



Listing of Virginia Non-Traditional Business Investment, Funding, and Financing Companies and Sources

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This list was compiled from various sources including those listed below. It is meant to be as comprehensive as possible but may contain some omissions. If you are aware of any Virginia non-traditional business funding/investment institution 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.

Partial list of sources:

Federal Reserve Bank of Richmond - Directory of Southeastern Community Development Financial Institutions (CDFIs)

Small Business Administration - Participating Intermediary Microlenders Report

Virginia Department of Business Assistance - Virginia Angel Investor Groups

Angel Capital Association – ACA Member Directory

Gaebler.com Resources for Entrepreneurs - Virginia Venture Capital Firms

An Entrepreneurial Life - Crowdfunding Sites: The Ultimate List for Entrepreneurs

Opportunity Finance Network - OFN Member CDFI's

Small Business Administration - Certified Development Companies (CDC) local assistance

Angel Investors

An angel investor or angel is an affluent individual willing to invest in a company at its earlier stages in exchange for an ownership stake, often in the form of preferred stock or convertible debt. Whether you decide to seek an angel investment depends on your personal management style and the long-term plans for your company. Unlike a bank loan or other types of debt financing, equity capital gives someone else an ownership interest in your company.

Many businesses receiving angel investments are already producing some revenue but need additional funding to reach the next stage of their business plan. In addition to providing these needed funds, angel investors often become mentors to the business. Because Angel investors have their own money invested, they will be highly motivated to see your business succeed. In exchange for these funds and mentoring, you can expect to give away anywhere from 10 to more than 50 percent of your business. In addition, if the investor decides management is an obstacle to success, you could possibly be removed from the company you created. Angel investors, like venture capitalists, are interested in receiving a large payout within a three to seven year time frame. This could be either from some type of public offering or by selling the business to another company.

Virginia Angel Investment Companies

Active Angel Investors

Vienna, VA

www.newvantagegroup.com

Specializing in early-stage venture funding. NVG has implemented several different investing models, always with the same mission: to spur economic development by increasing funding sources for innovative, early-stage ventures. To this end, NVG currently offers services for individual investors, angel investment groups, and entrepreneurs.

Space Angels Network

Leesburg, VA

www.spaceangelsnetwork.com

Specializes in providing capital to aerospace and aviation startups and is the leading source for this type of funding.

Virginia Active Angel Network

Blacksburg-Charlottesville-Richmond

www.virginiaactiveangelnetwork.com

VAAN invests in early and seed stage ventures primarily in the central and southern Virginia region, as well as the greater region, including Maryland, Washington DC, North Carolina, Kentucky and West Virginia.

Blu Venture Investors

Vienna, VA

<http://bluventureinvestors.com>

Blu Venture Investors is a venture capital investment company that supports early stage entrepreneurs in the Mid-Atlantic Region – Maryland, Virginia, Washington, DC and North Carolina. Our investors are experienced, successful operating executives with experience in a broad range of industries and business models. Each of our investors has successfully launched new companies, products or services.

New Richmond Ventures

Richmond, VA

<http://newrichmondventures.com>

New Richmond Ventures vision is for Central Virginia to become a world-class ecosystem of entrepreneurial talent, patient capital, and innovative start-ups committed to strengthening communities and serving society. NRV serves as a catalyst to achieve this vision by providing counsel, connections, and capital to purpose-driven entrepreneurs and the most promising early stage companies that choose to call Central Virginia their home.

DC ArchAngels

Washington, DC

www.dcarchangeles.net/

The Washington DC ArchAngels is a collaborating partner of Ventana Capital, Irvine, CA and a Chapter of the Orange County Archangels and Private Capital Network (California). Their investments span a wide range of funding levels and include most industries, but all focus on “best-of-the-best” companies with multiple revenue streams.

New Dominion Angels

Warrenton, VA

www.newdominionangels.com

New Dominion Angels is an investor group formed to capitalize early-stage Mid-Atlantic-based companies. Our purpose is to positively impact the communities and the economy of Virginia by helping to bring new products and services to market, to support Virginia start-up businesses in both financial and non-financial ways, to learn from all our stakeholders and from each other, to enjoy the process, and to earn fair, risk-adjusted investment returns

Blue Water Capital

McLean, VA

www.bluewatercapital.com

Blue Water Capital strives to generate outstanding financial returns by investing in privately held expansion stage companies that can grow and evolve into more valuable entities. We partner with entrepreneurs, contributing our capital, experience and contacts for the benefit of each portfolio company so that, together, we can build businesses of enduring value.

