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Entrepreneur Resource Directory



CONCEPTUAL STAGE

Office of Economic Development (OED)

- A one stop shop offering assistance with questions related to zoning, business licenses, and other city-related issues.
- **GO Start Program:** A short form course where participants gain base knowledge necessary to begin establishing their business. Offered multiple times per year.

Central Virginia Small Business Development Center (CVSBDC)

- **Starting Your Business:** A 2-hour training, offered virtually or in-person, that prepares entrepreneurs to launch their business and offers additional start-up assistance. Offered monthly.

GETTING STARTED

Community Investment Collaborative (CIC)

- **Entrepreneur Workshop:** Take your business to the next level! This hands-on course enables entrepreneurs to determine whether their business is viable, develop an initial plan for launching or growing their business, and learn how to act on that plan. Offered twice a year.
- **Launch Pad:** Designed to offer entrepreneurs a chance to sell hand-crafted or homemade items at City Market or Farmers Market at IX. Tent, table, and chairs are included. Offered weekly in season.

Central Virginia Small Business Development Center

- **Piedmont Pitch:** An 8-week program, which includes business training sessions, access to industry research, business operation tools, and one-on-one business advising. Graduates of Piedmont Pitch will complete a business plan and have the opportunity to pitch for a cash award. Offered once a year.
- Offers [advisory services](#) at no cost working with companies to identify needs and tap into local and national market research, financial research, industry reports, and analysis.

Service Corps of Retired Executives (SCORE)

- Offers no cost [online courses](#) on various topics, [recorded webinars](#), [start up roadmap](#), and other resources for entrepreneurial businesses.



FUNDING OPPORTUNITIES

Office of Economic Development

- **Business Equity Fund:** A loan program for City of Charlottesville entrepreneurs and existing businesses that are owned by individuals who are considered socially disadvantaged. An alternative to traditional bank financing, the loan offers a subsidized below market rate. Business Equity Fund loans are distributed through CIC.

Virginia Small Business Financing Authority (VSBFA)

- **Economic Development Loan for Small Businesses:** A companion loan for fixed asset financing needs. The loan is designed to fill the financing gap between the bank's loan and private equity. In these transactions, the business client has two loans, one from the bank and one from the VSBFA.
- **Microloan for Small Businesses:** A direct loan of up to \$50,000 from the VSBFA to the business client that does not require a bank's participation. Business must be in continuous operation for 2 years.
- **Child Care Financing Program:** A direct loan from the VSBFA to a child care center or a family home provider, which may include items the center needs such as cots, fencing, play equipment, buses, etc.
- **Loan Guaranty Program:** A traditional deficiency guaranty of a bank loan. Businesses can use it for lines of credit or term loans whenever the bank needs additional support to approve a business loan request.

NETWORKING OPPORTUNITIES

Charlottesville Business Innovation Council (CBIC)

- **Tech On Tap:** Designed for tech startups, entrepreneurs, and tech enthusiasts to socialize in a casual setting. Offered the 2nd Tuesday of each month. Admission is free.
- **Charlottesville Entrepreneurs and Espresso:** A casual caffeine-fueled gathering welcoming entrepreneurs at all stages. Offered at 8 am the 3rd Tuesday of each month. Admission is free.

Charlottesville Regional Chamber of Commerce

- **Rising Pros Coffee Networking:** A small group networking opportunity that allows entrepreneurs to start to know some familiar faces from other Chamber events. Each session 15 businesses briefly introduce themselves to the whole group to share what they do. Admission is free for members and \$10 for nonmembers.

MENTORSHIP

Several organizations offer mentorship and business counseling opportunities connecting entrepreneurs with experienced business professionals. These include [CVSBDC](#), [CIC](#), and [SCORE](#). Contact each organization to learn specific information for each program.