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Business Resource Guide Introduction

Thank you for considering Raleigh for your new business. We understand that starting a business is one of the most challenging yet rewarding endeavors in life. That is why we have created the Business Resource Guide to help you better find the support beneficial for starting your business.

Thanks to people like you there is a Raleigh for everyone.
Start Your Business

BUSINESS ASSISTANCE PROGRAM

Starting a new business requires a great deal of preparation, from creating your business plan to selecting your business site and everything in between. Business owners face challenges that include: navigating the city permitting process, securing financing, deciding how and where to locate or expand, and addressing issues related to attracting and retaining quality employees. The City of Raleigh Business Assistance Program is specifically designed to empower new business owners.

Attend the annual Small Business Expo where representatives from the City of Raleigh, Wake County Public Schools, and other local and non-profit governmental agencies provide information about upcoming projects and events. Business owners may network with over 100 contacts including local general contractors seeking subcontractors, end users, and vendors.

Quarterly Workshops provide new business owners with information about a variety of topics including how to become a vendor for city projects, OSHA compliance and safe working conditions, loan options available through the Small Business Administration, and information related to filing taxes.

The Small Disadvantaged Minority and Woman Owned Businesses Program is specifically designed to advocate and facilitate business growth and provide opportunities for historically underutilized businesses. The program benefits include: advanced notification when projects are coming up for bid, pre-bid conferences, and assistance certifying your business as NCHUB and NCDOT.

U.S. SMALL BUSINESS ADMINISTRATION • www.sba.gov

Since its founding on July 30, 1953, the U.S. Small Business Administration has delivered millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses.

SBA provides assistance primarily through its four programmatic functions:

Access to Capital (Business Financing)

SBA provides small businesses with an array of financing from the smallest needs in microlending - to substantial debt and equity investment capital (venture capital).

Entrepreneurial Development (Education, Information, Technical Assistance & Training)

SBA provides free individual face-to-face and internet counseling for small businesses, and low-cost training to nascent entrepreneurs and established small businesses in over 1,800 locations throughout the United States and U.S. territories.

Government Contracting (Federal Procurement)

In keeping with the mandate of Section 15(g) of the Small Business Act, SBA’s Office of Government Contracting sets goals with other federal departments and agencies to reach the statutory goal of 23 percent in prime contract dollars to small businesses. This office also provides small businesses with subcontracting procurement opportunities, outreach programs and training.

Advocacy (Voice for Small Business)

Created in 1978, the Advocacy Office reviews Congressional legislation and testifies on behalf of small businesses. It also assesses the impact of the regulatory burden on behalf of small businesses. Additionally, it conducts a vast array of research on American small businesses and the small business environment. The Chief Counsel of this office is appointed by the President of the United States.

Are you interested in starting a business? Creating a business plan is one of the most important steps you will take because the plan serves as your road map for the early years of your business. The business plan generally projects 3-5 years ahead and outlines the route a company intends to take to reach its yearly milestones, including revenue projections. A well thought out plan also helps you to step-back and think objectively about the key elements of your business venture and informs your decision-making on a regular basis.

SBA’s Business Plan Tool provides you with a step-by-step guide to help you get started. All of your information entered into this tool is 100% secure and can only be viewed by accessing your account using the password you have specified. Not only can you save your plan as a PDF file, you can also update it at any time, making this a living plan to which you can often refer. You can also use your completed business plan to discuss next steps with a mentor or counselor from an SBA resource partner such as SCORE, a Small Business Development Center (SBDC) or a Women's Business Center (WBC).

**SMALL BUSINESS AND TECHNOLOGY DEVELOPMENT CENTER (SBTDC)  [www.sbtdc.org](http://www.sbtdc.org)**

The SBTDC is North Carolina’s leading resource for growing and developing businesses. Our highly skilled professionals, our position as a program of The University of North Carolina System, and partnership with the U.S. Small Business Administration make us a unique and valued asset in the economic development of our State.


This free downloadable publication has it all. Assess yourself to see if you have what it takes to be a business owner. Learn how to write a business plan people will read cover to cover. Find the legal structure best suited for you. Check out our list of state and federal resources, including local and state licenses/permits.


Did you know most businesses are started primarily with owner financing? If that is not enough money to get your business going, our Capital Opportunities for Small Business guide is the most comprehensive financing resource describing all the funding options available to North Carolina companies and startups. This continuously updated 135-page guide also has contact information to learn more about each funding opportunity.

**WAKE TECH SMALL BUSINESS CENTER**  
[www.waketech.edu/programs-courses/non-credit/build-your-business/small-business-center](http://www.waketech.edu/programs-courses/non-credit/build-your-business/small-business-center)

The Wake Tech Small Business Center (SBC) is a state-funded organization which is part of the Small Business Center Network of North Carolina (SBCN). The SBC provides small business owners with information they need for starting or expanding a small business through confidential, one-on-one counseling along with various seminars, workshops, classes, and access to a resource library at zero cost to the participant.

**BUSINESS LINK NORTH CAROLINA**  
[www.BLNC.gov](http://www.BLNC.gov)

Business Link North Carolina offers a central source for consultations, information and referrals... just the help you need to tap into all the State has to offer.

