

## **Appendix II – Resources for Entrepreneurs and Small Businesses**

The following pages will offer brief descriptions of each survey participant, along with contact information, to assist in supporting small businesses and entrepreneurs.

### **Business Development Centre/Region 2000 Small Business Development Center**

Contact: Catherine McFaden – Executive Director of the Business Development Centre  
147 Mill Ridge Road Phone: (434) 582-6100  
Lynchburg, VA 24502  
[Catherine@lbdc.com](mailto:Catherine@lbdc.com)  
[www.lbdc.com](http://www.lbdc.com)

Contact: Niro Rasanayagam – Co-Director, Small Business Development Center  
Paul Morrison – Co-Director, Small Business Development Center  
147 Mill Ridge Road Phone: (434) 582-6170  
Lynchburg, VA 24502  
[sbdcdir@lbdc.com](mailto:sbdcdir@lbdc.com)

Contact: Byron Steward – Loan Fund Manager  
147 Mill Ridge Road Phone: (434) 582-6100  
Lynchburg, VA 24502  
[loanfundmgr@lbdc.com](mailto:loanfundmgr@lbdc.com)

The Business Development Centre offers a number of programs and services geared towards aspiring entrepreneurs. There is an incubator on site that offers at-market rates on areas such as rent, copy use, etc. This incubator is available for most types of small business. These businesses are allowed to remain in the BDC for up to three years, and may reapply for up to two additional years if the need is present. Once a business reaches a mature level the BDC works with the business owner to find space, incentives, etc. across the region in order for the business to continue growth.

A key component of The Business Development Centre is the Region 2000 Small Business Development Center. The SBDC provides confidential, objective, and no-charge business-related consultations to existing, startup, and aspiring entrepreneurs. The SBDC helps small business owners in a number of areas, including: business plan assistance, information on loans and financing programs, developing marketing & promotional strategies, selling to the government, and new business start-up assistance. The SBDC regularly offers affordably-priced training seminars on various topics of interest to small business owners. The SBDC also offers training courses that teach what is required of a small business owner. All types of entrepreneurs are assisted by the SBDC, including service, retail, and manufacturing sector businesses. The Region 2000 SBDC is a public/private nonprofit sponsored by the U.S. Small Business Administration (SBA), local governments, and the local private sector.

Another important branch of the Business Development Center is its loan department, which includes the Microloan and Revolving Loan Programs. The criteria for each program differ, but they are arranged to allow entrepreneurs and small businesses to access capital. These loans are also available to all types of businesses. The Centre's six-week training program is also available, which teaches the requirements of establishing and running a small business, emphasizing the development of the business plan.

The Business Development Center, Region 2000 Small Business Development Center, and the various loan programs serve all of Region 2000, including the counties of Amherst, Appomattox, Bedford, and Campbell, and the cities of Bedford and Lynchburg.

### **Greater Lynchburg SCORE**

Contact: Dan Lynch – Chapter Chairman  
1101 Court Street, Suite A42  
Lynchburg, VA 24504  
[www.lynchburgscore.net](http://www.lynchburgscore.net)

Phone: (434) 846-3235

Greater Lynchburg SCORE offers free-of-charge business consulting. The organization is staffed by a number of retired and active businesspeople who each have considerable experience in the business world. SCORE will work with entrepreneurs to establish business plans, handle marketing issues, and address loan information for the Small Business Administration. In addition, the organization works with small businesses to help identify concerns facing the business, and will work to establish plans to handle these concerns before they become serious.

### **Lynchburg Chamber of Commerce**

Contact: Rex Hammond – President and CEO  
2015 Memorial Avenue  
Lynchburg, VA 24501  
[rhammond@lynchburgchamber.org](mailto:rhammond@lynchburgchamber.org)  
[www.lynchburgchamber.org](http://www.lynchburgchamber.org)

Phone: (434) 845-5968  
Ext. 18

The primary goal of the Lynchburg Chamber of Commerce is to strengthen member businesses and the overall business community. The chamber offers numerous publications to small businesses and prospective entrepreneurs, and offers events to help with business networking. While the focus is on existing businesses, the chamber does help entrepreneurs by referring them to the Small Business Development Center for more comprehensive assistance.

