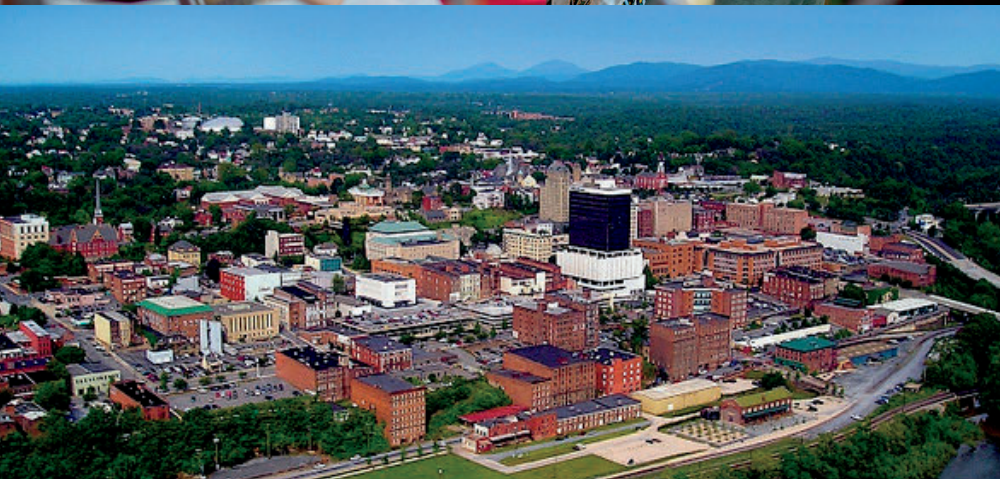


2022-2023



LYNCHBURG REGION

BLACK BUSINESS GUIDE



INSIDE

Tips to launch your business on a budget

BUSINESS RESOURCES

Help for you to start and run your business

DIRECTORY

Support local Black business owners

And more!



**LYNCHBURG REGIONAL
BUSINESS ALLIANCE**
— Chamber & Economic Development —



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Lynchburg Regional Business Alliance | 300 Lucado Place, Lynchburg, VA 24504
(434) 845-5966 | info@lynchburgregion.org | LynchburgRegion.org

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Bistro Brothers BBQ





THE LYNCHBURG REGION - AN IDEAL LAUNCH LOCATION FOR ALL ENTREPRENEURS

James Black

Although we have all dealt with challenges over the past two years, including the pandemic, the Lynchburg region has emerged stronger. As a result, the region continues to be a smart location for new businesses, buoyed by its low cost of living and thriving urban atmosphere as well as plentiful opportunities for outdoor recreation, talented workforce, and fun to be found.

With these assets in mind, the Lynchburg region is an excellent place for prospective entrepreneurs to start a new business. A series of tax advantages, including a low six percent corporate income tax rate, state incentives for investment and job creation, low local taxes, and investment for expansion make the region a highly desirable place to both start a new business and to call home.

The Small Business Development Center (SBDC) - Lynchburg Region, housed in the Lynchburg Regional Business Alliance, offers a unique series of resources that provide valuable assistance for up-and-coming entrepreneurs to learn and grow. These topics and resources include financial review, marketing, organizational management, start-up assistance, customer development, government contracting, access to capital investment, and more.

The SBDC - Lynchburg Region's Start Smart classes cover a range of topics, from utilizing the Business Model Canvas to visualize and access your business idea, to developing a business plan, figuring out which permits, and licenses are needed, and other resources that are available for prospective entrepreneurs to launch their new venture.

Additionally, the SBDC - Lynchburg Region offers "Business Game Plan" sessions, multi-week facilitated small groups designed to help owners and leaders of businesses make a plan to grow and scale their business.

The desirability of the region isn't just a draw for small business owners and budding entrepreneurs, but also for nationally known industry leaders such as BWX Technologies, who earlier this year announced the construction of a new Campbell County innovation center which aims to create as many as 97 new jobs and \$65 million in capital investment.

Furthermore, starting a business in the Lynchburg region gives you access to can't miss benefits that come through a membership with the Lynchburg Regional Business Alliance. Particularly valuable for small businesses, member organizations with 10 or fewer employees can automatically become members of the U.S. Chamber of Commerce & the Virginia Chamber of Commerce at no additional charge.

