

BUSINESS DEVELOPMENT CENTER AT OLD DOMINION UNIVERSITY **Certification/Licensing Support**

The Business Development Center (BDC) at Old Dominion University (ODU) offers technical assistance and financial support for certification and licensing for qualified participants of the Virginia Workforce Innovation and Entrepreneurship Center (VWIEC) program at Hampton University and ODU. Financial support is offered on a first come, first served basis while funding remains available.

The BDC at ODU is funded in part by the VWIEC. The VWIEC will facilitate opportunities for Virginia's current and aspiring entrepreneurs to help grow our recovering economy.

Qualified individuals and businesses must be registered for services with the BDC to be eligible to receive financial support to offset license, certification, and other costs.

Requirements for participants and VWIEC individuals to qualify:

- (1)** completed a formal entrepreneurship training program offered by VWIEC at Hampton University and receive a referral from Hampton University to the Business Development Center at ODU; or
- (2)** completed a formal entrepreneurship training program offered by the ODU Business Development Center, the ODU Women's Business Center, or the ODU Veterans Business Outreach Center; or
- (3)** be an owner/officer of an existing business and have completed a minimum of two counseling or technical assistance sessions with the ODU Business Development Center.

The Business Development Center Support for Certifications/Licensing:

A total of up to \$750 per business may be provided to reimburse business certification and license fees such as Women's Business Enterprise Certification (WBE), Minority Business Enterprise Certification (MBE), State Corporation Commission fees, or municipal business license fees. In addition, a total of up to \$1,000 per business may be provided to reimburse professional essential license and certification fees for businesses that have participated in any of (1) – (3) above, and for which the certification is a core component of the business plan that has been informed or developed through VWIEC supported counseling or training.

Certifications and Licensing:

Commonwealth of Virginia Small, Women-owned and Minority-owned Business (SWaM) is a state certification program. The purpose is to enhance procurement opportunities for SWaM businesses participating in state-funded projects.

Women's Business Enterprise Certification (WBE) - The WBE certification is beneficial to businesses looking to work with large corporations and government agencies. This can provide a network of decision makers in supplier diversity and procurement offices across the country. Many corporations require that you be WBE-certified before providing access to their supplier diversity programs. **(Up to \$750 value)**. The WBEC also provides a monthly class in *How to Get Certified* and the BDC can review all documentation before you register.

Minority Business Enterprise Certification (MBE) – The MBE certification is beneficial to businesses looking to work with large corporations and government agencies. The MBE will connect your business to a network of decision makers in supplier diversity and procurement offices across the country. Many corporations require that you be MBE-certified before providing access to their supplier diversity programs. **(Up to \$750 value)**

State Corporation Commission (SCC) and City Business Licensing (typical \$100 value)

The BDC can support other business certifications up to \$750 and professional licenses/certifications up to \$1000. (Contact BDC for details)

Other Specialized Training:

Business Planning Research – offering access to premier resources and an overview of major business information sources [this session includes a personalized Industry Report **(valued at \$950)**]

Developing A Business Plan – this program offers access to the premier Live Plan software to guide you through the step-by-step plan.

Popular Professional Licenses include:

Project Management Professional (PMP) Certification

The Project Management Professional (PMP)® is the world's leading project management certification. Now including predictive, agile and hybrid approaches, the PMP® proves project leadership experience and expertise in any way of working. It supercharges careers for project leaders across industries. <https://www.pmi.org/certifications/project-management-pmp>

Risk Management (PMI-RMP) Certification

The PMI Risk Management Professional (PMI-RMP)® highlights your ability to identify and assess project risks, mitigate threats and capitalize on opportunities. In this capacity, you enhance and protect the needs of your organization.

Cybersecurity for Controlled Unclassified Information (CUI)

Covered defense information” means unclassified controlled technical information or other information, as described in the Controlled Unclassified Information Registry at <https://www.archives.gov/cui/registry/category-list.html>, that requires safeguarding or dissemination controls pursuant to and consistent with law, regulations, and Government wide policies. In addition to the BDC support, companies can apply for 80% of certification fees through the GENEDGE Virginia Defend CUI Program grant (DEFENDCUI-VA) <https://genedge.org/about-us/programs/virginias-defend-classified-uncontrolled-information-cui-program-defendcui-va> Contact BDC for more information.

Virginia License for General Contracting, Electricians and Plumbers

Virginia Department of Professional & Occupational Regulation (DPOR) Requirements <https://generalcontractorlicenseguide.com/virginia-contractors-license>
Contact BDC for more information.

Contact the BDC at 757-683-4159 to discuss the specific needs for your business