CIT GAP Funds

Herndon, VA

www.cit.org/service-lines/cit-gap-funds

CIT GAP Funds is a family of seed- and early-stage investment funds placing near-equity and equity investments in Virginia-based technology, life science, and cleantech companies. CIT GAP Funds invests in companies with a high potential for achieving rapid growth and generating significant economic return for entrepreneurs, co-investors and the Commonwealth of Virginia.

Keiretsu Forum

Washington, D.C.

www.keiretsuforum.com

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists and corporate/institutional investors. We are a worldwide network of capital, resources and deal flow with 34 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities. Our community is strengthened through its involvement in social and charitable activities.

Key considerations when working with an angel investor

1. Be selective and try to find investors who would add not only money but also value to your business.
2. Be sure to perform thorough due diligence on all potential investors. Remember, you are selling part of your company.
3. Make sure the investor's motivations are in line with what they can realistically offer.
4. Ensure the investor's personality is compatible with yours.
5. Make sure the investor share the same goals as you.
6. Ask what other firms have the investor funded in the past. How did they turn out?
7. Ask how active the investor was in those firms.
8. Did the investor make constructive contributions?
9. Did the investor stick with the firms in times of trouble?
10. Ask what industries does the investor have experience in.

11. How helpful will the investor be in trying to obtain future rounds of financing?
12. How many of the companies in which they have invested have completed successful IPOs?
13. Can the investor help provide contacts for distribution channels and executive search?
14. Does this investor have the expertise, contacts, and reputation to attract other potential investors?
15. Does the investor have a portfolio of competing companies?

Venture Capital

Venture Capitalists focus on companies developing significant innovations - be it a new piece of software, a life-saving cancer drug, or a new model for consumer sales. Unless the company is poised for significant growth, a VC won't invest. Making investments at the earliest stages of a company's development, often before a product or service is more than just an idea, involves significant entrepreneurial risk which severely limits capital sources for such companies. Yet, venture capitalists assume this risk alongside the company founders by providing capital in exchange for an equity stake in the company.

Virginia Venture Capital Companies

Avansis Ventures, L.L.C.

Clifton, VA

www.avansis.com

Avansis Ventures is a Mid-Atlantic, early stage technology value fund that helps talented people build pioneering technology companies. Avansis focuses on new-market growth opportunities, particularly proprietary, scalable technologies that leverage the Internet and broadband communications, including enterprise software, new media, and wireless.

Columbia Capital

Alexandria, VA

www.colcap.com

Columbia Capital Invests in Communications, Media, and Technology. Columbia Capital partners with entrepreneurs to build successful, high growth businesses by contributing equity capital and sector-specific expertise across all stages of development

Court Square Ventures

Charlottesville, VA

www.courtsquareventures.com

Court Square Ventures makes investments in companies operating across a variety of sectors, particularly those where information technology, digital media, and communications technologies can be used to drive growth. We bring significant operating experience to bear in helping our companies map out and execute growth strategies and generate operational efficiencies.

Edison Venture Fund

McLean, VA

www.edisonventure.com

Edison Partners helps CEOs and their executive teams navigate the entrepreneurial journey. We do this through a unique combination of growth stage capital, strategic advisory, an activated director network, and comprehensive portfolio of industry and functional executive development programs.

Envest Ventures

Virginia Beach, VA

www.envestventures.com

Envest is a leading provider of early stage capital to basic industries in the eastern portion of the U.S. Envest invests in a relatively broad range of basic industries, with a focus on manufacturing, healthcare services, and franchising. Envest provides capital at various stages of growth with proven management teams, with a primary focus on early to mid-stage companies which have attained early market success and require capital for growth.

Harbert Management Corporation

Richmond, VA

www.harbert.net

HMC is an independent investment firm focused on fundamentally-based private and public market strategies. Our mission is to provide strong and consistent returns to help our clients meet their investment objectives and preserve initial investment capital. We are opportunistic investors who invest alongside our clients on equal terms and conditions.

IN-Q-Tel Inc.

