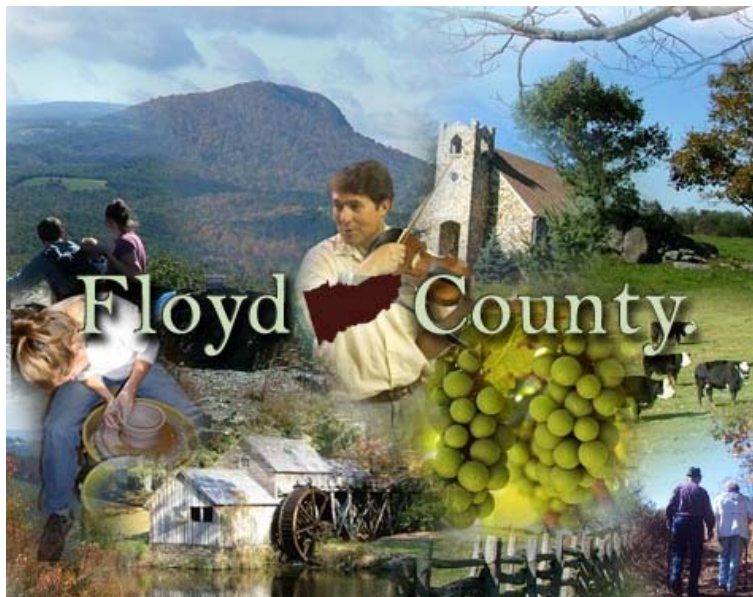


Floyd County Small Business Resource Directory



Updated September 2009

Office of Community and Economic Development
Lydeana Martin
540 745-9300
lmartin@floydcova.org
www.floydcova.org/business

Floyd County Small Business Resource Center*

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*Derived in part from New River Valley (NRV) Economic Development Resource Center
from the NRV Alliance and the Enterprise Fair Resource Directory from the Virginia
Department of Business Assistance

Business Planning/Development

Floyd County Community and Economic Development Office

Types of Assistance: County statistics and information, local economic development opportunities, business development land, business plan review, resource referral (free)

Lydeana Martin

P. O. Box 218

Floyd, Virginia 24091

ph 540 745-9300

fax 540 745-9305

e-mail: lmartin@floydcova.org

website: www.floydcova.org/business

Floyd County Chamber of Commerce

Types of Assistance: Information on existing businesses, maps, etc.

Sally Sagebiel

Executive Director

202 S. Locust St.

PO Box 510

Floyd, VA. 24091

ph 540-745-4465

e-mail: chamber@swva.net

website: www.visitfloyd.org

Town of Floyd

Responsibilities include: town budget and services, town ordinances, etc. Also, note that the Town has been awarded grant funds for downtown revitalization, including a revolving loan fund for companies creating jobs downtown.

Korene Thompson, Town Manager

Phone: 540 745-2565

Email: kthompson1@swva.net

New River Valley Small Business Development Center (“SBDC”)

Southwest Region SBDC

Types of Assistance: Business plan development, general business questions (free)

David Shanks

Director

6226 University Park Drive, Suite 2300

Radford, VA 24141

ph 540-831-7027

fax 540-831-6735

e-mail: dshanks@radford.edu

website: www.bac.radford.edu

Virginia Tech Business Technology Center

Types of Assistance: Research and planning assistance (fee-based)

Richard “Dick” Daugherty

Director

2000 Kraft Drive, Suite 2005

Blacksburg, VA 24060

ph 540-443-9290

fax 540-443-3534

e-mail: daugherty@vt.edu

website: www.pamplin.vt.edu/btc

Colleges & Universities Economic Development Offices

New River Community College

Types of Assistance: Workforce Training

Ron Chaffin

Vice President for Workforce Development

5251 College Drive

PO Box 1127

Dublin, VA 24084

ph 540-674-3613

fax 540-674-3649

e-mail: nrchaffr@nr.edu

website: www.nr.edu/workforce/

Virginia Tech Office of Economic Development

Types of Assistance: locating appropriate Virginia Tech contacts and resources

Dr. Theodore J. Settle

Director

702 University City Blvd (0373)

Blacksburg, Virginia 24061

ph 540-231-5278

fax 540-231-8850

e-mail: settle@vt.edu

website: www.econdev.vt.edu

Distribution/Logistic Support

Camrett Logistics

F. Wayne Blaylock
Manager
600 Newbern Road
Dublin, VA 24084
ph 540-674-8827
e-mail: wblaylock@camrett.com
website: www.camrett.com