BLNC counselors provide:

- One-on-one client consultations at no cost
- Customized licensing information
- Employer and business structure forms
- Referrals to State Agencies and State Occupational Licensing Boards, Local Governments & Federal Agencies
- Contacts for Local, State & Federal business services, programs & resources
- A Small Business Ombudsman to work on your behalf to resolve issues with State Government Agencies
City of Raleigh

LICENSES / PERMITS / ZONING

Anyone who owns a business located within the Raleigh city limits will be required to obtain a Business License, except for businesses specifically exempted by state or federal statutes. The business should also check North Carolina and Wake County requirements for businesses.

Business License

Steps to obtain Business License:

- Complete City of Raleigh Business License Application.
  www.raleighnc.gov/content/Finance/Documents/Business_License.pdf
- Business License taxes must be paid before the business opens.
- Licenses must be renewed prior to July 1 of every year.
- Payments methods:
  1. Mail (P.O. Box 590, Raleigh, N.C. 27602).
  2. In Person at the Municipal Building in the Revenue Services Lobby (222 W. Hargett Street).

Home Business

Businesses operated from the home must obtain approval from the Zoning Division by applying for a Home Occupation Use Permit www.raleighnc.gov/content/Finance/Documents/Home_Occupation_Use_Permit.pdf and follow the Home Occupation Guidelines. www.raleighnc.gov/home/content/PlanDev/Articles/Zoning/HomeOccupationGuidelines.html

Beer/Wine License

Any business that sells Beer or Wine within the Raleigh City limits must obtain a Beer/Wine License (Schedule V in Business License application) before selling any alcoholic beverages.

- Businesses must FIRST obtain Temporary Permits from the North Carolina Alcoholic Beverage Control Commission.
- Beer/Wine Licenses must be renewed prior to April 30 each year.
- Be sure to contact the Zoning Division at 919-996-2475 to assure that the sale of alcoholic beverages is allowed at your business location.

Regulatory Licenses and Permits

In addition to the Business License, the City of Raleigh also requires regulatory licenses or permits for some business activities.

- Amplified Entertainment Permit: All establishments located in Raleigh that provide amplified music or other amplified entertainment are required to obtain an Amplified Entertainment Permit. www.raleighnc.gov/content/Finance/Documents/EntertainmentCenter.pdf
- Massage Business License: Any individual, corporation, or partnership that operates an establishment or business where massage is performed must obtain a Massage Business License. www.raleighnc.gov/content/Finance/Documents/MassageBusiness.pdf
- Massagist License: Any person who practices in the business or profession of massage within the city limits must obtain a Massagist License. www.raleighnc.gov/content/Finance/Documents/MassagistPacket.pdf
- Pawn Brokers License: Any person, firm, or corporation that is engaged in the business of lending money on the security of pledged goods and who may also purchase merchandise for resale from dealers and traders must obtain a Pawn Brokers License. www.raleighnc.gov/content/Finance/Documents/PawnbrokersLicense.pdf
- Pushcart Vending Permit: Any business selling food products from a pushcart in the downtown district must obtain a Pushcart Vending Permit. www.raleighnc.gov/content/PlanDev/Documents/Zoning/Enforcement/PushcartVendor.pdf
Zoning

Zoning regulates land use and development, and all properties in Raleigh are mapped with one or more zoning categories. If you are starting a business, you need to verify that the zoning permits you to operate your business legally on the property. If you operate in a zoning district where your particular type of business is not permitted, you will be in violation of the City of Raleigh Code of Ordinances and may be fined and required to cease operation.

The City of Raleigh recently revamped its entire development and zoning code, eliminating all the prior commercial zoning districts, and is in the process of amending the zoning map to replace these districts. If your property is one of these old (“legacy”) zoning districts, permitted uses are still regulated under the old zoning, located in Part 10 of the City’s Code of Ordinances. If it is in a modern district, it is regulated under Unified Development Ordinance (UDO), Part 10A. In general, single family areas are regulated under the new UDO, and most commercial areas are regulated under the old code until the remapping transition is complete in 2015, unless they have been rezoned by request of the property owner.

Zoning is complex, and it is recommended that due diligence begin by contacting zoning staff to discuss any requirements. It will be easier and cheaper to anticipate any regulatory hurdles on the front end, rather than trying to fix them after the fact. Questions regarding zoning can be directed to the Planning Department’s main number at 919-996-2633.

Rezoning

Persons wishing to open a business on a property that is not zoned for the proposed use have the option of petitioning the City for a rezoning. Zoning may be general use, meaning that the general standards of the Unified Development Ordinance apply; or conditional use, meaning that the petitioner has agreed to additional conditions intended to mitigate the impact of the rezoning. Application fees can be found in the City’s Development Fee Schedule, and are higher for conditional than general use. All rezonings go through a three step review process: (1) staff analyzes the request for impacts and consistency with the Comprehensive Plan; (2) the Planning Commission reviews and issues a recommendation to the City Council; and (3) the City Council holds a public hearing and decides whether to adopt the rezoning. Planning staff is ready to assist applicants in navigating the rezoning process. http://www.raleighnc.gov/business/content/PlanDev/Articles/DevServ/Rezoning.html

Permitted Business Uses By Zoning District

Businesses in Residential Zones

You are permitted to have a limited home business if you live in the single family house in which you run the business. A limited home business must meet regulations as outlined in the City Code. Home Occupations may be approved by City staff as accessory uses, while Limited Home Business and Live Work occupations require approval from the Board of Adjustment. The Limited Home Business standards apply in the following zones: R-15, R-20, R-30, and Special R-30. The Home Occupation and Live Work standards apply in R-1, R-2, R-6, and R-10.