Arlington, VA

www.in-q-tel.com

In-Q-Tel (IQT) was created to bridge the gap between the technology needs of the U.S. Intelligence Community (IC) and emerging commercial innovation. We identify and invest in venture-backed startups developing technologies that will provide “ready-soon innovation” (within 36 months) vital to the IC mission. These technology startups are traditionally outside the reach of the IC; in fact, more than 70 percent of the companies that IQT invests in have never before done business with the government.

NeuroVentures Capital, L.L.C

Charlottesville, VA

www.neuroventures.com

NeuroVentures is a specialty venture capital firm dedicated to investing in companies focused on the discovery, development and marketing of new drugs, medical devices and other therapeutics and technologies to treat Central Nervous System disorders.

Valhalla Partners, L.P.

Vienna, VA

www.valhallapartners.com

Valhalla Partners looks for investment opportunities where the mission of the company is to innovate, challenge and fundamentally change the dynamics of new and existing markets. We aid and accelerate technology companies at critical stages in their pursuit of success, regardless of their size or maturity.

We focus on companies in the next-generation infrastructure area (cloud computing and storage, Big Data, scale-out systems and networks) and the digital media area (digital advertising technology, digital video, and ecommerce), and look for the best companies in this area regardless of company stage or geography.

Key considerations when working with a venture capitalist

1. Consider the Small Business Investment Companies (SBIC). Small Business Investment Companies are part of the Small Business Administration (SBA). They were created by Congress to provide venture capital to start-up and expanding small businesses. Even though they are licensed and regulated by the SBA, they are for-profit investment firms.
2. Check the venture capital firm's references. Just like with a product, you do not want to buy the services of a venture capital firm without checking references. How many successful deals has the venture capital firm put together? Has the firm worked with a firm like yours? How successful was the deal? What about deals that didn't work out? How did the venture capital firm handle that?
3. Check the Venture Capital Firm's Financial Strength. Obviously, venture capital firms must have the financial strength to support your operation and probably several other businesses. Venture capital firms have portfolios of businesses to spread their risk; otherwise, they take on too much risk. Funding is generally in stages with venture capital funds and you must make sure that the firm you are associated with has enough funding to see you through those stages.
4. Is There Integration Between the Venture Capital Firms Style and Yours?

5. Often, venture capital firms wish to be very involved with the business of the firm they are financing. They may wish one or more seats on the Board of Directors and a stake in the ownership of the firm in the form of preferred stock. If you don't mind relinquishing some control of your firm, then no problem. However, some venture capital firms are satisfied with monthly or quarterly reports, but obviously still have a stake in the firm since they bought an ownership interest. A large venture capital firm may have more rigid requirements than a smaller firm. Choose a firm that most suits your own business style.
6. Leverage Venture Capitalists as Networkers. The venture capital market is a networking and communications market. Of course, the venture capital firm you choose will help you with finance and management. The firm may also be able to offer you valuable introductions to potential customers, suppliers, banks, accountants, attorneys, and other valuable contacts.
7. Know the Exit Strategy of the Venture Capital Firm you Choose. Venture capitalists are usually short-term investors. You should discuss with your venture capital of the firm when they will "cash out" of the business so you can plan for the future.

Crowdfunding

Crowdfunding describes the collective effort of individuals who network and pool their money, usually via the internet to support efforts initiated by other people or organizations. Crowdfunding has its origins in the concept of crowdsourcing, which is the broader concept of an individual reaching a goal by receiving and leveraging small contributions from many parties. Crowdfunding is the application of this concept to the collection of funds through small contributions from many parties in order to finance a particular project or venture.

Crowdfunding Websites

DC ArchAngels

Washington, DC

<http://archangels.crowdfund-systems.com/>

ArchAngels CrowdFund connects its national network of accredited investors with early-stage U.S. companies run by entrepreneurs who bring groundbreaking new products to market that transform industries. ArchAngels CrowdFund leverages a network of over one thousand investors, seasoned entrepreneurs and top finance professionals to identify “the best of the best” investment-ready companies.

www.kickstarter.com

Kickstarter

Kickstarter hosts projects from the worlds of Art, Comics, Crafts, Dance, Design, Fashion, Film & Video, Food, Games, Journalism, Music, Photography, Publishing, Technology, and Theater. We built Kickstarter to serve creative projects and the artists, designers, and creative people who make them.

Techstars

www.techstars.com

Techstars provides \$118,000 in seed funding, intensive mentorship, and a network of mentors and alumni for 7-10% equity in your company.

