

# FIVE STEPS TO STARTING (AND GROWING) A SUCCESSFUL BUSINESS IN THE TWIN COUNTIES



## STEP 1: HAVE A PLAN

Contact the Small Business Center at either Edgecombe or Nash Community College. The SBC offers FREE assistance to startups and entrepreneurs by offering these services:



- Business plans
- Cash Flow Analysis
- Business Counseling
- Seminars, Webinars, and Workshops

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## STEP 2: KNOW THE RULES

Before buying or leasing property, be sure to discuss your plans with local government agencies that regulate businesses. They can help you avoid costly errors related to these common issues:



- Property Development
- Permitting
- Fire and Building Codes
- Zoning

### Economic Development

Properties for lease or sale are regulated differently depending on if they are located inside or outside the city limits.

Contact **Allen Mathews** Director of Economic Development to determine who you would need to speak with at (252) 973-1213

## STEP 3: ASSEMBLE YOUR TEAM

Make sure you surround yourself with experienced professionals who are familiar with our market. Every business is different, but many will eventually need help from some of the following:



- Bank, credit unions, and other sources of financing and credit
- Accountants and Tax Professionals
- Real Estate Experts
- Attorneys familiar with Business, Employment and IP Law
- Architects, builders and contractors

The Chamber is your go-to source to find service providers in all these areas and more. We'll be happy to connect you with a respected, credible references by calling us at (252) 446-0323

Unfortunately, it's a common misconception that grants and other incentives are widely available to help businesses get started. A few programs do exist to assist with downtown revitalization and industrial recruitment, and the Chamber can lead you to those limited opportunities if they apply to your business.

## STEP 4: JOIN THE CHAMBER

Most businesses can join The Rocky Mount Area Chamber of Commerce for less than \$1 a day, and experience a wide range of membership rewards including:



- Business leads and referrals
- Official Ribbon Cutting Ceremony
- Networking Events to grow your circle
- Advocacy on Local, State and Federal Issues

### HANDY NUMBERS FOR NEW BUSINESSES:

Administrative Clerk (252) 972-1109 Secretary (252) 972-1119  
Permits (252) 972-1113  
Zoning Officer (252) 972-1114  
Supervisor of Inspections (252) 972-1112  
Building Inspector (252) 972-1115  
Plumbing Inspector (252) 972-1140 Electrical Inspector (252) 972-1339 Mechanical Inspector (252) 972-1350 24-Hour Inspection Line (252) 972-1350

## STEP 5: GET INVOLVED

Being active in the community proves that your business is committed to growing in the Twin Counties region over the long term, and it's the best way to keep customers coming back. Here's a few of the ways that the Chamber can help you get involved:



- Regularly attend or sponsor Chamber programs and/or events
- Find a volunteer organization to support
- Join a faith-based organization or civic club to support
- Invest in other organizations focused on improving our quality of life