Norfolk Southern

Dan L. Motley
Industrial Development Manager
110 Franklin Road SE
Roanoke, VA 24042-0012
ph 540-981-4586
fax 540-981-4226
e-mail: dlmotley@nscorp.com
website: www.nscorp.com

Volvo Logistics

Andy Lukoff
Vice President
7900 National Service Road, DR-42
Greensboro, NC 27409
ph 336-393-3865
fax 336-393-4751
e-mail: andy.lukoff@volvo.com
website: www.volvologistics.com

Elected and Appointed Local Officials

Floyd County Board of Supervisors

Responsibilities include: establishing County government budget to provide for services including education, emergency services, solid waste, etc.; adopt/revise local ordinances; make appointments to other local and regional boards; etc.

David Ingram, Chairman (Locust Grove District)

4933 Floyd Hwy N
Copper Hill, Virginia 24079
Phone: 540 651-6615

Jerry Boothe, Vice-Chairman (Courthouse District)

195 Storkers Knob Rd
Floyd, Virginia 24091
Phone: 540 745-2801

Virgil H. Allen (Little River District)

1984 Cannady School Rd SE
Floyd, Virginia 24091
Phone: 540 745-3261

William R. “Bill” Gardner, Jr. (Burks Fork District)

6500 Floyd Hwy S
Willis, Virginia 24091
Phone: 540 789-7946

Fred Gerald, (Indian Valley District)

994 Sutphin Road NW
Willis, Virginia 24380
Phone: 540 789-4421

Floyd County Administrator

Dan Campbell

P.O. Box 218
Floyd, Virginia 24091
Phone: 540 745-9300
FAX: 540 745-9305
Email: dcampbell@floydcova.org
www.floydcova.org

Floyd County Economic Development Authority

Responsibilities include: encouraging private investment and job creation; owns the Floyd Regional Commerce Center (with parcels available); may act as conduit for tax-exempt financing for qualifying manufacturing projects; may be able to assist or direct businesses to other financing opportunities, upon review of company's business plan.

Jack Russell, Chairman

548 Woodberry Rd SW
Meadows of Dan, Virginia 24120
Phone: 540 593-2011

jrussell@swva.net

Jon Beegle, Vice-Chairman

616 Deerfield Lane, NE
Floyd, VA 24091
Phone: 745-6508 (H) 745-6507 (W)

beegleland@swva.net

Laurence Wood, Secretary/Treasurer

P.O. Box 221
Floyd, Virginia 24091
Phone: 540 745-4215

Carr "Bo" Abernathy

1257 Moles Rd SW
Willis, VA 24380
Phone: 540 593-2169

abernathy@swva.net

April Hylton

344 Lumber Lane, NE
Floyd, VA 24091
Phone: (540) 745-2436

aghylton@vt.edu

Michael Maslaney

P.O. Box 908
Floyd, Virginia
Phone: 540 745-7434

mmaslaney@swva.net

Leon Moore

P.O. Box 57
Floyd, Virginia 24091
Phone: 540 745-2537

LMoore@bankoffloyd.com

Floyd-Floyd County Planning Commission

Responsibilities include: drafting plans and land use ordinances; reviewing proposed subdivisions of land.

Lydeana Martin, Subdivision Agent

Phone: 540 745-9359

Email: lmartin@floydcova.org

Floyd-Floyd County Public Service Authority

Responsibilities include: providing public water and wastewater in the Town of Floyd and immediate vicinity.

Elwood Holden, Director

Phone: 540 745-2169

Town of Floyd

Responsibilities include: town budget and services, town ordinances, etc. Also, note that the Town has been awarded grant funds for downtown revitalization, including a revolving loan fund for companies creating jobs downtown.

Korene Thompson, Town Manager

Phone: 540 745-2565

Email: kthompson1@swva.net

Incentives

Incentives for significant new job creation and private investment in the Commonwealth of Virginia may be available from two different sources. One is the local level (see Floyd County Community and Economic Development office above) and the other is at the state level (see “State Agencies”: the Virginia Economic Development Partnership and the Virginia Tobacco Commission).

