

# EDA News

This newsletter is published quarterly by  
The Front Royal-Warren County Economic Development Authority  
PO Box 445 . Front Royal . VA . 22630  
540.635.2182 . [www.wceda.com](http://www.wceda.com)

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## Small Business Support Programs in Front Royal-Warren County

According to the U.S. Small Business Administration, as of 2016, small businesses make up 46.9 percent of the private workforce in Virginia, employing 1.5 million of its 8.33 million residents.

Firms with fewer than 100 employees have the largest share of small business employment. Private sector employment increased by 1.9% in 2015.

The Virginia Employment Commission cites Warren County as home to 1,069 businesses that provide 12,500 local jobs. *Warren County Profile, 2018 update.*

“Small businesses are the backbone of our local economy,” said Jennifer McDonald, executive director of the Front Royal-Warren County Economic Development Authority.

“And, the EDA works hard to provide assistance to start-up and expanding businesses that includes guidance on available funding sources, site location, navigating the zoning, occupancy and permitting process, and introductions to the community. One important resource we offer is the EDA web site where the most current data about our community, and other resources is housed.”

The Commonwealth of Virginia offers a number of support programs as well through the Small Business Administration, the Small Business Financing Authority, Small Business Development Centers, SCORE and more.

The Lord Fairfax Small Business Development Center, in Middletown Virginia, serves Frederick, Clarke, Warren, Shenandoah and Rappahannock Counties. The LFSBDC offers one-on-one consultation, classes, workshops and business development guidance.

An important part of the Economic Development Authority’s mission is to maintain an environment in which businesses can thrive and prosper.

From time to time, the EDA uses the Newsletter forum to describe the programs and services that are currently available to our Front Royal-Warren County businesses. Here, we have described some important local resources.○

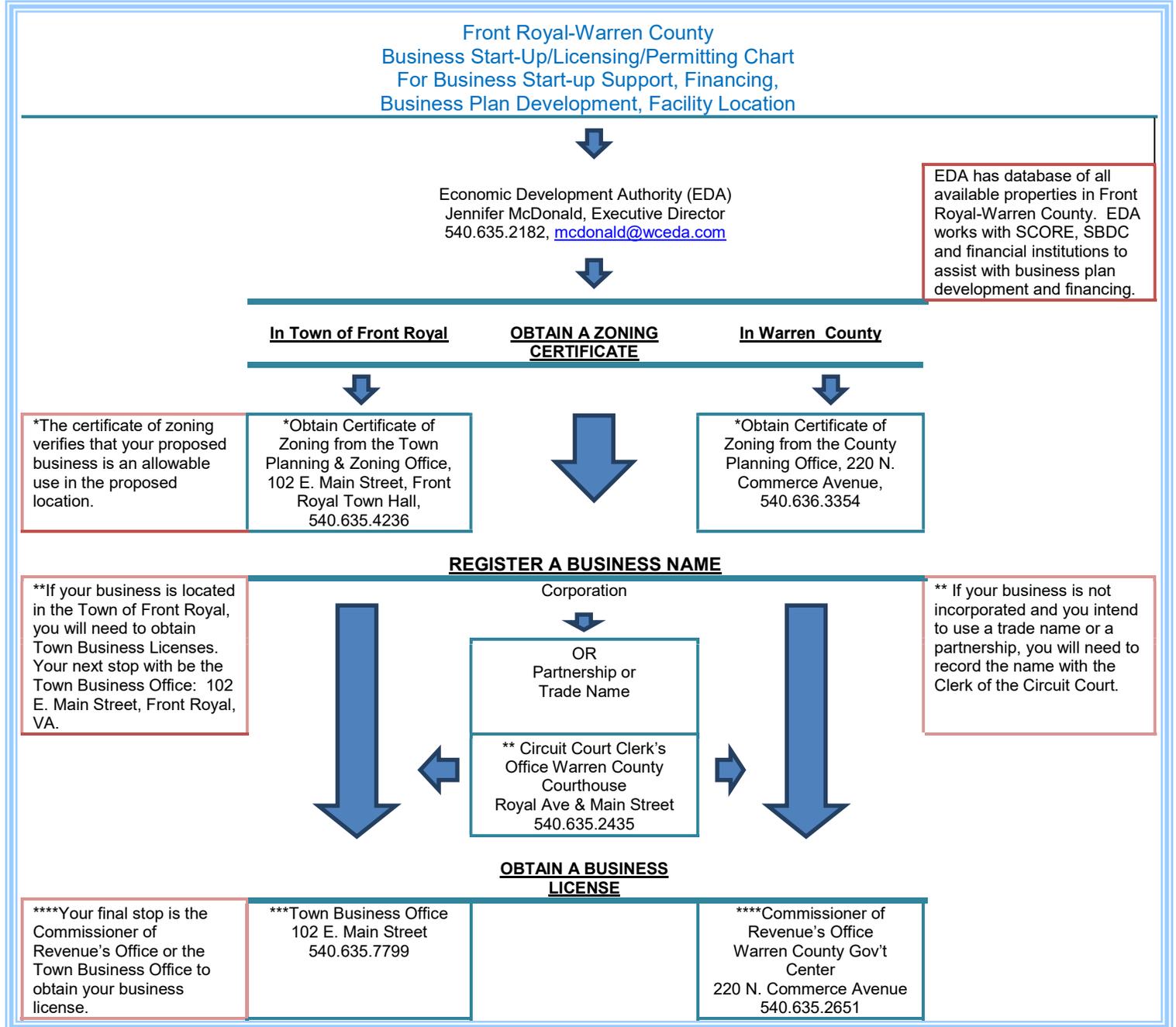
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*“Small businesses are the backbone of our local economy.”*

## Start With the EDA ....

When looking to start a business in Front Royal or Warren County, Virginia, the best place to begin is at the Economic Development Authority. Staff can assess your need, help organize the first steps forward and guide you through the basic processes.



