
[madisonva.com/economic-development](http://madisonva.com/economic-development)

## **Marion**

Town of Marion Department  
of Community & Economic Development  
[marionva.org/community-economic-development](http://marionva.org/community-economic-development)

## **McKenney**

Dinwiddie County Department  
of Economic Development  
[dinwiddieva.us/433/economic-development](http://dinwiddieva.us/433/economic-development)

## **Middleburg**

Middleburg Department  
of Economic Development  
[middleburgva.gov/180/economic-development](http://middleburgva.gov/180/economic-development)

## **Middletown**

Frederick County  
Economic Development Authority  
[yesfrederickva.com](http://yesfrederickva.com)

## **Mineral**

Louisa County Department  
of Economic Development  
[louisacounty.gov/2689/economic-development](http://louisacounty.gov/2689/economic-development)

## **Monterey**

Highland County  
Economic Development Authority  
[highlandcounty.org/highland-eda](http://highlandcounty.org/highland-eda)  
[highlandcova.org/economic-development-authority-highland-county-virginia](http://highlandcova.org/economic-development-authority-highland-county-virginia)

## **Montross**

Westmoreland County Economic Development  
[westmoreland-county.org/ed](http://westmoreland-county.org/ed)

## **Mount Crawford**

Rockingham County Department  
of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

## **Mount Jackson**

Shenandoah County Tourism  
& Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

## **Narrows**

Giles County Economic Development  
[virginiasmtnplayground.com](http://virginiasmtnplayground.com)

## **Nassawadox**

Northampton County Department  
of Economic Development  
[co.northampton.va.us/government/departments\\_elected\\_offices/economic\\_development](http://co.northampton.va.us/government/departments_elected_offices/economic_development)

## **New Castle**

Craig County Department  
of County Administration  
[craigcountyva.gov/departments/county-administration](http://craigcountyva.gov/departments/county-administration)

## **New Market**

Shenandoah County Tourism  
& Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

## **Newsoms**

Franklin-Southampton  
Economic Development, Inc.  
[franklinsouthamptonva.com](http://franklinsouthamptonva.com)

## **Occoquan**

Prince William County Economic Development  
[pwcded.org](http://pwcded.org)

## **Onancock**

Onancock Economic Development Authority  
[onancock.com/tc/page/onancock-economic-development-authority](http://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](http://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](http://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](http://townoforangeva.gov/140/economic-development-program)

Orange County Virginia  
Economic Development  
[thinkorangeva.com](http://thinkorangeva.com)

## **Painter**

Accomack County Department of Building,  
Planning, and Economic Development  
[co.accomack.va.us/departments/planning-and-community-development/economic-development-1532](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

## **Pamplin**

Appomattox County Department  
of Economic Development  
[appomattoxcountryva.gov/185/economic-development](http://appomattoxcountryva.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](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

## **Pearisburg**

Giles County Economic Development  
[virginiasmtnplayground.com](http://virginiasmtnplayground.com)

## **Pembroke**

Giles County Economic Development  
[virginiasmtnplayground.com](http://virginiasmtnplayground.com)

## **Pennington Gap**

Lee County Industrial Development Authority  
[leecountyeda.com](http://leecountyeda.com)

## **Phenix**

Charlotte County Department  
of Economic Development  
[charlottecountyva.gov/departments/economic\\_development.php](http://charlottecountyva.gov/departments/economic_development.php)

## **Port Royal**

Caroline County Department  
of Economic Development  
[co.caroline.va.us/194/economic-development](http://co.caroline.va.us/194/economic-development)

## **Pound**

Wise County Office of Economic  
& Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-developmen](http://wisecounty.org/174/office-of-economic-industrial-developmen)

## **Pulaski**

Pulaski Department of Economic Development  
[pulaskitown.org/economic-development](http://pulaskitown.org/economic-development)

## **Purcellville**

Town of Purcellville Economic Development  
Advisory Committee  
[purcellvilleva.gov/168/economic-development-advisory-committee](http://purcellvilleva.gov/168/economic-development-advisory-committee)

## **Quantico**

Prince William County Economic Development  
[pwcded.org](http://pwcded.org)

## **Remington**

Fauquier County Department  
of Economic Development  
[fauquiercounty.gov/government/departments-a-g/economic-development](http://fauquiercounty.gov/government/departments-a-g/economic-development)

## **Rich Creek**

Giles County Economic Development  
[virginiasmtnplayground.com](http://virginiasmtnplayground.com)

## **Richlands**

Tazewell County Economic Development  
[tazewellcountybusiness.com](http://tazewellcountybusiness.com)

## **Ridgeway**

Martinsville-Henry County  
Economic Development Corporation  
[yesmartinsville.com](http://yesmartinsville.com)

## **Rocky Mount**

Town of Rocky Mount  
Economic Development Authority  
[rockymountva.org/284/economic-development-authority](http://rockymountva.org/284/economic-development-authority)

Franklin County Office  
of Economic Development  
[yesfranklincountyva.org](http://yesfranklincountyva.org)

## **Round Hill**

Round Hill Business  
[roundhillva.org/business](http://roundhillva.org/business)

Loudoun County Economic Development  
[biz.loudoun.gov](http://biz.loudoun.gov)

## **Rural Retreat**

Wythe County Joint Industrial  
Development Authority  
[wytheida.org](http://wytheida.org)

## **Saint Paul**

Russell County Industrial  
Development Authority  
[russellcountyida.org](http://russellcountyida.org)

Wise County Office of Economic  
& Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-developmen](http://wisecounty.org/174/office-of-economic-industrial-developmen)

## **Saltville**

Smyth County Economic Development  
[smythcountyeconomicdevelopment.com](http://smythcountyeconomicdevelopment.com)  
Washington County Economic Development  
[washingtoncountyva.com](http://washingtoncountyva.com)

## **Scottsville**

Scottsville Business and Development  
[scottsville.org/business-and-development](http://scottsville.org/business-and-development)

Albemarle County Economic Development  
[enablealbemarle.org](http://enablealbemarle.org)

Fluvanna County Economic Development  
[fluvannacounty.org/ced](http://fluvannacounty.org/ced)

## **Shenandoah**

Page County Department of Economic  
Development & Tourism  
[pagecounty.virginia.gov/286/economic-development-tourism](http://pagecounty.virginia.gov/286/economic-development-tourism)

## **Smithfield**

Smithfield Business & Industry  
[smithfieldva.gov/290/business-industry](http://smithfieldva.gov/290/business-industry)

Isle of Wight Department  
of Economic Development  
[insidetheisle.com](http://insidetheisle.com)

## **South Boston**

South Boston Economic Development  
[southboston.com/services/economic/index.php](http://southboston.com/services/economic/index.php)  
Industrial Development Authority  
of Halifax County  
[halifaxvirginia.com](http://halifaxvirginia.com)

## **South Hill**

Mecklenburg County Department  
of Economic Development  
[mecklenburgva.com/249/economic-development-and-investinmeckva.com](http://mecklenburgva.com/249/economic-development-and-investinmeckva.com)

## **Stanardsville**

Greene County Department  
of Economic Development & Tourism  
[greenecountyva.gov/government/depts/economic-development-tourism](http://greenecountyva.gov/government/depts/economic-development-tourism)  
[greenecountyva.gov](http://greenecountyva.gov)

## **Stanley**

Page County Department  
of Economic Development & Tourism  
[pagecounty.virginia.gov/286/economic-development-tourism](http://pagecounty.virginia.gov/286/economic-development-tourism)

## **Stephens City**

Frederick County  
Economic Development Authority  
[yesfrederickva.com](http://yesfrederickva.com)



Shenandoah Valley, Virginia

### Stony Creek

Sussex County Economic Development  
[sussexcountyva.gov/page/economic-development](http://sussexcountyva.gov/page/economic-development)

### Strasburg

Shenandoah County Tourism & Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

### Stuart

Patrick County Economic Development  
[patrickcoecondev.com](http://patrickcoecondev.com)