Bolstr

<http://bolstr.com/>

Bolstr is a marketplace where emerging consumer, retail, and manufacturing businesses can raise funding for expansion from investors.

CircleUp

<https://circleup.com/>

CircleUp is a crowdfunding platform connecting accredited investors with innovative consumer and retail companies.

EarlyShares

www.earlyshares.com/

On EarlyShares, business owners access state-of-the-art tools and resources to raise investor funding. We've reduced the complexity of private capital raising into a simple four-step funding process; Apply, Due Diligence, Offering Preparation, Funding and Closing.

Fundable

www.fundable.com/

Exclusively dedicated to helping companies raise capital through crowdfunding.

FundRise

Washington, DC

<https://fundrise.com/>

Fundrise gives you access to investment opportunities from the best real estate companies in the country, all through one simple, transparent platform.

InvestNextDoor

www.investnextdoor.com/

InvestNextDoor provides a marketplace for crowdfunded borrowing, this is in the space between giving rewards and selling shares in your company to generate capital.

MicroVentureswww.microventures.com/

MicroVentures is one of the financial industry's first organizations which merges crowdfunding with the venture capital industry. This firm provides an opportunity for angel investors to invest in startups alongside Venture Capitalists, often at the same terms. We conduct detailed due diligence on startups and if approved we help them raise capital from angel investors.

Return on Changewww.returnonchange.com/

Return on Change is an equity crowdfunding platform connecting startups and investors. We work with issuers in industries such as CleanTech, EdTech, Life Sciences, Tech, and Social Enterprises.

SeedInvestwww.seedinvest.com/

SeedInvest brings execution expertise and a valuable investor network to your fundraise. Over \$327mm in collective investor interest. Our network can provide more than just capital with our seamless end-to-end fundraising process.

Seedupswww.seedups.com/

If you have an idea for a tech startup and need seed stage capital, or have a startup but need investment, then SeedUps could be for you. Alternatively, if you want a range of investment opportunities in tech startups, then try SeedUps.

truCrowdwww.trucrowd.com/

TruCrowd is the first funding portal for non-accredited investors and the preferred equity crowdfunding source for startups, entrepreneurs, and emerging businesses. Built on the belief that not all businesses and investors are alike, we pride ourselves on delivering a personalized and professional funding experience through industry-leading technology.

Key considerations before starting a crowdfunding project

1. Crowdfund at the right stage of your business. Your business will need funding at multiple stages in its lifetime. Pick the right time to get into crowdfunding so that you don't exhaust all your options when you need the next round of funding.
2. Follow the rules of the crowdfunding site exactly. A good chunk of projects get rejected by crowdfunding sites. These are projects that do not adhere to the rules laid down by the sites or have a fundamental business flaw in them. Do not make this basic mistake. Read the rulebook before you play the game.
3. Protect your idea if needed. A lot of innovators worry about their idea being copied if they start a crowdfunding project for their venture. If you are one of them, take proactive steps yourself. Most crowdfunding sites do not protect your copyrights. File for a patent or a copy right before launching your crowdfunding campaign if you fear plagiarism.
4. Get your messaging clear. Great ideas can languish with insufficient funds without clear messaging. Explain every aspect of your idea that is practically required by a potential investor to make a decision. Be interesting, draw them into your story, and show them how they will make a difference to the world by contributing to your project. Spell out the exact benefits they stand to gain – monetary or otherwise.
5. Give out equity judiciously. Firstly weigh all your available options before you decide to go down the equity crowdfunding route. Giving up equity to unqualified investors can be problematic in the long run. It will interfere in decision making and restrict future fundraising efforts.

Microlending

Micro loans are small business loans typically under \$50,000. Micro loans are generally used for start-up cash but are sometimes given to newly launched small businesses for working capital. Micro loans can be used for many purposes including the purchase of equipment, inventory, machinery, fixtures, furniture, supplies, and even to purchase another business. Each lender will have their own requirements for repayment of a micro loan. Interest rates and collateral requirements vary considerably between lenders but almost all require a personal guarantee by at least one of the business' owners.

Virginia Micro Loan Sources

Kabbage

www.kabbage.com

Kabbage has funded over \$500,000,000 to help businesses grow. Kabbage is the industry leader in providing working capital online. Kabbage puts the power of business growth back in your hands by giving you instant access to funds. Enjoy ongoing access to your line, and take the funds you need day or night. Pay only for what you take and draw against your line as often as once a day.