Alliance members can also gain access to:

- Entrepreneurial start-up help
- Coaching and consulting
- Expansion and retention assistance
- Advocacy and government relations
- Connecting people and businesses
- Marketing and partnerships
- Leadership development and much more!

Last but definitely not least, membership with the Alliance gives entrepreneurs access to other Alliance members and industry experts to build invaluable relationships and to expand business development efforts. With five different membership levels it's also an affordable way to get your business out there.

Each of our region's counties and towns also offer their own unique resources to businesses. It's easy to reach out to your local economic development organization for help with growing your business. Or you can contact the Alliance who works with all of these partners.

With a growing, thriving business community, super-charged entrepreneur resources, and friendly assistance just a phone call away, there's never been a better time for entrepreneurs to choose the Lynchburg region as a home for their next business venture. In addition, becoming a member of the Lynchburg Regional Business Alliance comes with its own slate of benefits that can help entrepreneurs have the best resources to grow and succeed in their business ventures. There's no better time to start a new business in the Lynchburg region!



Above: The Lynchburg Regional Business Alliance located in Downtown Lynchburg.

Local Business Resource Organizations

Amherst County Economic Development Authority

(434) 946-5200

328 Richmond Highway, VA 24521

AmherstVABusiness.com

Bedford County Office of Economic Development

(540) 587-5670

122 East Main Street, Suite 202

Bedford, VA 24523

BedfordEconomicDevelopment.com

Campbell County Economic Development

(434) 592-9595

85 Carden Lane

Rustburg, VA 24588

CampbellVirginia.com/Economic-Development

Greater Lynchburg SCORE

(434) 582-4560

147 Mill Ridge Rd #122

Lynchburg, VA 24502

Lynchburg Business Development Centre

(434) 582-6100

147 Mill Ridge Road

Lynchburg, VA 24502

LBDC.com

Lynchburg Regional Business Alliance

(434) 845-5966

300 Lucado Place

Lynchburg, VA 24504

LynchburgRegion.org

City of Lynchburg Office of Economic Development & Tourism

(434) 455-4490

900 Church Street

Lynchburg, VA 24504

OpportunityLynchburg.com

SBDC-Lynchburg Region

(434) 845-5966

300 Lucado Place

Lynchburg, VA 24504

SBDCLynchburgregion.org

BUSINESS DIRECTORY

Are you a local Black business owner and don't see your business listed here? This directory is complimentary but only includes businesses who have self-registered online with the Lynchburg Regional Business Alliance. If your business was not listed here please consider registering online with us for the opportunity to be listed in future guide's like this one at: www.LynchburgRegion.org/Minority-Business-Registration. You do not have to be a member of the Lynchburg Regional Business Alliance in order to participate.

Current members of the Alliance are denoted with this symbol: 


