



ISLE OF WIGHT COUNTY EXISTING BUSINESS OUTREACH PROGRAM

helping businesses put down roots and grow!

Existing businesses are one of Isle of Wight County's most valuable assets. That's why the Economic Development staff is committed to the retention and expansion of businesses within the County. It is our goal to help existing businesses thrive, become more competitive and expand within the community. The fact is, national research shows that 60-80% of all new jobs are created by existing businesses and that means when you thrive, so does Isle of Wight County. Together we are building relationships for business success!

BUSINESS OUTREACH & ADVOCACY

Staff reaches out to businesses via face-to-face meetings, new business welcome packets, phone calls, emails, events, newsletters, website and social media. Staff serves as a liaison between County departments to navigate the development and permitting process by coordinating monthly pre-application meetings allowing applicants to get feedback on projects from Planning and Zoning, Inspections, Utilities, Stormwater and Economic Development representatives.

BUSINESS RESOURCES

Staff maintains close ties with professionals who provide counseling and business support services. Our network of consultants is available to provide assistance on a variety of topics including:

- Business Planning
- Financing
- Marketing
- Workforce Development
- Government Contracting
- Website development/Social Media

EXPANSION & RELOCATION ASSISTANCE

Is your business growing and in need of additional space? Staff maintains a database of available commercial properties and assists new and expanding businesses with finding the best location for their business.

BUSINESS NETWORKING & EDUCATION

Staff promotes regional small business workshops and also hosts events with state and regional partners. Check our online calendar of events for more info.

MARKETING

Economic Development helps promote local businesses in the following ways:

- Free Local Business List on the Economic Development website
- Small Business Spotlight in Dept. Newsletter
- One-on-One analysis of marketing opportunities
- Prepare press releases and inform media of business activity
- Sharing posts/tweets on social media

BUSINESS INCENTIVES

A variety of state and local incentives could be available to businesses locating in the County depending on the level of investment or location.

- Façades Improvement Matching Grants (Historic Downtown Smithfield)
- Arts and Cultural District (Smithfield)
- Tourism Zone (Windsor)
- Virginia Enterprise Zone
- Port of Virginia Grants
- Foreign Trade Zone
- Economic Development Incentive Grant
- Rehabilitated Real Estate Tax Exemption
- Commonwealth Opportunity Fund
- Agriculture & Forestry Industries Development Fund (AFID)

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