



UNIVERSITY OF
MARY WASHINGTON

CENTER FOR ECONOMIC DEVELOPMENT

QuickNews

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Veterans Encore Entrepreneurship Event Hosted at UMW Center for Economic Development

Area veterans attended the Veterans Encore Entrepreneurship event at the UMW Center for Economic Development on Veteran's Day. Veterans Dianna Flett, Army Lt. Col. (Ret.) and Ian Denny, USMC Cbt. Engr. (Ret.) shared their experiences in opening businesses in the Fredericksburg area. Both encouraged the prospective owners to do their homework and to take advantage of the resources offered by the UMW SBDC before taking the plunge into business ownership. Dianna Flett noted, "As veterans we have unique skill sets and a unique mindset that focuses us on mission accomplishment. Our focus and drive is truly battle tested." For more information on the SBDC please see SBDC-UMW.com.



Corps Solutions Achieves Second Inc. Magazine Top 5000 Ranking

Corps Solutions was noted recently in the Inc. Magazine 5000 as one of the fastest growing U.S. companies. Tom Keogh, CEO and a member of the UMW Veteran Owned Business Roundtable recently shared his success philosophy with us. "Corps Solutions has placed a priority on measured growth since its creation in 2009. Our first priority is our people. We hire people who share our vision for integrity, quality, value and team work. We are a company that promotes from within and that shares its success with every employee." Corps Solutions provides training and support to prepare Department of Defense and U.S. national security clients. The contractor grew 613 percent in the last three



years and created 124 jobs. In 2013 Corps Solutions was distinguished as the UMW-CED Veteran Owned Company of the Year, the Virginia SBDC Veteran Owned Company of the Year, and the Stafford County Small Business of the Year. The VOBEB is hosted at the [UMW Center for Economic Development](#).

UMW student James Rives Polishes His Business Skills at Achieve-it, LLC

Spring 2016 graduate James Rives has been building his resume with Eagleworks client Achieve-it, LLC since October of 2015. Achieve-it provides permanent staff and project recruiting for various industries in the Northern Virginia area. James has been working on the front-end of this process "sourcing" or looking for candidates for open positions for Achieve-it clients. Upon graduation with a BA in English, James is looking to possibly stay on full-time with Achieve-it. As you would expect from an English major, James is interested in "writing and poetry" and is thinking of trying his hand as a free lance writer at some point in the future. The Eagleworks Business Incubation Center is a program of the UMW Center for Economic Development. For more information on Eagleworks please access [UMWEagleworks.org](#) .



Jamie Richardson Shares HR Best Practices with UMW VOBEB

Director of Human Resources at Corps Solutions, Jamie Richardson, shared critical lessons with members of the UMW Veteran Owned Business Executive Roundtable at the December meeting. "Managers today are less involved in the work of their employees. Companies need a plan to identify, develop, and continuously engage their employees." The Veteran Owned Business Executive Roundtable at the UMW Center for Economic Development is a peer advisory group that engages business owners for purposes of learning new approaches and solutions to business problems and challenges. Learn more at [economicdevelopment.umw.edu/](#) .



UMW Small Business Development Center Partners with Middlesex County, Virginia

On December 10th, Joy Corprew, Director of the University of Mary Washington Small Business Development Center in Warsaw, met with the *Middlesex Partners in Progress Council* to discuss expanding services for the Middlesex County small business community. Among attendees were representatives from the community including Frances Kenyear (Youth Services Case Manager at Rappahannock Community College-Glenns Campus). Ms. Kenyear is interested in working with the University of Mary Washington SBDC and said "I am happy that such a valuable resource is going to be available to the citizens of Middlesex County." Learn more on the SBDC at [SBDC-UMW.com](#)



Fred Wellman, CEO of ScoutComms and VOBET Member, Recognized by Fredericksburg Regional Chamber of Commerce



UMW Veteran Owned Business Executive Round Table (VOBER) member ScoutComms helps to empower veterans and their families by helping them communicate their needs and helping them find resources. They work with veterans locally and nationally and have worked on programs for the military community including leading the 'Get Skills to Work' initiative with GE. VOBET is hosted at the [UMW Center for Economic Development](#).

UMW Students Research Regional Heritage Tourism



Students in UMW Professor Chris Garcia's Applied Statistics and Business Research class routinely work with the Center for Economic Development and local businesses doing statistical analysis to support strategic planning, marketing, and other business decisions. Lauren Goetz, Seth Dorman, Mike Woo, and Jackie Johnston performed an Economic Base Analysis using economic base indicators in a heritage tourism context for a Fredericksburg Historic Preservation Initiative. Project clients, Michael Spencer (Assistant Professor & Director of the Center for Historic Preservation at UMW), Anne Darron (Executive Director of the Washington Heritage Museums), and Scott Harris (Director of the James Monroe Museum) attended the student presentation which was followed by discussion. Professor Spencer stated, "The data presented set the stage for future studies regarding the economics of preservation within the Fredericksburg region and in many instances brought up new questions and presented previously unexplored perspectives." For more information on the CED Office of Regional Initiatives please access economicdevelopment.umw.edu/center-for-regional-initiatives/.

UMW Students Perform Cluster Analysis for Fredericksburg VA Main Street Inc.



On Thursday, December 10th with guest Ann Glave of Fredericksburg VA Main Street Inc. in attendance students Emily Desgrosseilliers, Hannah Lynde, Brian Christiansen, Ilana Deigh, and Megan Reed presented their findings. The presentation included a Cluster Analysis of downtown Fredericksburg in which demand and supply data for downtown industry clusters were statistically compared for correlation of downtown retail sales with national consumer buying habits. To learn more about the CED Office of Regional Initiatives

please go to economicdevelopment.umw.edu/center-for-regional-initiatives/

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