



Where Business Comes to Talk Business

The Rappahannock Region Small Business Development Center Serves

Caroline County

Fredericksburg

King George County

Spotsylvania County

Stafford County

Eastern Prince William

Northern Louisa

Eastern Orange

Essex County

King & Queen County

King William County

Lancaster County

Middlesex County

Northumberland Cty

Richmond County

Westmoreland Cty

Northern Mathews Cty



Where Business Comes to Talk Business

Where are We?

Web Site at www.rrsbdc.biz

Fredericksburg Office

Brian J. Baker, Executive Director

UMW College of Graduate and Professional Studies

121 University Blvd

Stafford County, VA

540-286-8060

Warsaw Office

Joy S. Corprew, Director

Planning District Center

479 Main Street

Warsaw, VA

1-800-524-8915



Where Business Comes to Talk Business

Funding Stewards that make this Service Possible

The University of Mary Washington

The United States Small Business Administration

Cardinal Bank, Marketing Partner



Where Business Comes to Talk Business

Small Business Development Center Services



Where Business Comes to Talk Business

BUILDING BUSINESS

(2004-2009)

Sales Growth: \$44,604,532

Job Formation: 2537

Equity Investment: \$14,040,851

Loans: \$32,545,835

Management Training: 2327



Where Business Comes to Talk Business

Clients who received 5 or more hours of Counseling Experienced

**Grew 1.3 times faster than the average Virginia
Business**

**Created 10 times more jobs than the average Virginia
Business**

(Chrisman Study)



Where Business Comes to Talk Business

Why

Small Companies...

Represent 99.7% of all businesses

Employ 64% of the work force

Pay 44% of US private payroll

52% of those businesses are home based



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Preparing for a Growing Government Contracting Industry



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Objectives:

1. Priorities
2. Partners
3. New Initiatives



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Priorities

1. Accounting Software
2. Accounts Receivable
3. Allowable Costs under FAR



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1. Cash Flow Management and Compliance
2. Contractor Ethics under FAR
3. Financing Opportunities
4. How to Get on the GSA Schedule
5. How to Write a Proposal
6. Hub Zones



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1. How to Price a Contract
2. Procurement Process
3. Succession Planning
4. Teaming



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Identifying Opportunities

1. FedBizOpps (25k)
2. GSA (gov-wide suppliers)
3. Subcontracting
4. Teaming
5. GSA Subcontracting Directory
6. SUB-Net (SBA Subcontracting network)
7. Match Making



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Federal Acquisition Regulation (FAR)

1. Federal Register
2. Small Entity Compliance Guides
3. Acquisition News



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Partners

- Stafford, Fredericksburg, Spotsylvania, King George, and Caroline EDO's
- GMU Enterprise Procurement Technical Assistance Center
- Base Small Business Advocates
- Base Deputies for Small Business
- FRCC Military Affairs Council
- Quantico Government Contractors Alliance
- Stellar One Bank
- Miller-Foley Group



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New Initiatives

- Hosting PTAC at UMW Stafford Campus
- Hosting DBA at UMW Stafford Campus
- Seeding new services in King George
- Establishing a full time presence at the new Dahlgren Research and Technology Center



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