



Business Owners Reference Guide

An Organizational Resource for Virginia Businesses

“The Power of Knowledge”

Table of Contents

Business Data and Information

Demographics	5
Business News and Information	8
Dictionaries and Terminology	8
Industry and Business Resources	8
Federal Government Links	12

Business Management

Business Planning Tools	14
Legal Tools	14
Human Resources	14
Management Resources	15
Childcare Services	15
Senior and Adult Care Services	18
Women and Business	19

Business/Industry Sectors

Environmental & Green Business	20
Energy	21
Agriculture	22
Franchise Information	22
Non-Profits	23
Small Business Associations	24
E-commerce	25
Technology-led Development	25
Tourism	26
Entrepreneurship	27

Development and Location

Construction Issues	29
Brownfields	30
Downtown Development	31
Public-Private Partnerships	32
Real Estate Redevelopment	32
Site Selection	34

International Trade/Exporting

International Business and Exports	35
Export/Trade Development	36
Transportation	38

Money, Finance, and Contracting

Procurement	40
Grants	42
Money and Finance	43

This resource was originally compiled in 2012 as a tool for business owners and businesses. It is meant to catalogue and organize the various business resources within the myriad subject matter concerning the Virginia business owner. It has also been used by other professionals in the economic development, educational, and government fields. It has recently been reviewed and updated and includes 11 new categories added to reflect the present business environment. These categories are; Export/Trade Development, Transportation, E-commerce, Technology-led Development, Brownfields, Downtown Development, Entrepreneurship, Public-Private Partnerships, Real Estate Redevelopment, Site Selection, and Tourism,. This resource is meant to be as comprehensive as possible but may contain some omissions. If you are aware of any organizations or businesses that should be included under any of the main headings please e-mail the University of Mary Washington Center for Economic Development at engagement@umw.edu.

Organizational Resources for Business

BUSINESS DATA AND INFORMATION

Demographics

1. Weldon Cooper Center for Public Service

<http://www.coopercenter.org/>

“Provides objective information, data, research, technical assistance, and practical training to state and local officials, community leaders, and members of the general public.” The site also has links to Maps and Topography of Virginia, Population Estimates, Tax Rates for Virginia's Cities, Counties, and Towns, and VASTAT's statistics in 41 categories. (1.14.2015)

2. Demographics and Workforce Section

<http://www.coopercenter.org/demographics/>

The site provides demographic statistics, analysis of trends, and the official population of Virginia. (1.14.2015)

3. Data Place

<http://www.dataplace.org/>

Free source of demographic information, including income and poverty rates and housing statistics. Also includes maps. (1.14.2015)

4. Virginia Statistical Abstract

<http://www.coopercenter.org/econ/VASTAT/>

A great web directory resource. It contains hundreds of links to over 40 topics concerning Virginia and the United States. Topics include agriculture, banking, communications, commuting, crime, defense, demographics, e-commerce, earnings, and more. (1.14.2015)

5. Federal Reserve Bank of Richmond

http://www.richmondfed.org/research/regional_economy/

Economic profiles for Virginia in the variables of population, employment, output, manufacturing, real estate, banking, foreign trade, and Commonwealth government finances. (1.14.2015)

6. FedStats Virginia Data Sets

<http://fedstats.sites.usa.gov/>

Agriculture, population and demographics, health, labor force, business and banking, crime, education, energy and environment, personal income and earnings, and general

profile from the *Statistical Abstract of the United States*. Also provides links to statistical agencies. (1.14.2015)

7. County Business Patterns

<http://censtats.census.gov/cbpnaic/cbpnaic.shtml>

Provides data on the total number of business establishments, employment, and payroll information by county, zip code, and metropolitan and micropolitan areas for all fifty states and the District of Columbia. (1.14.2015)

8. StateMaster

<http://www.statemaster.com/index.php>

Statistical database that provides comparative data for each state on a wide variety on topics, including economy, education, immigration, industry, lifestyle, and transportation. (1.14.2015)

9. Melissadata

<http://www.melissadata.com/Lookups/index.htm>

Provides statistical data by city, county, or zip code. Find information on demographics, average income, number of households, and number of businesses by type for a given locality. Demographic data is from 2000. (1.14.2015)

10. epodunk.com

http://www.epodunk.com/profiles/va_a.html

Don't be deterred by the name; ePodunk provides in-depth economic, business and demographic information drawn from government, non-profit, and commercial sources. (10.20.2010)

11. Home Town Locator: Community Profiles

<http://www.hometownlocator.com/>

HTL profiles include census, demographic and income data, parks, schools, libraries, hospitals, airports, hotels, environmental conditions, weather, local newspapers, media outlets, employment, maps, coordinates and aerial photos. (1.14.2015)

12. Virginia Economic Development Partnership (VEDP)

<http://www.yesVirginia.org/>

The Virginia General Assembly created the VEDP to provide information to businesses or individuals seeking to locate or to start a business in Virginia. (1.14.2015)

13. County Business Patterns 2002

<http://www.census.gov/econ/cbp/index.html>

The site provides economic data by industry; the County Business Pattern and the Metro Business Patterns databases include the number of establishments, mid-month employment, first quarter and annual payroll, and the number of establishments by nine employment-size classes by detailed industry for all counties in the United States, the District of Columbia, and for all Metropolitan Statistical Areas. The ZIP

Code Business Patterns database includes number of establishments, employment and payroll for more than 40,000 ZIP Code areas nationwide. (1.14.2015)

14. Business QuickFacts

<http://quickfacts.census.gov/qfd/states/51000.html>

The most frequently requested Census Bureau information at the national, state and county level. The data about people, business, and geography are tabulated down to the county level. (1.14.2015)

15. Black Enterprise.com: BEs 100s 2012

<http://www.blackenterprise.com/lists/be-100s-2012/>

The BE 100s make up the largest black-owned businesses in the nation. Virginia companies include:

Auto: BMW of Sterling, Infiniti of Chantilly, Universal Ford Sales Inc. (Glen Allen)

Industrial Service: Intelligent Decisions Inc. (Ashburn), Thompson Hospitality (Herndon) Brooks Food Group (Bedford) SENTEL Corporation (Alexandria) SoBran (Fairfax) Metters Industries (McLean) Advanced Systems Development (Arlington) InScope International (Reston) Networking Technologies and Support Inc. (Midlothian). (1.14.2015)

16. National Association of Homebuilders

<http://www.nahb.org/>

Trade association for the home construction industry. Resources include economic and housing data such as new home starts, home sales and prices, and information on financial and mortgage markets. (1.14.2015)

17. National Institute for Labor Relations Research: The Standard of Living in Right- to-Work States

<http://www.nilrr.org/node/27>

The research seeks to answer the question “*whether employees are better off in forced unionism states*” or in one of the twenty-two states like Virginia with Right to Work laws where employees are not required to financially support a union with bargaining privileges at their work place to keep their jobs. Virginia Standard Metropolitan Statistical Areas (SMSA) cited in the report include: Charlottesville, Danville, Lynchburg, Richmond-Petersburg, and Roanoke. (1.14.2015)

18. City Data

www.city-data.com

“We’ve collected and analyzed data from numerous sources to create as complete and interesting profiles of all U.S. cities as we could.” (1.14.2015)

Business News And Information

1. Business Owner's IDEA Café

<http://www.businessownersideacafe.com/Welcome.html>

"Idea Cafe offers a mix of small business profiles, how-to articles and other news-you-can-use features For example, the "Cyber Schmooz" discussion groups provide a good networking forum." (1.14.2015)

2. CEO Express

<http://www.ceoexpress.com/default.asp>

Portal for major news and business publications. Includes a centralized business research index with indexed weblinks. (1.14.2015)

3. Biz Info Library

<http://www.bizinfo library.org/>

"An online library offering the world's best information on starting and growing a business. BIL provides users instant access to relevant, credible, and objective information authored and vetted by the world's top business information experts." (1.14.2015)