### **Region 2000 Economic Development Council**

Contact: Bryan David – Executive Director  
828 Main Street, 12<sup>th</sup> Floor  
Lynchburg, VA 24504  
[lcobb@region2000.org](mailto:lcobb@region2000.org)

Phone: (434) 847-1447

[www.region2000.org](http://www.region2000.org)

The Region 2000 Economic Development Council has a work program that places a priority on assistance to existing employers in the region. The goal of the council is to act as a broker to get businesses connected to the resources in which they need, including training, business planning, etc. The council also serves as the regional contact for the Virginia Economic Development Partnership in coordinating visits of prospective new businesses to the region. The council does not offer any consulting, business plans, or incentive programs geared specifically towards entrepreneurs. People who wish for more information on starting a business are referred to the Small Business Development Center.

### **Region 2000 Technology Council**

Contact: Jonathan Whitt – Executive Director

828 Main Street, 12<sup>th</sup> Floor

Lynchburg, VA 24504

[jwhitt@region2000.org](mailto:jwhitt@region2000.org)

[www.region2000.org](http://www.region2000.org)

Phone: (434) 847-1447

The Region 2000 Technology Council provides assistance to regional economic developers in recruiting new technology firms, technology park implementation efforts, and developing programs that enhance service to existing technology firms. The Council also participates in the Virginia Technology Alliance to increase visibility and awareness of Region 2000's members, as well as the region itself, to other regions in the state. Counseling and referral services are provided to strictly technology-oriented businesses and entrepreneurs who show great enthusiasm and potential. Additionally, numerous networking and promotional events are sponsored by The Technology Council, including Wired Wednesday Luncheons and the Technology Awards Banquet. These events give technology-focused organizations a platform in which to exchange ideas and information, and also capitalize on business opportunities.

### **Region 2000 Workforce Investment Board**

Contact: Danny Inge – Executive Director

828 Main Street, 12<sup>th</sup> Floor

Lynchburg, VA 24504

[dinge@region2000.org](mailto:dinge@region2000.org)

[www.region2000.org](http://www.region2000.org)

Phone: (434) 845-1932

The Region 2000 Workforce Investment Board is a regional effort that promotes increasing occupational skill attainment to improve the quality of the region's workforce. This is achieved providing services and training to the local workforce and employers, working with the region's youth, and establishing connections throughout the area. The Workforce Investment Board heads the Region 2000 Career Center, which is a one-stop organization that helps train employees and delivers consultation and various other services to employers. The WIB was also instrumental in funding and organizing the

“Starting Your Business in Virginia’s Region 2000”, which offers in-depth information on starting a business in the region.

### **United States Small Business Administration**

Contact: Robert McLoone – Business Development  
400N. 8<sup>th</sup> Street  
Richmond, VA 23219  
[Robert.mcloone@sba.gov](mailto:Robert.mcloone@sba.gov)  
[www.sba.gov](http://www.sba.gov)

Phone: (804) 771-2400  
Ext: 142

The U.S. Small Business Administration offers a number of programs to educate and assist entrepreneurs and small business owners. Technical assistance is offered through SCORE and the Small Business Development Center, both of which work closely with the SBA. In addition, a workshop called Entrepreneur Express is offered in partnership with local agencies, such as chambers of commerce. A program called 504 is also offered by the SBA to help entrepreneurs and small business owners learn the ins and outs of real estate. The SBA does not offer direct financial assistance, but a close relationship with a network of banks does connect entrepreneurs and small business owners with banks which offer SBA loans. Networking is also encouraged, with a number of speaking events and seminars offered throughout the state year round.