The limitations on a Limited Home Business or Home Occupation include restrictions on on-site employees and client/customer visits, limitations on what portion of the home may be devoted to the business, the amount of on-site storage/warehousing, and a prohibition on exterior alterations to the dwelling, including no visible display of goods or services for sale. The Live Work option provides more flexibility, subject to the need for a Special Use Permit, including provisions for two on-site employees, and the ability to sell merchandise on site.

These standards are intended to insure that the business use fits into the residential area in which it is located and does not give rise to nuisance complaints. For more information on Limited Home Businesses, consult Section 10-2144 of the City’s Code of Ordinances. For more information on Home Occupations and Live Work, consult Section 6.7 of the UDO.

Businesses in Mixed-Use and Non-Residential Zones

Businesses are permitted in several Raleigh zoning districts, described below. The first group is the “legacy” zoning districts from the previous version of the Zoning Code, predating the Unified Development Ordinance (UDO) of 2013.
“Legacy” Zoning Districts

RB: Residential Business

Offices and studios of professional and service occupations and agencies; food stores including meat and seafood markets and other stores engaging in the retail sale of specialized foods; eating establishments for consumption on the premises; personal service retail uses such as laundries, dry cleaning pick-up stations, beauty and barber shops, shoe repair, are permitted.

O&I-1: Office and Institution-1

Charitable institutions; parking lots funeral homes, radio and TV studios; office or studio of a professional or business agent, or political, labor or service association; colleges; nonresidential related service facilities; profit-making recreational uses are permitted. Most Office & Institution uses more than 25,000 sq. ft. within 400 feet of a residential use or zone require Planning Commission approval.

O&I-2: Office and Institution-2

All of the uses listed for O&I-1 with the inclusion of hotels and motels are permitted.

O&I-3: Office and Institution-3

All uses (except dwellings) with a maximum height of 25 feet and additional landscaped yards are permitted.

BC: Buffer Commercial

Allowed are all uses permitted in O&I-1 with the inclusion of hotels, motels, convenience and personal services retail (including appliance stores, barber shops, clothing stores, drug stores, paint stores, variety stores or other similar uses where the business is conducted entirely within the building); restaurants. The maximum floor area for each commercial use is 3,000 sq. ft. No drive-thru windows or outdoor uses such as gas pumps are permitted.

SC: Shopping Center

Allowed are all uses permitted in the Buffer Commercial zoning district, with the addition of catteries, kennels or riding stables, parking lots, garages and filling stations; retail sales of all kinds; custom manufacturing; shopping centers; individual storage facilities; and adult establishments.

NB: Neighborhood Business

Allowed are all Shopping Center uses, with an emphasis on neighborhood scale and context.

BUS: Business

The district is customized to Downtown Raleigh. All Shopping Center uses are permitted, including bottling plant, laundry and dry cleaning plants and machine shops; wholesale and warehouse businesses; restricted manufacturing.

TD: Thoroughfare

All Shopping Center uses are permitted including industrial uses (except mining or quarries, open landfills, rifle ranges, junk yards and some other industrial uses).

IND-1: Industrial-1

This district is more suburban-oriented than IND-2. Permitted are general manufacturing, wholesaling, warehousing and other industrial uses; indoor and outdoor recreation; landfills; quarrying; transportation terminals; wrecked, dismantled car storage, outdoor storage yards private penal facility.

IND-2: Industrial-2

This district is more urban-oriented than IND-2. The permitted uses are identical to IND-1, but greater height and little to no setbacks are permitted.
Overlay Districts

Overlay districts are mapped on top of conventional zoning districts, and some of the overlay districts have implications for businesses. Many overlay districts are found in both the old Part 10 code and the UDO, but some have been eliminated and will eventually be removed from the zoning map. Districts found in the UDO are marked.

AOD: Airport Overlay District (UDO)

Prohibited uses include above ground bulk storage and uses susceptible to fire and explosions; mining, quarries, open landfills; storage yards for wrecked, dismantled or partially dismantled automotive vehicles; unshielded bituminous concrete plants; off-premise signs. Other regulations deal with lighting, roof top materials, height of buildings, and setbacks from public right-of-ways.

DOD: Downtown Overlay District

The primary implications of this overlay district relate to urban treatments of setbacks, height, parking, floor area ratio and building lot coverage may also be approved.

HOD-G: General Historic Overlay District (UDO)

There are 6 historic districts in Raleigh, all clustered in and around Downtown. If you own a property in one of these districts, and/or operate a business in one of the districts, you must receive permission from the Raleigh Historic Development Commission before putting up a sign or making changes to the exterior of the building.

HOD-S: Streetside Historic Overlay District (UDO)

This district is similar to HOD-G, but only regulates the front third of the property, allowing more freedom for rear additions and other modifications. This district is new and has yet to be mapped.

MPOD: Metro-Park Protection Overlay District (Resource Management District) (UDO)

Prohibited uses are those that would result in adverse environmental impact due to noise, odor, exterior lighting, and hazardous waste.

