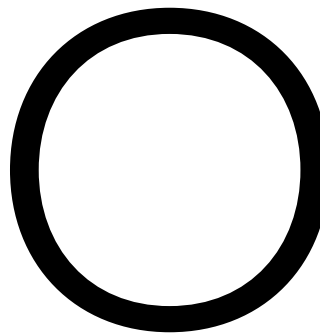


# A variety of agencies offer help to small-business owners

by Veronica Garabelli



The Mason Enterprise Center provides a variety of resources to businesses.



owning a business is hard work. Whether a company is just getting started or it's ready to expand, guidance and advice are helpful to have along the way. In the following pages, you'll find a number of lists for business resources in the commonwealth.

Economic development offices in Virginia, for example, work to retain existing businesses and attract new companies. Virginia's Economic Development Partnership, the commonwealth's economic development arm, touts Virginia's major airports, railroads, highway systems and access to the Port of Virginia. Economic development officials can answer a number of key questions about doing business in Virginia, ranging from permits to tax rates, building space and available work force.


Business incubators and small business development centers are another resource for companies. Incubators can provide businesses with office space, access to conference rooms, training and consulting.

At the Mason Enterprise Center in Fairfax, which is considered an incubator, business owners can take advantage of the monthly Lunch and Learn program. Each session features speakers discussing important business issues. Past topics have included social media and health care.

The Virginia Procurement Technical Assistance Program also is part of the Mason Enterprise Center. It aims to increase contracting activity involving small businesses, prime government contractors and the federal government. "We have about 35 companies co-located in the building with us," says Judy Barral, the director of the Fairfax Mason Enterprise Center. "They get to know each other, network and sometimes collaborate on projects and contracts, and we have a virtual program where clients don't occupy space but come in on a regular basis for networking events and counseling."

The center has locations throughout Northern Virginia. It specializes in small-business services, government contracting, international business, entrepreneurship, technology ventures and telework initiatives.

Virginia's Small Business Development Center network has offices throughout the commonwealth. The SBDCs, which serve as guides for small businesses, often are housed in incubator sites.

The Passport to Global Markets program implemented by the SBDC network helps companies develop international growth strategies. The program consists of three days of in-house training that includes panel discussions, seminars and individual counseling. This year the SBDC network is hosting the Passport to Global Markets program in three cities: Norfolk, Fairfax and Roanoke. The SBDC also has a special program for retailers and restaurateurs as well as one for veteran entrepreneurs. 