ABC Printing
(434) 847-7468

AEasley Virtual Solutions
(434) 942-0530

Anne Spencer House and Garden Museum
(434) 845-1313
AnneSpencerMuseum.com

Anointed Minds ELC
(434) 929- 1160

Be Kind Gallery 101
(910) 587-7162

 **Bistro Bros. BBQ**
(434) 385-1006
BistroBBQ.com

Blackwater Branding
(434) 444-7959
BlackwaterBranding.net

Blakely Bath & Co, LLC
BlakelyBathCo.com

Building Bridges Productions, Inc.
(434) 582-9748
BBPInc.lios.us

 **Chilly's On Da Block Ice Cream Truck**
(434) 851-9980

Cliff Cleaning Services
(434) 944-7774


Cooks & Minnis Funeral Home
(434) 369-4412

Credit Chance LLC
(434) 205-1019
MyCreditChance.com

Custom Concierge Nurses
(434) 282-5844


Cz & Gz Blingbox
(434) 851-0244
Paparazziaccessories.com


Dancing With Theo
(434) 229-8448

 **Define Success Coaching & Facilitation**
(434) 509-1610
Define-Success.com


 **Divine Fog Realty Company**
(434) 237-3777
DivineFogRealtyCompany.com

 **Divine Fog Serves Inc**
(540) 874-4113
DivineFogServes.org

 **D.M. Watson Consulting, LLC**
(434) 515-1735
DMWatsonConsulting.com

 **Evolving Solution Services**
(434) 856-0568
EvolvingSolutionServices.com

 **Executive Town Car & Limousine Service, Inc.**
(540) 345-5600
ETClimo.com

 **FARRR Foundation**
(434) 426-6787
TheLHCC.org

Faith Plumbing LLC
(540) 410-0011
FaithPlumbingVA.com

Financial Fancy LLC
(804) 491-8184
FinancialFancy.com

Franklin-Hutcherson Funeral Home
(434) 847-1337
HutchersonFH.com

Fresh Start 2020 Inc.
(434) 219-6840

GR8 PL8 Cafe & Lounge
(434) 851-9980

Handcrafted With Kare
(434) 401-2653
Handcrafted-With-Kare.business.site

Heritage Connection Gifts & Tailoring
(434) 665-1360

Holistic Integrity
(888) 430-4476
7HillzGro.com

Hopkins Creative Co.
(434) 610-7210


Hubbards Automotive
(434) 221-6764
Hubbards-Automotive.Business.Site

Imagination Station Studio LLC
(434) 818-1040
ImaginationStationStudios.com

JE, LLC
(434) 235-5513
ElevateWithJE.com

Jeffress Funeral Home Inc.
(434) 376-2070
JeffressFuneralHome.com

Jennings Stained Glass
(434) 941-8207
JenningsStainedGlass.net

 **JL Signing Services LLC**
(434) 849-7910


Kemper Street Flea Market
(434) 851-9980


LC's Hair Shop
(434) 846-5463
LadyTsEssentials.com

Lakesha Johns Licensed Massage Therapist
(434) 426-1848

Luther Maddy Real Estate, LLC
(561) 702-9144
TheMadAssist.com

LynchburgCaringPlace
(646) 481-0534

 **Lynchburg Grand Hotel**
(434) 455-4701
LynchburgGrandHotel.com

 **Merredith's Restaurant and Catering**
(434) 845-2997
MyMerredithRestaurant.com

NAACP Amherst Branch Unit 7045
(434) 942-4367

NAACP Campbell - County Chapter
(434) 283-8100
utgradsr.wixsite.com/NAACPCampbellCounty

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www.bwxt.com



At **BWX Technologies, Inc.** (NYSE: BWXT), we are People Strong, *Innovation Driven*. Headquartered in Lynchburg, Va., BWXT provides safe and effective nuclear solutions for national security, clean energy, environmental restoration, nuclear medicine and space exploration. In addition, BWXT joint ventures provide management and operations at more than a dozen U.S. Department of Energy and NASA facilities.

**PROUD TO WORK WITH AND BE A MEMBER
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NAACP Lynchburg Branch Unit 7088
(434) 846-3028
NAACPLynchburg.wixsite.com

