



## Economic Development e-News 2.15.17

*News and Information from the Accomack-Northampton Planning District Commission  
Economic Development Office*

### A-N Economic Development Committee New & Information

A-N Economic Development Committee Meeting  
Tuesday, February 28, 2017  
3:00 PM to 4:30 PM  
Eastern Shore Community College  
Workforce Development Center  
Open to the Public

#### AGENDA

- Call to Order
- Approve December 8, 2016 Meeting Minutes
- Nominations & Elections
- Remote Meeting Policy
- Project and Plan Updates
- Discussion/Next Steps
- Public Participation
- Set Next Meeting
- Adjourn

### Building Collaborative Communities Grant Update

- **Notice of Availability of an Invitation to Bid for Environmental Testing Services** of the former Northampton Middle School building. Public bid opening conference will be February 28 at 10 AM in the A-NPDC conference room.
- There will be a public stakeholder meeting to discuss the feasibility study, as it relates to the BCC grant, of the former Northampton Middle School in Machipongo - March 2, 10 AM at the Northampton County Parks and Recreation Office - Indian Town Park in Eastville. For more information contact Caroline Bott at [cbott@a-npdc.org](mailto:cbott@a-npdc.org) or 757.787.2936.

### CommitteeMembers

Roland Bailey  
Peter Bale  
John Chandler  
Tommy Clark  
Kevin Dennis  
Wesley Edwards  
Ava Gabrielle-Wise  
Jarrod Goodman  
Donald Hart  
Arthur Leonard  
Robert Marsh  
Andy Mason  
Caroline Massey  
Charlie Russell  
Linda Thomas-Glover

### Technical Advisors

John Andrzejewski  
Steve Miner

### Staff

Curtis Smith  
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757.787.2936 x114

Caroline Bott  
[cbott@a-npdc.org](mailto:cbott@a-npdc.org)  
757.787.2936 x111  
Tuesday - Thursday

**New Class Dates and Sequence for Hospitality Readiness Course @ ESCC** In partnership with the Blarney Stone Pub and Island House Restaurant, Eastern Shore Community College and Workforce Development Services, is proud to announce its new Hospitality Readiness program is set to begin this month. The Hospitality Readiness Certificate at ESCC is designed to prepare students with the knowledge and skill set to obtain entry level employment in the hospitality industry. The length of the program is twelve weeks. Students can gain four industry credentials by the completion of the program. [Click here for more information.](#)

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**The Virginia Eastern Shore Coastal Resilience Open House: Assessing Risk & Identifying Solutions for Coastal Flooding, Sea-Level Rise, & Habitat Changes - Thursday, February 16 from 6 PM to 8:30 PM @ ESCC** Join us to learn more about the Virginia Eastern Shore Coastal Resilience project designed to provide the local community with innovative tools and approaches to assess risk due to coastal flooding and storms and take actions to enhance resilience for nature and people. The open house is an opportunity for you to provide feedback on the project and help guide its future development based on community needs. [Click here for more information.](#)

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**9th Annual Governor's Conference on Agricultural Trade** (March 6-7, Richmond)

Co-hosted by the Virginia Department of Agriculture and Consumer Services, the Virginia Farm Bureau Federation, the Virginia Port Authority, and the Virginia Tech Department of Agricultural and Applied Economics. This year's conference will feature another outstanding and distinguished lineup of speakers discussing challenges and opportunities for global agricultural and forestry exports.



**Virginia Specialty Food and Beverage Educational Conference** (March 6-7, Richmond)

Conference attendees, many of whom have earned the Virginia's Finest® designation, depend on this conference to provide specific tools to help grow their companies and expand their customer base. Attendees connect with nationally recognized industry experts focused on specialty food trends, product pricing, sales, marketing and food safety. The best part - guests leave the conference reinvigorated with practical ideas and techniques to take back and implement immediately.

