

Longwood SBDC COVID-19 Numbers

- ▶ 195 COVID-19 Specific Small Business Client Consultations.
- ▶ 192% Increase year to date over 2019 in requests for consulting assistance.
- ▶ \$1.4 MILLION in COVID-19 relief funds accessed and received by SBDC clients.
- ▶ 158 Jobs stabilized by relief efforts.
- ▶ 14 Community Information Sessions and Training Sessions via Zoom for 195 participants.

South Boston's Small Business Emergency Loan Fund

- ▶ The Town of South Boston and Destination Downtown South Boston have partnered to form a \$250,000 loan pool to support small business needs during this time of economic uncertainty.
- ▶ This fund offers businesses loans up to \$5,000 that will be repayable over three years at 0% interest. The first six months payments will be deferred with the loan to be paid off over the next 30 months.

Emergency Loan and Grant Fund Created to Assist Small Businesses in the City of Danville

- ▶ The Danville Office of Economic Development today announced the creation of new funding tools for small businesses in partnership with the River District Association (RDA) and Longwood Small Business Development Center (SBDC).
- ▶ The first is the Small Business Emergency Loan Program, which provides zero- and low-interest loans of up to \$20,000 (deferred 90 days) that businesses can use toward working capital, marketing and inventory.

Two Additional Micro-Grant Programs, in Partnership with the RDA and the IDA

- ▶ The first program, The Marketing and E-commerce Matching Grant provides up to \$500 toward paid marketing and e-commerce updates.
- ▶ The second program, The Small Business Rent Relief Grant, provides up to \$3,000 to cover one month's rent. Both grant programs are provided on a reimbursement basis.

Smart Adaptations Before You Reopen Your Dining Room

- ▶ This workshop provides information that restaurants need in order to safely reopen their dining rooms.
- ▶ For instance, when dine-in service resumes, what measures need to be in place to maximize the safety of both employees and guests? What tactics can be used to consciously and subconsciously signal to guests that the restaurant is safe and inviting?
- ▶ Please join Dr. Vincent Magnini, Ph.D. & Carol Simon, MBA,
▶ via ZOOM for this informative virtual session.
- ▶ Presented in 3 time slots in May for your convenience!

Where Do We Go From Here?

- ▶ The role of this program is to help those business and community leaders in our service area “see” what is coming and create the conditions that will assist and optimize the production of goods and the delivery of services when the lockdowns of today pass.
- ▶ To do so the program will have three principal efforts:
 - ▶ 1) Conduct listening and conversational sessions with an ear to discern what the future may look like, to gauge what the ‘new normal’ will be.
 - ▶ 2) Assist each business owner or leader to best define what role(s) their organization will play in the near and long term.
 - ▶ 3) Help each entity implement the plans associated with those defined roles.
- ▶ The meetings will be conducted using Google Zoom starting in May.

Additional Consultants

- ▶ The Longwood SBDC will be adding three consultants to our team assist with the counseling demand during and after the COVID-19 crisis.
- ▶ Michael Duncan - serial entrepreneur and business consultant
- ▶ Ilisa Loeser - CEO of Letterpress Communications
- ▶ Katherine Beale - former operations and retail store manager