Capital Access Network (CAN)

www.capitalaccessnetwork.com/

CAN Capital can help you access very small to very large business loans: from \$2,500 to \$150,000. These loans also have a range of terms, from 4 to 24 months. That means your business can access, for example, a short-term loan for inventory, then sell your merchandise and pay off everything quickly. Or, you can get a longer-term loan and take your time paying back what your business borrowed. The amount of business financing your business qualifies for is based on your industry, time in business, monthly revenue, and other factors.

On Deck

Arlington, VA

www.ondeckcapital.com

On Deck delivers true small business loans using their OnDeck Score™ technology, which focuses on the health of your business – not your personal credit score.

VA Small Business finance authority

Richmond, VA

www.vabankers.org/VSBFA

The Virginia Small Business Financing Authority (VSBFA) is the Commonwealth of Virginia's economic development and business financing arm. We help banks make loans to businesses that can demonstrate repayment ability, but where the bank needs additional collateral support or a more robust secondary repayment source.

Goodwill Industries

Fredericksburg, VA

www.fredgoodwill.org/about/loans

Rappahannock

Rappahannock Goodwill Industries, in collaboration with ECDC Enterprise Development Group, provides micro-finance loans to help people with disabilities and other barriers to employment, including low-income individuals, start their own business.

Center for Community

Portsmouth, VA

<http://ccdvirginia.blogspot.com>**Development**

The Center for Community Development, Inc. (CCDI) is a recognized Intermediary Lender through the Federal, State, and local governments. CCDI's Cottage Industry Program provides Small Business Assistance through two Economic Development activities, the U.S. Small Business Administration (SBA) and the U.S. Department of Agriculture (USDA). CCDI's Cottage Industry program helps individuals realize their dreams of starting and then sustaining a small business.

ECDC Enterprise Development

Arlington, VA

www.entdevgroup.org**Group**

EDG supports people with a vision to make their small business succeed, but who have limited resources. EDG offers entrepreneurs loans and support information to assist them. EDG is waiting to help you get your small business idea out of your head and into the market place.

Latino Economic Development

Washington, D.C.

www.ledcmetro.org/**Corp.**

LEDC's mission is to drive the economic and social advancement of low-to-moderate income Latinos and other D.C. area residents by equipping them with the skills and tools to achieve financial independence and become leaders in their communities. LEDC's Small Business Development Department equips aspiring and established entrepreneurs with the skills and tools necessary to run and strengthen a small business.

Staunton Creative Community

Staunton, VA

<http://stauntonfund.com/>**Fund Inc.**

The Staunton Creative Community Fund is working to increase the economic vibrancy in Staunton by supporting and funding local small businesses and entrepreneurs.

Total Action Against Poverty

Roanoke, VA

www.tapintohope.org

The Business Seed Capital, Incorporated Program is a micro-enterprise development program. This program offers educational classes to entrepreneurs focusing on how to start and manage a small business as well as individual technical assistance. Our financial services also provide several loan options, with both short-term and long-term loans, including flexible commercial loan packages up to \$50,000 for qualifying clientele.

Business Development Centre,

Lynchburg, VA

www.lbdc.com/**Inc.**

The BDC offers and supports a variety of financing programs including loans, financial referral services and financing option counseling.

Virginia Community Development

Richmond, VA

www.vcdlf.org**Loan Fund**

The mission of CSI is to assist in the development of alternative funding models that facilitate business development and subsequent economic development opportunities. This mission is accomplished by providing access to entrepreneurial training, technical assistance and loan capital to those entrepreneurs that lack access to traditional resources.

Key considerations before applying for a microloan.

1. Visit the SBA microloan website - www.sba.gov/content/microloan-program
2. Put together a business plan that includes an analysis of your market and its competitors.
3. Update your resume and obtain the resumes of other senior managers.
4. Pull your business and personal tax returns for the last three years.
5. Provide revenue, cash flow, and profit expectations for the next three years with thorough explanation.
6. If you have an existing business, assemble your financial statements for the last three years.
7. Prepare as detailed an explanation as possible for why you need the loan and how it will help your business prosper.