Dictionaries And Terminology

1. Dictionary of Small Business

<http://www.small-business-dictionary.org/default.asp?action=A&term=showCart>

Enough said. It also includes quicklinks to SCORE and the SBA. SBDC's should also be included. (1.14.2015)

Industry & Business Resources

1. Food Service Industry

<http://www.ifdaonline.org/>

Current information on legislation affecting food service industry. Provides access to reports on industry operations, profitability, and food service. (1.14.2015)

2. Food Marketing Institute

<http://www.fmi.org/>

Comprehensive site supplying information on all aspects of the food industry, including food safety, consumer research, retail operations and management, technology, and pending legislation. (1.14.2015)

3. National Restaurant Assoc

<http://www.restaurant.org/>

Provides latest industry research and tips and tools for running a restaurant. Addresses health and safety concerns and a variety of legislation affecting the

restaurant industry, including minimum wage increases, immigration reform, and litigation fairness. (1.14.2015)

4. VA Hospitality Assoc

<http://www.vhta.org/>

Offers food safety training courses and certification. Provides information of legislation under consideration by the Virginia legislature affecting the industry. (1.14.2015)

5. VA Retail

<http://www.virginiaretail.org/>

Provides information on legislation affecting retail business in the state. Offers support services to members of the VRMA, such as medical and dental insurance, accounting and payroll services, and fraud detection. (1.14.2015)

6. Bio Cycle

<http://www.biocycle.net/>

Magazine devoted to promoting recycling, composting, and renewable energy. Current and archived articles are available. (1.14.2015)

7. National Sustainable Agriculture Information Service

<http://attra.ncat.org/publication.html#energy>

Index of publications providing information and technical assistances to the agricultural industry, particularly in reference to sustainable agriculture. (1.14.2015)

8. The Manufacturer

<http://www.themanufacturer.com/>

Magazine devoted to manufacturing. Provides access to current and archived articles on such topics as leadership and strategy, design and innovation, skills and productivity, logistics and supply, and operations. (1.14.2015)

9. Association of Performing Arts Presenters

<http://www.apap365.org/>

Provides support services for performing arts presenters, including providing information on grants, helping with visas, and maintaining a job bank. (1.14.2015)

10. Non Profit Art Organizations

<http://art-support.com/nonprofits2.htm>

Listing of and links to nonprofit photography art centers and community art centers organized by state. (1.14.2015)

11. Museums

<http://www.justluxe.com/museums/index.php>

Links to museums, art galleries, national parks, and aquariums from around the nation. (1.14.2015)

12. List of Music/Art Groups

<http://www.shenandoahmusic.com/culturalartcenters.htm>

Promotes the arts in Shenandoah County, Va. Provides links for networking with other arts groups, musicians, and cultural centers. (1.14.2015)

13. National Association of Home Builders

<http://www.nahb.org/default.aspx>

Provides an array of business management tools for its members. Information regarding the economy and housing industry and courses and seminars offered by NAHB to members and consumers is provided. (1.14.2015)

14. Construction Specifications Institute

<http://www.csinet.org/Login.aspx?ReturnUrl=%2fContent-Conversion%2fSpecifier-4-4.aspx>

The Construction Specifications Institute provides standards and training for writing construction documents that are clear, precise, and complete. (1.14.2015)

15. National Lien Law for Contractors

<http://www.nationallienlaw.com/>

Pertinent site for anyone involved in construction industry. Provides general information and various construction forms applicable to all states. Provides state-specific forms for mechanics liens, pre-lien notices, waivers, and releases. (1.14.2015)

16. Construction Codes

<http://www.constructionnotebook.com/ipin2/CSIDivisions.asp>

Listing of construction codes for the state of Nevada. (1.14.2015)

17. Building Green

<http://www.buildinggreen.com/menus/>

Listing of over 2000 environmentally preferred products. (1.14.2015)

18. Center for Quality Franchising

<http://www.aafd.org/>

The center is a non-profit trade association representing the rights and interests of franchisees. Provides information on fairness initiatives, buying power, franchise organizations, and tips on buying a franchise. (1.14.2015)

19. Human Resource Compliance Information Specialists

<http://www.legalworkplace.com/>

Provides access to a wealth of information and resources on Human Resources. Source for free employment forms. Compliance kits available for purchase. (1.14.2015)

20. Business Owner's Toolkit

<http://www.toolkit.com/>

Excellent site for free information and forms. Small business guide provides information on every aspect of starting a business. Business tools heading provides information on a wide variety of topics, including business finance, employee management, hiring and firing employees, marketing, and taxes. (1.14.2015)

21. Business Guides

<http://www.missouribusiness.net/sbt/dc/industry/index.asp>

This site is specific to the state of Missouri, although much information is applicable to businesses operating in other states. Provides specific guides for licensing, legal structure, hiring employees, and taxes for industries in which small business have a major role. (1.14.2015)

22. FW Dodge Reports

<http://www.fwdodge.com/>

This site provides information to construction companies on projects currently being bid. Plans and specifications are available, under “Our Services”, for projects nationwide to help firms prepare bids on projects. (1.14.2015)

23. National Business Association

<http://www.nationalbusiness.org/>

Non-profit association devoted to helping small businesses. Use NBA First Step Review to help determine the likelihood of getting a SBA guaranteed loan and NBA Operating Plan Forecast to help forecast profits and warns of impending problems. Both resources are free and downloadable. (1.14.2015)

24. Smart Biz

<http://www.smartbiz.com/>

This site bills itself as “Internet Technologies Resources” for startup and small businesses. It provides a wealth of information on such topics as getting started in e-commerce, creating a website, marketing online, and managing payroll and assets online. (1.14.2015)

25. Entrepreneur

<http://www.entrepreneur.com/>

Comprehensive site for entrepreneurs and future entrepreneurs. Site includes ideas for starting a business, growing a business, and franchise opportunities, as well as information on all aspects of running a small business. Entrepreneurs may also ask questions of a panel of experts. (1.14.2015)

26. Directory of Associations

<http://www.marketingsource.com/directories/associations/us>

“Comprehensive source of information on professional, business, and trade associations” and non-profits and charitable organizations. Information is available for purchase. (1.14.2015)

27. Thomas Directory

<http://www.thomasnet.com/products/trade-associations-86812252-1.html>

Comprehensive listing of trade associations in the United States and Canada.
(1.14.2015)

28. Sweets Directory

<http://products.construction.com/ManufacturersIndex>

Online resource for building product information. Provides links to thousands of companies that supply building products. (1.14.2015)

29. Career OneStop

<http://www.acinet.org/acinet/default.asp>

Comprehensive site for job seekers. Provides a wealth on information of employment trends, professional development, education requirements, wages by occupation and locality, and preparing for interviews. Access to state employment agencies and job banks. (1.14.2015)

30. World Phone Directories

<http://www.infobel.com/World>

Access to worldwide directories of people and businesses, including business yellow pages, toll-free business numbers, and U.S. government directories. (1.14.2015)

31. Better Business Bureau

<http://www.bbb.org/us/Find-Business-Reviews/>

Allows user to request a reliability report from the BBB on a particular company.
(1.14.2015)

32. Virginia Department of Housing and Community Development

<http://www.dhcd.virginia.gov/>

Virginia's state building codes and regulations are administered through the Virginia Uniform Statewide Building Code (USBC), and its associated standards and regulations for industrialized or modular buildings, manufactured homes, and amusement devices. (1.14.2015)

33. Industry Information Resources

<http://valuationresources.com/IndustryReport.htm>

Industry Information Resources is a free resource guide to industry-specific resources and data for over 400 industries. (1.14.2015)

Federal Government Links

1. US Patent & Trademark office

<http://www.uspto.gov/>

Comprehensive site for applying for patents, trademarks, and copyrights.
(1.14.2015)