### Surry

Surry County Economic Development  
[econdev.surrycountyva.gov/366/economic-development---dhp-2023](http://econdev.surrycountyva.gov/366/economic-development---dhp-2023)

### Tappahannock

Essex County Economic Development Authority  
[essex-virginia.org/eda](http://essex-virginia.org/eda)

### Tazewell

Town of Tazewell Industrial / Economic Development Authority  
[townoftazewell.org/ieda](http://townoftazewell.org/ieda)

Tazewell County Economic Development  
[tazewellcountybusiness.com](http://tazewellcountybusiness.com)

### The Plains

Fauquier County Department of Economic Development  
[fauquiercounty.gov/government/departments-a-g/economic-development](http://fauquiercounty.gov/government/departments-a-g/economic-development)

### Timberville

Rockingham County Department of Economic Development  
[rockinghamcountyva.gov/380/economic-development](http://rockinghamcountyva.gov/380/economic-development)

### Toms Brook

Shenandoah County Tourism & Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

### Troutville

Botetourt County Economic Development  
[botetourtva.gov/159/economic-development](http://botetourtva.gov/159/economic-development)

### Urbanna

Doing Business in Urbanna  
[urbannava.gov/pages/business.php](http://urbannava.gov/pages/business.php)

Middlesex County Department of Economic Development & Tourism  
[co.middlesex.va.us/184/economic-development-tourism](http://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](http://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](http://lunenburgva.gov/government/community_and_economic_development/index.php)

### Vienna

Town of Vienna Economic Development  
[viennava.gov/doing-business/economic-development](http://viennava.gov/doing-business/economic-development)

### Vinton

Town of Vinton Department of Economic Development  
[vintonva.gov/177/economic-development](http://vintonva.gov/177/economic-development)

### Virgilina

Industrial Development Authority of Halifax County  
[halifaxvirginia.com](http://halifaxvirginia.com)

### Wachapreague

Accomack County Department of Building, Planning, and Economic Development  
[co.accomack.va.us/departments/planning-and-community-development/economic-development-1532](http://co.accomack.va.us/departments/planning-and-community-development/economic-development-1532)

### Wakefield

Sussex County Economic Development  
[sussexcountyva.gov/page/economic-development](http://sussexcountyva.gov/page/economic-development)

### Warrenton

Warrenton Department of Economic Development  
[warrentonva.gov/35/business](http://warrentonva.gov/35/business)

Fauquier County Department of Economic Development  
[fauquiercounty.gov/government/departments-a-g/economic-development](http://fauquiercounty.gov/government/departments-a-g/economic-development)

### Warsaw

Town of Warsaw Economic Development  
[townofwarsaw.com/economic-development](http://townofwarsaw.com/economic-development)

### Washington

Rappahannock-Rapidan Regional Commission Economic Development & Tourism  
[rrregion.org/program\\_areas/economic\\_development/index.php](http://rrregion.org/program_areas/economic_development/index.php)

### Waverly

Sussex County Economic Development  
[sussexcountyva.gov/page/economic-development](http://sussexcountyva.gov/page/economic-development)

### Weber City

Scott County Economic Development  
[scottcountyva.com/157/economic-development](http://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](http://west-point.va.us/government/boards_and_commissions/economic_development_authority.php)

### King William County

Economic Development Authority  
[kwc.gov/211/economic-development](http://kwc.gov/211/economic-development)

### White Stone

Lancaster County Economic Development Authority  
[lancova.com/page2.asp?pageID=91](http://lancova.com/page2.asp?pageID=91)

### Windsor

Town of Windsor Economic Development Authority  
[windsor-va.gov/page/economic-development-authority](http://windsor-va.gov/page/economic-development-authority)

Isle of Wight Department of Economic Development  
[insidetheisle.com](http://insidetheisle.com)

### Wise

Town of Wise Economic Development Authority  
[townofwise.net/bc/page/economic-development-authority](http://townofwise.net/bc/page/economic-development-authority)

Wise County Office of Economic & Industrial Development  
[wisecounty.org/174/office-of-economic-industrial-developmen](http://wisecounty.org/174/office-of-economic-industrial-developmen)

### Woodstock

Woodstock Department of Economic Development  
[woodstockva.gov/522/economic-development](http://woodstockva.gov/522/economic-development)

Shenandoah County Tourism & Economic Development  
[shenandoahcountyva.gov/376/economic-development](http://shenandoahcountyva.gov/376/economic-development)

### Wytheville

Wythe County Joint Industrial Development Authority  
[wytheida.org](http://wytheida.org)

## 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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 [opportunitieswva.org](https://opportunitieswva.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](https://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](https://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](https://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](https://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](https://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](mailto: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](http://dvs.virginia.gov/education-employment/veteran-entrepreneurship).

### Virginia Innovation Partnership Corporation (VIPIC)

The Virginia Innovation Partnership Corporation, or VIPIC, 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. VIPIC also collaborates with local, regional, state, and federal partners to support the expansion and diversification of Virginia's economy. VIPIC'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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](https://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](https://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](https://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](https://dominnovation.com/energy/deic-accelerate).

### Economic Evolution Accelerator Program **MO**

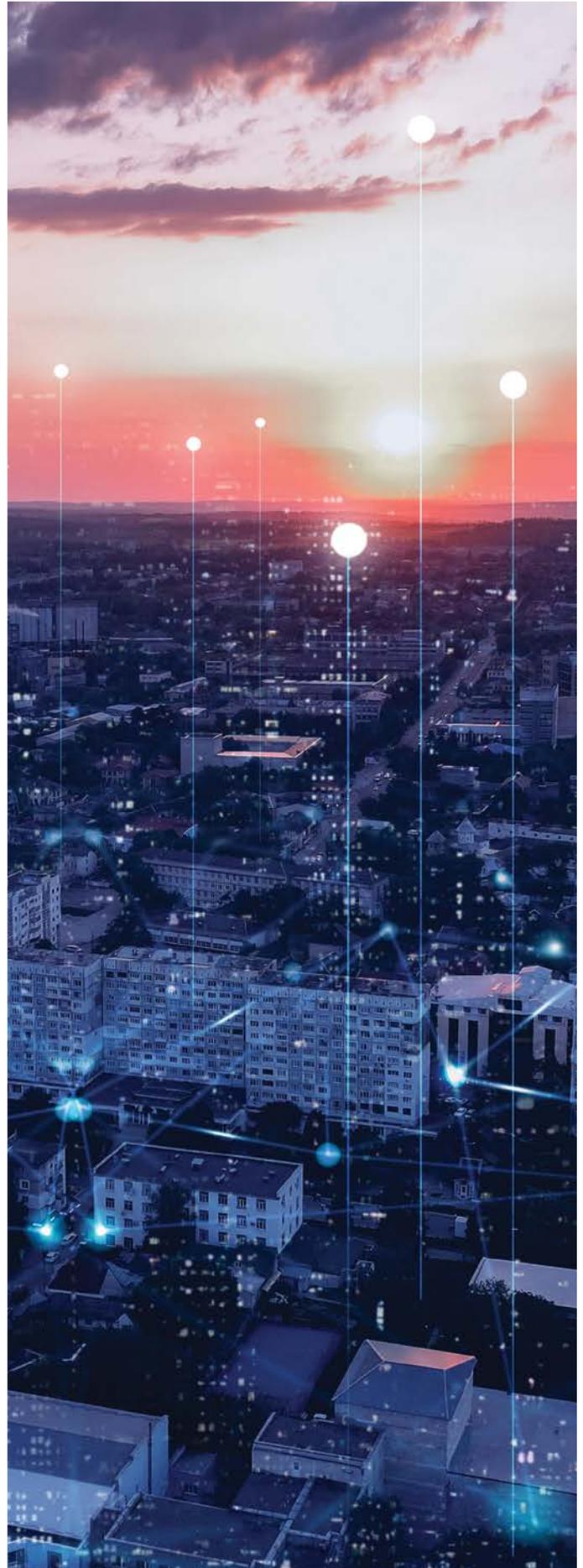
The Economic Evolution Accelerator Program is offered through the Northern Virginia Black Chamber of Commerce (NVBCC) and tailored specifically to Black-owned businesses. The 12-week program supports early-stage businesses in all sectors by focusing on mentorship, training, leadership mindset, and technology,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

### Hatch & CO.STARTERS **RS 1**

Hatch is southwest Virginia's business accelerator. It exists



to remove barriers to growth for entrepreneurs in the region with robust and innovative programming. For more information, visit [hatchaccelerator.com](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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/jwccacademy](https://thejwcfoundation.org/jwccacademy).

