**Welcome to the Fairfax CORE Resource Partner Sign-Up Form**

***Connecting Opportunities and Resources for Entrepreneurs***

Thanks for your interest in joining Fairfax CORE, the online resource to link entrepreneurs and business owners at all stages with the programs and organizations, like yours, that can help them. Fairfax CORE is a collaborative effort bringing together the abundance of resources serving businesses in Fairfax County, including the towns of Clifton, Herndon, and Vienna, and Fairfax City into one easy to navigate portal.

Organizations that provide direct services to help businesses start and grow at no or very low costs are invited to join Fairfax CORE. Partnership benefits include promoting your organization’s entrepreneurship-related services and events and connecting you with potential clients.

For your convenience, you may wish to use this fillable Word document to create a rough draft for your organization’s internal discussion. Once you have finalized your content, please [complete your online profile.](https://gcc02.safelinks.protection.outlook.com/?url=https%3A%2F%2Ffairfaxcore.com%2Fpartners%2Fsignup%2F&data=05%7C01%7CMeaghan.Kiefer%40fairfaxcounty.gov%7C6e612ef8c5d14058e97d08db8889c9c2%7Ca26156cb5d6f41729d7d934eb0a7b275%7C0%7C0%7C638253897627323873%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C3000%7C%7C%7C&sdata=GyljbRWgO9yESukFadYAOmYYwE6hKnOZbHeROdCAOh8%3D&reserved=0)

**If you have questions or feedback or you need more information, email** [**Fairfaxcore@fairfaxcounty.gov**](mailto:us%E2%80%AFFairfaxcore@fairfaxcounty.gov)

**Organization Name \***

Organization Name \*

**Contact Information \***

First Name \*

Last Name \*

Business Phone \*

Ext

Email \*

**Location \***

Address Line 1 \*

Address Line 2

City \*

State \*

Zip \*

**On The Web \***

Website \*

Organization Facebook Page (Ex: [https://www.facebook.com/account)](http://www.facebook.com/account))

Organization Twitter Page (Ex: https://twitter.com/account)

Organization LinkedIn Page (Ex: [https://www.linkedin.com/in/account)](http://www.linkedin.com/in/account))

Organization Instagram Page (Ex: [https://www.instagram.com/account)](http://www.instagram.com/account))

**Quick Description \***

Your quick description will be displayed in the directory listing.

(250 characters remaining)

**Full Description \***

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| Visual |  | Text |

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Your full description will be displayed on your profile page.

**Logo**

Choose File

No file chosen

Logo restrictions: the image must be a jpeg, gif or png and no larger than 1mb in size.

# Overview

Some organizations **support** all types of entrepreneurs and business owners, others **specialize** in serving only specific sub-groups. In each category below,

please check the types of clients which you provide direct technical services for. Please mark all that apply, see below for an example.

|  |  |  |
| --- | --- | --- |
| **Example** | | |
| **Support** | **Specialize** | **Description** |
|  |  | Your organization provides this option |
|  |  | Your organization specializes in providing this option |
|  |  | Your organization does not provide this option |

Opportunity Populations

If your organization Specializes in serving one or more of the following audiences, please indicate that below.

|  |  |
| --- | --- |
| **Specialize** | **Opportunity Populations** |
|  | Asian |
|  | Black or African American |
|  | Hispanic |
|  | Immigrant |
|  | LGBTQIA |

|  |  |
| --- | --- |
|  | Middle Eastern North African |
|  | Native American |
|  | People with Disabilities |
|  | Refugee |
|  | Returning Citizens |
|  | Veteran |
|  | Woman |
|  | Youth |

Business Type

Select the types of business your organization serves.

|  |  |  |
| --- | --- | --- |
| **Support** | **Specialize** | **Business Type** |
|  |  | Innovation-led |
|  |  | Main Street |
|  |  | Microenterprise |

|  |  |  |
| --- | --- | --- |
|  |  | Second Stage |

**What is your primary type of business served? Useful for publication purposes (**[**example**](https://www.joinsourcelink.com/docs/default-source/sourcefinder-examples/kcsourcelink-resource-rail-print.pdf)**).**

Business Stage

Select the stages of business your organization serves.