2. Federal Reserve Banks

<http://federalreserve.gov/>

Provides information on monetary policy and banking regulations. Great source of economic data. (1.14.2015)

3. ITA/Exporting

<http://export.gov/>

Government portal to help businesses in exporting goods and services. Use Export Basics to help assess export readiness, identify markets, develop export plan, and conduct business online. (1.14.2015)

4. OSHA

<http://www.dol.gov/compliance/news/presskit.htm>

Information to help businesses stay informed of and comply with federal labor laws. (1.14.2015)

5. Library of Congress

<http://thomas.loc.gov/>

Provides access to congressional records and congressional bills and legislation. (1.14.2015)

BUSINESS MANAGEMENT

Business Planning Tools

1. Basics of Developing Mission, Vision and Values Statements

http://www.managementhelp.org/plan_dec/str_plan/stmnts.htm

Guide helps to identify or update the mission, vision and values statements for purposes of strategic planning by providing free, easy-to-access online articles. (1.14.2015)

2. Business Owner's Toolbox

<http://www.bizfilings.com/toolkit/index.aspx>

The touted "Total Know-How for Small Business" created contains helpful reading and tools on most business subjects. Links to downloadable tools and business forms. (1.14.2015)

Legal Tools

1. Free Advice (Legal Portal)

http://law.freeadvice.com/general_practice/contract_law/

Provides quick information on "everyday" legal matters. It also provides a portal for locating legal professionals on various topics by state. Excellent quick guide on basic information that can assist with determining a course of action. (1.14.2015)

2. Biz Filings

<http://www.bizfilings.com/learning/comparison.asp>

Incorporation assistance tool that helps cut through the complexity of which legal structure is best suited for a business. (1.14.2015)

Human Resources

1. Workplace HR & Safety Magazine

<http://www.workplacemagazine.com/>

"An online ezine for those responsible for managing the total workforce experience." Provides links to employment regulations, laws, employee development, policy crafting, etc. Good site for comprehensive compliance issues as well as current strategies in workforce management. (1.14.2015)

Management Resources

1. Marketplace Business Simulations

<http://www.marketplace-simulation.com/index.php>

Sells business simulation programs for undergraduate, graduate, and executive level business courses. Simulations are fully web-based. (1.14.2015)

2. Free Management Library

<http://www.managementhelp.org/>

"Provides easy-to-access, clutter-free, comprehensive resources regarding the leadership and management of yourself, other individuals, groups and organizations. There are approximately 650 topics in the Library, spanning 5,000 links. Topics include the most important practices to start, develop, operate, evaluate and resolve problems in for-profit and nonprofit organizations. Each topic has additionally recommended books and related Library topics." (1.14.2015)

Child Care Services

1. Virginia Department of Social Services

<http://www.dss.virginia.gov>

Promotes the development of healthy families and protects the Commonwealth's children from abuse and neglect with programs such as Child Protective Services and Domestic Violence Prevention. Units within the Division of Family Services work with the local social service agencies to provide guidance in the support of families. (1.14.2015)

2. Virginia Department of Social Services Child Care

<http://www.dss.virginia.gov/>

Child day care information for parents and providers. (1.14.2015)

3. Virginia Licensing Standards for Family Day Care

<http://www.daycare.com/virginia/family.html>

Provides minimum standards for licensed family day homes. (1.14.2015)

4. Voluntarily Registered Family Day Homes

http://www.dss.virginia.gov/facility/child_care/unlicensed/vrfdh/index.cgi

Provides guidelines on voluntary registration of family day homes, including interpretation of regulations and codes. (1.14.2015)

5. Daycare Match

http://www.daycarematch.com/resources_forms.asp

Provides free sample forms for day care businesses, including applications for enrollment, provider contracts, provider policies, drop-in contracts, emergency contact cards, parent authorizations, tax forms, and account status forms. (1.14.2015)

6. National Association of Child Care Resources and Referral Agencies

<http://www.naccrra.org/>

Works with state and local agencies to ensure that parents have access to high-quality, affordable child care. (1.14.2015)

7. NACCRRRA State by State Facts

<http://www.naccrra.org/public-policy/in-the-states/virginia>

Provides 2009 data on child care in Virginia, including average fees paid for child care, number of child care centers, and number of children in child care. (1.14.2015)

8. Voices for Virginia's Children

<http://www.vakids.org>

Advocacy organization that builds support for policies to improve the lives of children in Virginia. (1.14.2015)

9. Child Care Bureau

<http://www.acf.hhs.gov/programs/occ/>

“Supports low-income working families through child care financial assistance and promotes children's learning by improving the quality of early care and education and afterschool programs.” (1.14.2015)

10. Child Care Information Exchange

<http://www.childcareexchange.com/>

Promotes the exchange of ideas on child care among educators and child care professionals through magazines, books, seminars, and conferences. (1.14.2015)

11. Child Care Law Center

<http://www.childcarelaw.org/>

The Child Care Law Center advocates for families who face difficulty in obtaining high quality, affordable child care. (1.14.2015)

12. Early Childhood Research and Practice

<http://www.ecrp.uiuc.edu>

Bilingual Internet journal featuring peer-reviewed articles on the development, care, and education of infants, toddlers, and young children. (1.14.2015)

13. Council for Professional Recognition

<http://www.cdacouncil.org>

The council administers the Child Development Associate (CDA) National Credentialing Program. The council works to improve performance and recognition of child care professionals. (1.14.2015)

14. The Future of Children

<http://www.futureofchildren.org>

“Seeks to promote effective policies and programs for children by providing policymakers, service providers, and the media with timely, objective information based on the best available research.” (1.14.2015)

15. National Association of Child Care Professionals

<http://naccp.org/>

Provides membership services and benefits to child care professionals to strengthen their skill level and improve the quality of early child care and education. (1.14.2015)

16. National Association for the Education of Young Children

<http://naeyc.org/>

Dedicated to improving the well-being of children from birth through age 8 through quality education and developmental services. (1.14.2015)

17. National Child Care Association

<http://nccanet.org/>

National, professional trade association serving the private, licensed child care industry. Provides networking opportunities, professional development, and money saving programs to licensed child care providers. (1.14.2015)

18. National Child Care Information and Technical Assistance Center

http://www.csrees.usda.gov/nea/family/part/childcare_part_nccic.html

Provides comprehensive child care information and technical assistance to Child Care and Development Fund administrators and child care professionals. Provides research on such topics as literacy, financial assistance, and child care regulations. (1.14.2015)

19. National Early Childhood Technical Assistance Center

<http://www.nectac.org/>

Works to ensure that young children with disabilities receive the services and support that they and their families need. (1.14.2015)

20. National Resource Center for Health and Safety in Child Care

<http://nrckids.org/>

Funded by the U.S. Department of Health and Human Services, the center promotes health and safety in out-of-home child care centers. (1.14.2015)

21. National After-School Association

<http://www.naaweb.org/>

Dedicated to the care, development, and education of children during non-school hours. The association works with child care programs, Girls and Boys clubs, 4-H, parks and recreation programs, and YMCAs. (1.14.2015)

22. Redleaf Press

<http://www.redleafpress.org/>

Publishes resources for early childhood professionals. (1.14.2015)

23. Southern Early Childhood Association

<http://www.southernearlychildhood.org/>

Promotes quality care and education for young children through family support, professional growth opportunities for childcare professionals, and increasing public support for policies which ensure services to families with young children.

(1.14.2015)

24. Training and Technical Assistance Center (T/TAC)

<http://education.wm.edu/centers/ttac/>

Housed at the College of William and Mary, T/TAC provides services and assistance to educational professional serving students with mild to moderate disabilities and/or transitional needs. (1.14.2015)

25. USDA Child and Adult Care Food Program

<http://www.fns.usda.gov/cnd/care/default.htm>

“CACFP plays a vital role in improving the quality of day care for children and elderly adults by making care more affordable for many low-income families. Through CACFP, 2.9 million children and 86,000 adults receive nutritious meals and snacks each day as part of their day care.” (1.14.2015)

26. Zero to Three

<http://www.zerotothree.org/>

Non-profit organization that works to improve the lives of young children by informing, training, and supporting parents, policymakers, and child care professionals. (1.14.2015)

Senior And Adult Care Services

1. American Association of Housing and Services for the Aging

<http://www.leadingage.org/>

This site serves older adults and those who care for them. It informs seniors of available options so they can choose the care and services that are right for them. It offers the latest news and resources on regulatory, legislative and operational issues.

