



**Southern Virginia Region
February 26, 2026
Small-Scale Development Workshop:
Sponsorship Opportunities**



Hosted by





DEAR PARTNER,

The future of Southern Virginia should be built by the people who love it most: local entrepreneurs deeply invested in their neighborhoods. We're introducing a partnership opportunity that aligns directly with your commitment to fostering vibrant, sustainable communities throughout the region.

The Incremental Development Alliance, in partnership with the City of Danville and Virginia Housing, is hosting a Small-Scale Development Workshop on February 26, 2026. This one-day intensive training brings together the entire real estate ecosystem – aspiring developers, lenders, architects, city staff, business leaders, contractors, and community champions – to understand how small-scale projects can transform neighborhoods. For sponsors, this means positioning your organization at the center of Danville's next wave of neighborhood revitalization while building relationships with future clients, qualified borrowers, skilled partners, and community leaders.

Southern Virginia is at a pivotal moment. Southern Virginia has announced 4,800 jobs since 2015 but has an accessible housing deficit - a gap that's forcing workers to live out of state. Small-scale development by local entrepreneurs offers the fastest, most sustainable path to closing this gap, but the region needs trained developers, supportive lenders, and coordinated planning.

Our workshop addresses this opportunity by training the full ecosystem in project formation, financial analysis, zoning fundamentals, and market research. With 9,000+ alumni across 33 states, our proven model creates lasting impact – workshop participants become the architects, lenders, contractors, and developers who will build Danville's future.

The local host committee responsible for outreach and inviting critical stakeholders to this initiative includes members from: Halifax County, Mecklenburg County, Pittsylvania County, Henry County, and Patrick and Henry County, Danville Pittsylvania County Chamber of Commerce, Southern Virginia Regional Alliance, and the Martinsville-Henry County Chamber of Commerce.

We've designed flexible partnership options with benefits including logo recognition, speaking opportunities, networking access, and direct connection to participants who will shape Southern Virginia's development landscape for decades to come. We invite you to partner with us in showing Virginia how communities can empower their own residents to build wealth, strengthen neighborhoods, and create sustainable pathways to homeownership.

Sincerely,

Alli Thurmond Quinlan
Executive Director
Incremental Development Alliance

Samantha Bagbey
Economic Development Project Manager
City of Danville Economic Development & Tourism



Sponsorship Options

SUPPORTING SPONSORS - Multiple tiers available



Premier Sponsor - \$10,000

- Premium logo placement
- Newsletter recognition (8k+)
- Access to participant contact lists
- 5 complimentary tickets to workshop
- Speaking opportunity at event
- Verbal recognition in open remarks
- Company collateral on registration table
- Six-month IncDev membership



Gold Sponsor - \$5,000

- Logo recognition on materials
- Newsletter recognition (8k+)
- Speaking opportunity at workshop
- 3 complimentary workshop tickets



Silver Sponsor - \$2,500

- Logo recognition on materials
- 1 complimentary ticket to project pitch day
- Access to networking events



Community Supporter - \$500-\$1,000

- Logo recognition (print, web, email to 8k+)
- 1 complimentary ticket to workshop



Contact
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