

**PRINCE WILLIAM CHAMBER OF COMMERCE**  
**Business Growth Committee**

**February 9, 2012**

~ MINUTES ~

**Attendees:** Jim Elliott, *First Virginia Community Bank*; Linda Decker, *The Flory Business Center*; Keith Segerson, *Associate VP of Economic Development and Executive Director, MEC*; George Harben, *Director of Existing Business*; Gerry Peters, *Action COACH of Old Town Manassas*; Jeff Brown, *Pangea Global*; Victoria Lynn Johnson, *Farmers Insurance*; Roc Powell, *Manassas Chiropractic Center*; Alex Cabrera, *BC Financial Services*; Dona Blackman, *The Growth Coach*; Jen Jones, *Alpha Pets*; Michael Johnson, *MJJE Farmers Insurance*; Mary Ann Cannon, *The Honorable Frank Wolf*; Tracy Neufeld, *Lifetime Smiles*; Beth Lynch and Preston Hewitt, *Trikke Virginia*; and Suzanne Lewis, *Chamber Staff*.

**Welcome and Introductions:** Chair, Jim Elliott, *First Virginia Community Bank*

**Guest Speakers:** George Harben, Director of Existing Business, Department Of Economic Development; Linda Decker, President/Ceo, The Flory Small Business Center; Keith Segerson, Associate Vice President Of Economic Development And Executive Director, The Mason Enterprise Centers.

**Topic:** Resources that Assist Small Businesses

**Highlights:**

**Department of Economic Development: 703-792-5507 / [econdev@pwcgov.org](mailto:econdev@pwcgov.org)**

- Assists companies looking to expand or relocate their business;
- Offers streamlined commercial development services;
- Connects local companies with workforce training and recruitment resources;
- Identifies and assists with business climate issues that may impact local companies;
- Provides access to research, business planning and technical support for local businesses; and
- Helps businesses identify opportunities in local and international markets.

**The Flory Small Business Center: 703-335-2500**

- Provides One-on-One Consulting for existing and start-up business owners.
- Consulting: Business Plan Development; Access to Capital- national and community banks as well as non-bank lenders, federal government assistant programs, and state and local programs; Advocacy on the local, state and federal level.
- Workshops and Conferences: 8(a) certification, financing business growth, keys to starting a business; and management and technical assistance.
- Information Services: size standards for industry specific businesses, eligibility requirements for various certifications, and licensing requirements.
- Library Services and Materials: On site business library on subjects including marketing, procurement, census data, legal matters, taxes and finance.

**Mason Enterprise Centers: 703-993-9415 / [www.masonenterprisecenter.org](http://www.masonenterprisecenter.org)**

- **The International Business Development Program (IBDP)** offers a selection of targeted programs to assist both US and international small and medium information technology enterprises develop international business.
- **The Fairfax Innovation Center** features 49 office spaces and 29,000 + square feet of floor space.
- **The Virginia Small Business Development Center (SBDC)** provides professional business counseling, and training and information resources. For a complete list of centers visit [www.virginiasbdc.org](http://www.virginiasbdc.org).
- **The Community Business Partnership** is a non-profit 501(c)(3) organization targeted towards women, minorities and low-to-moderate income individuals, as a one-stop shop for small businesses.
- **Mentor-Protégé Program (MPP)** supports a DOD program and builds long term business relationships among major DOD contractors, 8(a), small disadvantaged business (SDB) and women owned small business (WOSB). Areas: General Business Management, Engineering and Technical Areas, Training.
- **The Procurement Technical Assistance Program (PTAP)** is a Defense Logistics Agency. Services include counseling on business and proposal development, program management and other procurement matters, as well as market research, outreach and educational programs.
- **George Mason University's Flex-Office / Telework Services** provide close-to-home alternative workspaces, which help reduce travel, increase productivity, and improve worker morale. Semi-private and private offices are available and fully equipped with computer, telephone, high-speed Internet access, and access to a copier, fax machine and network printer. Flexible lease options are available.

**Opened the meeting to Q&A and Special Announcements**

**Adjourned 10:00am**

Next Committee Meeting: Thursday, March 8<sup>th</sup> 8:30am - 9:30am  
at Chamber Headquarters