

Small Business Development Center

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Small Business Development Center (SBDC)



Founded in 1990, the SBDC is the first economic entity that addressed the needs of the entire Hampton Roads region. Its goal is to provide top-flight business advice and training to both existing small business owners as well as those individuals who are considering starting their own small business. While the Center is able to charge a minimal cost on the training courses it provides, all counseling is done free of charge.

The Center is a separate incorporated non-profit entity under the Chamber. It receives half of its funding from a grant from the Small Business Administration. In order to qualify for these funds, it is required to find local cash and in-kind contributions to match this grant.

Since its inception, the Center has provided assistance to more than 10,000 clients and enabled them to achieve more than \$208 million in economic impact and create to save more than 3,000 jobs.





Started in 2001, these courses, a one 10-week course for those who are interested in starting a small business; and the other a 15-week course for those individuals who are already in business and are looking to expand their operations have been both well attended and received by the participants. Following a rigorous curriculum developed by the NxLevelL Foundation in Utah, each individual who successfully completes these courses of instruction will come away with a business plan to use as a roadmap for future operations. Coupled with the classroom training throughout the course is counseling from the Center's staff. Each training course is taught twice during the year.

Highlights

- Experienced business educators, with prominent business leaders as guest speakers for each teaching module
- Networking and learning opportunities with local business leaders and participants
- Comprehensive textbooks, workbooks and resource guides
- One-on-one business counseling and support
- A learning environment that promotes critical thinking and innovative problem-solving

Contact

Jim Carroll, 664-2595;jcarroll@hrccva.com

SBDC NxLevelL Entrepreneurial Training Courses

Year-round

Projected Attendance:

10+

Target Audience:

Chamber Members

Target Industries for Sponsorship:

Chamber Members

SBDC NxLevel Entrepreneurial Training Courses

Presenting Sponsor - \$5,000 (Exclusive)

- Prominent placement of the sponsor's logo on all collateral printed materials
- Logo and hot-link will also appear on the Center's "Sponsor and Benefactors" page on the Web site
- Four "scholarships" to both the 10-week and 15-week long courses to award to individuals and will be invited to make a short presentation to each of the classes during the year
- Invited to attend the graduation ceremony at the end of the course
- Receive the contact information of those individuals who participate in the course

Gold Sponsor - \$3,000 (Two)

- Placement of sponsor's logo on all collateral printed materials
- Logo and hot-link will also appear on the Center's "Sponsor and Benefactors" page on the Web site
- Two "scholarships" to both the 10-week and 15-week long course to award individuals and will be invited to make a short presentation to each of the classes during the year
- Invited to attend the graduation ceremony at the end of the course
- Receive the contact information on those individuals who participate in the course

Silver Sponsor - \$1,000 (Four)

- Logo and hot-link will appear on the Center's "Sponsors and Benefactors" page on the Web site
- At the first class, the sponsorship will be announced
- Sponsor will also be awarded one "scholarship" to both the 10-week and 15-week long courses to award individuals
- Invited to attend the graduation ceremony at the end of the course
- Receive the contact information on those individuals who participate in the course

Program Sponsor - \$300 (Multiple)

- Placement of sponsor's name and hot-link on the Center's "Sponsors and Benefactors" page of the Web site for one year

SBDC Owing Your Own Business Courses

Year-round

Projected Attendance:
15+

Target Audience:
Chamber Members

Target Industries for Sponsorship:
Chamber Members



Started in 2001 as a way to maximize the effectiveness of counseling staff these courses provide individuals who believe they may want to start a small business with the necessary information for them to make informed business decisions from the outset. Covered in these informative courses are issues in the personal, legal, marketing, financing and business planning areas. While not everyone who takes this class goes on to start a business, those that do have a good, solid knowledge base on which to continue the planning process. Twenty-three classes are taught each year (two per month except December). These courses are both well attended and received.

Highlights

- This is a three-hour information session for new and start-up business owners.

Contact

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SBDC Owning Your Own Business Courses

Gold Sponsor - \$1,000 (Two)

- Prominent placement of the sponsor's logo on all collateral printed materials and handouts
- Sponsor logo and hot-link will also appear on the Center's "Sponsors and Benefactors" page on the Web site
- Each sponsor will receive the contact information of those who participate in the course

Silver Sponsor - \$500 (Multiple)

- Placement of the sponsor's logo and hot-link on the Center's "Sponsors and Benefactors" page of the Web site
- Announcement of all course sponsors at each class
- Each sponsor will receive the contact information of those who participate in the course

Program Sponsor - \$300 (Multiple)

- Placement of the sponsor's logo and hot-link on the Center's "Sponsors and Benefactors" page of the Web site for one year

Hampton Roads Chamber of Commerce



These multi-day seminars cover various facets of the government contracting process. Included in the courses are overviews of the process, how to write proposals and how to become qualified either as a small disadvantaged business or as an 8a business. These courses are taught in partnership with the Procurement Technical Assistance Center at Old Dominion University. There are four classes taught each year.

Highlights

- Learn strategies for your small business to capture government contracts during this multi-day seminar

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SBDC Government Contracting Seminars

Four per year

Projected Attendance: 15+

Target Audience:
Chamber Members

Target Industries for Sponsorship:
Chamber Members

SBDC Government Contracting Seminars

Gold Sponsor - \$1,000 (Two)

- Placement of sponsor's logo on all collateral printed materials and announcement of the sponsorship at the start of the class
- Sponsor logo and hot-link will also appear on the Center's "Sponsors and Benefactors" page on the Web site
- Each sponsor will be given two "scholarships" to award to individuals who take course during the year
- Sponsors will also receive the contact information of those individuals who participate in the course

Silver Sponsor - \$500 (Multiple)

- Announcement of sponsorship at the start of the class
- Sponsor logo and hot-link will also appear on the Center's "Sponsors and Benefactors" page on the Web site
- Each sponsor will be awarded one "scholarship" per class to award to individuals to take the course during the year
- Sponsors will receive the contact information of those individuals who participate in the course

Program Sponsor - \$300 (Multiple)

- Placement of sponsor's name and hot-link on the Center's "Sponsors and Benefactors" page of the Web site for one year



New in 2013, the SBDC presented an e-newsletter. Specific areas of interest for this newsletter include: taxes, disaster preparedness, marketing, financing and all local information. The newsletter will be sent to all SBDC clients, Chamber members, all regional economic development officials and all commercial lending officers. The newsletter will also be posted on the SBDC website.

Highlights

- Make your company visible to thousands of people

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**SBDC
e-newsletter**

Six per year

Sole Sponsorship (Exclusive) - \$2,000

- Opportunity to be the only one to provide content for publication in the e-newsletter (6 times per year)
- Opportunity to be the only one to provide the content in the e-newsletter to be displayed on SBDC website

Presenting Sponsor (Exclusive) -\$1,000

- Opportunity to provide content for publication in the e-newsletter (6 times per year)
- Opportunity for the content in the e-newsletter to be displayed on SBDC website

Other Sponsors (Multiple)-\$500

- Opportunity to provide content for publication in the e-newsletter (2 times per year)
- Opportunity for the content in the e-newsletter to be displayed on SBDC website