

Growing Together

Pathways to Business Renewal & Expansion

A series of 4 workshops designed to strengthen the region's economic vitality
Expert and practical advice about growth strategies to re-gain and/or expand sales & profits

Who should attend: → owners/managers of established manufacturing, agricultural, and B2B service firms
→ economic/business development professionals and technical assistance providers

Time/Format: 8:30—11:30am at alternating, valley-central locations (see workshop schedule below)
Presentations by topic experts, panels of practitioners, and time for Q&A

Cost: \$0.00 — free [thanks to our sponsoring organizations]


For more information: visit www.ValleySBDC.org/growing-together


Register to ensure a seat by calling the Shenandoah Valley SBDC at (540) 568-3227 or visiting their website www.ValleySBDC.org

Thurs, Feb 28: HUB-ZONES

Everything you may not have known to ask about the Historically Underutilized Business census tracts
In Waynesboro, Harrisonburg, Lexington and Luray/Page County
WHERE: Solutions Place, 1 Solutions Way, Waynesboro, VA

 **Thurs, Mar 28: SELLING TO THE GOVERNMENT** (federal, state, and/or local):
How to develop and fulfill government orders (contracts) for all types of products and services
WHERE: Augusta County Government Center, Verona, VA

 **Thurs, Apr 25: EXPANSION TO GLOBAL MARKETS**
Why, when and how a firm might choose to make international sales part of its business growth strategy
WHERE: Solutions Place, 1 Solutions Way, Waynesboro, VA

 **Thurs, May 30: FROM IDEA TO MARKET**
The steps to Innovation Excellence, from encouraging product and process creation to commercialization
WHERE: Augusta County Government Center, Verona, VA

Sponsoring Organizations:



Planning Partners: Shenandoah Valley SBDC, Augusta County Dept. of Economic Development,
City of Waynesboro Economic Development, REO Distribution, Shenandoah Valley Partnership