### **Virginia Department of Business Assistance**

Contact: Dave Fuller – Business Services Manager  
707 East Main Street, Suite 300  
Richmond, VA 23219  
[David.Fuller@vdba.virginia.gov](mailto:David.Fuller@vdba.virginia.gov)  
[www.vdba.virginia.gov](http://www.vdba.virginia.gov)  
Virginia Business Information Center: 1-866-248-8814

Phone: (804) 371-8131

The Virginia Department of Business Assistance offers distinct products and services for entrepreneur development in the Commonwealth. Among these is “Entrepreneur Express” a workshop to introduce four principal themes for new and growing businesses: How to Start and Operate a Successful Business, How to Market Your Business, How to Finance Your Business, and Where to Find Resources. The Agency also offers an expansive workshop on market growth through its “Selling to the Commonwealth” product to teach businesses how to market and sell their products to Federal, state, and local governments. VDBA offers programs that help businesses through all stages of the business cycle and connects businesses to resources throughout the Commonwealth.

### **Virginia Philpott Manufacturing Extension**

Contact: Laura Rathburn – Regional Manager  
147 Mill Ridge Road  
6136  
Lynchburg, VA 24502

Phone: (434) 582-

Ext. 222

[lrathburn@vpmep.org](mailto:lrathburn@vpmep.org)  
[www.vpmep.org](http://www.vpmep.org)

Contact: Jim Simons – Sales Manager  
147 Mill Ridge Road  
6136  
Lynchburg, VA 24502  
[jsimons@vpmep.org](mailto:jsimons@vpmep.org)

Phone: (434) 582-  
Ext. 224

The Virginia Philpott Manufacturing Extension was created to help the struggling Southside economy, but has since evolved into an agency which has offices across the state. The VPMEP offers fee-based consultative services to industrial facilities, both large and small, with the goal of reducing costs and increasing profits. Areas in which the VPMEP offers assistance include logistics, engineering, purchasing, etc. The organization also offers reduced-cost consultative services to small industrial facilities.

### **Walter G. Mason Center for Business Development**

Contact: Ben Mayhew – Director  
c/o Lynchburg College  
1501 Lakeside Drive  
Lynchburg, VA 24501  
[masoncenter@lynchburg.edu](mailto:masoncenter@lynchburg.edu)  
[www.lynchburg.edu/masoncenter.xml](http://www.lynchburg.edu/masoncenter.xml)

Phone: (434) 544-8234

The Mason Center offers education and training seminars primarily to established businesses. However, entrepreneurs are encouraged to participate in any event that is sponsored by The Mason Center. There is a Certificate of Advanced Business Administration offered, and this covers the fundamentals of running a business. Business consulting services are also available, with fees that are determined based on the depth of research and assistance requested. The Mason Center also refers small businesses and entrepreneurs to professors who will incorporate a business problem into the coursework. The Kaufmann Scholarship program was offered in 2006 to undergraduate and graduate student interns, with the goal of placing these interns into small, entrepreneurial companies. This program was discontinued once foundation support ceased. Typically, more in-depth assistance with entrepreneurial questions is often referred to the Small Business Development Center.

### **Grow One and blue Kiwi**

Contact: Shirley T. Deen – Director  
c/o Lynchburg Office of Economic Development  
828 Main Street, 10<sup>th</sup> Floor  
Lynchburg, VA 24504  
[Shirley.deen@lynchburgva.gov](mailto:Shirley.deen@lynchburgva.gov)  
[www.smallblueKIWI.org](http://www.smallblueKIWI.org)

Phone: (434) 455-4493

The goal of both of these programs is to instruct local children on the importance and responsibilities of entrepreneurship. blue KIWI™ is a one-week, day-only program in which eight to twelve year olds create mini-societies and start their own small businesses, using their own form of capital. In addition, speakers from the local community are brought in to speak on the highlights of establishing and owning a small business. Several weeks of this open-enrollment program are offered each summer.

The program is a collaborative effort between blue KIWI™ and the Center for Economic Education at Lynchburg College. Grow One™ is similar to blue KIWI™, and is geared toward rising seventh graders. Students are nominated to attend by their school principals and guidance staff. Grow One™ is a one week residential camp with students housed on Lynchburg College's campus. This program has a more advanced structure including an emphasis on leadership. The program is a collaborative effort between the City of Lynchburg Office of Economic Development, the Center for Economic Education at Lynchburg College, and blue KIWI™.