PBOD: Pedestrian Business Overlay District

Allowed are all uses permitted in the underlying zoning district, except vehicular display areas. On-site parking requirements for commercial properties may be reduced or waived depending on size, location and hours of operation.

PDD: Planned Development Conditional Use Overlay District

Allowed are all uses permitted in the Thoroughfare District, in accordance with a Master Plan is approved by City Council. Alternatives to normal standards for parking, building setbacks and heights, street right-of-way widths, and other standards are permitted. Upon City Council approval, all subsequent approvals of individual site plans can be by City administration.

UDO Zoning Districts

Businesses are permitted in several Raleigh zoning districts that were created by Unified Development Ordinance of 2013. These zoning districts include:

RX: Residential Mixed Use

RX is a mixed residential district intended to provide for a variety of residential building types and housing options at density in excess of 10 dwelling units per acre. This zoning category allows limited retail and services subject to use standards that limit the size and scale to the ground floor corner unit of an apartment building.

OP: Office Park

OP is intended to preserve and promote land for office and employment uses. It can also provide a land use transition between other mixed use districts and residential neighborhoods. Limited retail ancillary to office use is permitted.
OX: Office Mixed Use

OX is intended to provide for a variety of office and employment uses. Limited retail and service-related options are allowed subject to use standards that restrict the size and scale of each use. This zoning category is intended to provide for developments that balance employment and housing options with access to convenience retail services and goods.

NX: Neighborhood Mixed Use

NX is intended to provide for a variety of residential, retail, service and commercial uses all within walking distance of residential neighborhoods. To limit the overall scale, NX has a maximum lot size of 10 acres. NX does not permit bars and nightclubs.

CX: Commercial Mixed Use

CX is intended to provide for a variety of residential, retail, service and commercial uses. While CX accommodates commercial uses, the inclusion of residential and employment uses are strongly encouraged in order to promote live-work and mixed use opportunities.

DX: Downtown Mixed Use

DX is intended to provide for intense mixed use development of the City’s downtown area.

IX: Industrial Mixed Use

IX is intended to provide for a variety of light industrial and manufacturing uses while allowing for retail, service and commercial activity and limited housing opportunities.

IH: Heavy Industrial

The IH district is intended to accommodate high-impact manufacturing, industrial or other uses, including extractive and waste-related uses.

PD: Planned Development

The PD district is intended as a relief mechanism from the prescriptive standards of a general use zoning district and is intended to be used to achieve a higher quality of project design than could be accomplished through the strict application of general use districts. Permitted uses are outlined in the accompanying PD Master Plan. PD replaces the PDD overlay.

CM: Conservation Management District

Restricted agriculture uses (tree and vine crops), fish hatcheries are permitted.

AP: Agricultural Productive District

Agriculture, both general and restricted (farming, pastures, gardening, orchards, livestock); cattery, kennel, or riding stables; forestry; nurseries, greenhouses (wholesale or retail sales), golf courses; private airfield or landing strip are permitted.

SIGNAGE

Permits are required for all outdoor signs except directional signs, such as exit and entrance signs, and informational signs, such as signs designating restrooms and phones. A Sign Permit is required any time a business wants to display signage or hold an event that includes advertising visible from the public right-of-way.

www.raleighnc.gov/business/content/PlanDev/Articles/DevServ/Signs.html

Sign Permits are required for:

- Permanent signs
- Ground and tract identification signs
- Signs erected on parapet walls
- Awning signs
- Signs in shopping centers or at multi-tenant buildings
- Internally illuminated signs
- Special events signs
Site + Building Selection

The following resources are provided to help you with site and building selection for your business.

City of Raleigh - Office of Economic Development
One Exchange Plaza
Suite 707
Raleigh, N.C. 27601
919-996-2596
www.raleigh4u.com

Wake County Department of Planning, Land Use, and Zoning
336 Fayetteville St.
P.O. Box 550
Raleigh, N.C. 27601
919-856-6310
www.wakegove.com/planning

Wake County Economic Development
800 South Salisbury St.
Raleigh, N.C. 27602
919-664-7000
www.raleigh-wake.org
Incubators & Co-working Spaces

**American Underground @ Raleigh Campus** [www.americanunderground.com](http://www.americanunderground.com)

The building, once a theater, features the gritty exposed brick and hardwood floor aesthetic common in other American Underground locations. AU@Raleigh will boast 25+ startups and be anchored by Bandwidth Labs, the incubator arm of Bandwidth, one of the world’s most cutting edge technology companies headquartered in Raleigh.

**Bldg Co.** [www.thebldgco.com](http://www.thebldgco.com)

Community of builders

**Designbox** [www.designbox.us](http://www.designbox.us)

Designbox, located in the Raleigh Warehouse District, is a creative environment and collaborative work space for a number of independent creative professionals as well as a shop, gallery and dedicated workshop or project area. Designbox members have influenced the creative atmosphere of Raleigh in numerous ways; including SPARKcon, Kirby Derby Day, Xtreme Suburban Endurance Events and helping the City of Raleigh redevelop City Plaza.

**HQ Raleigh** [www.hqraleigh.com](http://www.hqraleigh.com)

HQ Raleigh is a physical space / co-working space that is designed to provide an environment that empowers, fosters, and cultivates companies that produce long-term job growth and positive social impact. HQ Raleigh addresses two challenges that entrepreneurs face: building a trusted support community and gaining access to flexible, affordable office space.

