

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

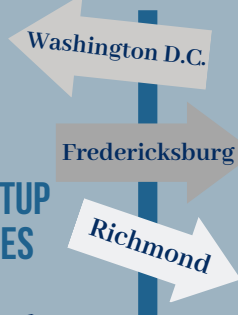
GOVERNMENT CONTRACTING  
STARTING A BUSINESS  
PROCUREMENT

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

**8**  
EXPERIENTIAL LEARNING INTERNSHIPS

**12** BUSINESSES LAUNCHED

**11**  
NEW JOBS

An undergraduate entrepreneurial program for UMW and Germana students

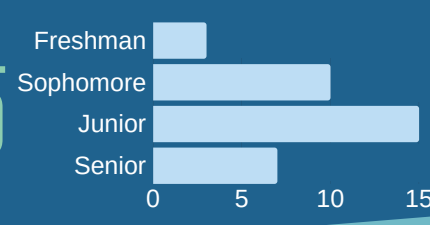
**3K**  
DOLLARS IN SEED CAPITAL

**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

Community Projects

**SOLD**  
MARKET STUDY

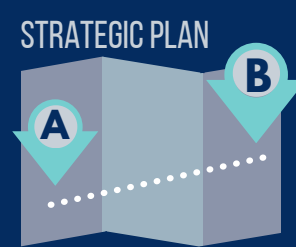
What's the plan?  
RISK MANAGEMENT PLAN

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

**SMALL BUSINESS ECONOMY REPORT**

SHIFT SHARE STUDY

BUSINESS GAP ANALYSIS



TYPES OF PROJECTS