### **Center for Economic Education**

Contact: Cheryl Ayers – Director

c/o Lynchburg College

1501 Lakeside Drive

Lynchburg, VA 24501

[Ayers.c@lynchburg.edu](mailto:Ayers.c@lynchburg.edu)

[www.lynchburg.edu/x362.xml](http://www.lynchburg.edu/x362.xml)

Phone: (434) 544-8791

The Center for Economic Education's primary focus is equipping K-12 public school teachers with the economic knowledge and resources necessary in teaching the VA economics SOL and in developing young people into literate and responsible consumers, producers, investors, savers, and employees. There is an occasional emphasis placed on entrepreneurship within the seminars and courses that are offered. The Center for Economic Education has worked closely with Dearington Elementary School for Innovation, which is set up as a "mini-economy" that allows students to create small businesses. Assistance with Grow One and Blue KIWI is also a function of the center, which helps promote middle school student's interests in entrepreneurship.

### **Junior Achievement**

Contact: Randy Holden – President

1000 Church Street, 2<sup>nd</sup> Floor

4813

Lynchburg, VA 24504

[jalynchprez@ntelos.net](mailto:jalynchprez@ntelos.net)

[www.ja.org](http://www.ja.org)

Phone: (434) 846-

Junior Achievement works with local schools, grades K-12, to educate students on a number of business topics, specifically economics and entrepreneurship. This is achieved by working with local business leaders who volunteer their time to visit these schools. Junior Achievement also works with students at the high schools in Lynchburg to create small businesses, and educates these students on the risks and rewards of

entrepreneurship. There is also a focus on promoting knowledge and good citizenship, and also a growing emphasis on ethics in the business world.

### **Central Virginia Community College**

Contact: Workforce Development Services  
3506 Wards Road  
Lynchburg, VA 24502  
[shouns@cvcc.vccs.edu](mailto:shouns@cvcc.vccs.edu)  
[www.cvcc.vccs.edu](http://www.cvcc.vccs.edu)

Phone: (434) 832-7610

Central Virginia Community College offers aspiring entrepreneurs the opportunity to attain an entrepreneurial certificate. This seventeen-credit program offers detailed information on running a small business, covering topics such as bookkeeping and management issues. This program is tailored to fit into the individual's schedule. CVCC also works with local businesses in a process called Pipelining, in which companies go into middle schools and begin working with students. Questions concerning other business matters are referred to local resources, including the SBDC.

### **Liberty University**

Contact: Dr. Bruce Bell – Dean of Business  
1791 University Boulevard  
Lynchburg, VA 24502  
[bkbell@liberty.edu](mailto:bkbell@liberty.edu)  
[www.liberty.edu](http://www.liberty.edu)

Phone: (434) 592-3863

Liberty University presently offers a course in entrepreneurship within its business department. However, the university encourages the concept of entrepreneurship within all of its majors. There are plans in the future to incorporate business courses into other degree requirements in order to give more students a business background. Liberty has worked with local businesses in the past to address business concerns, but the growth in class size at LU has limited the number of businesses that can be assisted. The growth of the university will continue to demand new business courses, which has the potential to benefit the regions small businesses in the future.

### **Lynchburg College**

Contact: Dr. Dan Messerschmidt – Professor of Economics  
c/o School of Business and Economics  
1501 Lakeside Drive  
Lynchburg, VA 24501  
[Messerschmidt.d@lynchburg.edu](mailto:Messerschmidt.d@lynchburg.edu)  
[www.lynchburg.edu](http://www.lynchburg.edu)

Phone: (434) 544-8359

Lynchburg College works closely with The Walter G. Mason Center to help businesses overcome any challenges which they may face. This relationship allows local companies to work closely with professors for consultative purposes. The individual professors also work with local businesses to help create solutions to various business

problems, such as marketing assistance. There is an integrated business course taught at Lynchburg that helps students create and defend in-depth business plans. LC also promotes students completing internships with small businesses, which helps the intern to get a grasp in the workings of a small business. Entrepreneurs and small businesses are also referred to local resources as they are needed.