**Raleigh Entrepreneurial Acceleration Lab** [www.startupreal.com](http://www.startupreal.com)

We’re a non-profit movement, not an investment fund. Our singular mission is to transform the Triangle region into the world’s premier startup ecosystem. Our wealth is measured not in equity, but in success stories. With a group of dedicated, volunteer coaches spread across the full spectrum of your needs, REAL fuels your growth. Unlike other accelerators, who only offer opinions, our coaches will do pro bono work as they teach you their crafts. We don’t ask for a percentage of your company and don’t kick you out after 90 days. If the right answer is 12 months of free space, we make that happen. We add value instantly, no strings attached.

**Technology Incubator @ Centennial Campus** [techincubator.ncsu.edu](http://techincubator.ncsu.edu)

Be part of the Wolfpack and build your business with the N.C. State University Technology Incubator, located on Centennial Campus near the Hunt Library. With a program and facilities specifically designed for tech start-ups with high-impact potential, the Technology Incubator offers a collaborative blend of services, resources, and partnerships for the discerning tech entrepreneur. Our location provides unparalleled access and proximity to researchers and students, giving our clients a R&D competitive advantage unlike anywhere else in the U.S.

**ThinkHouse** [thinkhouse.us](http://thinkhouse.us)

LIVE. LEARN. INNOVATE. ThinkHouse is a co-living space in Raleigh, N.C. where new entrepreneurs are launching scalable companies. The intensive nine-month experience focuses on equipping you with the confidence, competence, knowledge and networks necessary to lead an extraordinary life, build healthy teams, and launch a successful venture. In addition to a strong emphasis on personal leadership development, and team building, the ThinkHouse Venture Accelerator is a hands-on boot camp to help you develop a viable product/service and get to revenue quickly. Specifically, through our three-part, mentor-fueled process you will: validate market demand and rapidly prototype new concepts; get to market with established benchmarks and feedback loops; and develop a scalable platform with recurring revenue.
Venture / Seed / Angel Funding

ACCELERATORS

Cherokee McDonough Challenge [cherokeechallenge.com]

The Cherokee McDonough Challenge is a startup competition and accelerator designed to identify, fund and develop early-stage, high impact environmental start-ups. It is an opportunity for an enterprising environmental entrepreneur to receive a seed investment of $20,000, as well as three months of free office space, back office support and advice from experienced entrepreneurs and investors. Additionally, we will host a showcase event to introduce your venture to other investors and the public.

Citrix Startup Accelerator: Innovators Program [www.citrixinnovatorsprogram.com]

The Innovators Program is a three-month residency at key locations around the world, where small entrepreneurial teams and new corporate product teams receive training and coaching in leading-edge collaboration, design thinking and lean startup approaches. The Innovators Program teams are now ready to test their business model. The selected teams will be provided with the resources, support and training to envision and bring to fruition world-changing business solutions in the areas of cloud, mobile, document management, collaboration, video, IoT (Internet of Things), and enterprise technologies. The teams will meet weekly, at the new ultra-modern Citrix ShareFile office, in the warehouse district, just west of downtown Raleigh’s Fayetteville Street. The building includes high tech meeting rooms and workstations, a bocce court, living wall, and a rooftop restaurant with indoor and outdoor seating. It is a fitting place to design the revolutionary mobile work style technologies of the future.

The Startup Factory [www.thestartupfactory.co]

Triangle Startup Factory, the most highly capitalized technology accelerator in the southeast, runs an intensive, three month program customized for early stage startup companies. Startups receive $50,000 in seed capital, hands-on mentorship, and access to our ever-widening network of active angels, veteran startup founders, and experienced technology experts. We get our hands dirty. Throughout the program, our hands-on mentors help you develop and refine your product, launch it to your target customer segments, and test your delivery and business models. All companies that successfully complete the accelerator will receive a convertible note of $20,000 to $150,000.

ANGEL INVESTOR ORGANIZATIONS

Acorn Innvestments [www.acorninnvestments.com]

We believe that in the right environment and with the proper nurturing, acorns can grow into mighty oaks. Our mission is to find acorns (startups) with potential to benefit from the environment and nurturing that we are able to provide. We are focused on innovative business concepts/products where our past experiences and networks can serve to help nurture and grow the organizations. Acorn is well positioned to use its network and expertise in the manufacturing of advanced materials in order to nurture and grow new innovations and new companies that are solving current and future environmental problems. We have more than thirty years of experience with entrepreneurial manufacturing and industrial real estate and a network of established companies, mighty oaks, to help early stage ventures, little acorns, grow.

Inception Micro Angel Fund (IMAF) [www.inceptionmicroangelfund.com]

IMAF is a member-managed, seed-stage angel capital fund model designed to capitalize on the growth in entrepreneurial activity and venture financing. The IMAF family of funds is composed of angel investment organizations in the six major regions of North Carolina - IMAF West, IMAF Triad, IMAF Cape Fear, IMAF RTP, IMAF East and IMAF Charlotte.

Piedmont Angel Network (PAN) [www.piedmontangelnetwork.com]

PAN is a member-managed angel investment group that focuses on investment opportunities in early-stage companies with high potential for rapid growth. PAN prefers life science, software, and technology investments in the North Carolina Piedmont Triad region, but companies from the neighboring states of South Carolina and Virginia that meet the group’s investment requirements are also welcome.