# Business incubators by square feet

Name	Location	Phone	Website	Square feet	Offers
Virginia BioTechnology Research Park	Richmond	804-828-5390	vabiotech.com	1,300,000	Office space, wet lab, build to suit opportunities
The Southwest Regional Enterprise Center	Galax	276-236-0391	crossroadsva.org	76,985	Office space, consulting
New River Valley Business Center	Radford	540-633-6730	nrvc.org	54,000	Office space, manufacturing space
BizWorks Enterprise Center	Richmond	804-275-5190	bizworkscenter.org	50,000	Office space, manufacturing space, advising
Pioneer Center for Business Opportunity	Boone	276-431-7226	pcbo.org	49,000	Office space, manufacturing space
VT KnowledgeWorks	Blacksburg	540-443-9100	vtknowledgeworks.com	45,000	Office space, consultation, virtual residency
Business Development Centre	Lynchburg	434-582-6100	lbdc.com	42,000	Office space, manufacturing space, library
Virginia Highlands Small Business Incubator	Abingdon	276-492-2060	vhsbi.com	40,000	Office space, manufacturing space
Franklin Southampton Economic Development	Franklin	757-562-1958	franklinsouthamptonva.com	40,000	Office space, consultation
AdvanTech Incubator	Richmond	804-521-4002	advantechva.org	35,000	Office space
Mason Enterprise Center - Fairfax	Fairfax	703-277-7701	mecfairfax.org	30,000	Office space, consultation
West Piedmont Business Development Center	Martinsville	276-638-2523	wpbdc.org	23,500	Office space, training facilities, library, consulting
The Highland Center	Monterey	540-468-1922	thehighlandcenter.org	12,000	Office space, counseling
Mason Enterprise Center - Leesburg/Loudon County	Leesburg	703-466-0461	mec-leesburg.org	10,000	Office space, mentoring
Charlottesville Technology Incubator	Charlottesville	434-981-7841	cvilletechincubator.org	8,600	Office space, mentoring
Community Business Partnership	Springfield	703-768-1440	cbponline.org	5,200	Office space, training, counseling
Mason Enterprise Center - Spotsylvania	Fredericksburg	540-376-7178	mec-spotsylvania.org	4,000	Office space, counseling, training
Mason Enterprise Center - Prince William	Manassas	703-993-9415	mecpw.com	4,000	Office space, counseling
The Metropolitan Business League	Richmond	804-649-7473	thembl.org	2,200	Office space, training, advising
INC.spire	Reston	703-707-9045	restonchamber.org/incspire	2,000	Office space, mentorship, legal and web services
Hampton University Business Incubator	Hampton	757-722-9283	hubi.hamptonu.edu	N/A	Office space, counseling
Incubator America	Arlington	703-351-5006	incubatoramerica.org	N/A	Office space, advising
Nottoway County Small Business Incubator	Blackstone	434-292-1532	N/A	N/A	N/A
The Jacksonville Center for the Arts	Floyd	540-745-2784	jacksonvillecenter.org	N/A	Office space, studio space, consultants
Dan River Business Development Center	Danville	434-793-9100	N/A	N/A	Entrepreneurial development, advising, training
Hampton Roads Technology Incubator	Virginia Beach	757-450-5540	hrtis.org	N/A	Consulting and counseling