(1.14.2015)

2. National Clearinghouse for Long-term Care Information

http://www.longtermcare.gov/LTC/Main_Site/index.aspx

This site gives averages fees for senior day care and assisted living facilities, by national average and by state average. (1.14.2015)

3. Virginia Association of Area Agencies on Aging

<http://www.vaaaa.org/>

“V4A’s primary mission is to build the capacity of its members to help older persons to live with dignity and choices in their homes and communities for as long as possible, and to enhance elder rights.” (1.14.2015)

4. National Adult Day Services Association

<http://www.nadsa.org/>

Provides valuable information for providers of adult day services, including a guide on Starting an Adult Day Service. NADSA works to improve the lives of seniors through advocacy, education, research, technical assistance, and communications services, (1.14.2015)

5. The Virginia Department for the Aging

<http://www.vda.virginia.gov/>

“Fosters the independence and well-being of older Virginians and supports their caregivers through leadership, advocacy and oversight of state and community programs, and guides the Commonwealth in preparing for an aging population.” (1.14.2015)

6. Virginia Easy Access

<http://www.easyaccess.virginia.gov>

Provides information about topics and programs of particular interest to seniors, adults with disabilities, and those who care for them. “**Virginia Easy Access** is a gateway to VirginiaNavigator (which lists over 21,000 programs and services throughout the Commonwealth) and to the 2-1-1 Virginia Call Center.” (1.14.2015)

7. Virginia Department of Social Services

<http://www.dss.virginia.gov/>

Responds to the needs of seniors, adults with disabilities, and other adults with specific needs. Collaborates with local agencies to offer assistance to elderly citizens in need of financial assistance, protection from abuse, energy assistance, food stamps benefits, and help with care, transportation and nutrition services. (1.14.2015)

Women And Business

1. WomanOwned.com-- “Business Networks for Women”

<http://www.womanowned.com/>

Portal that provides the latest trends on woman owned business, tools that are designed specifically for the needs of woman-owned business, and a network that facilitates buyer-supplier opportunities. (1.14.2015)

BUSINESS/INDUSTRY SECTORS

Environmental And Green Business

1. Coalition for Environmentally Responsible Economies (CERES)

<http://www.ceres.org>

Group of investors and environmentalists working to integrate sustainability into capital markets for the health of the planet. (1.14.2015)

2. Conservation International

<http://www.conservation.org/Pages/default.aspx>

Provides information of worldwide conservation programs. (1.14.2012)

3. Environmental Protection Agency

<http://www.epa.gov>

Comprehensive listing of all environmental regulations. Provides information of laws under consideration by Congress. (1.14.2015)

4. Environmental Search Engine

http://www.webdirectory.com/Science/Energy/Alternative_Energy/

Provides links to websites and addresses to agencies promoting alternative and renewable sources of energy. (1.14.2015)

5. Green Business

<http://www.greenbiz.com>

Clearinghouse for information to help businesses operate profitably while maintaining environmental responsibility. Provides links for sustainability resources and employment opportunities. (1.14.2015)

6. Green Seal

<http://www.greenseal.org>

Non-profit organization that promotes the manufacture, purchase, and use of environmentally responsible products and services. Provides lists of certified green companies and information on becoming certified. (1.14.2015)

7. Sustainable Business

<http://www.sustainablebusiness.com>

Provides news and networking services to help green business grow and links for individuals desiring to invest in or be employed by green businesses. (1.14.2015)

8. Virginia Department of Environmental Quality

<http://www.deq.state.va.us>

Provides comprehensive listing of state environmental laws and permitting information. (1.14.2015)

Energy

1. Alternative Energy Investments

<http://newalternativesfund.com>

Mutual fund that invest only in socially responsible firms having a positive impact on the environment. (1.14.2015)

2. Dominion Virginia Power

<http://www.dom.com>

Allows customers to manage their accounts and be informed of company news. (1.14.2015)

3. Energy Efficiency and Renewable Energy

<http://www.eere.energy.gov>

Government agency whose “mission is to strengthen America's energy security, environmental quality, and economic vitality.” Its top priority is to reduce America’s dependence on foreign oil. (1.14.2015)

4. Energy Prices

<http://www.bloomberg.com/energy>

Lists current prices of petroleum, natural gas, and electricity. (1.14.2015)

5. Energy Star

<http://www.energystar.gov>

Joint program of the Environmental Protection Agency and the Department of Energy created to protect the environment by promoting the use of energy efficient products and practices. (1.14.2015)

6. Fuel Efficiency

<http://www.fueleconomy.gov>

Website created by the Department of Energy to educate consumers on fuel economy ratings, alternative fuel vehicles, and hybrid vehicles. Consumers can compare vehicles for energy efficiency and impact on the environment. (1.14.2015)

7. Greene

<http://www.green-e.org>

Independent renewable energy certification and verification program. Works to expand market for clean, renewable energy by advancing awareness of renewable energy options. (1.14.2015)

8. National Renewable Energy Laboratory (NREL)

<http://www.nrel.gov>

Division of the Department of Energy charged with advancing the nation’s energy goals by developing renewable fuels and energy sources. (1.14.2015)

9. United States Department of Energy

<http://www.energy.gov>

Charged with protecting and advancing the nation's energy and nuclear supply by promoting scientific and technological innovation while being environmentally responsible. (1.14.2015)

Agriculture

1. AFSIC Sustainable Agriculture

<http://afsic.nal.usda.gov/>

The Alternative Farming Systems Information Center is a part of the USDA's National Agricultural Library devoted to providing information on sustainable and alternative agricultural systems, crops, and livestock. (1.14.2015)

2. CropLife Foundation

<http://www.croplifefoundation.org>

Promotes safe, sustainable agriculture through education, certification and training programs, and funding scientific research. (1.14.2015)

3. Sustainable Agriculture Research and Education

<http://www.sare.org>

Advances farming systems that are profitable, environmentally sound and good for communities through a nationwide research and education grants program. (1.14.2015)

4. United States Department of Agriculture

<http://www.nal.usda.gov>

The National Agricultural Library provides information on a wide variety of agricultural topics. (1.14.2015)

Franchise Information

1. Franchise Solutions

http://www.franchisesolutions.com/index.cfm?fa=pif&src=adknowledge_pif

Franchise search tool. Browse by industry or investment level. Allows you to view information on companies you are interested in and to request additional information. (1.14.2015)

2. Franchise Information

<http://www.franchising.com/articles/49/>

Discusses the pros and cons of franchising. Provides links to franchise opportunities. (1.14.2015)

3. Center for Quality Franchising

<http://www.aafd.org/>

The center is a non-profit trade association representing the rights and interests of franchisees. Provides information on fairness initiatives, buying power, franchise organizations, and tips on buying a franchise. (1.14.2015)

Non-Profits

1. Technology Issues

<http://www.techsoup.org/>

Provides technology services for non-profits and makes available to non-profits donated and discounted technology products. (1.14.2015)

2. The Grantsmanship Center

<http://www.tgci.com/>

Offers workshops in writing grants for non-profits and government agencies. Resources include proposal writing guide, listing of new grants announced, and index of funding sources by state. (1.14.2015)

3. Grantmaking Foundations

<http://www.foundations.org/grantmakers.html>

Directory of websites of grantmaking foundations. (1.14.2015)