RTP Capital Associates [www.rtpcapital.org]

RTP Capital Associates is a consortium of individual accredited angel investors who are passionate about entrepreneurship and who have a sincere desire to help the entrepreneurs in whom they individually invest. Its members typically provide insight, guidance, mentoring, connections, and other strategic resources, including Board of Director representation, in an attempt to mitigate investment risk and enhance value for the regionally based seed stage companies in which they invest.
Triangle Angel Partners (TAP) [www.triangleangelpartners.com]

Triangle Angel Partners is an experienced band of angel investors, in the high tech and life sciences industries, interested in investing their time, analysis and money into early life cycle companies.

VENTURE CAPITAL / VENTURE BANKS

The Aurora Funds, Inc. [www.aurorafunds.com]

The Aurora Funds is a family of venture capital funds committed to providing resources to help early stage healthcare and information technology companies reach their full potential. Since its founding in 1994, Aurora has invested in over 60 portfolio companies, resulting in five IPOs and eight M&A transactions.

Bandwidth Labs [www.bandwidth.com]

Bandwidth Labs, the corporate venture arm of Bandwidth.com, seeks investments primarily in the telecom and communications space, as well as other types of disruptive technologies. Bandwidth plans to invest a mixture of debt and equity seed money in both internal ideas and external companies.

Bull City Venture Partners [www.bcvp.com]

BCVP is a venture capital firm investing $250K to $2 million in Software and Internet Companies. Our focus is on the very best entrepreneurs.

Cato BioVentures [www.catoventures.com]

Cato BioVentures is the venture capital affiliate of Cato Research, Ltd., a global contract research and development organization (CRO). For over 20 years, Cato BioVentures and Cato Research have partnered with entrepreneurs, academic institutions and a broad base of biotech and pharmaceutical companies to advance a robust portfolio of successful product development programs. Cato BioVentures focuses on early to mid-stage investment opportunities in private companies and undervalued public companies.

Excelerate Health Ventures [www.exceleratehealth.com]

Excelerate Health Ventures was founded by experienced entrepreneurs with extensive startup and investment experience. Excelerate has specific scientific, business, financial, intellectual property and start-up experience. Excelerate invests in groundbreaking companies that change the way healthcare works.

Golden Pine Ventures [www.goldenpineventures.com]

Golden Pine Ventures, LLC is a venture capital company that seeks biotechnology and biomedical opportunities developed by leading researchers.

Hatteras Venture Partners [www.hatterasvp.com]

Hatteras Venture Partners focuses on biopharmaceuticals, medical devices, diagnostics and related opportunities in human medicine. With three funds, the firm has more than $120 million under management. The firm was founded in 2000.

Intersouth Partners [www.intersouth.com]

Intersouth Partners seeks a broad range of investment opportunities in the technology and life science sectors. Intersouth Partners has invested in more than 100 early-stage life science and technology companies since its founding in 1985. Intersouth manages $780 million in seven venture capital limited partnerships, making it the largest venture capital fund in North Carolina and one of the largest in the Southeast.

Investors Management Corporation [www.investorsmanagement.com]

IMC is interested in acquiring businesses to join IMC’s family of companies and is focused on being a long-term owner. IMC looks to partner with exceptional management teams that have a clear vision for the futures of their businesses. IMC expects to earn above average returns on its capital invested in its businesses, and values companies on their ability to generate long-term cash flow rather than on resale value.
IDEA Fund Partners  [www.ideafundpartners.com](http://www.ideafundpartners.com)

IDEA Fund Partners is a seed and early stage venture capital firm with offices in Durham, North Carolina and Orlando, Florida. IDEA Fund Partners invests mainly in the Southeast and focuses on companies developing software, medical devices or other technologies where intellectual property is an important asset and source of differentiation from competitors.

Lookout Capital | Lookout Ventures  [www.lookoutcapital.com](http://www.lookoutcapital.com)

Lookout Capital invests in and works with up-and-coming growth companies and successful small businesses throughout North Carolina. Our platform features a distinguished team of over 40 principals, advisors and investors that are uniquely qualified to source and service these opportunities. The newly created Lookout Ventures division is part of Lookout Capital’s platform expansion to include seed & early stage investments on one end of its investment spectrum and buyout & controlling interest investments on the other end of the spectrum. Lookout Ventures will focus on investing in and working with North Carolina-based companies from conception up to $2 million in revenues. Initial investments will predominantly range from $250,000 to $1 million with the potential for follow-on investment from Lookout Capital of up to $5 million or more as warranted.

Morehead Capital  [www.moreheadcapital.com](http://www.moreheadcapital.com)

Morehead Capital is a Raleigh, N.C. based hybrid investment partnership with an open mandate to invest in both publicly traded and privately held businesses. Our flexible investment directive and evergreen structure provide for a truly differentiated approach to investing. Through the Morehead Opportunity Fund, we work with management teams and business owners to structure and finance growth equity injections, recapitalizations, succession/estate planning transactions, and take-private transactions.