### 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



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](http://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](http://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](http://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](http://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

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](http://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](http://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 [virginiاسبdc.org](http://virginiاسبdc.org).

### Blue Ridge Crossroads SBDC

Galax  
[brcsbdc.org](http://brcsbdc.org)

### Capital Region SBDC

Richmond  
[capitalregionvasbdc.com](http://capitalregionvasbdc.com)

### Central Virginia SBDC

Charlottesville, Culpeper  
[cvsbdc.org](http://cvsbdc.org)

### Greater Roanoke & NRV SBDC

Roanoke / New River Valley  
[roanokesmallbusiness.org](http://roanokesmallbusiness.org)

### Hampton Roads SBDC

Hampton, Melfa, Norfolk, Williamsburg  
[hrsبdc.org](http://hrsبdc.org)

### Laurel Ridge SBDC

Middletown, Warrenton  
[laurelridgesبdc.org](http://laurelridgesبdc.org)

### Longwood University SBDC

Danville, Farmville, Martinsville, Petersburg, South Boston  
[سbdc-longwood.com](http://سbdc-longwood.com)

### Loudoun SBDC

Leesburg  
[loudounسbdc.com](http://loudounسbdc.com)

### Lynchburg SBDC

Lynchburg  
[سbdclynchburgregion.org](http://سbdclynchburgregion.org)

### Mason SBDC

Arlington, Fairfax, Prince William  
[masonsبdc.org](http://masonsبdc.org)

### Mountain Empire SBDC

Big Stone Gap  
[mecc.edu/sبdc](http://mecc.edu/sبdc)

### Shenandoah Valley SBDC

Harrisonburg  
[valleysبdc.org](http://valleysبdc.org)

### Southwest Virginia SBDC

Richlands  
[sw.edu/small-business-development-center](http://sw.edu/small-business-development-center)

### University of Mary Washington SBDC

Fredericksburg, Middle Peninsula, Northern Neck  
[umw.edu/sبdc](http://umw.edu/sبdc)

### Virginia Highlands SBDC

Abingdon  
[vhcc2.vhcc.edu/sبdc](http://vhcc2.vhcc.edu/sبdc)

### 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](http://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 subsidiary 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://activation.capital/spaces/biotech-park).

## 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](http://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](http://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](https://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](https://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](https://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](https://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](https://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](http://virginia.gov/agencies/department-of-housing-and-community-development)

#### Department of Labor & Industry (DOLI)

[virginia.gov/agencies/department-of-labor-and-industry](http://virginia.gov/agencies/department-of-labor-and-industry)

#### Department of Professional & Occupational Regulation (DPOR)

[virginia.gov/agencies/department-of-professional-and-occupational-regulation](http://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](http://virginia.gov/agencies/department-of-small-business-and-supplier-diversity)

#### Department of Taxation (TAX)

[virginia.gov/agencies/department-of-taxation](http://virginia.gov/agencies/department-of-taxation)

#### Department of Transportation (VDOT)

[virginia.gov/agencies/department-of-transportation](http://virginia.gov/agencies/department-of-transportation)

#### State Corporation Commission (SCC)

[virginia.gov/agencies/state-corporation-commission](http://virginia.gov/agencies/state-corporation-commission)

#### Virginia Economic Development Partnership (VEDP)

[virginia.gov/agencies/virginia-economic-development-partnership](http://virginia.gov/agencies/virginia-economic-development-partnership)

#### Virginia Employment Commission (VEC)

[virginia.gov/agencies/virginia-employment-commission](http://virginia.gov/agencies/virginia-employment-commission)

#### Virginia Housing

[virginia.gov/agencies/virginia-housing-development-authority](http://virginia.gov/agencies/virginia-housing-development-authority)

#### Virginia Parole Board (VPB)

[virginia.gov/agencies/virginia-parole-board](http://virginia.gov/agencies/virginia-parole-board)

#### Virginia Workers' Compensation Commission (VWC)

[virginia.gov/agencies/virginia-workers-compensation-commission](http://virginia.gov/agencies/virginia-workers-compensation-commission)

#### Virginia Workforce Connection (VAWC)

[virginia.gov/agencies/virginia-workforce-connection](http://virginia.gov/agencies/virginia-workforce-connection)

### Economy

#### Board of Accountancy (BOA)

[virginia.gov/agencies/board-of-accountancy](http://virginia.gov/agencies/board-of-accountancy)

#### Department of Housing & Community Development (DHCD)

[virginia.gov/agencies/department-of-housing-and-community-development](http://virginia.gov/agencies/department-of-housing-and-community-development)

#### Department of Labor & Industry (DOLI)

[virginia.gov/agencies/department-of-labor-and-industry](http://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](http://virginia.gov/agencies/department-of-small-business-and-supplier-diversity)

**Virginia Alcoholic Beverage Control Authority (ABC)**

[virginia.gov/agencies/virginia-alcoholic-beverage-control-authority](http://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](http://virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services)

**Virginia Economic Development Partnership (VEDP)**

[virginia.gov/agencies/virginia-economic-development-partnership](http://virginia.gov/agencies/virginia-economic-development-partnership)

**Virginia Housing**

[virginia.gov/agencies/virginia-housing-development-authority](http://virginia.gov/agencies/virginia-housing-development-authority)

**Virginia Parole Board (VPB)**

[virginia.gov/agencies/virginia-parole-board](http://virginia.gov/agencies/virginia-parole-board)

**Virginia Resources Authority (VRA)**

[virginia.gov/agencies/virginia-resources-authority](http://virginia.gov/agencies/virginia-resources-authority)

**Virginia Tobacco Region Revitalization Commission**

[virginia.gov/agencies/virginia-tobacco-region-revitalization-commission](http://virginia.gov/agencies/virginia-tobacco-region-revitalization-commission)

**Virginia Tourism Corporation (VTC)**

[virginia.gov/agencies/virginia-tourism-corporation](http://virginia.gov/agencies/virginia-tourism-corporation)

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**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](http://virginia.gov/agencies/department-of-education)

**Department of Veterans Services (DVS)**

[virginia.gov/agencies/department-of-veterans-services](http://virginia.gov/agencies/department-of-veterans-services)

**Frontier Culture Museum of Virginia**

[virginia.gov/agencies/frontier-culture-museum-of-virginia](http://virginia.gov/agencies/frontier-culture-museum-of-virginia)

**Gunston Hall**

[virginia.gov/agencies/gunston-hall](http://virginia.gov/agencies/gunston-hall)

**Jamestown-Yorktown Foundation**

[virginia.gov/agencies/jamestown-yorktown-foundation](http://virginia.gov/agencies/jamestown-yorktown-foundation)

**Library of Virginia (LVA)**

[virginia.gov/agencies/library-of-virginia](http://virginia.gov/agencies/library-of-virginia)

**Science Museum of Virginia (SMV)**

[virginia.gov/agencies/science-museum-of-virginia](http://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](http://virginia.gov/agencies/state-council-of-higher-education-for-virginia)

**Virginia Commission for the Arts (VCA)**

[virginia.gov/agencies/virginia-commission-for-the-arts](http://virginia.gov/agencies/virginia-commission-for-the-arts)

