

# Welcome to the Southside Business Café

## our menu

### For Starters

**Services offered include:**

**General Business Assistance**

- Assist with business plans.
- Provide general start-up information.
- Share information on local, state, and federal licenses and permits.
- Counsel on business strategies/International trade.
- Analyze management strengths and weaknesses.
- Contact information for local, state and federal regulations and necessary tax forms.
- Contact information for starting a non-profit government procurement.

**Finance and Accounting**

- Resources and points of contact for loans and financial assistance.
- Assist with loan applications.
- Analyze financial statements/bookkeeping.
- Assist with financial projections.
- Counsel on cash flow and working capital.

**Marketing**

- Assist in identifying new markets.
- Identify potential customers.
- Assist in developing marketing plans.
- Advise on marketing strategies.
- Provide input on new product ideas.

**Retail Assistance**

- Assist retailers with store-specific issues.
- Counsel retailers on buying procedures, pricing, receivables/payables, and management.

**Veterans Assistance**

- Finding success in Civilian job market
- Assistance for Veteran-owned businesses
- Technical assistance for securing government resources and procurement opportunities

### Financing Tools

City representatives will be present to assist new and existing businesses with City processes questions, economic development and planning programs. City representatives will also provide information on the following existing incentive programs:

**Federal Resources**

- HUB Zone
- Historic Tax Credits
- Low Income Housing Tax Credits (LIHTC)
- New Markets Tax Credits

**State Incentives**

- VA Historic Tax Credits
- Enterprise Zone
  - Real Property Investment Grant
  - Job Creation Grant
  - Enterprise Zone local to include: commercial/ industrial real estate relief, business license tax relief, building permit fee relief, local utility tax relief
- Transportation Partnership Opportunity Fund
- Port of Virginia Development Zone
- Additional state performance based incentives, including: tax incentives, enterprise zones, technology zones, infrastructure incentives, discretionary incentives, regional assistance, financial assistance, management and technical support.

**City of Norfolk Administered Programs**

- Housing Rehabilitation Program
- Tax Abatement Program
- Performance-Based Grants
- Norfolk First Capital Pools
  - Citywide Partnership Fund
  - Grow Norfolk Fund
  - Global Initiatives Fund
  - Norfolk Innovation Fund

### Partners

The following organizations have agreed to provide representatives that are experts in various topics:

- U.S. Small Business Administration
- U.S. Department of Commerce
- SCORE of Hampton Roads
- Fulton Bank
- SunTrust Bank
- Export-Import Bank
- Virginia Small Business Financing Authority
- Virginia Small Business Development Center International trade
- Opportunity Inc. of Hampton Roads
- Small Business Development Center of Hampton Roads
- Hampton Roads Chamber of Commerce
- Virginia Small Business Development Center
- ODU Business Gateway Veterans Business Outreach Center and Women's Business Center
- ODU Enterprise Gateway- Hampton Roads Procurement Center
- ODU Center for Enterprise Innovation
- Virginia Department of Small Business and Supplier Diversity
- Goodwill Industries
- Gere Consulting Associates
- Carla Michelle Business Development Solutions
- Five Rings Financial
- My Business People
- Old Point Bank
- Retail Alliance
- BB&T
- Bank of Hampton Roads
- Mid-Atlantic Small Business Finance
- Virginia PTAP
- US department of Veterans Affairs- Office of Transition, Employment and Economic Impact
- Service Disabled Veteran Owned Small Business Council
- Axcel Innovation
- SBA- Veterans Outreach

### Upcoming Events

Representatives from business partner's organizations will be scheduled to present or teach seminars on topics such as:

- Marketing your Business to the Government
- How to Start a Small Business?
- Market Segmentation
- Does your Small Business Need a Loan?
- How to Write your Business Plan?
- Small Business Financing Options
- How to Help Your Business Grow Internationally?
- Trade Finance