Pappas Ventures  [www.pappasventures.com](http://www.pappasventures.com)

Pappas Ventures is a venture capital firm that invests exclusively in the life sciences industry – biotechnology, biopharmaceuticals, drug delivery, medical devices and related ventures. Pappas invests the largest share of its capital in companies whose lead products are at the Phase 1 or Phase 2 stage of development. Founded in 1994, Pappas Ventures has more than $350 million in capital under management. Pappas has guided the launch and/or development of some 50 life sciences companies, and to date, a quarter of them have completed initial public offerings or successfully merged with corporate partners.

Rex Health Ventures  [rexhealthventures.com](http://rexhealthventures.com)

Rex Health Ventures (RHV) supports the discovery and development of new treatments, tools, products and services that foster innovation and positively impacts the provision of healthcare. We invest in and partner with companies and entrepreneurs to help bring their products and services into the healthcare marketplace. While providing capital to promising healthcare startups is an important part of RHV, we feel that we are a value add beyond money. Our network of over 1,000 physicians, our affiliation with the UNC Health Care system, and our general infrastructure as an innovation hospital enable us to assist companies in many regards.

River Cities Capital Funds  [www.rccf.com](http://www.rccf.com)

River Cities Capital Funds seeks to invest in high growth information technology and healthcare companies that have a material customer base and are approaching profitability. Founded in 1994 in Cincinnati, Ohio, River Cities Capital Funds has $390 million under management and has an office in Raleigh, N.C.

Seventh Generation Ventures  [www.seventhgeneration.com](http://www.seventhgeneration.com)

Seventh Generation is the nation’s leading brand of household and personal care products that help protect human health and the environment. Seventh Generation Ventures, which was established in 2013, will seek to fund and accelerate socially responsible startups.

SJF Ventures  [www.sjfventures.com](http://www.sjfventures.com)

Since establishing its first venture fund in 1999, SJF has provided venture financing for and assisted companies with innovative ideas in resource efficiency & sustainability and tech-enhanced services. Representative investment areas include asset recovery and reverse logistics, efficiency and infrastructure, sustainable agriculture and food safety, health and wellness, education, digital media, and technology-enhanced services. The firm’s principals work closely with entrepreneurs to develop and pursue growth strategies, recruit additional management, obtain debt and equity capital, and execute company acquisitions.
**Southern Capitol Ventures** [www.southcap.com](http://www.southcap.com)

Southern Capitol Ventures provides capital and strategic guidance to leading technology companies in the Southeast and Mid-Atlantic regions of the U.S. Specific areas of expertise include software, e-commerce, digital media, mobile and healthcare IT. Southern Capitol typically invests $500,000 initially and $1.5 million over the life of a company.

**Silicon Valley Bank** [www.svb.com](http://www.svb.com)

Banking the world’s most innovative companies and exclusive wineries, SVB’s diverse financial services, knowledge, global network, and world class service increase our clients’ probability of success. With $23 billion in assets and more than 1,600 employees, we provide commercial, international and private banking through 34 locations worldwide.

**Square 1 Bank** [www.square1financial.com](http://www.square1financial.com)

Square 1 Bank specializes in providing financial services to entrepreneurs and venture capitalists. We help growing companies and their investors navigate financial obstacles by providing access to funds and expertise. Our customized product offerings and unrivaled team of banking specialists provide a banking experience designed exclusively for you.

**NEW VENTURE COMPETITIONS**

**Startup Madness** [www.startupmad.com](http://www.startupmad.com)

Startup Madness was born from a desire to gather the best university entrepreneurs in the region. The first year (2011) had participants from Duke, University of North Carolina – Chapel Hill, and North Carolina State.

**NC IDEA** [www.ncidea.org](http://www.ncidea.org)

NC IDEA is a 501(c)(3) not-for-profit organization created to serve as a catalyst for young, high-growth, technology companies in North Carolina. We help these innovative companies mainly by providing early financing in the form of grants.

**The Lulu eGames** [ei.ncsu.edu/egames](http://ei.ncsu.edu/egames)

N.C. State’s Entrepreneurship Initiative, in partnership with Lulu, hosts this annual event for students from all disciplines to collaborate to develop solutions to real world challenges. The Lulu eGames are open to all full-time and part-time N.C. State undergraduate and graduate students. Students working individually or in teams will compete for cash prizes totaling up to $30,000. Team and individual competition opportunities are available in areas that include but are not limited to web/IT development, B2B and retail products and services, biotech and energy, as well as social, nonprofit, and education development.

**Invent Now Collegiate Inventors Competition** [www.invent.org/collegiate](http://www.invent.org/collegiate)

For the past 21 years, the Collegiate Inventors Competition has recognized and honored student inventors whose innovations could one day make significant contributions to society. More than $75,000 is awarded to winning undergraduate and graduate students and their advisors. All inventions submitted must be the original idea and work product of the student or student team with his or her faculty advisor.

**NC Datapalooza** [www.ncdatapalooza.com/](http://www.ncdatapalooza.com/)

NC Datapalooza is an open data competition which connects local experts, innovators, and entrepreneurs to relevant, clean data drawn from federal, state, and local resources. This open data is used to develop applications and solutions that catalyze positive community and economic impact. The event focuses on using open data to spark innovation in the fields of health, education, and energy.