|  |  |  |
| --- | --- | --- |
| **Support** | **Specialize** | **Business Stage** |
|  |  | Growth / Expansion |
|  |  | Inception / Idea |
|  |  | Launch / Rollout |
|  |  | Proof of Concept / Prototype / Market Intro |
|  |  | Succession |
|  |  | Transition |

**What is your primary stage of business served? Useful for publication purposes (**[**example**](https://www.joinsourcelink.com/docs/default-source/sourcefinder-examples/kcsourcelink-resource-rail-print.pdf)**).**

Industry

Select the industries your organization serves.

|  |  |  |
| --- | --- | --- |
| **Support** | **Specialize** | **Industry** |
|  |  | Agriculture |
|  |  | Arts |
|  |  | Bioscience |
|  |  | Childcare |
|  |  | Construction |
|  |  | Education |
|  |  | Emerging Tech (Cybersecurity, AI, Fintech, Robotics & Drones) |
|  |  | Energy & Utilities |
|  |  | Finance & Insurance |

|  |  |  |
| --- | --- | --- |
|  |  | Health |
|  |  | Information Technology |
|  |  | Management |
|  |  | Manufacturing |
|  |  | Not for Profit |
|  |  | Other Services |
|  |  | Personal Services |
|  |  | Professional Services |
|  |  | Real Estate |
|  |  | Restaurant |
|  |  | Retail |
|  |  | Tourism |
|  |  | Transportation & Warehousing |
|  |  | Wholesale |

# Services You O er

This section will match prospective clients with the services you offer. The services indicated will determine what assistance clients are contacting your organization for assistance with. Please use the list below and indicate ONLY those services that you directly provide, as opposed to services for which you

would know where to refer the client. This will save entrepreneurs time and your organizations frustration. **Please limit your specialty selections to five.**

Accelerators and Incubators

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Accelerator |
|  |  | Incubator |

Business Planning

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Business Plan Consulting |
|  |  | Business Succession Planning |
|  |  | Demographic and Census Data |

|  |  |  |
| --- | --- | --- |
|  |  | Diversification |
|  |  | Feasibility Studies |
|  |  | Forming a Business |
|  |  | Identification and Research of Foreign Markets |
|  |  | Market Plan Development |
|  |  | Market Research |

Buying or Selling a Business

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Buying or Selling a Franchise |
|  |  | Employee Stock Ownership Plan (ESOP) |
|  |  | Purchasing or Selling an Existing Business |
|  |  | Tax Services |
|  |  | Valuation |

Economic and Site Development

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Broadband |
|  |  | Economic Forecast |
|  |  | Environmental Compliance |
|  |  | Lease Review |
|  |  | Revitalization |
|  |  | Site Location Assistance |

Events and Ecosystem Building

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Hackathon / Startup Week or Weekends |
|  |  | Markets or Sales Events, including Pop-Ups |
|  |  | Networking / Meetups |

|  |  |  |
| --- | --- | --- |
|  |  | Pitch Events |

Financial Resources and Assistance

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Accounting and Bookkeeping |
|  |  | Angel Investment Providers |
|  |  | Bonding |
|  |  | Crowdfunding Preparation |
|  |  | Debt Funding Preparation |
|  |  | Disaster Loans and Grants |
|  |  | Equity Funding Preparation |
|  |  | Financial Modeling |
|  |  | Financial Statement and Cash Flow |
|  |  | Government Funding |
|  |  | Grant Funding Providers |

|  |  |  |
| --- | --- | --- |
|  |  | Insurance Requirements |
|  |  | Loan Providers |
|  |  | Matching Fund Providers |
|  |  | Microloan Providers |
|  |  | Real Estate Finance |
|  |  | Revenue Based Financing (i.e. factoring) |
|  |  | Tax Credit Providers |
|  |  | Tax Credits / Incentives |
|  |  | Technology Grant Providers |
|  |  | Trade Show Financial Assistance |
|  |  | Venture Capital Providers |

