



Business Accelerator: Expanding Business Ecosystems (EBE)

Capital Readiness & Scaling with Government Contracting

The EBE Business Accelerator Program is a ten (10) week course designed to empower entrepreneurs with the skills and knowledge necessary to launch or scale their existing businesses. Participants will learn about capital readiness, government programs supporting small businesses, workforce development, and strategic marketing. The program includes hands-on modules, expert-led sessions, and comprehensive support networks to ensure a transformative learning experience.

Our Mission

The Virginia Black Chamber of Commerce (VABCC) promotes economic prosperity and sustainability among small businesses throughout the state of Virginia.

Our mission is to build a sustainable business ecosystem that encourages growth, champions innovation, and facilitates opportunities for black businesses to thrive.

Why Partner With Us



Business Training & Development

We are committed to providing viable solutions that catapult small businesses forward and increase operational efficiencies.



Relationship Building through Networking & Mentorship

Networking can spark valuable partnerships, collaborations, and referrals boosting small business revenue and the overall economy.



Amplify Business Visibility

Consumers often see an association with the Chamber as a mark of reliability and integrity inevitably increasing their visibility.

Coursework

Strategic Business Planning

- The Business Model Canvas (BMC)
- Capital Readiness Part I: Capacity Building
- Finance, Profitability, and Sustainability

Revenue Growth & Market Expansion

- Increasing Business Revenue with Government Contracting
- Accelerated Strategic Marketing
- Persuasive Conversations & Pitching Your Business

Operational Excellence & Optimization

- Optimizing Business Systems
- Workforce Development
- Capital Readiness Part II: Access to Networks

Personal and Professional Leadership

- Balancing Business & Self-Care
- Building Your Network
- Scalability and Growth through Mentorship

Contact Us

 (540) 216-0021

 www.vablackchamber.org
 info@vablackchamber.org



VIRGINIA
BLACK CHAMBER

Applications are Now Open!



Visit the Website for Upcoming Start Dates

Program Funded In Part By:



VIRGINIA ALLIANCE
FOR BUSINESS, COMMERCE,
AND COMMUNITIES FOUNDATION



GROWTH & OPPORTUNITY
IN EVERY SECTOR

ECONOMIC DEVELOPMENT—
STAFFORD
Virginia

CRP Capital
Readiness
Program

Topics Include:



Capital Readiness

Prepare your business to access funding and investment opportunities. Learn how to strengthen your financial foundation, improve creditworthiness, and position your company to secure capital for growth and expansion.



Government Contracting

Gain insights on navigating the contracting process, understanding certifications, and leveraging resources to win local, state, private and federal contracts.



Workforce Development

Build, train, and retain a skilled workforce. Explore strategies for talent acquisition, employee development, and leadership building to ensure your business stays competitive in a changing marketplace.

Strategic Business Plan

Transform your vision into action. Develop a clear business strategy, master marketing tactics, and enhance sales techniques to grow your customer base, increase sales, and sustain long-term success.



Eligibility Requirements:

- ☒ VABCC Chamber Member
- ☒ Must Complete the EBE Online Application
- ☒ Must Attend One EBE Information Session
- ☒ Must Be a Registered Business In Good Standing
- ☒ Have a Scalable Business
- ☒ Commit to 10 Weeks of Virtual Learning
- ☒ Commitment to Engaging with Cohort Peers
- ☒ Must be Open to Mentorship, Feedback and Accountability

Exclusive Cohort Benefits

- Pitch your business for a chance to receive grant funding.
- Graduates earn a \$400 credit toward a one-year VABCC membership renewal.



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EXPANDING BUSINESS ECOSYSTEMS
BUSINESS ACCELERATOR PROGRAM

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GRADUATES EARN A \$400 CREDIT
TOWARDS A ONE-YEAR VABCC
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