Incubator Programs

Jacksonville Center

Types of Assistance: rural, cultural incubator program; educational/community center space; business assistance; alternative energy and energy efficiency information.

John McEnhill, Executive Director

220 Parkway Lane South

Floyd, VA 24091

ph 540-745-2784

e-mail: info@jacksonvillecenter.org

website: www.jacksonvillecenter.org

New River Valley Competitiveness Center

Types of Assistance: revolving loan fund, etc.

Yolanda Hunter

Incubator Manager

6580 Valley Center Drive

Radford, VA 24141

ph 540-633-6730

fax 540-633-6768

e-mail: yhunter@nrvdc.org

website: www.nrvdc.org/nrvcc.html

International Trade Assistance
(including Port of Entry #1412 & FTZ #238)

Allegheny Brokerage Company, Inc.

Jim Loux

President

New River Valley Airport

5389 CV Jackson Road, Suite 1

Dublin, VA 24084

ph 540-674-0900

fax 540-674-2700

e-mail: jloux@acustomsbroker.com

website: www.acustomsbroker.com

The Hipage Company Inc.

Matt Herring

Manager

251 West Main Street

Dublin VA 24084

ph 540-674-3916

fax 540-674-3917

e-mail: mherring@hipageco.com

website: www.hipageco.com

International Division of the Virginia Economic Development Partnership

Diane M. Thomas

International Trade Manager

16325 Taylor Place

Suite 300

Abingdon, VA 24211

ph 276-623-1536

fax 276-623-1542

e-mail: dthomas@yesvirginia.org

website: www.yesvirginia.org/International_Trade/Default.aspx

New River Valley Economic Development Alliance

Aric H. Bopp
Executive Director – Grantee for Foreign Trade Zone #238
6226 University Park Drive – Suite 2200
Radford, VA 24141
ph 540-267-0007
fax 540-267-0013
e-mail: abopp@nrvalliance.org
website: www.nrvalliance.org

Radford University International Trade Center (“RU ITC”)

David Denny
Director
6226 University Park Drive
Radford, VA 24141
ph 540-831-5212
fax 540-831-6735
e-mail: dwdenny@radford.edu
website: <http://btp.radford.edu/ba/itc.shtml>

Stellar Trade Support

Cornelia Steinert
Owner
4807 Colley Avenue
Suite 8
Norfolk, VA 23508
ph 757-489-0475
fax 757-489-4366
e-mail: corneliasteinert@hotmail.com

U.S. Customs Office for Port of Entry #1412

Michael N. Kirkpatrick
Port Director
New River Valley Airport
Route 100 North
Dublin, VA 24084
ph 540-674-4414
fax 540-674-4527
e-mail: michael.kirkpatrick@dhs.gov
website: www.dhs.gov

Lending Programs (Public or Non-profit)

LOCAL

Economic Development Authority of Floyd County

Types of Assistance: May be able to act as conduit for tax-exempt industrial revenue bonds, resulting in lower interest rates to manufacturers for expansions. May also direct to other financing or assistance. EDA also owns the local Floyd Regional Commerce Center which has parcels available.

Lydeana Martin, Community and Economic Development Director

lmartin@floydcova.org

Phone: 540 745-9300

Town of Floyd Revolving Loan Fund

For businesses creating jobs in the downtown revitalization area. Contact is Mike Maslaney, town manager, 540 745-2565.

REGIONAL/STATE

Natural Capital Investment Fund

Joe Brouse

304 228-3121

www.ncifund.org

Part of the Conservation Fund, this group is especially interested in “sustainable” projects and/or culturally-significant projects and downtowns.

New River Valley Revolving Loan Fund

Yolanda Hunter yhunter@nrvc.org.

(540) 633-6730

Can be used to finance expansions, capital purchases, or startup costs. These funds are offered at low interest rates which enable young and growing businesses to get funds that might not otherwise be available. These loans will be offered to those businesses locating in the facilities in the Incubator Network or those which are eligible to be in the facilities.

Ninth-District Revolving Loan Fund

For tourism-related businesses.

