



**ECONOMIC DEVELOPMENT AUTHORITY**  
**INDUSTRIAL DEVELOPMENT AUTHORITY**

The core mission of the Newport News Industrial and Economic Development Authorities is the diversification of the tax and employment base of the City of Newport News.

[www.newportnewsva.com](http://www.newportnewsva.com)



The Virginia Electronic Commerce Technology Center assists small and medium sized governments, businesses, agencies and non-profits with a large variety of e-commerce services.

[www.vectec.org](http://www.vectec.org)



## **E-COMMERCE BUSINESS ASSISTANCE GRANTS**

**CUSTOM DATABASE DEVELOPMENT**

**WEB SITE DEVELOPMENT AND DESIGN**

**SEARCH ENGINE OPTIMIZATION**

**ONLINE SHOPPING**

## OVERVIEW

Newport News Economic Development Authority (EDA) has agreed to help existing small private Newport News Businesses grow revenues through e-commerce, and has set aside a business assistance grant fund for that purpose.

The EDA is partnering with Virginia Electronic Commerce Technology Center (VECTEC) to determine the readiness of interested small businesses to undertake e-Commerce projects. VECTEC will meet with interested small businesses, advise them on the type of project that will help them meet their goals, and forward the information to the EDA who will then make the grant awards. Funds will be awarded on a per-case basis for completed projects.

## SERVICES PROVIDED BY VECTEC

**Website Design and Development-** The process begins with a free VECTEC website consultation. VECTEC will then aid in the integration of new content, design and dynamic elements as well as a site map.

**Search Engine Optimization-** In order to give your newly improved website the most visibility possible from large search engines, VECTEC will help you find the key words that will bring you the most traffic off the information superhighway.

**Online Shopping Systems-** Once people know where to find you and what you have to offer, they will want to buy. VECTEC can set up secure online ordering to protect you and your customers.

## HOW THE PROGRAM WORKS

1. Interested businesses must contact Jeff Gayle at VECTEC at (757) 594-7092. VECTEC's usual client interview process will determine eligibility\* – projects must be legal, ethical and commercially viable. Project potential (job growth and retention, increased revenues, etc.) will be assessed.
2. Each grant award is subject to the prior review and approval of the Newport News EDA.
3. VECTEC will make Recommendations for funding matches from the Center for Innovative Technology and other state business assistance sources.
4. Approved Newport News grant Recipients pay their portion for the project cost at the time of signing the statement of work.
5. Newport News EDA funds pay for the remaining portion of client project cost at project completion.

## GRANT DETAILS

**Total Awards Fund:** \$27,000 (7/1/06 - 6/30/07)

**Availability:** Grants are made on a first-come, first served basis to businesses located in Newport News.

**Grant Amounts:** Estimated awards for most Newport News existing small private businesses are \$1,500 to \$2,500 each, not to exceed 50% of the total project cost.

**Minority and Women-owned Businesses-** Awards up to \$4,500 not to exceed 50% of total project cost

\*City of Newport News Employees, EDA Board Members, other City Officials and their spouses are not eligible to participate in grant program.