### **National College**

Contact: Barbara Reyff-Skoumbourdis – Career Center  
104 Candlewood Court  
Lynchburg, VA 24502  
[www.ncbt.edu](http://www.ncbt.edu)

Phone: (434) 239-3500

National College offers a number of programs and certificates to get people on entrepreneurial tracks. The college also works to place students in careers, and encourages internships. National College works closely with small businesses, many of whom are very receptive of the students. There is interest among students at National to pursue entrepreneurial goals, and the school has a desire to create a program for small businesses.

### **Sweet Briar College**

Contact: Dr. Linda Shank – Director of the Business Program  
Sweet Briar College  
Sweet Briar, VA 24595  
[lshank@sbc.edu](mailto:lshank@sbc.edu)  
[www.sbc.edu](http://www.sbc.edu)

Phone: (434) 381-6210

Sweet Briar College assists small businesses in several ways through their Economics and Business Department. Students, supervised by faculty members, perform marketing research projects; provide marketing and advertising plans, and other types of assistance to area businesses. The college also sponsors a variety of events, which are open to the public, that deal with business issues of interest to small business owners.

### **Amherst County**

P.O. Box 390  
Amherst, VA 24521  
[cjmullen@countyofamherst.com](mailto:cjmullen@countyofamherst.com)  
[www.countyofamherst.com](http://www.countyofamherst.com)

Phone: (434) 946-9390

Amherst County has no formal entrepreneurship program, but the county does provide information on the steps that are needed to start a small business. The county does offer a website that offers links to sites for assistance, as well as information needed to start a business. There are no financial incentives offered to start a new business venture, but there are some incentives to help expand an already existing small business. Most aspiring entrepreneurs are referred to the Small Business Development Center for more comprehensive assistance.

### **Appomattox County/Town of Appomattox**

Contact: John Spencer – Assistant County Administrator

P.O. Box 863

Appomattox, VA 24522

[John.spencer@appomattoxcountyva.gov](mailto:John.spencer@appomattoxcountyva.gov)

[www.appomattox.com](http://www.appomattox.com)

Phone: (434) 352-2637

Ext. 2505

Appomattox County and the Town of Appomattox work closely together in terms of entrepreneurial needs because of their small size. There are few resources, such as incentives or manpower, to offer great assistance to startups, so most questions are referred to the Small Business Development Center. The town and county are working to strengthen the relationships between the schools and the recent addition of a satellite campus of Central Virginia Community College, which is a large success. Appomattox does tout its less strict business regulations as a major benefit to entrepreneurs and small businesses wishing to establish a presence in the region.

### **Bedford County**

Contact: Sue Montgomery – Director of Economic Development

122 East Main Street, Suite 206

Bedford, VA 24523

[s.montgomery@co.bedford.va.us](mailto:s.montgomery@co.bedford.va.us)

[www.co.bedford.va.us](http://www.co.bedford.va.us)

Phone: (540) 587-5670

Bedford County has an incentive program in place to assist with small business growth. Incentives are awarded based on various criteria that the businesses must meet. The county also works with the state and various commissions to create incentive packages for expansion of small businesses. Bedford refers aspiring entrepreneurs to the Small Business Development Center for in-depth assistance. Along with the other counties and cities in the area, Bedford County helped participate in the Region 2000 Business Startup CD.

### **Campbell County**

Contact: Mike Davidson – Director of Economic Development

34 Rails End Lane

P.O. Box 100

Rustburg, VA 24588

[jmdavidson@co.campbell.va.us](mailto:jmdavidson@co.campbell.va.us)

[www.campbellvirginia.com](http://www.campbellvirginia.com)

Phone: (434) 592-9595

Fax: (434) 332-9693

Campbell County embraces a regional approach when it comes to fostering an entrepreneurial environment, especially with offering economic assistance to the town of Brookneal. The county worked with the Region 2000 Economic Development Council to create the Business Startup CD. Campbell County refers those interested in startup operations to the Small Business Development Center or other agencies that can assist with special needs. Campbell County also brings to the table a Small & Minority-

Owned Business Incentive Program. These grants are offered to qualified businesses that are making a capital investment of at least \$250,000 and are creating at least 5 new jobs.

