

**1**

**VIRGINIA SBDC**  
UNIVERSITY OF MARY WASHINGTON

**CAPITAL INVESTMENT \$5.9M**

The UMW Small Business Development Center opened in 1992 supporting small businesses in planning district 16, 17 and 18 encompassing the greater Fredericksburg area and the Northern Neck and Middle Peninsula regions

**472**  
CLIENTS SERVED

**96%**  
SATISFACTION RATING

**277** JOBS CREATED

**58**  
BUSINESSES LAUNCHED

**94** TRAINING EVENTS

GOVERNMENT CONTRACTING  
STARTING A BUSINESS  
PROCUREMENT

UMW EagleWorks is a university-based client-centered business incubation center

**2**

**UMW EAGLEWORKS**

**25** TOTAL JOBS CREATED

**\$28M** SALES AND CONTRACTS

**6** NEW STARTUP COMPANIES



**\$353,750**  
NEW CAPITAL INVESTMENT

**3**

**STARTUP UMW**

**23** STUDENTS GRADUATED

**150K** DOLLARS IN SALES

**12** BUSINESSES LAUNCHED

**8** EXPERIENTIAL LEARNING INTERNSHIPS

**11** NEW JOBS

An undergraduate entrepreneurial program for UMW and Germana students

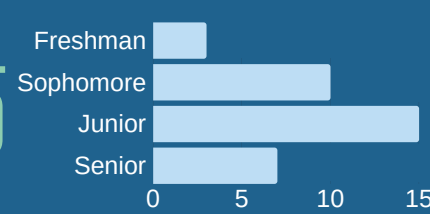
**3K** DOLLARS IN SEED CAPITAL

**4**

**EAGLE INNOVATION**  
UNIVERSITY OF MARY WASHINGTON

**3 AWARDS**  
**5 FINALISTS**  
**14 TEAMS**

**SEED CAPITAL AWARDED \$3500**



2nd annual student pitch competition

**5**

**UNIVERSITY OF MARY WASHINGTON**  
CENTER FOR ECONOMIC DEVELOPMENT

**SMALL BUSINESS ECONOMY REPORT**

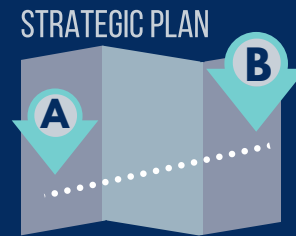
Community Projects  
SHIFT SHARE STUDY

**SOLD**  
MARKET STUDY

What's the plan?  
RISK MANAGEMENT PLAN

Provide students real world experience working with companies on projects impacting the local community

BUSINESS GAP ANALYSIS



TYPES OF PROJECTS