## Other Resources Provided by the EDA

**Welcome Package:** Based upon information from the local business licensing offices, EDA mails a “welcome package” to all new licensees that includes much of the information mentioned here as well as state-sponsored support programs and local contact information.

**EDA Web Site:** EDA’s web site provides information on the public school system, health care, recreation, government contacts, labor force, demographics, available sites for office, commercial and industrial users, EDA’s Strategic Plan, Board of Directors, contact information and much more. The site is designed in an easily navigated structure and information can be found at [wceda.com](http://wceda.com).

**Micro Loan Program:** The EDA offers a micro loan program to new or existing Front Royal or Warren County businesses capped at \$10,000.

Eligible uses for the micro loan program include equipment and inventory purchases and working capital up to 25% of the loan proceeds. The loan term is generally 5 years, depending on the asset financed and the rate is set based on the risk and is generally below prime.

**Intermediary Relending Program:** This is a larger loan fund capped at \$150,000 for acquisition, construction, conversion, enlargement or repair of a business or business facility, purchase or development of land, purchase equipment, lease-hold improvements, machinery, supplies, startup costs, working capital, pollution control and abatement, feasibility studies, etc.

**One-on-One Meeting:** Jennifer McDonald, executive director of the EDA, will sit down with you to discuss potential site location, permitting processes, financing options and

other pertinent issues. This is best scheduled through the EDA offices, 540.635.2182.

**Technology Zone Incentives:** EDA and the Town of Front Royal offer certain financial incentives to technology companies locating in any of three zones within Town boundaries.

**Initial Introductory Press Release:** EDA will work with you to issue a press release to local media to assist in introductions and initial promotion for a new or expanding company.

**Business Excellence Awards:** In May of each year, the EDA accepts applications for grant awards to those businesses exhibiting excellence in business practices and community service. Applications can be found on the EDA web site. [Wceda.com](http://Wceda.com). ○

## State Resources

**The Small Business Administration:** has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

For more information: [sba.gov](http://sba.gov).

**Business Development and Outreach:** is the development arm of the Small Business and Supplier Diversity program targeted to businesses interested in growing through the Virginia Small Business Financing Authority or through Virginia’s certification program for small, woman-

owned or minority-owned business. Programs are offered in: selling to the Commonwealth, growing sales, regional connect event, one-on-one business counseling services. For more information:

[sbsd.virginia.gov/business-development-and-outreach](http://sbsd.virginia.gov/business-development-and-outreach)

**Virginia Small Business Financing Authority:** VSBFA provides businesses, nonprofits, and economic development authorities with financing by offering loans directly, credit enhancements to lending banks, bond financing and supporting clean energy, and attracting equity investment incentives programs. For more information, 304.371.8254.

**Virginia Jobs Investment Program:** The Virginia Economic Development Partnership’s Virginia Jobs Invest-

ment Program (VJIP) provides services and funding to companies creating new jobs or experiencing technological change. VJIP is completely state-funded and includes a comprehensive “Workforce Retraining” component.

For more information: [yesvirginia.org/AssetRich/VJIP](http://yesvirginia.org/AssetRich/VJIP)

**Lord Fairfax Small Business Development Center:** SBDC is a free community resource providing one-on-one counsel, workshops roundtables and training for startups and existing businesses. SBDC offers guidance on business concept and startup, operational issues, managing cash flow and financing, and business expansion. Information: [lfsbdc.org](http://lfsbdc.org). ○

**The  
Economic Development Authority**

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## Chamber of Commerce

*The Front Royal-Warren County Chamber of Commerce is an invaluable resource for local businesses.*

*Among the networking opportunities provided by the Chamber, its Brown Bag Lunches are held on the 3<sup>rd</sup> Wednesday of the Month at the Front Royal-Warren County Chamber office. There are great topics of interest and presenters!*

*More Info: 540.635.3185 ○*

## Lord Fairfax Small Business Development Center

LFSBDC is the host to the SCORE program which is comprised of professional businessmen and women who use their business experiences to counsel new business owners.

Upcoming LFSBDC programs:

**Online Workshops:**

<http://lfsbdc.org/workshops-and-events/online-workshops/>

Be sure to ask about the RISE entrepreneurship program! ○



## Additional Local Resources

**Downtown Front Royal:** Community membership organization dedicated to promotions, events and partnerships in providing shared business support.

<https://www.facebook.com/downtownfrontroyalva/>

**Virginia Cooperative Extension:**

Through educational programs based on research and developed with input from local stakeholders, we help the people of Warren County improve their lives. We provide education through programs in Agriculture and Natural Resources, Family and Consumer Sciences, 4-H Youth Development, and Community Viability. 540.635.4549

**Samuels Public Library:** The public library offers a wide range of educational programs. [Samuelslibrary.net](http://Samuelslibrary.net)

**Explore Your Community!** ○