Neil's Landscaping & Residential Maintenance LLC
(434) 509-7452

New Beginnings Learning Center
(434) 386-8483

No Quitters Gutter Getters LLC
(434) 509-2125

Oshun Organics, LLC
(434) 235-0172
OshunOrganics.com

Pampering & Relaxation Services
(434) 221-0624

Phyllis Bennett Catering Service
(434) 929-3619

PinPoint Services
(540) 525-7618
PinPointServices.info

Pound by Pound Specialty Bakery
(434) 509-4498
PoundByPoundBakery.com



Rose Computers & Networks
(434) 385-5000
RoseComputers.com

Ross Learning Academy
(434) 907-9058
GodsWayMinistryLynchburg.org

Scrub Connections, LLC
800-604-1651



Sugar Blush Bakery
(434) 942-7280
SugarBlushBakery.com

Superior Landscaping LLC
(434) 849-1244
SuperiorLandscapingLLC.com

T&P Estates
(434) 221-9549

TechdHome
(434) 515-2160
Services.TechdHome.com



Tharp Funeral Home & Crematory
(434) 237-9424
TharpFuneralHome.com

The Beauty in Serenity
(434) 554-2300
MyNubianTresses.com

The Encouragement Group
(434) 401-0622
EthelReeves.com

The GR8 PL8 Café & Lounge
(434) 851-9980

The Lab Fitness Club
TheLabFitnessClub.com

The Law Office of Mark T. Stewart
(434) 846-4640

The Listening, Inc
(434) 515-2103
WelcomeToTheListening.org



The White Hart Cafe
(434) 207-5600
TheWhiteHartCafe.com





Time To Eat Lynchburg
(434) 826-1433
TimeToEatLynchburg.com

Tonya Nicole Photography
(434) 941-1482
TonyaNicolePhotography.com

Twisted Flames Candle Co.
(434) 505-4173
TwistedFlamesCandleCo.com

Sylvia's Boutique
(434) 485-9005

**Unity Funeral Home &
Cremation Services**
(434) 324-0105
UnityFuneralHomeInc.com



VA State Paint Authority
(704) 966-2700
VAPaintAuthority.com

Wellness4lyfe Juice Bar
(434) 333-1651
JuiceNation.net

Without Walls Ministry
(434) 226-0223
NoWalls.us

Woodruff's Cafe & Pie Shop
(434) 384-1650
WoodruffsPieShop.com



YWCA of Central Virginia
(434) 847-7751
YWCACVA.org

Zola's Beauty Studio
(434) 515-1186
ZolaBeauty.as.me

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Ruth@Chamber-Marketing.com
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FOUR BOOTSTRAP THOUGHTS FOR GROWING YOUR BUSINESS

Gloria Witt

So, you have managed to survive the launch of your service business. The business is growing; however, it is not accelerating as fast as you would like. Below are four bootstrap thoughts to help accelerate your business growth.

First, decide what does growth mean for your business. Is it a specific revenue amount you want to achieve for the year or over a 3-year period with incremental increases? Whatever the goal, write it down. By writing it down, it makes the decision concrete. It allows you to measure and monitor progress towards the goal.

Second, examine and appreciate your current clients. It's easier to retain a client than to gain a new one. Arrange a 15-minute check-in with your clients around 90 days after completing a contract. The check-in will facilitate an opportunity to discover the impact of your solution on their business and help you discover a potential current challenge that your business can help alleviate. Offering to help alleviate the challenge can trigger business growth.

Third, appreciate the importance of networking. Networking is about relationships and being of service to others. Attend strategic events where your clients or perspective clients participate. Prior to arriving at the event, make a networking plan. By this I mean, specifically identify who you want to meet as a new connection and intentionally acknowledge any current clients in attendance.



Be sure to ask your current clients for referrals in your efforts to grow your business. Remember, if you do not make the specific ask for a referral, clients and associates assume that you are satisfied with the status of your business and will not think to share your information within their networks.

Finally, consider becoming an affiliate with national companies. Investigate organizations that offer similar services on a broader scale and reach out to connect. Partner with larger companies who are reducing full-time headcount by establishing a pool of trained affiliates to resource manage and service their clients. Becoming an affiliate, allows you grow your business, be of service to larger businesses, and still execute separate work under your own company identity.

Gloria T. Witt, Founder & CEO, established Define Success Coaching & Facilitation Services LLC in 2014 to help organizations boost performance with leadership development solutions to commercial, government, non-profit, and other faith-based organizations. Her mission is to help executives and leadership tap into the full potential of individuals and teams to achieve results.



Advocacy



Marketing



Connections



Cost Savings

When you become an Alliance member you get all these amazing benefits and more tailored to fit your exact needs and the size of your organization.

Visit LynchburgRegion.org to get to know all the Alliance can do for you and your business, non-profit, or organization.

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Co-Owners, Chris Tharp and Murrell W. Thornhill, IV

Murrell Thornhill and Chris Tharp are third-generation funeral directors, following in the footsteps of their grandfathers and fathers. As they continue the legacies of their two families, now joined together at Tharp Funeral Home & Crematory, they continue the commitment to compassion, excellence and community.

The experienced and caring funeral professionals at Tharp Funeral Home offer peace of mind by thoughtfully handling the details so families can focus on their loved ones. Our families stand ready to help yours in your time of need with caring, professional and affordable service.



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