4. Philanthropy Magazine

<http://philanthropy.com/section/Home/172/>

The “Chronicle of Philanthropy” reports on grants announced, trends in philanthropy, and legislation affecting giving. (1.14.2015)

5. Council on Foundations

<http://www.cof.org/>

Provides information on starting a foundation, ethics and accountability, and grantmaking basic. The council serves grantmakers, not those seeking grants. (1.14.2015)

6. Public Welfare Foundation

<http://www.publicwelfare.org/>

Funds grants to ensure fundamental rights and opportunities for people in need, particularly in the areas of criminal and juvenile justice, health reform, and workers’ rights. (1.14.2015)

7. Foundation Center

<http://foundationcenter.org/findfunders/foundfinder/>

Maintains database of funding sources. Provides common grant application forms, prospect worksheets, and statistics of grantmakers. (1.14.2015)

8. The Fund Raising School

<http://www.philanthropy.iupui.edu/the-fund-raising-school>

Offers certificate on fund raising management through the Center on Philanthropy at Indiana University. Six key courses are: principals and techniques of fundraising, developing annual sustainability, developing major gifts, managing the capital campaign, planned giving, and interpersonal communication for fundraising. (1.14.2015)

9. GuideStar

<http://www.guidestar.org/>

Provides information on non-profits to enable donors to make better decisions and to encourage charitable giving. Encourages transparency in non-profits. (1.14.2015)

10. The Grants Connection

<http://www.grantsconnection.com/>

Subscription service which profiles foundations which have demonstrated giving in Virginia. (1.14.2015)

11. Association of Fundraising Professionals

<http://www.afpnet.org/index.cfm>

Fosters development and growth of fundraising professionals. Provides a Code of Ethics and Standards of Professional Practice for fundraisers. (1.14.2015)

12. National Council of Nonprofit Associations

<http://www.councilofnonprofits.org/>

Provides updates on federal and state policies affecting non-profits and links to resources to help small and mid-sized non-profits to be more effective. (1.14.2015)

13. National Center for Charitable Statistics

<http://nccs.urban.org/>

National clearinghouse for data on non-profits. Form 990 online system allows non-profits to file their tax returns through this site. (1.14.2015)

Small Business Associations

1. National Association for the Self-Employed

<http://www.nase.org/Home.aspx>

“The National Association for the Self-Employed (NASE) is the nation’s leading resource for the self-employed and micro-businesses, bringing a broad range of benefits to help entrepreneurs succeed and to drive the continued growth of this vital segment of the American economy.” (1.14.2015)

E-Commerce

1. Internet Corporation for Assigned Names and Numbers (ICANN)

www.icann.org/

We bring together individuals, industry, non-commercial and government representatives to discuss, debate, and develop policies about the technical coordination of the Internet's Domain Name System. (1.14.2015)

2. Network Solutions

www.networksolutions.com/

Learn more about developing an ecommerce strategy. (1.14.2015)

3. SBDC Net

www.sbdnet.org/small-business-information-center/ecommerce-for-small-business

The SBDC National Information Clearinghouse serving the Small Business Development Center Network and America's small business community. (1.14.2015)

4. Verizon

www.verizon.com/

Technology-Led Development

1. Association of University Research Parks

www.aurp.net/

Creating Communities of Innovation. (1.14.2015)

2. Federal Communications Commission

www.fcc.gov/

The Federal Communications Commission regulates interstate and international communications by radio, television, wire, satellite and cable in all 50 states, the District of Columbia and U.S. territories. (1.14.2015)

3. Telluride, Co.

www.tellurideinstitute.org/

The Telluride Institute is an innovative non-profit organization that fosters the transition to a sustainable world. We work with communities, businesses, and the public sector to create and advance real solutions that support the health of environments, cultures, and economies. (1.14.2015)

4. Manufacturing Extension Partnerships

www.nist.gov/mep/

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to

help them create and retain jobs, increase profits, and save time and money. (1.14.2015)

5. National Governors Association

www.nga.org/

The collective voice of the Nation's Governors. (1.14.2015)

6. National Institute of Standards and Technology

www.nist.gov/

NIST is a non-regulatory federal agency within the U.S. Department of Commerce. NIST's mission is to promote U.S. innovation and industrial competitiveness by advancing measurement science, standards, and technology in ways that enhance economic security and improve our quality of life. (1.14.2015)

7. National Science Foundation

www.nsf.gov/

The National Science Foundation (NSF) is an independent federal agency created by Congress in 1950 "to promote the progress of science; to advance the national health, prosperity, and welfare; to secure the national defense." (1.14.2015)

8. Public Technology, Inc.

www.pti.org/

Public Technology Institute supports local government executives and elected officials through research, education, executive-level consulting services and national recognition programs. (1.14.2015)

Tourism

1. Department of Commerce, Tourism Industries Office

www.tinet.ita.doc.gov/

National Travel & Tourism Office creates a positive climate for growth in travel and tourism by reducing institutional barriers to tourism, administers joint marketing efforts, provides official travel and tourism statistics, and coordinates efforts across federal agencies through the Tourism Policy Council. The Office works to enhance the international competitiveness of the U.S. travel and tourism industry and increase its exports, thereby creating U.S. employment and economic growth. (1.14.2015)

2. Global Partnership for Sustainable Tourism

www.unep.org/resourceefficiency/Business/SectoralActivities/Tourism/Activities/TheGlobalPartnershipforSustainableTourism/tabid/78818/Default.aspx

The Global Partnership for Sustainable Tourism is a global initiative launched in 2011 to inject sustainability principles into the mainstream of tourism policies, development, and operations. (1.14.2015)

3. World Tourism Organization

www.world-tourism.org/

We focus on topics related to tourism and travel. Airfare, top destinations, lodging, food, entertainment, nightlife, attractions, local culture, customs, money, etc. We cover it all. If it has anything to do with tourism (or anything else that interests us), it's fair game. (1.14.2015)

4. World Travel and Tourism Council (WTTC)

www.wttc.org/

The World Travel & Tourism Council (WTTC) is the forum for business leaders in the Travel & Tourism industry. With Chief Executives of some one hundred of the world's leading Travel & Tourism companies as its Members, WTTC has a unique mandate and overview on all matters related to Travel & Tourism. WTTC works to raise awareness of Travel & Tourism as one of the world's largest industries, supporting 266 million jobs and generating 9 per cent of world GDP. (1.14.2015)

Entrepreneurship

1. Ewing Marion Kaufman Foundation

www.kauffman.org/what-we-do/entrepreneurship

Entrepreneurs are critical to the long-term health of our economy. We work to advance entrepreneurship education and training, to promote startup-friendly policies, and to understand what new firms need. (1.14.2015)

2. MIT Entrepreneurs Club

<http://web.mit.edu/e-club/>

The MIT entrepreneurs club, aka: the e-club, in its 26th year, focuses on developing all aspects of science, engineering and technology business creation. (1.14.2015)

3. Entrepreneur.com

www.entrepreneur.com/

Find resources to start, run, and grow your business. (1.14.2015)

4. U.S. Department of Commerce

www.doc.gov/

The U.S. Department of Commerce promotes job creation, economic growth, sustainable development and improved standards of living for all Americans by working in partnership with businesses, universities, communities and our nation's workers. (1.14.2015)

5. U.S. Small Business Administration

www.sba.gov/

Since its founding on July 30, 1953, the U.S. Small Business Administration has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. (1.14.2015)

6. U.S. Small Business Administration Loan Programs

www.sba.gov/financing/indexloans.html

SBA offers a variety of loan programs for very specific purposes. Take some time to study the programs described in this section, to see if you qualify to participate. (1.14.2015)

7. National Business Incubation Association (NBIA)

www.nbia.org/

Your source for knowledge and networks in business incubation. (1.14.2015)

DEVELOPMENT AND LOCATION

Construction Issues

1. Energy and Environmental Building Association (EEBA)

<http://www.eeba.org>

Seeks to promote energy efficient, green homes and communities through education. Online bookstore and links to organizations promoting the responsible use of energy. (1.14.2015)

