



NEWS RELEASE | ECONOMIC DEVELOPMENT & TOURISM

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Thursday, April 30, 2026

City hosts Southern Virginia Business and Procurement Experience

The Danville Office of Economic Development & Tourism (DOEDT) hosted the Southern Virginia Business and Procurement Experience on Thursday, April 30, 2026, at the Institute for Advanced Learning & Research.

Branded as “Launch and Leverage | Big Moves for Small Businesses,” the event was designed to equip local and regional businesses with the tools, knowledge, and connections needed to grow and compete for larger opportunities. Programming focused on how to obtain contracts with large agencies and government entities, navigate the SWaM (Small, Women-, and Minority-owned Business) certification process, identify funding opportunities, access capital, and leverage local business support resources.

The event also featured an interactive passport experience, allowing attendees to visit participating vendors and resource tables. Completed passports were redeemed for giveaway items, including branded swag and entry into a drawing for a \$1,000 grant prize, provided by the DOEDT. Over 20 vendors and local resources were available, including Atlantic Union Bank, Piedmont Broadcasting Corporation, Microporous, Caesars Virginia, the City of Danville Planning Division, and more.

“Our small businesses are the heart of this community,” said Samantha Bagbey, DOEDT Project Manager. “We are committed to giving them the tools and connections they need to thrive, because when they succeed, all of Southern Virginia moves forward.”

The event offered presentations on securing business funding, understanding insurance and bonding requirements, and successfully navigating government purchasing procedures.

Karen White, Regional Lending Manager for the Virginia Small Business Financing Authority (VSBFA), delivered her session, *Funded & Fearless: Your Guide to Smarter Business Financing*, where she walked participants through how to position their goals for greater success when seeking funding from lenders.

Robert Jones of Bearing Insurance discussed the importance of insurance, bonding, and provided an overview of the bid process. Joshua Makely, Owner of Circini Parallax LLC, closed the day with his presentation on federal and state/local procurement, *From Commercial to GovCon 101*.

To learn more about upcoming training opportunities and workshops for small businesses, visit <https://www.discoverdanville.com/discover-danville-va-for-your-business-resources/>

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About the Danville Office of Economic Development & Tourism

The Danville Office of Economic Development & Tourism drives the city's growth by recruiting and retaining businesses, supporting small business development, and fostering a dynamic environment for investment. The office also promotes Danville as a vibrant destination, showcasing the region's unique attractions, events, and visitor experiences. The DOEDT works to strengthen the local economy and enhance quality of life for residents, businesses, and visitors alike. Learn more at www.discoverdanville.com.