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**Virginia Farm Business Development Program**

In November 2016, the Governor's Office announced the first recipients of grant awards from a new program within the Virginia Department

of Agriculture and Consumer Services (VDACS). VFBD Program offers a reimbursement grant designed to help farms and small agribusinesses engage in business planning, market research, succession planning, and other related activities. Under the new program, it is expected that VDACS will award approximately 30 grants each year of up to \$5,000 to farms or small agribusinesses with fewer than 20 employees that have been in operation for at least three years. [A program fact sheet, guidelines, and application are available by clicking here.](#)



Put your logo on display for thousands to see

### Adopt-A-Highway Comes to the Eastern Shore

A-NPDC, Waste Watchers of the Eastern Shore of Virginia and Adopt-A-Highway Litter Removal Services of America have partnered to bring the Adopt-A-Highway to the Eastern Shore. This is an opportunity for your business to get recognition for helping to clean-up the litter that mars our scenic roadways. For more information

[paige@adoptahighway.net](mailto:paige@adoptahighway.net)

## Small Business Administration BLOGS

- [4 Ways to Practice Work-Life Balance in Your Small Business](#)
- [5 Simple Questions to Help Determine Your Business Financing Options](#)

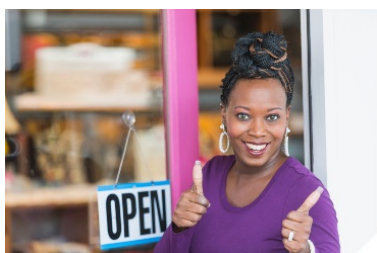
## SCORE Resources & Webinars



damaged or a mistake is made. The fact is, you could be liable for damages if any of these things happens. Even more, you could be sued by a customer for something like breach of contract. Download this [e-book](#) to make sure you're getting the right policy for your business and mitigate any risks.

### Business Insurance 101

Small business owners are optimistic by nature, so they often don't consider what could happen if someone gets hurt, property gets



### Startup 101: What You Need to Start Your Business

You've probably heard that most startups don't make it through the first year, but do you know why? Poor planning and poor execution.

In this webinar, SCORE mentor Simon Mahler details the best path to a successful startup.

Learn the necessary steps of how to validate your idea, research, write a winning business

plan, find the right team and find the right customer.

This webinar was presented at our [“Power Up Small Business Virtual Conference.”](#) We partnered with Verisign to offer a free, half-day online training event on starting, marketing and funding your business. [Click here to register for the pre-recorded workshop.](#)



## Writing a Winning Business Plan

Owning a business is one of the classic American dreams. If you are committed to taking your new or existing venture to the next level, then having a winning business plan is essential. This workshop will get you started on creating a plan tailored to your individual needs, and not one based on a generic

template.

This step-by-step presentation will arm each participant with the fundamentals on how to write an effective and winning business plan. This is useful for anyone in the process of starting a new business or for someone who started a new business in the past few years.

We'll discuss the importance of the business plan, how to tailor it to the audience it's being presented to, and how SCORE can help you develop your plan through [free one-on-one mentoring](#).

This workshop will be interactive, and each participant will perform a number of exercises that will assist him or her to develop their own winning business plan. Join us to learn:

- Why you need a business plan
- What must be included in your plan
- The importance of clearly understanding your target market(s)
- How to evaluate yourself against your competition
- How to develop financial projections & make them realistic
- Templates available to assist in preparation of your Business Plan

[Click here to register for the pre-recorded workshop.](#)



## Small Business Success Podcast

Learn from people just like you who are starting and growing their dream businesses.

Best-selling author and entrepreneur Ramon Ray interviews SCORE clients about their small business endeavors, challenges and lessons learned.

- [Subscribe on iTunes](#)
- [Subscribe on SoundCloud](#)

## Economic Development Related News

- [McAuliffe: Trump travel ban has 'chilling effect' on business, says state lost two](#)

[companies](#)

- [Virginia's Populaton Growth Slow, but Still Ahead of the National Rate](#)
- [Va. Ag Secretary Talks Rural Development on the Eastern Shore](#)
- [Wallmeyer: The extremes of Virginia](#)
- [Column: Virginia building an economy for the future](#)
- [Tourists now flocking by the millions to Virginia's wineries](#)
- [The go-to guy - Haymore has worked to boost state's economy under three governors](#)
- [Bill aims to create economic development incentives for new "working waterfronts"](#)
- [Virginia's population is growing at its slowest rate in nearly 100 years](#)

## Resources & Documents

- [Accomack-Northampton Planning District Commission](#)
- [Stronger Economies Together Regional Economic Development Plan](#)
- [ESVA Comprehensive Economic Development Strategy](#)
- [Accomack Economic Development Authority](#)
- [Northampton County Department of Economic Development](#)



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