2. Federal Environmental Executive

<http://www.efe.gov/>

Promotes sustainable environment stewardship throughout the federal government through the use of environmental management systems. Provides links to government and non-government sites for sustainability resources. (1.14.2015)

3. Green Building

<http://www.buildinggreen.com>

Provides information to builders to make their buildings economically feasible while minimizes their impact on the environment. Provides links to sources of environmentally preferred products. (1.14.2015)

4. Green Construction

<http://www.gdrc.org/uem/green-const/index.html>

Promotes construction of buildings and infrastructure that are sustainable and affordable by raising awareness and developing tools for assessing the impact of a project on the environment. (1.14.2015)

5. National Association of the Remodeling Industry (NARI)

<http://www.nari.org>

Promotes professionalism in the remodeling industry by emphasizing high standards of honesty, integrity, and responsibility. Code of Ethics and Standards of Practice are included in website. (1.14.2015)

6. Sustainable Sources

<http://www.greenbuilder.com>

Directory of green building professionals and green real estate. Provides links to green associates, conferences, programs, and publications. (1.14.2015)

7. US Green Building Council

<http://www.usgbc.org>

Works to promote buildings that are environmentally responsible, healthy and profitable places to live and work. Certifies building as “green” and is dedicated to expanding green building practices. (1.14.2015)

Brownfields

1. Emerging web-based resources

www.brownfieldstsc.org/

The Brownfields and Land Revitalization Technology Support Center Provided by the U.S. EPA, Argonne National Laboratory, and the U.S. Army Corps of Engineers. The Brownfields Road Map outlines the general steps involved in the investigation and cleanup of brownfields sites and presents related strategies, technologies and related information resources. (1.14.2015)

2. Brownfield News

www.brownfieldnews.com/

News and information about remediation, redevelopment and reuse of brownfields. (1.14.2015)

3. Center for Public Environmental Oversight

www.cpeo.org/

The Center for Public Environmental Oversight (CPEO) promotes and facilitates public participation in the oversight of environmental activities at federal facilities, private "Superfund" sites, and Brownfields. (1.14.2015)

4. U.S. Conference of Mayors

www.usmayors.org/brownfields/

Spotlighting Best Practices in America's Cities. (1.14.2015)

5. U.S. Department of Housing and Urban Development Brownfields Economic Development Initiative

www.hud.gov/

Brownfields redevelopment is the vehicle to unearth the development potential of our urban communities. It is also the means for metropolitan areas to grow smarter - recycling our Nation's land to promote continued economic growth while curtailing urban sprawl and cleaning up our environment. (1.14.2015)

6. U.S. EPA Brownfields Program

www.epa.gov/brownfields/

On this site, you can find information about US EPA's Brownfields Program including the Brownfields Law, Brownfields Grants, Land Revitalization Information, and more. (1.14.2015)

Downtown Development

1. The Downtown Research & Development Center

www.downtowndevelopment.com/

For more than 50 years, the Downtown Research & Development Center has provided a forum for exchanging news, information and ideas on how to rebuild the hearts of our cities and towns. (1.14.2015)

2. The International Downtown Association

www.ida-downtown.org/

The mission of the International Downtown Association is to connect diverse practitioners who transform cities into healthy and vibrant places. (1.14.2015)

3. National League of Cities

www.nlc.org/

The National League of Cities (NLC) is dedicated to helping city leaders build better communities. Working in partnership with the 49 state municipal leagues, NLC serves as a resource to and an advocate for the more than 19,000 cities, villages and towns it represents. (1.14.2015)

4. National Main Street Center

www.mainstreet.org/

The National Main Street Center is a national organization committed to historic preservation-based community revitalization. Through education, outreach, hands-on training, online resources, facilitating connections and conferences, we inspire and enable leaders across the country to build strong communities. (1.14.2015)

5. National Urban League

www.nul.org/

The National Urban League is a historic civil rights organization dedicated to economic empowerment in order to elevate the standard of living in historically underserved urban communities. Founded in 1910 and headquartered in New York City, the National Urban League spearheads the efforts of its local affiliates through the development of programs, public policy research and advocacy. (1.14.2015)

6. Urban Land Institute

www.uli.org/

A multidisciplinary real estate forum, ULI facilitates an open exchange of ideas, information, and experience among industry leaders and policy makers dedicated to creating better places. (1.14.2015)

Public-Private Partnerships

1. Council for Public-Private Partnerships ,

www.ncppp.org/

The mission of The National Council for Public-Private Partnerships is to advocate and facilitate the formation of public-private partnerships at the federal, state and local levels, where appropriate, and to raise the awareness of governments and businesses of the means by which their cooperation can cost effectively provide the public with quality goods, services and facilities. (1.14.2015)

2. EZ/EC Community Based Partnerships ,

www.huduser.org/portal/publications/econdev/ezec_rpt.html

The Empowerment Zones and Enterprise Communities (EZ/EC) program was designed by the Federal Government to encourage comprehensive planning and investment aimed at the economic, physical and social development of the neediest urban and rural areas in the United States. (1.14.2015)

3. Public-Private Partnerships for the Urban Environment ,

www.undp.org/

On the ground in more than 170 countries and territories, we offer global perspective and local insight to help empower lives and build resilient nations. (1.14.2015)

Real Estate Redevelopment

1. The National Association of Housing and Redevelopment Officials

www.nahro.org/

The National Association of Housing and Redevelopment Officials (NAHRO) is a professional membership organization comprised of approximately 23,000 housing and community development agencies and officials throughout the United States who administer a variety of affordable housing and community development programs at the local level. NAHRO makes available resources for its members and others who provide decent, safe, affordable housing, and viable communities that enhance the quality of life for all Americans, especially those of low- and moderate-income. (1.14.2015)

2. National Association of Industrial & Offices Properties (NAIOP)

www.naiop.org/

NAIOP, founded in 1967, has evolved into one of North America's largest, most prestigious and valuable commercial real estate organizations. NAIOP provides unparalleled networking opportunities, educational programs, research on trends and innovations and strong legislative representation. (1.14.2015)

3. NAID, An Association of Defense Communities

www.defensecommunities.org/

The Association of Defense Communities (ADC) is the nation's premier membership organization serving America's defense communities. ADC represents 200 communities, states and regions with a significant military presence, and partner organizations. ADC unites the diverse interests of communities, state governments, the private sector and the military on issues of base closure and realignment, community-military partnerships, defense real estate, mission growth, mission sustainment, military privatization, military families/veteran support and base redevelopment. (1.14.2015)

4. National Trust for Historic Preservation

www.nthp.org/

The National Trust for Historic Preservation, a privately funded nonprofit organization, works to save America's historic places. (1.14.2015)

5. National Park Service

www.nps.gov/

We value dynamic conversations that enhance public engagement. We are proud to join forces with Indian tribes, state and local governments, nonprofit organizations, private citizens, and other partners, to build trails and playgrounds, return historic buildings to productive use, revitalize neighborhoods, expand affordable housing, protect watersheds, recognize and promote local history, and introduce the next generation to stewardship opportunities and responsibilities. (1.14.2015)

6. Urban Green Development

<http://urbangreendevelopments.com/>

Urban Green Development is a consciously aligned team of real estate developers, social entrepreneurs and financiers, united by our belief that business has a responsibility to actively effect positive change in the communities in which we operate. We understand that in order to effect positive change through real estate development, we must operate in partnership with the environment and community. (1.14.2015)

7. Urban Land Institute

www.uli.org/

The Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines. (1.14.2015)

Site Selection

1. Area Development Magazine

www.area-development.com/

Founded in 1965, Area Development is considered the leading corporate site selection and facility planning resource. Editorial coverage provides valuable information pertinent to the key factors, issues, and criteria that affect a successful corporate location decision. (1.14.2015)