**Virginia Community College System (VCCS)**

[virginia.gov/agencies/virginia-community-college-system](http://virginia.gov/agencies/virginia-community-college-system)

**Virginia Cooperative Extension (VCE)**

[virginia.gov/agencies/virginia-cooperative-extension](http://virginia.gov/agencies/virginia-cooperative-extension)

**Virginia Museum of Natural History (VMNH)**

[virginia.gov/agencies/virginia-museum-of-natural-history](http://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](http://virginia.gov/agencies/virginia-school-for-the-deaf-and-the-blind)

**Virginia529 College Savings Plan (529)**

[virginia.gov/agencies/virginia529-college-savings-plan](http://virginia.gov/agencies/virginia529-college-savings-plan)

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**Employment**

**Compensation Board (SCB)**

[virginia.gov/agencies/compensation-board](http://virginia.gov/agencies/compensation-board)

**Department of Health Professions (DHP)**

[virginia.gov/agencies/department-of-health-professions](http://virginia.gov/agencies/department-of-health-professions)

**Department of Human Resource Management (DHRM)**

[virginia.gov/agencies/department-of-human-resource-management](http://virginia.gov/agencies/department-of-human-resource-management)

**Department of Labor & Industry (DOLI)**

[virginia.gov/agencies/department-of-labor-and-industry](http://virginia.gov/agencies/department-of-labor-and-industry)

**Department of Professional & Occupational Regulation (DPOR)**

[virginia.gov/agencies/department-of-professional-and-occupational-regulation](http://virginia.gov/agencies/department-of-professional-and-occupational-regulation)

**Virginia Employment Commission (VEC)**

[virginia.gov/agencies/virginia-employment-commission](http://virginia.gov/agencies/virginia-employment-commission)

**Virginia Retirement System (VRS)**

[virginia.gov/agencies/virginia-retirement-system](http://virginia.gov/agencies/virginia-retirement-system)

**Virginia Workers' Compensation Commission (VWC)**

[virginia.gov/agencies/virginia-workers-compensation-commission](http://virginia.gov/agencies/virginia-workers-compensation-commission)

**Virginia Workforce Connection (VAWC)**

[virginia.gov/agencies/virginia-workforce-connection](http://virginia.gov/agencies/virginia-workforce-connection)

**Wilson Workforce & Rehabilitation Center (WWRC)**

[virginia.gov/agencies/wilson-workforce-and-rehabilitation-center](http://virginia.gov/agencies/wilson-workforce-and-rehabilitation-center)

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**Environment & Natural Resources**

**Department of Conservation & Recreation (DCR)**

[virginia.gov/agencies/department-of-conservation-and-recreation](http://virginia.gov/agencies/department-of-conservation-and-recreation)

**Department of Energy (ENERGY)**

[virginia.gov/agencies/department-of-energy](http://virginia.gov/agencies/department-of-energy)

**Department of Environmental Quality (DEQ)**

[virginia.gov/agencies/department-of-environmental-quality](http://virginia.gov/agencies/department-of-environmental-quality)

**Department of Forestry (DOF)**

[virginia.gov/agencies/department-of-forestry](http://virginia.gov/agencies/department-of-forestry)

**Department of Historic Resources (DHR)**

[virginia.gov/agencies/department-of-historic-resources](http://virginia.gov/agencies/department-of-historic-resources)

**Department of Wildlife Resources (DWR)**

[virginia.gov/agencies/department-of-wildlife-resources](http://virginia.gov/agencies/department-of-wildlife-resources)

**Marine Resources Commission (MRC)**

[virginia.gov/agencies/marine-resources-commission](http://virginia.gov/agencies/marine-resources-commission)

**Virginia Department of Agriculture & Consumer Services (VDACS)**

[virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services](http://virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services)

**Virginia Museum of Natural History (VMNH)**

[virginia.gov/agencies/virginia-museum-of-natural-history](http://virginia.gov/agencies/virginia-museum-of-natural-history)

**Virginia Tobacco Region Revitalization Commission**

[virginia.gov/agencies/virginia-tobacco-region-revitalization-commission](http://virginia.gov/agencies/virginia-tobacco-region-revitalization-commission)

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**Family & Health**

**Assistive Technology Loan Fund Authority (ATLFA)**

[virginia.gov/agencies/assistive-technology-loan-fund-authority](http://virginia.gov/agencies/assistive-technology-loan-fund-authority)

**Department for Aging & Rehabilitative Services (DARS)**

[virginia.gov/agencies/department-for-aging-and-rehabilitative-services](http://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](http://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](http://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](http://virginia.gov/agencies/department-of-behavioral-health-and-developmental)

**Department of Health Professions (DHP)**

[virginia.gov/agencies/department-of-health-professions](http://virginia.gov/agencies/department-of-health-professions)

**Department of Medical Assistance Services (DMAS)**

[virginia.gov/agencies/department-of-medical-assistance-services](http://virginia.gov/agencies/department-of-medical-assistance-services)

**Department of Social Services (DSS)**  
[virginia.gov/agencies/department-of-social-services](http://virginia.gov/agencies/department-of-social-services)

**Department of Veterans Services (DVS)**  
[virginia.gov/agencies/department-of-veterans-services](http://virginia.gov/agencies/department-of-veterans-services)

**Foundation for Healthy Youth (VFHY)**  
[virginia.gov/agencies/foundation-for-healthy-youth](http://virginia.gov/agencies/foundation-for-healthy-youth)

## Northern Virginia

**Mental Health Institute (NVMHI)**  
[virginia.gov/agencies/northern-virginia-mental-health-institute](http://virginia.gov/agencies/northern-virginia-mental-health-institute)

**Office of Children's Services (CSA)**  
[virginia.gov/agencies/office-of-childrens-services](http://virginia.gov/agencies/office-of-childrens-services)

**Virginia Board for People with Disabilities (VBPD)**  
[virginia.gov/agencies/virginia-board-for-people-with-disabilities](http://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](http://virginia.gov/agencies/virginia-commonwealth-university-health-systems-authority)

**Virginia Department of Health (VDH)**  
[virginia.gov/agencies/virginia-department-of-health](http://virginia.gov/agencies/virginia-department-of-health)

## Finance

**Board of Accountancy (BOA)**  
[virginia.gov/agencies/board-of-accountancy](http://virginia.gov/agencies/board-of-accountancy)

**Compensation Board (SCB)**  
[virginia.gov/agencies/compensation-board](http://virginia.gov/agencies/compensation-board)

**Department of Accounts (DOA)**  
[virginia.gov/agencies/department-of-accounts](http://virginia.gov/agencies/department-of-accounts)

**Department of Planning & Budget (DPB)**  
[virginia.gov/agencies/department-of-planning-and-budget](http://virginia.gov/agencies/department-of-planning-and-budget)

**Department of Taxation (TAX)**  
[virginia.gov/agencies/department-of-taxation](http://virginia.gov/agencies/department-of-taxation)

**Department of the Treasury (TRS)**  
[virginia.gov/agencies/department-of-the-treasury](http://virginia.gov/agencies/department-of-the-treasury)

**Virginia Resources Authority (VRA)**  
[virginia.gov/agencies/virginia-resources-authority](http://virginia.gov/agencies/virginia-resources-authority)

## Government

**Auditor of Public Accounts (APA)**  
[virginia.gov/agencies/auditor-of-public-accounts](http://virginia.gov/agencies/auditor-of-public-accounts)

**Board of Bar Examiners**  
[virginia.gov/agencies/board-of-bar-examiners](http://virginia.gov/agencies/board-of-bar-examiners)

**Circuit Courts**  
[virginia.gov/agencies/circuit-courts](http://virginia.gov/agencies/circuit-courts)

**Compensation Board (SCB)**  
[virginia.gov/agencies/compensation-board](http://virginia.gov/agencies/compensation-board)

