

REGIONAL BUSINESS RESOURCES

Hampton Roads Chamber of Commerce

The Chamber strives to improve our local economy by working with the Hampton Roads Economic Development Alliance to attract new business to the area, by helping existing businesses expand, by working with partners to improve the local workforce and provide leadership training www.hamptonroadschamber.com.

Small Business Development Center of Hampton Roads (SBDC)

The Small Business Development Center of Hampton Roads, Inc. is part of a statewide network that is directed by George Mason University. Its mission is to contribute to the growth and development of the economy by providing management, technical and other assistance and information to the region's small business community www.hrsbdc.org.

Opportunity, Inc.

The Hampton Roads Workforce Development Board uses the trade name "Opportunity Inc." to conduct its operations. The Board is responsible for developing policy and overseeing local workforce development initiatives in partnership with local elected officials www.opp-inc.org.

The Hampton Roads Technology Council (HRTC)

HRTC is the technology nerve center for the southeastern region of Virginia named Hampton Roads.

Through its initiatives, this member-driven, non-profit organization is transforming the region and its technology companies into world-recognized technology leaders www.hrtc.org.

NATIONAL BUSINESS RESOURCES

United States Small Business Administration

The U.S. Small Business Administration (SBA) is the only independent agency of the federal government with the sole purpose of assisting small businesses to start, grow, and prosper. Through its extensive network of SBA resources and partnerships with other public and private organizations, SBA exists to help the small business owner www.sba.gov.

Service Corp of Retired Executives (SCORE)

SCORE "Counselors to America's Small Business" is a nonprofit association dedicated to educating entrepreneurs and to the formation, growth and success of small business nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA) www.score.org.

Minority Business Development Agency (MBDA)

The MBDA at the U.S. Department of Commerce is the only federal agency dedicated to advancing the establishment and growth of minority-owned firms in the United States. Through a network of minority business centers and strategic partners, MBDA works with minority entrepreneurs who wish to grow their businesses in size, scale and capacity. These firms are then better positioned to create jobs, impact local economies, as well as expand into national and global markets. MBDA has spent more than four decades increasing the competitiveness of minority firms www.mbd.gov.

"Virginia Beach has provided our company with an

ideal location for growth

The opportunities here for SWaM businesses have helped us triple our sales volume over the past two years.

Donna Long
President, govSolutions, Inc.
G for Everyone

SWaM PROGRAM LIAISON

Virginia Beach is an ethnically diverse city and strives to make its business landscape reflect that. The Department of Economic Development has intensified its focus on developing Small, Women and Minority-owned (SWaM) businesses by providing assistance and opportunities to help these businesses flourish and achieve their goals. Jeff Smith, the department's SWaM Business Development Manager, is your primary liaison and advocate for SWaM issues.



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SWaM

Small, Women-Owned
and
Minority Businesses
Virginia Beach, VA



Best-Run City in America
~ 24/7 Wall Street Journal

Virginia ranked **#1 in Economic Growth Potential**
~ Business Facilities

Virginia Beach named **Easiest City in Which to Start a Business** and
Second-Friendliest to Small Businesses in U.S.
~ CNNMoney.com

Virginia Beach is the **6th Happiest City** in the country in which to work
~ Forbes.com

Virginia Beach is **#2 Small Business-Friendly City**
~ 2013 Thumbtack.com





program highlights...

Established in 2007, the City's Small, Women-Owned and Minority-Owned (SWaM) business development program works to generate new capital investment and employment opportunities within these business communities, which now also include Service Disabled Veteran-Owned Businesses.

By creating a dynamic framework where new ideas blend with the existing environment, we can ensure a sustainable and successful future. Part of that framework includes having a business community that represents all of the community. We are proud Virginia Beach is home to more than 30 percent of

all women-and minority-owned companies in our area, not to mention numerous companies from around the world who can help your business connect globally.

PROGRAM OBJECTIVES

- Promote entrepreneurial activity by educating entrepreneurs about resources available to help start or expand their businesses
- Promote opportunities for small business growth
- Promote Virginia Beach as the preferred location for minority and women-owned businesses of all sizes



WORKFORCE SOLUTIONS

A high quality workforce begins with high quality education. The Department of Economic Development provides a vast array of business-driven training, and workforce development solutions and services, and engages with local businesses on a daily basis.

PROGRAMS AND SERVICES

- SITE SELECTION
- ADVOCACY
- MARKET INFORMATION
- FINANCIAL GUIDANCE
- BUSINESS COUNSELING
- ENTREPRENEURIAL SUPPORT
- CITY BIDDING/PROCUREMENT PROCESSES

PROGRAM INITIATIVES

- OPPORTUNITY INC.
- ECONOMIC GARDENING

ample resources for your business needs

BUSINESS DEVELOPMENT RESOURCES

Virginia Beach Economic Development assists the business community by providing management, technical, and other resources. Through our department and our allies, various programs are available for small and startup firms, as well as women-and minority-owned companies of any size.

Together with our local, regional, and state partners, the City of Virginia Beach can help your company find the best solution for its long term growth needs.

MINORITY BUSINESS COUNCIL

The Virginia Beach Minority Business Council (MBC) assists the city in increasing participation of minority-owned, women-owned and small businesses in the procurement process and assuring that opportunities are made available to all persons regardless of race, religion, color, sex, and national origin or disability.

Minority Business Council Services:

- Serving as an Advisory Council to city officials and SWaM firms
- Connecting qualified contractors with city opportunities
- Providing access to city RFP's and announcements
- Coordinating vendor training classes on how to do business with the city.

STATE BUSINESS RESOURCES

Virginia Department of Minority Business Enterprise (VDMBE)
VDMBE is the state agency dedicated to enhancing the participation of the small, women- and minority-owned businesses in Virginia's procurement process www.dmb.e.state.va.us.

Virginia Department of Business Assistance (VDBA)
The VDBA is the economic development agency devoted to the growth and success of the Commonwealth's business community www.dba.state.va.us.



The Virginia Minority Supplier Development Council (VMSDC)

The VMSDC fosters relationships between minority suppliers and their potential clients: Fortune 500 corporations, government agencies and universities www.vmsdc.org.

Virginia's Center for Innovative Technology (CIT)

CIT is a state-chartered nonprofit corporation that accelerates Virginia's next generation of technology and technology companies. CIT provides the only state-wide suite of programs and services for technology researchers, technology entrepreneurs and small technology businesses in all regions of the Commonwealth www.cit.org.



“Virginia Beach made things possible”

It was the perfect fit as far as my business needs and raising my family.

~ Ralph Reynolds

Creative Director & Vice President
RP55 Group



RESOURCE SOLUTIONS

The Department of Economic Development is eager to assist new and existing businesses in maximizing their economic potential by connecting them to the financial, legal, and support services.