Source: Business incubators

# Economic development offices

**Accomack County Economic Development Authority**  
www.economicdevelopmentaccomack.com  
757.787.5700

**Albemarle County**  
www.albemarle.org  
434.296.5841

**Alexandria Economic Development Partnership**  
www.alexecon.org  
703.739.3820

**Allegheny Highlands Economic Development Corporation (AHEDC)**  
www.ahedc.com  
540.862.0936

**Altavista, Economic Development**  
www.Altavistava.gov  
434.369.5001

**Amherst County**  
www.countyofamherst.com  
434.946.9400

**Appomattox County**  
www.appomattox.org  
434.352.2637

**Arlington Economic Development**  
www.arlingtonvirginiausa.com  
703.228.0808

**Augusta County Economic Development Office**  
www.co.augusta.va.us  
540.245.5028

**Bath County**  
www.bathcountyva.org  
540.839.7221

**Bedford, City of**  
www.bedfordva.gov/planning  
540.587.6021

**Bedford County**  
www.bedfordeconomicdevelopment.com  
540.587.5670

**Blacksburg Partnership, The**  
www.blacksburgpartnership.org  
540.443.2008

**Bland County**  
www.bland.org/business  
276.688.4622

**Botetourt County Development Services**  
www.botetourt.org  
540.473.8320

**Bristol Virginia Office of Economic Development**  
www.accessbristolva.com  
276.645.7471

**Brunswick County Industrial Development Authority**  
www.bcida.org  
434.848.0248

**Buchanan County Industrial Development Authority**  
www.buchanancountyida.org  
276.935.4003

**Buena Vista, Economic Development**  
www.buonavistavirginia.org  
540.261.8616

**Buckingham County**  
www.buckinghamcountyva.org  
434.969.4242

**Campbell County**  
www.campbellvirginia.com  
434.592.9595

**Caroline County**  
www.co.caroline.va.us/economic.html  
804.633.4074

**Carroll County**  
www.carrollcountyva.org  
276.730.3001

**Charles City County Planning Department**  
www.co.charles-city.va.us  
804.652.4701

**Charlotte County**  
www.charlotteva.com/economic\_dev.htm  
434.542.5117

**Charlottesville's Office of Economic Development**  
www.charlottesville.org  
434.970.3110

**Chase City, Town of**  
www.chasecity.org/industry.htm  
434.372.5136

**Chesapeake Department of Economic Development**  
www.chesapeakeva.biz  
757.382.8040

**Chesterfield County Economic Development**  
www.chesterfieldbusiness.com  
804.318.8550

**Clarke County**  
www.clarkecounty.gov  
540.955.5100

**Culpeper County**  
www.culpeperusa.com  
540.727.3410

**Cumberland County**  
www.cumberlandcounty.virginia.gov  
804.492.9175

**Danville Office of Economic Development**  
www.discoverdanville.com  
434.793.1753

**Dickenson County Industrial Development Authority**  
www.dickensonva.org  
276.926.1699

**Dinwiddie County**  
www.accessdinwiddie.com  
804.469.4500

**Emporia-Greenville Industrial Development Corp.**  
http://www.emporia-greenville-chamber.com  
434.634.9441

**Fairfax, City Economic Development Authority**  
www.fairfaxcityeda.org  
703.385.7851

**Fairfax County Economic Development Authority**  
www.fairfaxcountyeda.org  
703.790.0600

**Falls Church Economic Development**  
www.fallschurchva.gov  
703.248.5491

**Fauquier County**  
www.fauquierbusiness.com  
540.422.8270

**Floyd County**  
www.floydcova.org/business  
540.745.9300

**Fluvanna County**  
www.co.fluvanna.va.us  
434.591.1910

**Franklin-Southampton Economic Development Inc.**  
www.franklinsouthamptonva.com  
757.562.1958

**Franklin County**  
www.yesfranklincountyva.org  
540.483.3030

**Fredericksburg Economic Development**  
www.fredericksburgva.com  
540.372.1216

**Fredericksburg Regional Alliance**  
www.fra-yes.org  
540.361.7373

**Front Royal-Warren County Economic Development Authority**  
www.wceda.com  
540.635.2182

**Gloucester County Economic Development Authority**  
www.gloucesterva.info/economicdevelopment  
804.693.1415

**Grayson County**  
www.graysongovernment.com  
276.773.2471

**Greater Richmond Partnership**  
www.grpva.com  
804.643.3227

**Goochland County Economic Development**  
www.co.goochland.va.us  
804.556.5862

**Greene County Economic Development Authority**  
www.gatewaytocharlottesville.com  
434.985.6663

**Halifax County Industrial Development Authority**  
www.halifaxvirginia.com  