**Court of Appeals**  
[virginia.gov/agencies/court-of-appeals](http://virginia.gov/agencies/court-of-appeals)

**Department of Accounts (DOA)**  
[virginia.gov/agencies/department-of-accounts](http://virginia.gov/agencies/department-of-accounts)

**Department of Elections (ELECT)**  
[virginia.gov/agencies/department-of-elections](http://virginia.gov/agencies/department-of-elections)

**Department of General Services (DGS)**  
[virginia.gov/agencies/department-of-general-services](http://virginia.gov/agencies/department-of-general-services)

**Department of Human Resource Management (DHRM)**  
[virginia.gov/agencies/department-of-human-resource-management](http://virginia.gov/agencies/department-of-human-resource-management)

**Department of Taxation (TAX)**  
[virginia.gov/agencies/department-of-taxation](http://virginia.gov/agencies/department-of-taxation)

**Department of Veterans Services (DVS)**  
[virginia.gov/agencies/department-of-veterans-services](http://virginia.gov/agencies/department-of-veterans-services)

**Division of Capitol Police (VCP)**  
[virginia.gov/agencies/division-of-capitol-police](http://virginia.gov/agencies/division-of-capitol-police)

**Division of Legislative Automated Systems (DLAS)**  
[virginia.gov/agencies/division-of-legislative-automated-systems](http://virginia.gov/agencies/division-of-legislative-automated-systems)

**Division of Legislative Services (DLS)**  
[virginia.gov/agencies/division-of-legislative-services](http://virginia.gov/agencies/division-of-legislative-services)

**General Assembly**  
[virginia.gov/agencies/general-assembly](http://virginia.gov/agencies/general-assembly)

**Indigent Defense Commission (IDC)**  
[virginia.gov/agencies/indigent-defense-commission](http://virginia.gov/agencies/indigent-defense-commission)

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

**Judicial Inquiry & Review Commission (JIRC)**  
[virginia.gov/agencies/judicial-inquiry-and-review-commission](http://virginia.gov/agencies/judicial-inquiry-and-review-commission)

**Office of the Attorney General (OAG)**  
[virginia.gov/agencies/office-of-the-attorney-general](http://virginia.gov/agencies/office-of-the-attorney-general)

**Office of the Governor (GOV)**  
[virginia.gov/agencies/office-of-the-governor](http://virginia.gov/agencies/office-of-the-governor)

**Office of the Lieutenant Governor (LTGOV)**  
[virginia.gov/agencies/office-of-the-lieutenant-governor](http://virginia.gov/agencies/office-of-the-lieutenant-governor)

**Office of the State Inspector General (OSIG)**  
[virginia.gov/agencies/office-of-the-state-inspector-general](http://virginia.gov/agencies/office-of-the-state-inspector-general)

**State Corporation Commission (SCC)**  
[virginia.gov/agencies/state-corporation-commission](http://virginia.gov/agencies/state-corporation-commission)

**Supreme Court of Virginia**  
[virginia.gov/agencies/supreme-court-of-virginia](http://virginia.gov/agencies/supreme-court-of-virginia)

**Virginia Criminal Sentencing Commission (VCSC)**  
[virginia.gov/agencies/virginia-criminal-sentencing-commission](http://virginia.gov/agencies/virginia-criminal-sentencing-commission)

**Virginia Freedom of Information Advisory Council (FOIA)**  
[virginia.gov/agencies/virginia-freedom-of-information-advisory-council](http://virginia.gov/agencies/virginia-freedom-of-information-advisory-council)

**Virginia Innovation Partnership Corporation (VIPCC)**  
[virginia.gov/agencies/virginia-innovation-partnership-corporation](http://virginia.gov/agencies/virginia-innovation-partnership-corporation)

**Virginia IT Agency (VITA)**  
[virginia.gov/agencies/virginia-it-agency](http://virginia.gov/agencies/virginia-it-agency)

**Virginia State Bar (VSB)**  
[virginia.gov/agencies/virginia-state-bar](http://virginia.gov/agencies/virginia-state-bar)

## Licenses

**Board of Accountancy (BOA)**  
[virginia.gov/agencies/board-of-accountancy](http://virginia.gov/agencies/board-of-accountancy)

**Department of Aviation (DOAV)**  
[virginia.gov/agencies/department-of-aviation](http://virginia.gov/agencies/department-of-aviation)

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

**Department of Education (DOE)**  
[virginia.gov/agencies/department-of-education](http://virginia.gov/agencies/department-of-education)

**Department of Health Professions (DHP)**  
[virginia.gov/agencies/department-of-health-professions](http://virginia.gov/agencies/department-of-health-professions)

**Department of Motor Vehicles (DMV)**  
[virginia.gov/agencies/department-of-motor-vehicles](http://virginia.gov/agencies/department-of-motor-vehicles)

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

**Department of Wildlife Resources (DWR)**  
[virginia.gov/agencies/department-of-wildlife-resources](http://virginia.gov/agencies/department-of-wildlife-resources)

**Motor Vehicle Dealer Board (MVDB)**  
[virginia.gov/agencies/motor-vehicle-dealer-board](http://virginia.gov/agencies/motor-vehicle-dealer-board)

**State Corporation Commission (SCC)**  
[virginia.gov/agencies/state-corporation-commission](http://virginia.gov/agencies/state-corporation-commission)

**Virginia Alcoholic Beverage Control Authority (ABC)**  
[virginia.gov/agencies/virginia-alcoholic-beverage-control-authority](http://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](http://virginia.gov/agencies/virginia-department-of-agriculture-and-consumer-services)

**Virginia Racing Commission (VRC)**  
[virginia.gov/agencies/virginia-racing-commission](http://virginia.gov/agencies/virginia-racing-commission) Public Safety

**Commonwealth's Attorneys' Services Council**  
[virginia.gov/agencies/commonwealths-attorneys-services-council](http://virginia.gov/agencies/commonwealths-attorneys-services-council)

**Department of Corrections (DOC)**  
[virginia.gov/agencies/department-of-corrections](http://virginia.gov/agencies/department-of-corrections)

**Department of Criminal Justice Services (DCJS)**

[virginia.gov/agencies/department-of-criminal-justice-services](http://virginia.gov/agencies/department-of-criminal-justice-services)

**Department of Emergency Management (VDEM)**

[virginia.gov/agencies/department-of-emergency-management](http://virginia.gov/agencies/department-of-emergency-management)

**Department of Forensic Science (DFS)**

[virginia.gov/agencies/department-of-forensic-science](http://virginia.gov/agencies/department-of-forensic-science)

**Department of Juvenile Justice (DJJ)**

[virginia.gov/agencies/department-of-juvenile-justice](http://virginia.gov/agencies/department-of-juvenile-justice)

**Department of Military Affairs (DMA)**

[virginia.gov/agencies/department-of-military-affairs](http://virginia.gov/agencies/department-of-military-affairs)

**Department of State Police (VSP)**

[virginia.gov/agencies/department-of-state-police](http://virginia.gov/agencies/department-of-state-police)

**Department of Transportation (VDOT)**

[virginia.gov/agencies/department-of-transportation](http://virginia.gov/agencies/department-of-transportation)

**Division of Capitol Police (VCP)**

[virginia.gov/agencies/division-of-capitol-police](http://virginia.gov/agencies/division-of-capitol-police)

**Office of the State Inspector General (OSIG)**

[virginia.gov/agencies/office-of-the-state-inspector-general](http://virginia.gov/agencies/office-of-the-state-inspector-general)

**Virginia Alcoholic Beverage Control Authority (ABC)**

[virginia.gov/agencies/virginia-alcoholic-beverage-control-authority](http://virginia.gov/agencies/virginia-alcoholic-beverage-control-authority)

**Virginia Criminal Sentencing Commission (VCSC)**

[virginia.gov/agencies/virginia-criminal-sentencing-commission](http://virginia.gov/agencies/virginia-criminal-sentencing-commission)

