

## Community Services

In addition to the Chamber of Commerce and its charitable affiliate, C-PEG, there are a number of entities that can help you with your startup or expansion in the City of Martinsville.

City of Martinsville's  
Community Development Department  
276.403.5169 ▪ [Martinsville-Va.gov](http://Martinsville-Va.gov)

Longwood University's  
Small Business Development Center  
276.403.5609 ▪ [SBDC-Longwood.com](http://SBDC-Longwood.com)

Martinsville-Henry County  
Economic Development Corporation's  
Office of Small and Minority Business Development  
276.403.5940 ▪ [YesMartinsville.com](http://YesMartinsville.com)

Martinsville Uptown Revitalization  
267.632.5688 ▪ [MartinsvilleUptown.com](http://MartinsvilleUptown.com)

Patrick Henry Community College  
276.656.0256 ▪ [PatrickHenry.edu](http://PatrickHenry.edu)

The Launch Place  
434.799.5491 ▪ [TheLaunchPlace.org](http://TheLaunchPlace.org)

West Piedmont Business Development Center  
276.638.2523 ▪ [WPBDC.org](http://WPBDC.org)

West Piedmont Workforce Development Board  
276.656.6190 ▪ [WestPiedmontWorks.com](http://WestPiedmontWorks.com)

[Martinsville.com](http://Martinsville.com)



The City of Martinsville contracts with C-PEG to be its point of contact for small business and entrepreneurship development.

Let C-PEG officials help you navigate through the array of funding resources and other services to open or expand your small business in the City of Martinsville.

**Contact C-PEG Executive Director Lisa Fultz for more information.**

115 Broad Street  
Martinsville, Virginia 24112

276.632.6401  
[Lisa@mhcchamber.com](mailto:Lisa@mhcchamber.com)

[Martinsville.com](http://Martinsville.com)



## A Guide for Small Business Startups and Expansions

*Encouraging small businesses to start, grow and expand in the City of Martinsville*

Grants  
Local Incentives  
Microloans  
Business Plan Competitions  
Training Subsidies

## A Quick Guide for Small Business Startups and Expansions

As with all cities in the Commonwealth, Martinsville and Henry County strive to create a positive small business and entrepreneurship environment;

and one way to do this is to help you navigate through the array of funding resources available to you.

Use this guide as a starting point to know what questions to ask as you start the process, then contact C-PEG for assistance, 276.632.6401.

*Encouraging small businesses to start, grow and expand in the City of Martinsville and Henry County.*

## Five Funding Areas

**Grants** ▪ **Local Incentives** ▪ **Microloans**  
**Business Plan Competitions** ▪ **Training Subsidies**

### Grants

**C-PEG's Small Business Grant Program**, considers projects that will improve facades, create jobs, support expansions and assist with training. Awards as low as \$500 and as high as \$50,000.

**Martinsville Uptown Revitalization Façade Renovation and Signage Matching Grant Program** helps businesses in the uptown area with façade expenses (upgrades to improve a business's streetview). Grant match awards may be up to \$4,000. Applicants must have an active Martinsville-Henry County Chamber of Commerce membership.

The Virginia Department for Small Business & Supplier Diversity has a grant program for qualified small businesses to help offset the costs of hiring and training new employees. This grant is a performance-based program designed to encourage small businesses to create jobs and spur economic development within the Commonwealth.

### Local Incentives

Local incentives are grouped under **Local Enterprise Zones**, offering qualified businesses with one or more of the following tax refunds: Real Estate and Machinery and Tools, along with one or more of the following: Building permit fee waived, investment tax credits and water, sewer and electric connection fees waived.

Plus other incentives on a case by case basis, such as discounted fiber optic networking services.

### Microloans

Microloans are a good consideration for startup companies with lower capital requirements and limited operating history. Most microloans provide a source of smaller loans that many banks are reluctant to service. Currently, there is one active Microloan Program in the community:

**George W. Lester II Microloan Program**, administered through C-PEG. Loans on average between \$500 and \$5,000, but not to exceed \$20,000.

### Business Plan Competition

**Startup Martinsville-Henry County, Virginia**, an eight week boot camp program, culminating into business plan competitions, where participants vie for a total of \$50,000 in grant funds and other prizes. The program also has a Grow boot camp, designed for growing business entities.

### Training Subsidies

West Piedmont Workforce Development Board may have funding available to businesses to help offset training expenses.