2. Development Alliance

www.developmentalliance.com/

Site Selection's editorial mission is to publish information for expansion planning decision-makers — CEOs, corporate real estate executives and facility planners, human resource managers and consultants to corporations. Our goal is to help the expansion planner do a better job. (1.14.2015)

3. Business Facilities Magazine

<http://businessfacilities.com/>

The source for Corporate Site Selectors. (1.14.2015)

4. Expansion Management Magazine

www.industryweek.com/expansion-management

Advancing the business of manufacturing. (1.14.2015)

5. Lexis-Nexus

www.lexisnexus.com/

Legal and professional solutions. Risk Solutions. (1.14.2015)

6. Site Selection Magazine

www.siteselection.com/

The magazine of corporate real estate strategy & area economic development. (1.14.2015)

INTERNATIONAL TRADE/EXPORTING

International Business and Exports

1. Export-Import Bank

<http://www.exim.gov/>

Official credit agency of the US. Provides financing and insurance to businesses that export to foreign markets. Provides tools and resources for small businesses under it's "Small Business" tab. (1.14.2015)

2. Export.gov

<http://export.gov/>

Comprehensive online government resource that provides export assistance, trade data and analysis, webinars, research, and information on financing options, logistics, licenses and regulations by combining information and links to several different federal agencies. Also provides links to industry events. (1.14.2015)

3. Small Business Administration U.S. Export Assistance Centers

<http://www.sba.gov/content/us-export-assistance-centers>

Addresses and contact information for US Export Assistance Centers, which provide export assistance to small and medium sized businesses. The Arlington office serves MD, DC, VA, W.VA and DE. (1.14.2015)

4. Executive Planet

http://www.executiveplanet.com/index.php?title=Main_Page

"Executive Planet provides valuable tips on business etiquette, customs and protocol for doing business worldwide." (1.14.2015)

5. World Business Culture

<http://www.worldbusinessculture.com/index.html>

Provides 39 different country profiles that focus on local culture, management style, dress codes, business practice and etiquette. (1.14.2015)

6. Virginia.gov: Exporting

<http://www.yesvirginia.org/GlobalFocus>

Provides links to resources for Virginia businesses dealing in international markets. (1.14.2015)

7. Virginia Business Without Borders

<http://exportvirginia.org/>

State programs such as the State Trade and Export Promotion Grant (STEP) and VALET (Virginia Leaders in Export Trade) to help Virginia based exporters. (1.14.2015)

8. Virginia Department of Agriculture and Consumer Services

<http://www.vdacs.virginia.gov/international/index.shtml>

Provides consumer, marketing, and regulatory services with specialists in areas such as forest products, processed foods, livestock, grain and trade policy. (1.14.2015)

9. Port of Virginia

<http://www.portofvirginia.com/>

Online resource with links for applying to tax credits for dealing with the Port of Virginia, a free trade zone. (1.14.2015)

10. International Trade Administration

<http://ita.doc.gov/>

Government agency that provides various services to exporters including data and analysis for over a dozen industries. (1.14.2015)

11. US Trade and Development Agency

<http://www.ustda.gov/businessopps/smbusinesses.asp>

The USTDA helps small businesses get a foothold in emerging markets by contracting for development projects. The site provides tips on contracting with the agency and a directory of project opportunities. (1.14.2015)

Export/Trade Development

International Economic Development Trade Associations and Networks:

1. Association of Southeast Asian Nations (ASEAN)

www.asean.org/

The Association of Southeast Asian Nations, or ASEAN, was established on 8 August 1967 in Bangkok, Thailand, with the signing of the ASEAN Declaration (Bangkok Declaration) by the Founding Fathers of ASEAN, namely Indonesia, Malaysia, Philippines, Singapore and Thailand. Brunei Darussalam then joined on 7 January 1984, Viet Nam on 28 July 1995, Lao PDR and Myanmar on 23 July 1997, and Cambodia on 30 April 1999, making up what is today the ten Member States of ASEAN. (1.14.2015)

2. Economic Developers Association of Canada (EDAC)

www.edac.ca/

EDAC is Canada's national organization of economic developers pursuing excellence in the field since 1968. The association offers its members professional development, networking opportunities and a comprehensive offering of resources, both on and offline. (1.14.2015)

3. European Association of Development Agencies (EURADA)

www.eurada.org/

EURADA has strong international links, particularly through the International Economic Development Council (IEDC) in the United States, but also with economic development networks in China, Japan, Australia and New Zealand. There is a good record of members using these links to pursue their own local objectives. (1.14.2015)

4. International Network of Economic Developers (INED)

www.ined.org/

INED's mission is to enhance and facilitate the exchange of innovative strategies, tools and techniques among the national and international development agencies. (1.14.2015)

5. Local Economic Development and Employment Development (LEED) of the Organization for Economic Co-Operation and Development

www.oecd.org/

The OECD provides a forum in which governments can work together to share experiences and seek solutions to common problems. We work with governments to understand what drives economic, social and environmental change. We measure productivity and global flows of trade and investment. We analyze and compare data to predict future trends. We set international standards on a wide range of things, from agriculture and tax to the safety of chemicals. (1.14.2015)

6. U.S. Small Business Administration Office of International Trade

<https://www.sba.gov/offices/headquarters/oit>

The Office of International Trade's mission is to enhance the ability of small businesses to compete in the global marketplace. (1.14.2015)

7. Small Business Administration Office of International Trade- Export Finance

<https://www.sba.gov/category/navigation-structure/loans-grants/small-business-loans/sba-loan-programs/7a-loan-program/sb>

SBA has made it a priority to help small business exporters by providing a number of loan programs specifically designed to help develop or expand export activities. (1.14.2015)

8. World Trade Organization

www.wto.org/

The World Trade Organization (WTO) is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments. The goal is to help producers of goods and services, exporters, and importers conduct their business. (1.14.2015)

Transportation

1. American Association of Port Authorities

www.aapa-ports.org/

Alliance of the Ports of Canada, the Caribbean, Latin America, and the United States. (1.14.2015)

2. The Eno Transportation Foundation

www.enotrans.com/

The Eno Center for Transportation is a neutral, non-partisan think-tank that promotes policy innovation and provides professional development opportunities across the career span of transportation professionals. (1.14.2015)

3. U.S. Department of Transportation

www.dot.gov/

The mission of the Department is to serve the United States by ensuring a fast, safe, efficient, accessible and convenient transportation system that meets our vital national interests and enhances the quality of life of the American people, today and into the future. (1.14.2015)

4. U.S. Department of Transportation, Federal Highways Administration

www.fhwa.dot.gov/

The Federal Highway Administration (FHWA) provides stewardship over the construction, maintenance and preservation of the Nation's highways, bridges and tunnels. FHWA also conducts research and provides technical assistance to state and local agencies in an effort to improve safety, mobility, and livability, and to encourage innovation. (1.14.2015)

5. U.S. Department of Transportation, Marine Administration

www.marad.dot.gov/

Programs of the Maritime Administration promote the development and maintenance of an adequate, well-balanced United States merchant marine, sufficient to carry the Nation's domestic waterborne commerce and a substantial portion of its waterborne foreign commerce, and capable of service as a naval and military auxiliary in time of war or national emergency. The Maritime Administration also seeks to ensure that the United States maintains adequate shipbuilding and repair services, efficient ports, effective inter-modal water and land transportation systems, and reserve shipping capacity for use in time of national emergency. (1.14.2015)

6. U.S. Federal Aviation Administration

www.faa.gov/

Our continuing mission is to provide the safest, most efficient aerospace system in the world. (1.14.2015)

7. U.S. Federal Railroad Administration

www.fra.dot.gov/

The Federal Railroad Administration (FRA) was created by the Department of Transportation Act of 1966. It is one of ten agencies within the U.S. Department of Transportation concerned with intermodal transportation. FRA promotes safe, environmentally sound, successful railroad transportation to meet the needs of all customers today and tomorrow. (1.14.2015)