**Virginia Department of Fire Programs (VDFP)**

[virginia.gov/agencies/virginia-department-of-fire-programs](http://virginia.gov/agencies/virginia-department-of-fire-programs)

**Virginia Department of Health (VDH)**

[virginia.gov/agencies/virginia-department-of-health](http://virginia.gov/agencies/virginia-department-of-health)

**Virginia Freedom of Information Advisory Council (FOIA)**

[virginia.gov/agencies/virginia-freedom-of-information-advisory-council](http://virginia.gov/agencies/virginia-freedom-of-information-advisory-council)

**Recreation & Culture**

**Department of Conservation & Recreation (DCR)**

[virginia.gov/agencies/department-of-conservation-and-recreation](http://virginia.gov/agencies/department-of-conservation-and-recreation)

**Department of Wildlife Resources (DWR)**

[virginia.gov/agencies/department-of-wildlife-resources](http://virginia.gov/agencies/department-of-wildlife-resources)



Downtown Mall, Charlottesville, Virginia

**Frontier Culture Museum of Virginia**

[virginia.gov/agencies/frontier-culture-museum-of-virginia](http://virginia.gov/agencies/frontier-culture-museum-of-virginia)

**Gunston Hall**

[virginia.gov/agencies/gunston-hall](http://virginia.gov/agencies/gunston-hall)

**Science Museum of Virginia (SMV)**

[virginia.gov/agencies/science-museum-of-virginia](http://virginia.gov/agencies/science-museum-of-virginia)

**Virginia Commission for the Arts (VCA)**

[virginia.gov/agencies/virginia-commission-for-the-arts](http://virginia.gov/agencies/virginia-commission-for-the-arts)

**Virginia Lottery**

[virginia.gov/agencies/virginia-lottery](http://virginia.gov/agencies/virginia-lottery)

**Virginia Museum of Fine Arts (VMFA)**

[virginia.gov/agencies/virginia-museum-of-fine-arts](http://virginia.gov/agencies/virginia-museum-of-fine-arts)

**Virginia Museum of Natural History (VMNH)**

[virginia.gov/agencies/virginia-museum-of-natural-history](http://virginia.gov/agencies/virginia-museum-of-natural-history)

**Virginia Racing Commission (VRC)**

[virginia.gov/agencies/virginia-racing-commission](http://virginia.gov/agencies/virginia-racing-commission)

**Virginia Tourism Corporation (VTC)**

[virginia.gov/agencies/virginia-tourism-corporation](http://virginia.gov/agencies/virginia-tourism-corporation)

**Transportation**

**Department of Aviation (DOAV)**

[virginia.gov/agencies/department-of-aviation](http://virginia.gov/agencies/department-of-aviation)

**Department of Motor Vehicles (DMV)**

[virginia.gov/agencies/department-of-motor-vehicles](http://virginia.gov/agencies/department-of-motor-vehicles)

**Department of Rail & Public Transportation (DRPT)**

[virginia.gov/agencies/department-of-rail-and-public-transportation](http://virginia.gov/agencies/department-of-rail-and-public-transportation)

**Department of Transportation (VDOT)**

[virginia.gov/agencies/department-of-transportation](http://virginia.gov/agencies/department-of-transportation)

**Motor Vehicle Dealer Board (MVDB)**

[virginia.gov/agencies/motor-vehicle-dealer-board](http://virginia.gov/agencies/motor-vehicle-dealer-board)

**Office of Public-Private Partnerships (VAP3)**

[virginia.gov/agencies/office-of-public-private-partnerships](http://virginia.gov/agencies/office-of-public-private-partnerships)

**Virginia Commercial Space Flight Authority (VCSFA)**

[virginia.gov/agencies/virginia-commercial-space-flight-authority](http://virginia.gov/agencies/virginia-commercial-space-flight-authority)

**Virginia Port Authority (VIP)**

[virginia.gov/agencies/virginia-port-authority](http://virginia.gov/agencies/virginia-port-authority)

# Virginia Colleges, Universities, & Other Institutions of Higher Education

## Public Colleges & Universities

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### Christopher Newport University

Newport News  
[cnu.edu](http://cnu.edu)

### College of William & Mary

Williamsburg  
[wm.edu](http://wm.edu)

### George Mason University

Fairfax  
[gmu.edu](http://gmu.edu)

### James Madison University

Harrisonburg  
[jmu.edu](http://jmu.edu)

### Longwood University

Farmville  
[longwood.edu](http://longwood.edu)

### Norfolk State University

Norfolk  
[nsu.edu](http://nsu.edu)

### Old Dominion University

Norfolk  
[odu.edu](http://odu.edu)

### Radford University

Radford  
[radford.edu](http://radford.edu)

### Richard Bland College

Petersburg  
[rbc.edu](http://rbc.edu)

### University of Mary Washington

Fredericksburg  
[umw.edu](http://umw.edu)

### University of Virginia

Charlottesville  
[virginia.edu](http://virginia.edu)

### University of Virginia's College at Wise

Wise  
[uvawise.edu](http://uvawise.edu)

### Virginia Commonwealth University

Richmond  
[vcu.edu](http://vcu.edu)

### Virginia Military Institute

Lexington  
[vmi.edu](http://vmi.edu)

### Virginia Polytechnic Institute and State University

Blacksburg  
[vt.edu](http://vt.edu)

### Virginia State University

Petersburg  
[vsu.edu](http://vsu.edu)

## Private Colleges & Universities

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### Appalachian College of Pharmacy

Oakwood  
[acp.edu](http://acp.edu)

### Appalachian School of Law

Grundy  
[asl.edu](http://asl.edu)

### Averett University

Danville  
[averett.edu](http://averett.edu)

### Bluefield University

Bluefield  
[bluefield.edu](http://bluefield.edu)

### Bridgewater College

Bridgewater  
[bridgewater.edu](http://bridgewater.edu)

### Eastern Mennonite University

Harrisonburg  
[emu.edu](http://emu.edu)

### Edward Via College of Osteopathic Medicine

Blacksburg  
[vcom.edu](http://vcom.edu)

### Emory & Henry College

Emory  
[ehc.edu](http://ehc.edu)

### Ferrum College

Ferrum  
[ferrum.edu](http://ferrum.edu)

### The George Washington University Science and Technology Campus

Ashburn  
[gwu.edu](http://gwu.edu)

### Hampden-Sydney College

Hampden-Sydney  
[hsc.edu](http://hsc.edu)

### Hampton University

Hampton  
[hamptonu.edu](http://hamptonu.edu)

### Hollins University

Roanoke  
[hollins.edu](http://hollins.edu)

### Liberty University

Lynchburg  
[liberty.edu](http://liberty.edu)

### Mary Baldwin University

Staunton  
[marybaldwin.edu](http://marybaldwin.edu)

### Marymount University

Arlington  
[marymount.edu](http://marymount.edu)

### Randolph College

Lynchburg  
[randolphcollege.edu](http://randolphcollege.edu)

### Randolph-Macon College

Ashland  
[rmc.edu](http://rmc.edu)

### Roanoke College

Salem  
[roanoke.edu](http://roanoke.edu)

### Shenandoah University

Winchester  
[su.edu](http://su.edu)

### Southern Virginia University

Buena Vista  
[svu.edu](http://svu.edu)

### Sweet Briar College

Sweet Briar  
[sbc.edu](http://sbc.edu)

### University of Lynchburg

Lynchburg  
[lynchburg.edu](http://lynchburg.edu)

### University of Richmond

Richmond  
[richmond.edu](http://richmond.edu)

### Virginia Union University

Richmond  
[vuu.edu](http://vuu.edu)

### Virginia Wesleyan University

Norfolk  
[vwu.edu](http://vwu.edu)

### Washington & Lee University

Lexington  
[wlu.edu](http://wlu.edu)

## Virginia Community Colleges (Virginia Community College System)

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### Blue Ridge Community College

Weyers Cave  
[brcc.edu](http://brcc.edu)