434.572.1734

**Hampton, City of**  
www.hampton.gov/ed  
757.728.5122

**Hampton Roads Economic Development Alliance**  
www.hreda.com  
757.627.2315

**Hanover County**  
www.hanovervirginia.com  
804.365.6464

**Harrisonburg**  
www.harrisonburgdevelopment.com  
540.432.7736

**Henrico County Economic Development Authority**  
www.henrico.com  
804.501.7654

**Highland County**  
www.highlandcova.org  
540.468.2347

**Hopewell**  
www.hopewellva.gov  
804.541.2243

**Isle of Wight County**  
www.insidetheisle.com  
757.365.6251

**James City County**  
www.yesjamescitycountyva.com  
757.253.6607

**King and Queen County**  
www.kingandqueen.co.net  
804.785.5975

**King George County**  
www.yeskinggeorge.va.us  
540.775.8524

**King William County**  
www.kingwilliamcounty.us  
804.769.4927

**Lancaster County**  
www.lancova.com  
804.462.5129

**Lee County Industrial Development Authority**  
www.leecountyida.com  
276.346.7766

**Leesburg**  
www.leesburgva.com  
703.737.7019

**Loudoun County Economic Development**  
www.biz.loudoun.gov  
703.777.0426

**Louisa County Economic Development**  
www.louisa-county.com/LCecodev  
540.967.4581

**Lunenburg County**  
www.lunenburgva.org  
434.696.2546

**Lynchburg Economic Development**  
www.opportunitylynchburg.com  
434.455.4493

**Madison County**  
www.madisonco.virginia.gov  
540.948.6700

**Manassas, City of**  
www.manassascity.org  
703.257.8223

**Martinsville-Henry County Economic Development Corp.**  
www.yesmartinsville.com  
276.463.5940

**Mathews County**  
www.co.mathews.va.us  
804.725.7172

**Mecklenburg County**  
www.mecklenburgva.com  
434.738.6388

**Middlesex County Industrial Development Authority**  
www.co.middlesex.va.us/IDA  
804.758.3382

**Montgomery County**  
www.yesmontgomeryva.org  
540.382.5732

**Nelson County**  
www.nelsoncounty.com/  
economicdev  
434.263.7015

**New Kent County**  
www.yesnewkent.com  
804.966.9631

**Newport News Economic/Industrial Development Authority**  
www.newportnewsva.com  
757.597.2843

**New River Valley Economic Development Alliance**  
www.nrvalliance.org  
540.267.0007

**Norfolk**  
www.norfolkdevelopment.com  
757.664.4338

**Northampton County**  
www.co.northampton.va.us  
757.678.0440

**Northumberland County**  
www.co.northumberland.va.us  
804.580.7666

**Nottoway County Industrial Development Authority**  
www.nottoway.org  
434.645.8696

**Norton Industrial Development Authority**  
www.nortonida.org  
276.679.1160

**Orange County**  
www.thinkorangeva.com  
540.672.1238

**Page County**  
www.pagecounty.virginia.gov  
540.743.4142

**Patrick County**  
www.co.patrick.va.us/  
economic-development  
276.694.8367

**Petersburg**  
www.petersburg-va.org  
804.733.2352

**Pittsylvania County Industrial Development Authority**  
www.pittgov.org  
434.432.7700

**Portsmouth Virginia Department of Economic Development**  
www.portsmouthvaed.com  
757.393.8804

**Powhatan County**  
www.powhatanva.com  
804.598.5605

**Prince Edward County**  
www.co.prince-edward.va.us  
434.392.1482

**Prince George County**  
www.princegeorgeva.org  
804.722.8612

**Prince William County**  
www.pwcecondev.org  
703.792.5500

**Pulaski County**  
www.pulaskicounty.org  
540.980.7705

**Radford**  
www.radford.va.us  
540.731.3603

**Rappahannock County**  
www.rappahannockcountyva.gov  
540.675.5330

**Region 2000 Partnership**  
www.region2000.org  
434.845.2000

**Richmond County**  
www.co.richmond.va.us  
804.333.3415

**Richmond Economic Development Department**  
www.richmondgov.com  
804.646.5633

**Roanoke County Economic Development**  
www.yesroanoke.org  
540.772.2069

**Roanoke Regional Partnership**  
www.roanoke.org  
540.343.1550

**Rockbridge County**  
www.co.rockbridge.va.us  
540.463.4361

**Rockingham County Administrator**  
www.yesrockingham.com  
540.564.3011

**Rocky Mount, Town of**  
www.rockymountva.org  
540.483.0907

**Salem, City of**  
www.ci.salem.va.us  
540.375.3007

**Shenandoah**  
www.townofshenandoah.com  
540.652.8164

**Shenandoah County**  
www.shenandoahcountyva.us  
540.459.6227

**Shenandoah Valley Partnership Inc.**  
www.shenandoah-valley.biz  
540.568.3100