People, Incorporated of Southwest Virginia

1173 West Main Street

Abingdon, VA 24210

(540) 619-2251 Fax (540) 628-2931

E-Mail: philblack@naxs.net

www.noof.org

People, Inc.

Mark Mitchell, Director of Community Economic Development

(276) 619-2239

mmitchell@peopleinc.net

<http://www.peopleincorp.org/bdp.html>

BusinessStart microenterprise loans provide up to \$35,000 to start-up and existing businesses. Loan proceeds can be used for working capital, inventory, equipment, and property improvements.

Small Business Loans

Small business loans up to \$100,000 are often targeted to emerging businesses that wish to expand or stabilize operations.

Eligibility/Income Guidelines

Customers interested in applying for a loan may contact office for instructions. Must be a low to moderate income borrower, or must create jobs for low to moderate income people.

Small Business Administration

(www.sba.gov)

The SBA offers numerous loan programs to assist small businesses. It is important to note, however, that the SBA is primarily a guarantor of loans made by private and other institutions.

Virginia Community Capital

Local contact: Dawn H. DeHart (ddehart@vccva.org)

990 Cambria Street, NE

Christiansburg, VA 24073

PH: 540-797-2628

FX: 540-260-3164

ddehart@vccva.org

www.vacommunitycapital.org

VCC is interested in lending on smaller economic development projects and to emerging small businesses creating jobs in Virginia.

Virginia Small Business Financing Authority

Patty Thorne

804-371-8208

Patty.thorne@dba.virginia.gov

website: <http://www.dba.state.va.us/financing/>

Direct Lending: In partnership with banks and other lenders, we provide direct loans in economic development transactions. We also provide direct loans under

specific programs designed to promote environmental stewardship and assist licensed daycare centers and family home providers.

Indirect Lending: We provide loan guarantees or other types of credit enhancements to commercial banks in order to increase access to capital for businesses.

Conduit Financing: We are the statewide conduit issuer of tax-exempt industrial development bonds for manufacturers and 501c3 organizations

Virginia Economic Development Partnership – Finance

Types of Assistance: include information on State incentives for companies considering locating to Virginia.

Jerry Giles

Director of Finance

901 East Byrd Street

P.O. Box 798

Richmond, VA 23218-0798

ph 804-545-5703

fax 804-545-5701

e-mail: jgiles@yesvirginia.org

website: www.yesvirginia.org

Local Economic Development Office and Related

Floyd County Director of Community and Economic Development

Lydeana Martin

PO Box 218

Floyd, VA 24091

ph 540-745-9380

fax 540-745-9305

e-mail: lmartin@floydcova.org

website: www.floydcova.org

Town of Floyd

Korene Thompson, Town Manager

Phone: 540 745-2565

Email: kthompson1@swva.net

Floyd County Building Official

James Taylor

(and Erosion and Sediment Control)

PO Box 218

Floyd, VA 24091

ph 540-745-9380

fax 540-745-9305

e-mail: jwhitten@floydcova.org

website: www.floydcova.org

Floyd County Solid Waste and Recycling Director

Calvin Reed

Phone: 540 745-9371

Jessie Peterman Memorial Library (Floyd)

Cathy Whitten, Director

321 West Main Street

P.O. Box 69

Floyd, VA 24091

Phone: (540) 745-2947

Fax: (540) 745-4750

Email: cwhitten@mfrl.org

www.mfrl.org

Regional Economic Development Organizations

New River Valley Economic Development Alliance

Aric H. Bopp
Executive Director
6226 University Park Drive – Suite 2200
Radford, VA 24141
ph 540-267-0007
fax 540-267-0013
e-mail: abopp@nrvalliance.org
website: www.nrvalliance.org

Research Assistance

New River Valley Planning District Commission (“NRVPDC”)

Dave Rundgren, Executive Director
6580 Valley Center Drive – Suite 124
Radford, VA 24141
ph 540-639-9313
fax 540-831-6093
e-mail: dave.nrvpdc@nrvdc.org
website: www.nrvdc.org

Virginia Economic Bridge (“VEB”)

Carl E. Mitchell, M.S., President
6226 University Park Drive – Suite 1200
Radford, VA 24141
ph 540-831-6398
fax 540-831-6397
e-mail: cmitchel@radford.edu
website: www.virginiaeconomicbridge.org

Virginia Tech Office of Economic Development

Dr. Theodore J. Settle, Director
702 University City Blvd (0373)
Blacksburg, Virginia 24061
ph 540-231-5278
fax 540-231-8850
e-mail: settle@vt.edu
website: www.econdev.vt.edu

Weldon Cooper Center for Public Service

website: www.coopercenter.org

Retail/Commercial/Downtown Development Organizations

Floyd County Chamber of Commerce

Types of Assistance: Information on existing businesses, maps, etc.

