



NEWS RELEASE | ECONOMIC DEVELOPMENT & TOURISM

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Reminder: City to host procurement experience for entrepreneurs and small business owners

The Danville Office of Economic Development & Tourism (DOEDT) will host the Southern Virginia Business and Procurement Experience on Thursday, April 30, 2026, at the Institute for Advanced Learning & Research, 150 Slayton Avenue, Danville.

Branded as “Launch and Leverage | Big Moves for Small Businesses,” the event is designed to equip local and regional businesses with the tools, knowledge, and connections needed to grow and compete for larger opportunities.

This year’s programming will highlight:

- Strategies for securing contracts with major agencies and government entities
- Guidance on navigating the SWaM (Small, Women-, and Minority-owned Business) certification process
- Identifying funding opportunities and accessing capital
- Leveraging local and regional business support resources

Featured speakers include Joshua Makely, Owner of Circini Parallax LLC, Robert Jones, Insurance Advisor for Bearing Insurance, and Karen White, Regional Lending Manager for the Virginia Small Business Financing Authority (VSBFA).

More than 20 local vendors will be on-site to engage with attendees, including Microporous, Caesars Virginia, representatives from local hotel development projects, WB Alloys, Piedmont Broadcasting, the City of Danville Planning Division, the Commissioner of the Revenue Office of Danville, and others.

Carol Henley, City of Danville Division Director of Purchasing, stated, “I always get excited when we have positive interaction with vendors. If you are a small, minority, and women-owned business seeking to grow their business by obtaining certification and securing contracts, this event is for you. If you are a local business looking to get their foot in the door with large industries

and government entities, this event is also for you! Networking and direct access paired with educational workshops and contract opportunities check the boxes on why you do not want to miss this event!”

To encourage engagement, the event will feature an interactive passport experience, allowing attendees to visit participating vendors and resource tables. Completed passports can be redeemed for giveaway items, including branded swag and entry into a drawing for a \$1,000 grant prize.

The event will take place from 9am-2pm. Cost to attend is free, but registration is required.

- Interested businesses can register at <https://forms.office.com/r/gcrgG296aK>.
- Vendors and local resource organizations can register at <https://forms.office.com/r/MrUPez8vPV>
- Businesses interested in sponsoring the event should contact Samantha Bagbey, DOEDT Project Manager, at Samantha.bagbey@discoverdanville.com or 434.793.1753.

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.