Human Resources, Workforce and Talent

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Apprenticeship |

|  |  |  |
| --- | --- | --- |
|  |  | Childcare Resources |
|  |  | Disability Services for Employees |
|  |  | Diversity Equity and Inclusion |
|  |  | Employee Development |
|  |  | Heathcare |
|  |  | Hiring and Firing |
|  |  | Insurance |
|  |  | Leadership/Professional Development |
|  |  | Policies and Templates |
|  |  | Recruiting |
|  |  | Re-Entry Support |
|  |  | Retention |
|  |  | Workforce Incentives |
|  |  | Workforce Training |

Import and Export Assistance

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Certification and Licensing |
|  |  | Financial Assistance for Exporting Activities |
|  |  | Identification/Research of Foreign Markets |
|  |  | Locating Foreign Distributors |
|  |  | Networking/Exploring Exporting |
|  |  | Trade Education and Training |
|  |  | Tradeshow Support |

Internship Programs and Student Services

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Business Degree Program |
|  |  | College / Community College / University Programs |

|  |  |  |
| --- | --- | --- |
|  |  | Entrepreneurship Education |
|  |  | Internship Program |
|  |  | Student Marketing Projects |
|  |  | Student Placement |
|  |  | Student Research Projects |
|  |  | Student Training |

Legal Services

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Contract Review |
|  |  | Employee Relations |
|  |  | Environmental Compliance |
|  |  | Eviction Support |
|  |  | Forming a Business |
|  |  | Lease Review |

|  |  |  |
| --- | --- | --- |
|  |  | Patent, Trademark & Copyright Information |

Management Issues

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Diversity Equity and Inclusion |
|  |  | Human Resources |
|  |  | Insurance Requirements |
|  |  | Leadership/Professional Development |
|  |  | Recruiting Assistance |

Manufacturing, Technology, Life Sciences Development

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Augmented / Virtual Reality and Holographics |
|  |  | Commercialization |

|  |  |  |
| --- | --- | --- |
|  |  | Hazardous Waste |
|  |  | Health and Safety Training |
|  |  | Industrial Technology Research |
|  |  | Life Sciences Development |
|  |  | Manufacturing Development |
|  |  | Pollution Prevention / Green Operations |
|  |  | Quality Improvement (Supply Chain, Six Sigma) |
|  |  | Science/Bioscience Seminars |
|  |  | Small Scale Manufacturing |
|  |  | Technology Development |
|  |  | Technology Transfer |
|  |  | Wet Lab Incubator |

Marketing and Sales

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |

|  |  |  |
| --- | --- | --- |
|  |  | Advertising |
|  |  | Award Recognition |
|  |  | Call Center Services |
|  |  | Competitive Analysis |
|  |  | Demographics/Census Data |
|  |  | E-Commerce/Internet Marketing |
|  |  | Feasibility Studies |
|  |  | Identification/Research of Foreign Markets |
|  |  | Market Plan Development and Training |
|  |  | Market Research |
|  |  | Social Media Consulting |
|  |  | Student Marketing Projects |
|  |  | Website Development |

Mentoring

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Formal Mentoring Programs |
|  |  | Group Mentoring |
|  |  | One-on-One Counseling |
|  |  | Peer Mentoring |

Networking and Associations

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Demographically Based |
|  |  | Geographically Based |
|  |  | Industry Specific |
|  |  | International Trade |
|  |  | Small Business/General |

Nonpro t and Social Enterprise

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Accounting |
|  |  | Board Development |
|  |  | Funds Development |
|  |  | Grant Writing |
|  |  | Human Resources |
|  |  | Organizational Audits |
|  |  | Outreach / Promotion |
|  |  | Strategic Planning |
|  |  | Technical Services |

Operations and Logistics

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Freight and Distribution |

|  |  |  |
| --- | --- | --- |
|  |  | Hazardous Waste |
|  |  | Health and Safety Training |
|  |  | Locating Freight Forwarders/Customs Brokers |
|  |  | Pollution Prevention / Green Operations |
|  |  | Quality Improvement (Supply Chain, Six Sigma) |

Product Development

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Patent Information |
|  |  | Product Assembly and Packaging |
|  |  | Product Design and Development |
|  |  | Prototype Development |
|  |  | R&D Support |