### Brightpoint Community College

Chester  
[brightpoint.edu](http://brightpoint.edu)

### Central Virginia Community College

Lynchburg  
[cvcc.vccs.edu](http://cvcc.vccs.edu)

### Danville Community College

Danville  
[danville.edu](http://danville.edu)

### Eastern Shore Community College

Melfa  
[es.vccs.edu](http://es.vccs.edu)

### Germanna Community College

Locust Grove  
[germanna.edu](http://germanna.edu)

### J Sargeant Reynolds Community College

Richmond, Goochland  
[reynolds.edu](http://reynolds.edu)

### Laurel Ridge Community College

Middletown, Warrenton, Luray  
[laurelridge.edu](http://laurelridge.edu)

### Mountain Empire Community College

Big Stone Gap  
[mecc.edu](http://mecc.edu)

### Mountain Gateway Community College

Clifton Forge  
[mgcc.edu](http://mgcc.edu)

### New River Community College

Dublin, Christiansburg  
[nr.vccs.edu](http://nr.vccs.edu)

### Northern Virginia Community College

Alexandria, Annandale, Loudoun, Manassas, Springfield, Woodbridge  
[nvcc.edu](http://nvcc.edu)

### **Patrick & Henry**

Martinsville  
[patrickhenry.edu](http://patrickhenry.edu)

### **Paul D Camp Community College**

Franklin, Suffolk, Smithfield  
[pdc.edu](http://pdc.edu)

### **Piedmont Virginia Community College**

Charlottesville  
[pvcc.edu](http://pvcc.edu)

### **Rappahannock Community College**

Warsaw, Glenss  
[rappahannock.edu](http://rappahannock.edu)

### **Southside Virginia Community College**

Alberta, Keysville, Blackstone, Chase City, Emporia, South Boston, South Hill  
[southside.edu](http://southside.edu)

### **Southwest Virginia Community College**

Cedar Bluff  
[sw.edu](http://sw.edu)

### **Tidewater Community College**

Chesapeake, Norfolk, Portsmouth, Virginia Beach  
[tcc.edu](http://tcc.edu)

### **Virginia Highlands Community College**

Abingdon  
[vhcc.edu](http://vhcc.edu)

### **Virginia Peninsula Community College**

Hampton, Williamsburg  
[tncc.edu](http://tncc.edu)

### **Virginia Western Community College**

Roanoke  
[virginiawestern.edu](http://virginiawestern.edu)

### **Wytheville Community College**

Wytheville, Galax, Marion  
[wcc.vccs.edu](http://wcc.vccs.edu)

## **Other Public Higher Education Institutions in Virginia**

### **Eastern Virginia Medical School (EVMS) <sup>IS</sup>**

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](http://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](http://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](http://newcollegeinstitute.org).



### **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](http://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](http://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](http://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](http://evms.edu/research/research_administration/technology_transfer)

#### **GMU Office of Technology Transfer**

[ott.gmu.edu/resources](http://ott.gmu.edu/resources)

#### **Old Dominion University Innovations Commercialization**

[odu.edu/facultystaff/research2/innovations-commercialization](http://odu.edu/facultystaff/research2/innovations-commercialization)

#### **UVA Licensing & Ventures Group (UVA LVG)**

[uva.fliintbox.com/technologies](http://uva.fliintbox.com/technologies)

#### **VCU TechTransfer and Ventures**

[innovationgateway.vcu.edu/technologies](http://innovationgateway.vcu.edu/technologies)

#### **Virginia Tech Intellectual Properties (VTIP)**

[vtip.technologypublisher.com](http://vtip.technologypublisher.com)

#### **William & Mary Technology Transfer Office**

[wm.edu/offices/techtransfer/featuredtechnology](http://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](http://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](http://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](http://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](http://occ.gov/topics/consumers-and-communities/community-affairs/resource-directories/small-business/index-small-business-resource-directory.html).

## 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](https://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](https://nifa.usda.gov/about-nifa/how-we-work/extension).

## U.S. Department of Commerce

### Minority Business Development Agency (MBDA)

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](https://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](https://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](https://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](https://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](https://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](https://workforcegps.org).

## U.S. Department of Veterans Affairs (VA)

### Veteran Entrepreneur Portal

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](https://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](https://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](https://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](https://uspto.gov/learning-and-resources/inventors-entrepreneurs-resources).

## U.S. Securities and Exchange Commission (SEC)

### Office of the Advocate for

### Small Business Capital Formation

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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](https://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://usda.gov). Connect with USDA customer service representatives at [ask.usda.gov/s/contactsupport](http://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](http://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.

#### **CONCEIVE & BUILD**

##### **Rural Economic Development Loan and Grant Program**

[rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program](http://rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program)

##### **Reconnect Loan and Grant Program**

[usda.gov/reconnect](http://usda.gov/reconnect)

##### **Community Connect Grants**

[rd.usda.gov/community-connect](http://rd.usda.gov/community-connect)

##### **Rural Broadband Access Loan and Loan Guarantees**

[rd.usda.gov/programs-services/farm-bill-broadband-loans-loan-guarantees](http://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](http://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](http://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](http://rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge)

#### **LAUNCH**

##### **Business and Industry Loan Guarantees**

[rd.usda.gov/programs-services/business-industry-loan-guarantees](http://rd.usda.gov/programs-services/business-industry-loan-guarantees)

##### **Rural Economic Development Loan and Grant Program**

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##### **Reconnect Loan and Grant Program**

[usda.gov/reconnect](http://usda.gov/reconnect)

##### **Community Connect Grants**

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**Food Supply Chain Guaranteed Loan Program**

[rd.usda.gov/food-supply-chain-guaranteed-loans](https://rd.usda.gov/food-supply-chain-guaranteed-loans)

**Value-Added Producer Grants**

[rd.usda.gov/programs-services/value-added-producer-grants](https://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](https://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](https://rd.usda.gov/programs-services/energy-programs/rural-energy-america-program-renewable-energy-systems-energy-efficiency-improvement-guaranteed-loans)

**SCALE-UP****Business and Industry Loan Guarantees**

[rd.usda.gov/programs-services/business-industry-loan-guarantees](https://rd.usda.gov/programs-services/business-industry-loan-guarantees)

**Rural Economic Development Loan and Grant Program**

[rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program](https://rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program)

**Reconnect Loan and Grant Program**

[usda.gov/reconnect](https://usda.gov/reconnect)

**Community Connect Grants**

[rd.usda.gov/community-connect](https://rd.usda.gov/community-connect)

**Rural Broadband Access Loan and Loan Guarantees**

[rd.usda.gov/programs-services/farm-bill-broadband-loans-loan-guarantees](https://rd.usda.gov/programs-services/farm-bill-broadband-loans-loan-guarantees)

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**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](https://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](https://rd.usda.gov/food-supply-chain-guaranteed-loans)

**Value-Added Producer Grants**

[rd.usda.gov/programs-services/value-added-producer-grants](https://rd.usda.gov/programs-services/value-added-producer-grants)

**Distance Learning and Telemedicine Grants**

[rd.usda.gov/programs-services/distance-learning-telemedicine-grants](https://rd.usda.gov/programs-services/distance-learning-telemedicine-grants)

**Rural Business Investment Program**

[rd.usda.gov/programs-services/rural-business-investment-program](https://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](https://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](https://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.