Community Development Financial Institutions **(CDFI)**

A certified Community Development Financial Institution (CDFI) is a specialized financial institution that works in market niches that are underserved by traditional financial institutions. CDFI's provide a unique range of financial products and services in economically distressed target markets, such as mortgage financing for low-income and first-time homebuyers and not-for-profit developers, flexible underwriting and risk capital for needed community facilities, and technical assistance, commercial loans and investments to small start-up or expanding businesses in low-income areas. CDFI's include regulated institutions such as community development banks and credit unions, and non-regulated institutions such as loan and venture capital funds.

Virginia Community Development Financial Institutions

Freedom First Federal Credit Union

Roanoke, VA

www.freedomfirstcu.com/

Freedom First supports the growth of local businesses. Their experienced business services staff supports the growth of local businesses through one-on-one consultation. Freedom First offers custom underwriting and local decision making.

People Incorporated Financial Services

Abingdon, VA

www.peopleinc.net/

People Incorporated offers financial assistance microenterprise loans, business training and technical services to help start or expand businesses, which in turn, creates jobs.

Virginia Community Capital

Christiansburg, VA

www.vacommunitycapital.org/

Supporting job creation and business growth are key elements of the VCC mission. VCC has been there to assist small businesses with lines of credit so they can continue to serve customers. We've provided loans from equipment purchases to staff expansions. We bring capital to your business planning or help you leverage more funding based on your goals. Our Small Business team has extensive knowledge of what it takes to support your success. We deliver experience and resources to your conference room or production floor.

Virginia Community Development Fund Inc.

Richmond, VA

www.vcdlf.org

The mission of CSI is to assist in the development of alternative funding models that facilitate business development and subsequent economic development opportunities. This mission is accomplished by providing access to entrepreneurial training, technical assistance and loan capital to those entrepreneurs that lack access to traditional resources.

Peer-to-Peer Lending

Peer-to-peer lending is the practice of lending money to unrelated individuals, or "peers", without going through a traditional financial intermediary such as a bank or other traditional financial institution. This lending takes place online on peer-to-peer lending companies' websites using various different lending platforms and credit checking tools. There are no market leaders in this field and every website applies its own strategies and policies. In most cases you will be asked to pay a membership fee to join the site and be introduced to investors listed there. Or you can join for free but will be asked to pay once you'd like to contact other site members.

Peer-to-Peer Lending Sources

Kiva

www.kiva.org

Kiva works with microfinance institutions on five continents to provide loans to people without access to traditional banking systems.

Lending Club

www.lendingclub.com

Lending Club, the nation's leading lending marketplace, uses innovative technology to deliver simple, low cost business loans.

Prosper

www.prosper.com

Prosper is the market leader in peer-to-peer lending—a popular alternative to traditional loans and investing options. We cut out the middleman to connect people who need money with those who have money to invest.

Certified Development Companies (CDC)

The CDC/504 loan program is a long-term financing tool for economic development within a community. The 504 Program provides growing businesses with long-term, fixed-rate financing for major fixed assets, such as equipment or real estate. To be eligible, the business must be operated for profit and fall within the size standards set by the Small Business Administration (SBA). Maximum loan amounts are determined by how funds will be used based on which goal they support.

Virginia Certified Development Companies

Business Finance Group Inc.

Fairfax, VA

<http://businessfinancegroup.org/>

Business Finance Group is a non-profit lender financing commercial real estate (and long term equipment) for small businesses. With favorable fixed rates, a low down payment, and a 20 year term, the 504 Loan program could be the key to a successful expansion for your business.

Crater Development Company

Petersburg, VA

www.craterpdc.org/economic_development_tourism/cdc.htm

The Crater Development Company (CDC) is a private non-profit corporation that is the business loan affiliate of Crater PDC. The purpose of CDC's loan programs is to stimulate the growth and expansion of small businesses in the area by creating additional jobs, increasing the local tax base, and expanding business ownership opportunities.

Rappahannock Economic Development Corporation

Fredericksburg, VA

www.redco504.org/504eligibility.html

The SBA 504 Loan Program and REDCO provide affordable long-term fixed rate financing to help healthy, small businesses expand. The loans are for acquiring long-term fixed assets, such as land, buildings, machinery and equipment. The REDCO professionals work directly with you as they prepare the entire SBA application on your behalf. REDCO fits all of the pieces together to ensure your loan package meets the 504 program guidelines and the credit criteria of the SBA. REDCO is able to work with all lending institutions, including non-bank lenders and private investors, subject to certain eligibility requirements of the SBA.