8. Bureau of Transportation Statistics

www.rita.dot.gov/bts/home

The Research and Innovative Technology Administration (RITA) coordinates the U.S. Department of Transportation's (DOT) research programs and is charged with advancing the deployment of cross-cutting technologies to improve our Nation's transportation system. (1.14.2015)

9. Federal Transit Administration

www.fta.dot.gov/

The Federal Transit Administration (FTA) is an agency within the United States Department of Transportation (DOT) that provides financial and technical assistance to local public transit systems. (1.14.2015)

MONEY, FINANCE, AND CONTRACTING

Procurement

1. Federal Spending

<http://www.fedspending.org/>

Created by the Office of Management and Budget, this is a "free, searchable, database of federal government spending." This resource assists with identifying awarded grants and contracts. (1.14.2015)

2. Electronic Virginia

<http://www.eva.virginia.gov>

Provides access to listing a business in eVa system; listings of open solicitations; program information for eVa and SWaM certifications and listings of eVA training events. (1.14.2015)

3. Procurement Technical Assistance Program

<http://www.novaptac.org>

PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments. Site provides links to wide variety of federal government resources (CCR, FedBizOpps, etc...). Also provides intake form to PTAP services which includes free one-on-one counseling. Includes calendar of related events. (1.14.2015)

4. Department of Minority Business Enterprise

<http://www.dmb.state.va.us/>

Promotes "access to the Commonwealth of Virginia's contracting opportunities and ensure fairness in the procurement process." The DMBE assists small-, women-, and minority-owned businesses to participate in the Virginia procurement process. The SWaM and DBE programs are administered by the DMBE. (1.14.2015)

5. Virginia Public Procurement Act—July 2009

http://eva.virginia.gov/library/files/buyers/VPPA_2013.pdf

Provides details of the regulations pertaining to state procurement, including contract formation and administration, procedures for prompt payment, and ethics in public contracting. (1.14.2015)

6. Virginia Business Pipeline

<http://www.virginiabusiness.com/>

"The Virginia's Business Pipeline delivers information and data necessary to establish sustainable competitive advantages for the businesses of the Commonwealth. Using innovative vehicles, the Pipeline fosters relationships with each Virginia business, demonstrating their importance to the economic vitality of Virginia." (1.14.2015)

7. University of Virginia Procurement Services

<http://www.procurement.virginia.edu/main/>

Provides information on state procurement in general and specifics on providing goods and services to the University of Virginia. (1.14.2015)

8. Virginia Department of Corrections Procurement

<http://www.vadoc.state.va.us/procure/>

Procurement information and opportunities with the Department of Corrections. (1.14.2015)

9. Virginia Department of Education Procurement Office

http://www.doe.virginia.gov/school_finance/procurement/index.shtml

“The Procurement Office provides purchasing support for the department, as well as procurement consulting and technical assistance.” (1.14.2015)

10. Virginia Information Technologies Agency

<http://www.vita.virginia.gov/procurement/contracts.cfm>

Provides information technology that enables the government to better serve the public. Provides a listing of and information on companies with statewide contracts to provide IT services. (1.14.2015)

11. Federal Business Opportunities

<https://www.fbo.gov/>

One-stop virtual market place for doing business with the federal government. “Commercial vendors and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.” (1.14.2015)

12. Federal Energy Management Program Procurement

http://www1.eere.energy.gov/femp/technologies/procuring_eeproducts.html

Valuable information for businesses desiring to sell energy-efficient products to the federal government. Provides links to green purchasing information. (1.14.2015)

13. Central Contractor Registration

<https://www.sam.gov/portal/public/SAM/>

Companies wishing to conduct business with the federal government must register at the System for Award Management (SAM) site. Registration allows companies to bid on government contracts and to have their information centrally-maintained and accessible by all government agencies. (1.14.2015)

14. Federal Procurement Data Center

<https://www.fpds.gov/>

The FPDC manages the Federal Procurement Data System – Next Generation (FPDS-NG) which is the central repository of statistical information on federal contracting. (1.14.2015)

15. The Federal Marketplace

<http://www.fedmarket.com/>

The free information on this site is an archive of e-newsletter articles covering such topics as, GSA schedules, writing procurement proposals, nuances of closing a sale to the federal government, and procurement with the Department of Homeland Security. This site also provides fee-based consulting to help companies sell to the federal government. (1.14.2015)

16. Federal Acquisition Jumpstation

<http://prod.nais.nasa.gov/pub/fedproc/home.html>

This site provides links to procurement sites and information for all federal government agencies. (1.14.2015)

17. SBA Subcontracting Network

<http://web.sba.gov/subnet>

SBA site which posts subcontracting opportunities. Sub-Net is used by federal agencies, state and local governments, and education entities to make subcontracting opportunities more available to small businesses. (1.14.2015)

Grants

1. Environmental Grantmakers Association

<http://www.ega.org/>

Helps grantmakers become more effective through information sharing, collaboration, and networking. Website lists more than 225 foundations with contact information. (1.14.2015)

2. Environment Funding Sources

<http://www.fundsnetservices.com/>

Provides links to several foundations that fund a variety of causes, including environmental projects. Provides links to many grant writing resources. (1.14.2015)

3. Grant Resource

<http://www.grants.gov>

Site run by the Department of Health and Human Services to assist organizations and individuals in finding and applying for federal grants. (1.14.2015)

4. Green Communities

<http://www.enterprisefoundation.org>

Non-profit organization that “helps build affordable housing for low-income Americans by providing financing and expertise to community and housing developers.” (1.14.2015)

Money And Finance

1. Banking State Profiles

<http://www.fdic.gov/bank/analytical/stateprofile/>

Source for economic indicators, banking trends, and banking profiles for the state. (1.14.2015)

2. National Consumer Cooperative Bank

<http://www.ncb.coop/>

Provides financial and related services to cooperatives and their members, as well as independent businesses and franchises. Banking services information and applications are available online. (1.14.2015)

3. Co-Bank

<http://www.cobank.com>

Provides financing to agribusiness, agricultural cooperatives, Farm Credit associations, and rural utility companies. Website provides information about products offered. (1.14.2015)

4. More Business

<http://www.morebusiness.com/>

One-stop resources for small business owners. The site contains sample business plans for many different types of business, as well as marketing and management tips and helpful information for starting a business. (1.14.2015)

5. Credit MD

<http://www.creditmd.com/>

Financial services for business and individuals with credit problems. (1.14.2015)

6. Farm Credit

<http://www.farmcreditofvirginias.com/>

Financial cooperative providing loans for farms, country homes, agricultural land and machinery, and livestock. Other services include insurance and leasing services for those in the agricultural industry. (1.14.2015)

7. Small Business Lending Corp

<http://www.cit.com/>

Source for loans for small businesses. Apply online. Access tools for writing business and strategic plans and for creating financial statements. Links to articles on obtaining financing and writing business plans. (1.14.2015)

8. BeneTrends

<http://www.benetrends.com/>

Site explains how to use your retirement funds to finance your small business. (1.14.2015)

9. Padgett Financial Calculators

<http://www.padgettbusinessservices.com/small-business-resources.php>

Interactive financial calculators help businesses and individuals analyze decisions, such as buying versus leasing automobiles and equipment and comparing loan options. Offers a range of financial services for small businesses. (1.14.2015)

10. Insure U for Small Business

<http://www.insureuonline.org/smallbusiness/>

This toolkit from the National Association of Insurance Commissioners provides easy-to-understand training, tips, and information on the various forms of small business insurance. (1.14.2015)

11. Finance Encyclopedia

http://www.eagletraders.com/books/int_fin_encyclopedia.htm

Definitions and descriptions of financial terms and abbreviations used in business and government. (1.14.2015)

12. VA Health Care Foundation

<http://www.vhcf.org/>

Source of low-cost financing to health care providers practicing in or starting a practice in underserved areas of Virginia. (1.14.2015)