**CONCEIVE & BUILD****Rural Microentrepreneur Assistance Program (RMAP)**

[rd.usda.gov/programs-services/rural-microentrepreneur-assistance-program](https://rd.usda.gov/programs-services/rural-microentrepreneur-assistance-program)

**Rural Innovation Stronger Economy Grant (RISE)**

[rd.usda.gov/programs-services/business-programs/rural-innovation-stronger-economy-rise-grants](https://rd.usda.gov/programs-services/business-programs/rural-innovation-stronger-economy-rise-grants)

**Rural Business Development Grants**

[rd.usda.gov/programs-services/rural-business-development-grants](https://rd.usda.gov/programs-services/rural-business-development-grants)

**Rural Economic Development Loan and Grant Program**

[rd.usda.gov/programs-services/rural-economic-development-loan-grant-program](https://rd.usda.gov/programs-services/rural-economic-development-loan-grant-program)

**Intermediary Relending Program**

[rd.usda.gov/programs-services/intermediary-relending-program](https://rd.usda.gov/programs-services/intermediary-relending-program)

**Reconnect Loan and Grant Program**

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**Community Connect Grants**

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**Rural Placemaking Innovation Challenge**

[rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge](https://rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge)

**LAUNCH****Intermediary Relending Program**

[rd.usda.gov/programs-services/intermediary-relending-program](https://rd.usda.gov/programs-services/intermediary-relending-program)

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**SCALE-UP**

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Lynchburg, Virginia

**Reconnect Loan and Grant Program**

[usda.gov/reconnect](https://usda.gov/reconnect)

**Community Connect Grants**

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**Distance Learning and Telemedicine Grants**

[rd.usda.gov/programs-services/distance-learning-telemedicine-grants](https://rd.usda.gov/programs-services/distance-learning-telemedicine-grants)

**Nonprofit Entities**

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

**CONCEIVE & BUILD**

**Rural Cooperative Development Grant Program (RCDG)**

[rd.usda.gov/programs-services/rural-cooperative-development-grant-program](https://rd.usda.gov/programs-services/rural-cooperative-development-grant-program)

**Socially Disadvantaged Groups Grant**

[rd.usda.gov/programs-services/socially-disadvantaged-groups-grant](https://rd.usda.gov/programs-services/socially-disadvantaged-groups-grant)

**Rural Microentrepreneur Assistance Program (RMAP)**

[rd.usda.gov/programs-services/rural-microentrepreneur-assistance-program](https://rd.usda.gov/programs-services/rural-microentrepreneur-assistance-program)

**Rural Innovation Stronger Economy Grant (RISE)**

[rd.usda.gov/programs-services/business-programs/rural-innovation-stronger-economy-rise-grants](https://rd.usda.gov/programs-services/business-programs/rural-innovation-stronger-economy-rise-grants)

**Rural Community Development Initiative Grants**

[rd.usda.gov/programs-services/rural-community-development-initiative-grants](https://rd.usda.gov/programs-services/rural-community-development-initiative-grants)

**Rural Business Development Grants**

[rd.usda.gov/programs-services/rural-business-development-grants](https://rd.usda.gov/programs-services/rural-business-development-grants)

**Rural Economic Development Loan and Grant Program**  
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**Intermediary Relending Program**  
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[usda.gov/reconnect](https://usda.gov/reconnect)

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**Rural Broadband Access Loan and Loan Guarantees**  
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#### LAUNCH

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

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**Intermediary Relending Program**  
[rd.usda.gov/programs-services/intermediary-relending-program](https://rd.usda.gov/programs-services/intermediary-relending-program)

**Reconnect Loan and Grant Program**  
[usda.gov/reconnect](https://usda.gov/reconnect)

**Community Connect Grants**  
[rd.usda.gov/programs-services/community-connect-grants](https://rd.usda.gov/programs-services/community-connect-grants)

**Rural Broadband Access Loan and Loan Guarantees**  
[rd.usda.gov/programs-services/farm-bill-broadband-loans-loan-guarantees](https://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](https://rd.usda.gov/programs-services/telecommunications-infrastructure-loans-loan-guarantees)

**Biorefinery, Renewable Chemical, and Biobased Product Manufacturing Assistance Program**  
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**Food Supply Chain Guaranteed Loan Program**  
[rd.usda.gov/food-supply-chain-guaranteed-loans](https://rd.usda.gov/food-supply-chain-guaranteed-loans)

**Value-Added Producer Grants**  
[rd.usda.gov/programs-services/value-added-producer-grants](https://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.

### **CONCEIVE & BUILD**

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#### **Rural Placemaking Innovation Challenge**

[rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge](https://rd.usda.gov/about-rd/initiatives/rural-placemaking-innovation-challenge)

### **LAUNCH**

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## **Technical Assistance to Get You Started**

#### **Rural Economic Development Loan and Grant Program**

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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](https://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](https://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



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](https://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](https://sba.gov/business-guide/grow-your-business/get-more-funding).

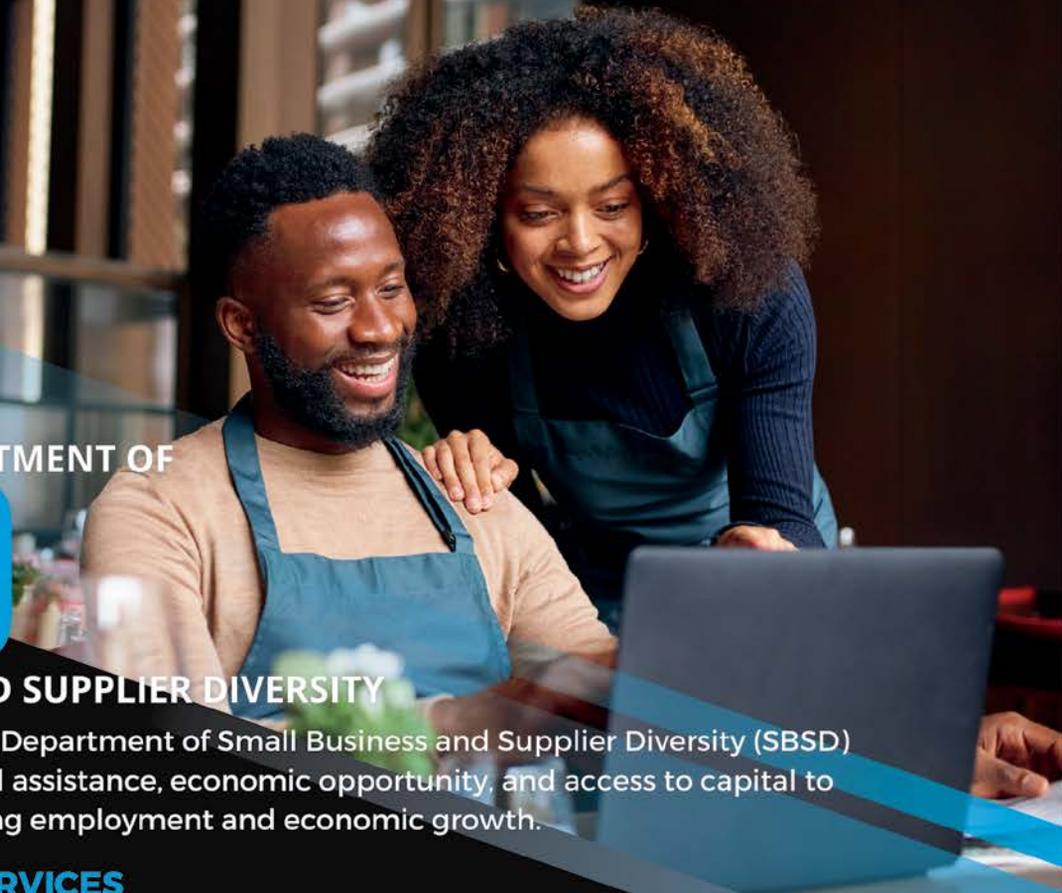
## Expand to New Locations

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](https://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](https://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](https://sba.gov/business-guide/grow-your-business/become-federal-contractor) and [sba.gov/federal-contracting/contracting-guide](https://sba.gov/federal-contracting/contracting-guide).



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)

### 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

### BUSINESS DEVELOPMENT AND OUTREACH SERVICES

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

### 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.



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](https://sbsd.virginia.gov)**  
**[VSBFA@sbsd.virginia.gov](mailto:VSBFA@sbsd.virginia.gov)**  
**804.786.1049**