Sally Sagebiel

Executive Director

202 S. Locust St.

PO Box 510

Floyd, VA. 24091

ph 540-745-4465

e-mail: chamber@swva.net

website: www.visitfloyd.org

Partnership for Floyd

Types of Assistance: Information on current community projects that the group is working on.

Kamala Bauers

Program Manager

ph 540-745-4216

e-mail: kbauers@WallResidences.com

State/Federal Agencies

Virginia Cooperative Extension

Dawn Barnes, Senior Agent

Jon Vest, Agricultural Agent through mid-June 2007

540-745-9307

Email: lbarnes@vt.edu

Website: www.ext.vt.edu/

Department of Environmental Quality (“DEQ”)

Dr. Michael J. Scanlan

Air Permit Manager

3019 Peters Creek Road

Roanoke, VA 24019

ph 540-562-6723

fax 540-562-6729

e-mail: mjscanlan@deq.virginia.gov

website: www.deq.virginia.gov

USDA Rural Development

Travis Jackson

Area Director

75 Hampton Boulevard

Christiansburg, VA 24073–2707

ph 540-382-0267 x117

fax 540-381-5604

e-mail: travis.jackson@va.usda.gov

website: <http://www.rurdev.usda.gov/va/offices/christians.htm>

Virginia Department of Business Assistance (“DBA”)

Sandy Ratliff

Business Services Manager

Virginia Department of Business Assistance

468 East Main St.

Abingdon, VA .24210

ph 276-676-3768

fax 276-676-5575

e-mail: sandy.ratliff@dba.virginia.gov

website: www.dba.virginia.gov

Virginia Economic Development Partnership (“VEDP”)

Laura Leigh Savage

Project Manager/Regional Liaison

901 East Byrd Street

P.O. Box 798

Richmond, VA 23218-0798

ph 804-545-5744
fax 804-545-5701
e-mail: lsavage@yesvirginia.org
website: www.yesvirginia.org

Virginia Department of Transportation (“VDOT”)

Bob Beasley
Residency Administrator
Hillsville, Virginia
ph 276-728-2813
e-mail: Robert.Beasley@vdot.virginia.gov
website: www.virginiadot.org

Virginia Department of Rail and Public Transportation

Kevin B. Page
Director of Rail Transportation
1313 East Main Street
Suite 300
Richmond, VA 23219
ph 804-786-3963
fax 804-225-2664
e-mail: kevin.page@drpt.virginia.gov
website: www.drpt.virginia.gov

Virginia Manufacturer’s Association

Brett A. Vassey
President & CEO
1108 E. Main St., Suite 700
Richmond, VA 23219-2805
ph 804-643-7489
fax 804-780-3853
e-mail: bvassey@vamanufacturers.com
website: www.vamanufacturers.com

Virginia Center for Innovative Technology

Dr. Gary R. Atkinson
Regional Director – Western Virginia Region
2214 Rock Hill Road, Suite 600
Herndon, VA 20170-4228
ph 540-776-2726
e-mail: gary@cit.org
website: www.cit.org

Tourism

Blue Ridge Travel Association of Virginia

Linda Crigger, Executive Director
Phone: 540 980-2020
Fax: 540 980-2207
Email: lcigger@virginiablueridge.org
www.virginiablueridge.org

The Crooked Road

Bill Smith, Executive Director
851 French Moore Jr Blvd, Suite 174
Abingdon, Virginia 24210
Phone (administrative): 276-492-2085
General Visitor Info: 866 686-6874
Email: hwsmith@thecrookedroad.org
www.thecrookedroad.org