### **Town of Altavista**

Contact: Waverly Coggsdale – Town Manager  
510 7th Street  
P.O. Box 420  
Altavista, VA 24517  
[jwcoggsdale@ci.altavista.va.us](mailto:jwcoggsdale@ci.altavista.va.us)  
[www.ci.altavista.va.us](http://www.ci.altavista.va.us)

Phone: (434) 369-5001

Altavista does not have any organized entrepreneurial programs in place. The town refers those interested in starting a business to the Small Business Development Center for assistance. The town has created Altavista on Track, which is a program to enhance and promote the town's central business district and make it more business friendly.

### **Town of Amherst**

Contact: Jack Hobbs – Town Manager  
186 South Main Street  
P.O. Box 280  
Amherst, VA 24521  
[Jack.hobbs@amherstva.gov](mailto:Jack.hobbs@amherstva.gov)  
[www.amherstva.gov](http://www.amherstva.gov)

Phone: (434) 946-7885

The town of Amherst offers assistance in a number of areas including helping prospective business operators identify vacant office space and responding to simple requests for market information. Questions that arise concerning marketing, business plans, etc. are referred to the Small Business Development Center and/or the Chamber of Commerce. Wi-Fi is presently offered in the downtown area of Amherst. The town works with the county of Amherst to help promote the business atmosphere of the region.

### **City of Bedford**

Contact: Charles Kolakowski, City Manager  
215 East Main Street  
P.O. Drawer 807  
Bedford, VA 24523  
[www.bedfordva.gov](http://www.bedfordva.gov)

Phone: (540) 587-6020

The City of Bedford works closely with Bedford County to promote the Bedford area as business friendly. Portions of the City, including the Centertown area, a former factory district and the Bedford Center for Business, have been designated as a State Enterprise Zone, which provides a variety of State and local incentives. The City also works with State agencies to take advantage of existing programs for the expansion of

small businesses. Bedford also promotes its downtown area through the Bedford Main Street program, which offers limited assistance, mainly design and façade, to businesses locating in Centertown. Aspiring entrepreneurs are provided with a CD on how to start a business in Bedford and are referred to the Small Business Development Center for in-depth assistance. The SBDC routinely sponsors seminars and consultation in Bedford in conjunction with the Bedford Area Chamber of Commerce.

### **City of Lynchburg**

Contact: Marjette Glass – Director of Economic Development

828 Main Street, 10<sup>th</sup> Floor

Lynchburg, VA 24504

[Marjette.glass@lynchburgva.gov](mailto:Marjette.glass@lynchburgva.gov)

[www.lynchburgva.org](http://www.lynchburgva.org)

Phone: (434) 455-4490

Ext. 2

Lynchburg was an integral partner in the construction of the Business Development Centre in 1989. The city fully supports the actions of the Business Development Center, and refers aspiring entrepreneurs and small businesses to The Centre for in-depth assistance. Lynchburg has partnered with the Industrial Development Authority to provide a Technology Zone on the 10<sup>th</sup> floor of the Jamesview Center in downtown. This space is geared towards technology-oriented companies and offers rent free office space for six months. Lynchburg offers incentives to small businesses through the Small Business Capital Fund. In addition, other incentives based on certain criteria are offered to businesses of all sizes through the establishment Technology and Enterprise Zones. The city also offers an annual Mayor's Breakfast in which new businesses that have opened in the city in the past year are invited to have questions answered, meet resources, and network with other businesses.

### **Appendix III - Additional Resources**

#### **Starting Your Business in Virginia's Region 2000**

This informative CD was created by the Region 2000 Workforce Investment Board and local economic development officials to provide information, such as demographic, regulatory, etc., for aspiring entrepreneurs within Region 2000. This CD has been made available to local government leaders, and is also available at Region 2000's office in downtown Lynchburg.

#### **Virginia Workforce Connection**

[www.vawc.virginia.gov](http://www.vawc.virginia.gov)

The Virginia Workforce Connection website was created to offer in-depth information for businesses in areas such as the labor market, workforce issues, and business education. In addition, there is a portal in which businesses may post job listings and the public can view and apply for jobs. The Virginia Workforce Connection website is free and accessible to anyone, but registration is required to view all of the site's content.