**Smyth County**  
www.smythcounty.org  
276.783.3298 ext. 206

**South Boston**  
www.southboston.com  
434.575.4200

**Spotsylvania County**  
www.spotsylvania.org  
540.507.7210

**Stafford County**  
http://www.gostaffordva.com  
540.658.8681

**Staunton**  
www.stauntonbusiness.com  
540.332.3869

**Suffolk**  
www.suffolk.va.us/econdev  
757.514.4040

**Surry County**  
www.surrycountyva.gov  
757.294.5271

**Tazewell County**  
www.ida.tazewellcounty.org  
276.988.1270

**Thomas Jefferson Partnership for Economic Development**  
www.tjped.com  
434.979.5610

**Vint Hill Economic Development Authority**  
www.vinthill.com  
540.347.6965

**Virginia Center for Innovative Technology**  
www.cit.org  
703.689.3000

**Virginia Beach**  
www.yesvirginiabeach.com  
757.385.6464

**Virginia Coalfield Economic Development Authority**  
www.vaceda.org  
800.735.9999

**Virginia Economic Development Partnership**  
www.yesvirginia.org  
804.545.5700

**Virginia's Gateway Region**  
www.gatewayregion.com  
804.732.8971

**Virginia's Heartland Commonwealth Regional Council**  
www.virginiashartland.org  
434.392.6104

**Washington County**  
www.washcova.com  
275.525.1305

**Waynesboro, City of**  
www.waynesborobusiness.com  
540.942.6779

**Westmoreland County**  
www.westmoreland-county.org  
804.493.0134

**West Point, Town of**  
www.west-point.va.us  
804.843.3330

**Williamsburg**  
www.yeswilliamsburg.com  
757.220.6120

**Winchester-Frederick County Economic Development**  
www.winva.com  
540.665.0973

**Wise County**  
www.wisecounty.org/EconDev/  
econdev.html  
276.328.2321

**Wythe County**  
www.wytheida.org  
276.233.3370

**York County**  
www.yorkcounty.gov/econdev  
757.890.3317

# Small business development centers

## **VIRGINIA SBDC LEAD OFFICE**

Mason Enterprise Center  
George Mason University  
4031 University Drive, Suite 100  
Fairfax, VA 22030  
(703) 277-7700  
www.virginiاسبdc.org

## **ALEXANDRIA SBDC**

625 N. Washington St., Suite 400  
Alexandria, VA 22314  
(703) 778-1292  
www.alexandriasbdc.org

## **CHARLOTTESVILLE - CENTRAL VIRGINIA SBDC**

2211 Hydraulic Road, Suite 107  
Charlottesville, VA 22901  
(434) 295-8198  
www.cvsbdc.org

## **SBDC of the COMMUNITY BUSINESS PARTNERSHIP**

7001 Loisdale Road, Suite C  
Springfield, VA 22150  
(703) 768-1440  
www.cbponline.org

## **Blue Ridge Crossroads SBDC**

1117 E. Stuart Drive  
Galax, VA 24333  
(276) 236-0435  
brceda.org

## **MASON SBDC**

4031 University Drive, Suite 100  
Fairfax, VA 22030  
(703) 277-7747  
masonsبdc.org

## **CHESAPEAKE SBDC**

676 Independence Parkway,  
Ste. 200  
Chesapeake, VA 23320  
(757) 382-8040  
www.hrsبdc.org

## **EASTERN SHORE**

19056 Parkway  
Melfa, VA 23410  
(757) 789-3418  
hrsبdc.org

## **FRANKLIN**

108 3rd St.  
Franklin, VA 23851  
(757) 562-4900  
hrsبdc.org

## **GLOUCESTER**

C/O Gloucester Main Street  
Preservation Trust  
6894 Main St.  
Gloucester, VA 23061  
(804) 695-0700  
mspt.org

## **HAMPTON SBDC**

Thomas Nelson  
Community College  
600 Butler Farm Road  
Suite A, Room 1105  
Hampton, VA 23666  
(757) 865-3126  
hrsبdc.org

## **HAMPTON ROADS SBDC**

Hampton Roads  
Chamber of Commerce  
500 E. Main St., Suite 700  
Norfolk, VA 23510  
(757) 664.2595  
hrsبdc.org

## **WILLIAMSBURG SBDC**

421 North Boundary St.  
P.O. Box 3495  
Williamsburg, VA 23187  
(757) 229-6511  
hrsبdc.org

## **SUFFOLK SBDC**

127 E. Washington St.  
Suffolk, VA 23434  
(757) 664.2613  
www.hrsبdc.org

## **SMITHFIELD**

100 Main St.  
Smithfield, VA 23431  
(757) 357-3502  
www.hrsبdc.org

## **LONGWOOD SBDC - FARMVILLE**

515 Main St.  
Farmville, VA 23909  
(434) 395-2086  
sbdc-longwood.com

## **LONGWOOD SBDC - MARTINSVILLE**

115 Broad St.  
P.O. Box 709  
Martinsville, VA 24114  
(276) 632-4462  
sbdc-longwood.com

## **LONGWOOD SBDC - SOUTH BOSTON**

515 Broad St.  
South Boston, VA 24592  
(434) 572-4533  
sbdc-longwood.com

## **LONGWOOD SBDC - DANVILLE**

1008 S. Main St.  
Taylor Bldg, Ste 105  
Danville, VA 24541  
(434) 797.8482  
sbdc-longwood.com

## **CRATER SBDC of LONGWOOD UNIVERSITY**

P.O. Box 1808  
1964 Wakefield St.  
Petersburg, VA 23805  
(804) 518-2003  
sbdc-longwood.com