Floyd County Community and Economic Development

Lydeana Martin, Director
PO Box 218
Floyd, VA 24091
ph 540-745-9380
fax 540-745-9305
e-mail: lmartin@floydcova.org
website: www.floydcova.org/visitor

Jacksonville Center for the Arts

220 Parkway Lane South
Floyd, VA 24091
ph 540-745-2784
e-mail: david@jacksonvillecenter.org
website: www.jacksonvillecenter.org

Round the Mountain: Southwest Virginia's Artisan Network

Diana Blackburn, Director
851 French Moore Jr. Boulevard – Suite 173
Abingdon, VA 24210
Phone: 276 492-2080
Fax: 276 698-3070
Email: dblackburn@roundthemountain.org
www.roundthemountain.org

Virginia Tourism Corporation

Randall Rose, Tourism Development Specialist

125 Deer Trail Circle

North Tazewell, VA 24630

Phone 276-988-6067

Mobile: 276-730-4717

Email: rose@virginia.org

www.virginia.org (consumer website)

www.vatc.org (industry website)

U.S. Government Property/Programs

Radford Army Ammunition Plant Development

Managed by the New River Valley Economic Development Alliance

David W. (Dave) Ratcliff

Senior Program Manager RFAAP ARMS

6226 University Park Drive – Suite 2200

Radford, VA 24141

ph 540-267-0007

fax 540-267-0013

e-mail: dratcliff@nrvalliance.org

website: www.rfaap.com

Utility Providers

Appalachian Power (“AEP”)

David Bennett

Project Manager

4600 Newbern Road

Pulaski, VA 24301

ph 540-994-1133

fax 540-994-1319

e-mail: dlbennett@aep.com

website: www.aep.com

Atmos Energy

Michael Vallet

Manager

PO Box 1208

Radford, VA 24141

ph 540-639-1120

e-mail: michael.vallet@atmosenergy.com

website: www.atmosenergy.com

Citizens

S Joy Gardner

Key Account Sales Consultant

220 Webbs Mill Rd

Floyd VA 24091

Ph 540 745-2111

Fax: 540-745-3791

Email: joygardner@citizens.coop

Website: www.citizens.coop

Norfolk Southern

Mr. Dan L. Motley

Industrial Development Manager

110 Franklin Road SE

Roanoke, VA 24042-0012

ph 540-981-4586

fax 540-981-4226

e-mail: dlmotley@nscorp.com

website: www.nscorp.com

Workforce Development/Services

Floyd County High School

Barry Hollandsworth, Principal

721 Baker Street SW

Floyd, Virginia 24091

Phone: 540 745-9450

FAX: 540 745-9481

Email: hollandsworthb@floyd.k12.va.us

www.floyd.k12.va.us

New River Community College (“NRCC”)

Ron Chaffin

Vice President for Workforce Development

5251 College Drive

PO Box 1127

Dublin, VA 24084

ph 540-674-3613

fax 540-674-3649

e-mail: nrchafr@nr.edu

website: www.nr.edu/workforce/

Virginia Employment Commission (“VEC”)

Perry Cole

Manager

206 Third Avenue

Radford, VA 24141-4767

ph 540-831-4127

fax 540-831-6137

e-mail: perry.cole@vec.virginia.gov

website: www.vaemploy.com

Virginia Department of Business Assistance – Workforce Services

Stephanie Taylor

Project Manager

VA Highlands Small Business Incubator

851 French Moore Jr. Blvd, Suite 110

Abingdon, VA 24210

ph 276-676-5571

fax 276-676-5575

e-mail: stephanie.taylor@dba.virginia.gov

website: www.dba.virginia.gov

New River/Mt. Rogers Workforce Investment Board (“WIB”)

Ronnie Martin (or Marty Holliday)

Executive Director

6580 Valley Center Drive – Suite 119

Radford, VA 24141

ph 540-633-6764

fax 540-633-2502

e-mail: rmartin@nrvc.org (mholliday@nrvc.org)

website: www.nrmrwib.org

Virginia Tech – Outreach Program Development

Jeri Childers

Director

702 University City Blvd (0364)

Blacksburg, VA 24061

ph 540-231-9982

e-mail: jlc@vt.edu

website: www.outreach.vt.edu

*For More Information, please contact Lydeana Martin at 540 745-9300.
www.floydcova.org/business*