



**Petersburg Entrepreneurial Ecosystem Builders (PEEB)  
Presents Business Appreciation Month**

**Wednesday, May 1<sup>st</sup> (11:30 am – 1:30 pm)  
Women in Business Luncheon  
Country Club of Petersburg  
1250 Flank Rd., Petersburg, VA 23805**

Most widely known for her work on The Fresh Prince of Bel Air, in Petersburg we know Daphne for her impact on the arts, the community and now as a successful entrepreneur. Join us to network and hear from Daphne about her experiences and reflections. It's Kentucky Derby Week, so wear your boldest and best spring hat to be entered into a drawing for fabulous prizes!

Register at: [www.petersburgchamber.com/events](http://www.petersburgchamber.com/events)

**Wednesday, May 1<sup>st</sup> (5:00 pm – 7:30 pm)  
Business Appreciation Celebration  
Union Train Station  
103 River St., Petersburg, Virginia 23803**

An evening to celebrate the vibrant business community in Petersburg! Meet City officials, members of the Economic Development Authority, and mingle with your peers. We will cap off the evening by honoring a few of the many achievements, innovation and vision of outstanding Petersburg companies and individuals.

For Petersburg Businesses

**Wednesday, May 8<sup>th</sup> (10:00 am – 12:00 pm)  
Marketing Essentials for Your Business  
Petersburg Public Library  
201 W. Washington St., Petersburg, VA 23803**

What goes into building the foundation of a business's marketing strategy? There are five key elements you must include, and we'll go through them here. One of a four-part series, this program is ideal for early stage businesses or to serve as a "refresher" for more established businesses.

Register at: [www.petersburgchamber.com/events](http://www.petersburgchamber.com/events)

**Wednesday, May 15<sup>th</sup> (9:30 am – 12:30 pm)  
Doing Business with The Commonwealth  
The Cameron Foundation  
228 S. Sycamore St., Petersburg, VA 23803**

EVa, the Commonwealth's electronic procurement portal, is one of the most powerful market research tools when selling to any state agency. You'll also learn about SWaM and Micro business certifications and how they can give you a competitive advantage in the marketplace.

Register at: [www.sbsd.virginia.gov/business-development](http://www.sbsd.virginia.gov/business-development)

**Wednesday, May 22<sup>nd</sup> (9:00 am – 11:30 am)  
Business Plan Overview & Financial Options for Your  
Small Business  
Crater Small Business Development Center  
1964 Wakefield St., Petersburg, VA 23805**

If you are thinking of starting, or have a small business, and want to learn how to write a business plan and learn about financial options, this free workshop is for you! Some of the topics will be:

- Evaluating your entrepreneurial abilities
- Tips to prepare and present a business plan
- Marketing strategies

Register at: [www.sbdc-longwood.com/training](http://www.sbdc-longwood.com/training) (Required)

**Thursday, May 30<sup>th</sup> (1:00 pm – 3:00 pm)  
Start Smart – Develop Your Business Model  
VSU Center for Entrepreneurship  
RFL School of Business, Singleton Hall, 23806**

Over 1 million businesses are started each year, but the harsh reality is only about 20 percent survive past the first year. We will prepare you to start a successful business by helping you evaluate your entrepreneurial abilities, creating a feasibility study, identifying your BVP and customer segments, and giving practical tips about starting a business plan.

Register at: [www.petersburgchamber.com/events](http://www.petersburgchamber.com/events)

For additional information please call: (804) 733-8131 or (804) 733-2300, Ext. 2812