## **SOUTHWEST VIRGINIA SBDC**

P.O. Box SVCC, Rt 19  
Richlands, VA 24641  
(276) 739-2474  
www.sw.edu/sbdc

**LORD FAIRFAX SBDC - MIDDLETOWN**

Corron Community Dev. Center,  
Suite 109  
173 Skirmisher Lane  
Middletown, VA 22645  
(540) 868-7093  
www.lfsbdc.org

**LORD FAIRFAX SBDC - WARRENTON**

6480 College St.  
Warrenton, VA 20187  
(540) 351-1595  
www.lfsbdc.org

**LORD FAIRFAX SBDC - CULPEPER**

Economic Development Office  
233 E. Davis St., Suite 300  
Culpeper, VA 22701  
(540) 727-0638  
www.lfsbdc.org

**LOUDOUN SBDC**

202 Church St. S.E., Suite 100  
Leesburg, VA 20175  
(703) 430-7222  
www.loudounsbdc.org

**MOUNTAIN EMPIRE SBDC**

Mountain Empire  
Community College  
3441 Mountain Empire Road  
Big Stone Gap, VA 24219  
(276) 523-6529  
me.vccs.edu/sbdc

**RADFORD SBDC**

701 Tyler Ave. #231  
Radford, VA 24142  
(540) 831.6056  
radford.edu/sbdc

**RAPPAHANNOCK REGION SBDC - FREDERICKSBURG**

University of Mary Washington  
1125 Jefferson Davis Hwy., Suite 400  
Fredericksburg, VA 22401  
(540) 654-1096  
www.rrsbdc.biz

**RAPPAHANNOCK REGION SBDC - WARSAW**

P.O. Box 490 , 479 Main St.  
Warsaw, VA 22572  
(804) 333-0286  
www.rrsbdc.biz

**REGION 2000 SBDC**

Central Virginia  
Community College  
3506 Wards Road  
Lynchburg, VA 24502  
(571) 321-2023

**GREATER RICHMOND SBDC**

600 E. Main St., Suite 700  
Richmond, VA 23219  
(804) 783-9369  
www.grsbdc.com

**ROANOKE REGIONAL SBDC**

210 S. Jefferson St.  
Roanoke, VA 24011  
(540) 983-0717  
rrsbdc.org

**SHENANDOAH VALLEY SBDC - JAMES MADISON UNIVERSITY**

1598 S. Main St., MSC 5502  
Harrisonburg, VA 22807  
(540) 568-3227  
www.valleysbdc.org

**SWCC SBDC**

Southwest Virginia  
Community College  
635 Community College Road  
Cedar Bluff, VA 24609  
(276) 964-7345  
sw.edu/sbdc

**VIRGINIA HIGHLANDS**

Virginia Highlands  
Community College  
100 VHCC Drive  
Abingdon, VA 24210  
(276) 739-2474  
www.vhcc.edu/sbdc



**Largest provider of business resources for small businesses in the Commonwealth:**

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- Training in classrooms and online
- Export assistance
- Marketing technology and innovations
- Market research
- Financing and capital formation
- Strategies for growth and expansion

**It works because it's local.**  
SBDCs are hosted by universities, community colleges, chambers of commerce, and economic development organizations. We know local businesses, banks and funding sources, service providers, government programs, and other resources whose job it is to help businesses start, grow, and thrive.

**Contact us -- VirginiaSBDC.org**

U.S. Small Business Administration  
**SBA** Your Small Business Resource  
GEORGE MASON UNIVERSITY | Mason Enterprise Center