Public Policy and Government Relations

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Asian-American Business |
|  |  | Black or African-American Business |
|  |  | City Business Issues |
|  |  | County Business Issues |
|  |  | Hispanic Business |
|  |  | LGBTQIA Business Issues |
|  |  | Native-American Business |
|  |  | Small Business Policy |
|  |  | State Business Issues |
|  |  | Town Business Issues |
|  |  | Women's Business Issues |

Regulatory Compliance

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Bonding |
|  |  | Building Codes |
|  |  | Certification |
|  |  | Environmental Compliance |
|  |  | Fire Codes |
|  |  | Government Requirements |
|  |  | Insurance Requirements |
|  |  | International Regulatory Compliance |
|  |  | Patent Information |
|  |  | Registration, Licenses and Permits |
|  |  | Trademark and Copyright Information |
|  |  | Zoning Codes |

Research

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Business Research Resources |
|  |  | Company Data / Prospect Lists |
|  |  | Consumer Education / Training |
|  |  | Consumer Information |
|  |  | Demographic / Census Data |
|  |  | Financial Data |
|  |  | Grants |
|  |  | Industry Data |
|  |  | Legal |
|  |  | Lifestyle and Psychographic Data |
|  |  | Market Intelligence |
|  |  | Newspapers |

Selling to the Government and Large Corporations

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Bid Matching and Preparation |
|  |  | Federal contract Certifications (HubZone, 8(a), DBE, Veterans, Disabled Veterans) |
|  |  | Government and Military Specifications |
|  |  | Obtaining Corporate Contracts |
|  |  | Obtaining Government Contracts |
|  |  | Price History |
|  |  | Selling to Foreign Governments and Businesses |
|  |  | State Contract Certificationos (SWaM) |
|  |  | Subcontracting Opportunities |

Space

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Commercial Kitchen Facilities |

|  |  |  |
| --- | --- | --- |
|  |  | Conference/Meeting and Event Space |
|  |  | Coworking |
|  |  | Incubators |
|  |  | Lab Space |
|  |  | Lease Review Assistance |
|  |  | Makerspace / Hackerspace |
|  |  | Office Space |
|  |  | Retail Space |
|  |  | Site / Office / Space Location Assistance |
|  |  | Wet Lab |

Starting a Business

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Business Research Resources |
|  |  | Feasibility Studies |

|  |  |  |
| --- | --- | --- |
|  |  | Forming a Business |
|  |  | Home-Based Business Training |
|  |  | Registration, Licenses and Permits |
|  |  | Site Location |
|  |  | Startup Business Counseling |
|  |  | Startup Classes |

Tax Services

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | State and Federal Tax Training |
|  |  | State Tax Credit Information |
|  |  | Tax Credits |
|  |  | Tax Preparation Assistance |
|  |  | Tax Registration |

Technical Assistance / Support Services

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Bookkeeping/Accounting Software Training |
|  |  | Coding Schools, Bootcamps, Classes |
|  |  | Commercialization |
|  |  | Design Services |
|  |  | Industrial Technology Research |
|  |  | Marketing |
|  |  | Pollution Prevention / Green Operations |
|  |  | Technology Transfer |
|  |  | Virtual Consulting and Online Services |
|  |  | Website Development |

Training

|  |  |  |
| --- | --- | --- |
| **Provide Service** | **Specialize in Service** | **Service** |
|  |  | Bookkeeping/Accounting Software Training |
|  |  | Budget, Cash Flow and Financial Statements Training |
|  |  | Business Management Training |
|  |  | Business Plan Training and Assistance |
|  |  | Diversity Equity and Inclusion |
|  |  | E-Commerce/Internet Marketing |
|  |  | Government Procurement |
|  |  | Hazardous Waste Generation Avoidance Training |
|  |  | Health and Safety Training |
|  |  | Health Care Training |
|  |  | Home-Based Business Training |
|  |  | Human Resources Training |
|  |  | International Trade Education and Training |

|  |  |  |
| --- | --- | --- |
|  |  | Marketing Plan Training |
|  |  | Online Courses and Videos |
|  |  | Startup Classes |
|  |  | Trade Education and Training |

**Do you provide services ONLY to clients who currently live in a specific city, county or state? If so, please list.**



**I understand that the information I have provided will be shown and marketed by Fairfax County, network members, and others. \***



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