



UNIVERSITY OF MARY WASHINGTON

CENTER FOR ECONOMIC DEVELOPMENT

QuickNews

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Professional Services Providers Appreciation Breakfast at the UMW Center for Economic Development



The University of Mary Washington Small Business Development Center (SBDC) has hosted a program utilizing volunteer business professionals since May of 2011. Known as the Professional Services Center, it provided area business owners with an opportunity to get valuable information from a field expert. These professionals have donated their time to giving advice on procurement, financing, legal issues, real estate, and marketing. Professional Services volunteers were recognized recently at a "Program Future" event at the UMW Center for Economic Development. Brian Baker, CED executive director, remarked, "We are proud to recognize your generosity and contributions to the region's small businesses. The giving of your knowledge helped many companies grow and prosper." 242 area businesses benefited from the service from 2011-2015. Honorees included (pictured above) Terri Tosti (SONA Bank), Debby Girvan (Flair Communications), Lamont Brown (Infinex Investments), Geary Rogers (Compton and Duling), and Jamie Scully (Cushman & Wakefield-Thalhimer). The SBDC is hosted at the [UMW Center for Economic Development](#).

Bill McAvinney Shares Federal Contracting Strategies with Veteran Owned Business Executive Roundtable (VOBER) members



Bill McAvinney met with VOBBER members at the January meeting to discuss how employee retention, business continuity and estate strategies can assure business valuation and succession potential. There was particular attention to topics relevant for Federal contracting firms. McAvinney noted, "Contractors struggle with balancing their direct and indirect cost allocations

with their ability to retain good employees and make a profit." He further shared that business continuity requires executives to work on their companies but also build the case for succession. "Good planning improves management succession and retirement value for business owners." 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/ .

Warsaw SBDC Director Joy Corprew Elected Board Member of the Richmond County Chamber of Commerce

Warsaw SBDC Director Joy Corprew was elected as a Board Member of the Warsaw-Richmond County Chamber of Commerce. The Chamber serves as the voice of the business community to the government, town council, supervisors and state legislature. Joy has been a regular speaker at Chamber meetings through the years and has been an active member since 2003. She has conducted several presentations at the Chamber on services provided by the UMW SBDC, available business classes, and the HP LIFE Entrepreneurial Curriculum. Joy states " I find it an honor to have been elected a board member of the Warsaw-Richmond County Chamber of Commerce. The Chamber has a lot planned for 2016 and I am looking forward to working with them in order to support our small businesses." For more information on the Warsaw SBDC please visit economicdevelopment.umw.edu/sbdc/ .



Lisa Hull, Economic Development and Tourism Coordinator at the Northern Neck Planning District Commission, Applauds New Northern Neck Enterprise Center

The new Northern Neck Enterprise Center is a multi-use business incubation facility. Clients benefit from private office and conference space as well as technical assistance and training through the University of Mary Washington Small Business Development Center-Warsaw Office. Lisa Hull shared at a recent partnership meeting with staff from the Center for Economic Development, "The Northern Neck Enterprise Center is part of an overall strategy of the Northern Neck Chesapeake Bay Region Partnership to create an entrepreneurial ecosystem in the Northern Neck. It supports businesses in the early stages of organization to maximize chances of business success." For more information on the Warsaw SBDC visit economicdevelopment.umw.edu/sbdc/ .



Brian Baker Elected to Fredericksburg Regional Chamber Board



Brian Baker, Executive Director of the Center for Economic Development, was elected to the Fredericksburg Regional Chamber of Commerce Board of Directors for a three-year term that began on January 1, 2016. He has been an active member at the Chamber since 2002. During that time he has served roles on the Strategic Planning Committee, facilitated Board strategic planning, Finance Committee, the strategic visioning committee, the small business planning committee, the Leadership Fredericksburg Advisory Board, Mentor Cabinet Chair, and served as a Leadership Fredericksburg mentor since 2008. In 2011 he was recognized as an honorary fellow of Leadership Fredericksburg. Learn more about the UMW Center for Economic Development at economicdevelopment.umw.edu/.

Contact Us

[University of Mary Washington Center for Economic Development](http://www.umw.edu/center-for-economic-development)

1125 Jefferson Davis Highway
Suite 400
Fredericksburg, VA 22401
540-654-1096
engagement@umw.edu