Tidewater Business Financing Corporation

Norfolk, VA

<http://tidewaterbusinessfinancing.com>

Tidewater Business Financing Corporation (TBFC) is a non-profit corporation formed in 1983 to promote commercial and industrial growth throughout Virginia and Eastern North Carolina. We serve as a resource for small businesses in need of permanent financing to acquire fixed assets.

Small Business Investment Companies (SBIC)

An SBIC is a privately-owned investment company that is licensed by the Small Business Administration (SBA). Small Business Investment Companies (SBICs) supply small businesses with financing in both the equity and debt arenas. They provide a viable alternative to venture capital firms for many small enterprises seeking startup capital. Small Business Investment Companies are allowed to borrow from the federal government in order to augment the funds of private investors. SBICs usually focus on investments in the \$100,000 to \$250,000 range, and tend to be considerably more forgiving than venture capital firms in their underwriting requirements.

Virginia Small Business Investment Companies

BIA Digital Partners SBIC II LP

Chantilly, VA

www.biadigitalpartners.com/

BIA Digital Partners provides cost-effective junior capital to growing middle market companies in the media and entertainment, telecommunications, education, information services, and business services sectors.

Gladstone SSBIC Corporation (SSBIC)

McLean, VA

www.gladstonemanagement.com/

Gladstone Capital primarily makes three types of loans to businesses: senior term loans, senior subordinated loans, and junior subordinated loans. Loans range from \$5 million to \$30 million with terms of up to seven years. Gladstone Capital's equity investments typically take the form of preferred or common equity (or warrants or options to acquire the foregoing).

Virginia Capital Partners

Reston, VA

www.vacapital.com

Virginia Capital partners with outstanding entrepreneurs who are looking for both an equity capital and a trusted business partner. Our goal is to be a trusted advisor and counselor on key financial and strategic decisions, typically through active participation on the Board of Directors. We have considerable financial, legal, tax and strategic insights and prefer to play a key role in these complex decisions. Otherwise, we leave the day-to-day decision making to management.

Other Programs

Center for Innovative Technology (CIT) Herndon, VA www.cit.org/service-lines/cit-gap-funds/

CIT GAP Funds is a family of seed- and early-stage investment funds placing near-equity and equity investments in Virginia-based technology, life science, and cleantech companies. CIT GAP Funds invests in companies with a high potential for achieving rapid growth and generating significant economic return for entrepreneurs, co-investors and the Commonwealth of Virginia. - See more at: <http://www.cit.org/service-lines/cit-gap-funds/#sthash.HT8RiP6x.dpuf>

Select Venture Partners, LLC Fredericksburg, VA www.selectventurepartners.com/

Select Venture Partners is an early stage, post-seed/pre-Series A investment management firm, with an experienced team, all of whom have extensive cross-industry and cross-functional operating experience in software startups. We invest two crucial elements into early stage software companies – money and experience – to launch early stage companies to the next level.

1776 Washington, DC <http://www.1776.vc/insights/>

1776 is a global incubator and seed fund helping startups transform industries that impact millions of lives every day—education, energy & sustainability, health, transportation and cities.

Veteran's Business Outreach Center www.vboc.org/

Veteran's Business Outreach Center provides specific programs for Veterans, Service-Disabled Veterans, and Reserve and National Guard Members, and offers a full range of entrepreneurial support programs to every American, including Veterans. Our job is to help you successfully transition from world's finest warrior to world's finest small business owner. SBA has established the Veterans Business Outreach Centers, special loans and Surety Bonding programs for Veterans and Reservists, government procurement programs for Veterans, Veterans Business Development Officers in every District Office, and special outreach, counseling and training at more than 1,500 Small Business Development Centers.

USDA Rural Development- B&I Guaranteed Loan Program www.rurdev.usda.gov/rbs/busp/b&i_gar.htm

The purpose of the B&I Guaranteed Loan Program is to improve, develop, or finance business, industry, and employment and improve the economic and environmental climate in rural communities. This purpose is achieved by bolstering the existing private credit structure through the guarantee of quality loans which will provide lasting community benefits. It is not intended that the guarantee authority will be used for marginal or substandard loans or for relief of lenders having such loans.