**Southeast Bio/Plan Competition** [sebio.org/southeast-bioplan-competition](http://sebio.org/southeast-bioplan-competition)

The BIO/Plan Competition helps foster the creation of venture-attractive life science companies and the development of exceptional life science corporate partnering opportunities in the Southeastern U.S. Working closely with tech transfer offices and entrepreneurs, the competition seeks out and pulls forward opportunities from the region’s research universities, research centers and existing entrepreneurs.
Triangle Startup Weekend [triangle.startupweekend.org]

Triangle Startup Weekend is a 54-hour event where developers, designers, marketers, product managers, and startup enthusiasts come together to share ideas, form teams, build products, and launch startups. Beginning with open mic pitches on Friday, attendees bring their best ideas and inspire others to join their team. Over Saturday and Sunday teams focus on customer development, validating their ideas, practicing LEAN Startup Methodologies and building a minimal viable product. On Sunday evening teams demo their prototypes and receive valuable feedback from a panel of experts.

Groundworkk [www.groundworkk.com]

Groundworkk aims to provide micro-funding and community support to deserving and inspiring local projects in Raleigh and Durham, North Carolina. The concept of groundworkk is simple... At groundworkk, attendees donate $5 to hear and learn about local, community ideas and projects through short presentations and Question/Answer sessions. Presentations are followed by refreshments, prepared by an aspiring area chef, during which attendees have the opportunity to discuss the creative ideas in a relaxed, communal atmosphere. During the refreshments, attendees vote for their favorite project/idea and the winning idea/project is awarded the funds raised from that evening’s event.

Financial Programs (City of Raleigh)

BUSINESS INVESTMENT GRANT

The City of Raleigh considers discretionary incentives on a case by case basis. The City Council decides on incentives for a project based on job creation, taxable capital investment and the merits of the individual project.

Facade Grant Program

The City of Raleigh’s Facade Grant Program helps businesses and property owners in older commercial areas upgrade and improve their building’s exterior appearance. Since the program’s inception in the early 1980s, it has assisted in the rehabilitation of more than 100 buildings, increasing their attractiveness to new customers and contributing a positive influence toward revitalization of their respective areas. The different types of grants available include both University Village Pedestrian Business Overlay Districts and other Pedestrian Overlay District Facade Grants.

For more information on City of Raleigh programs contact:

James Sauls | Manager
Office of Economic Development
919-996-2707
james.sauls@raleighnc.gov
Financial Programs (State of North Carolina)

Job Development Investment Grant (JDIG)
Awards a limited number of cash grants directly to new and expanding businesses that will provide economic benefits to the State, and need the grant to carry out the project in North Carolina. Grants are based on the job creation and investment commitment made by companies in their formal applications to the State prior to a location decision. Grant funds are disbursed annually to approved companies based on a percentage of withholding taxes paid by new employees, following satisfaction of performance criteria set out in grant agreements.

One NC
The One North Carolina Fund helps recruit and expand quality jobs in high value-added, knowledge-driven industries. It also provides financial assistance to those businesses or industries deemed vital to a healthy economy that are making significant efforts to expand in North Carolina.

SBIR/STTR Small Business Technology Funding
Awards matching funds to firms who have been awarded a SBIR/STTR Phase I award from the federal government.

Renewable Energy Tax Credits
Provide a tax credit of 35 percent of the cost of renewable energy property.

Energy Improvement Loan Program www.energync.net
The Energy Division of the North Carolina Department of Administration, in conjunction with the Commerce Finance Center, administers this low-cost loan program. It provides funds for the implementation of eligible energy conservation/efficiency measures by industrial or commercial firms. The minimum loan amount is $100,000, with a maximum total loan indebtedness of $500,000 for a single business at any given time. Interest charged is between 3.75 percent and 5 percent, tied to average rates for 90-day Treasury bills.

Interactive Digital Media Tax Credit
Effective Jan. 1, 2011, North Carolina taxpayers that develop Interactive Digital Media within the state are awarded a 15 – 20 percent tax credit for compensation paid to employees and expenses paid to universities or community colleges. Eligible expenses must exceed $50,000 paid during the taxable year in development phases and may not exceed $7.5 million. Certain restrictions apply. To determine if your product is eligible for this incentive, contact the N.C. Department of Revenue, Corporate Tax Division.

Technology Development Tax Credit (Article 3F)
Raleigh is home to North Carolina State University and its two research campuses, Centennial Campus and Centennial Biomedical Campus. As such, a taxpayer that has qualified North Carolina research expenses during a taxable year are allowed a credit equal to a percentage of those expenses.

For more information on State of North Carolina Programs contact:
Stewart Dickinson | Director
Commerce Finance Center
919.733.5297
sdickinson@nccommerce.com
Financial Programs (Wake County)

Business Investment Grant
A company may be eligible for a Business Investment Grant if it meets both a new investment threshold and new jobs threshold. Special consideration may be given to corporate, regional, or divisional headquarters projects for Fortune 500 companies and large international companies.

For more information on Wake County programs contact:
Adrienne Cole | Director
Wake County Economic Development
919-664-7041
acole@raleighchamber.org
Entrepreneurial Resource Organizations

Capital Area Workforce Development Board [www.capitalareawdb.com](http://www.capitalareawdb.com)

Capital Area Workforce Development is a public-private partnership that focuses on economic development by ensuring the local workforce has the skills, training and education to meet the needs of local employers. The board oversees workforce solutions in Wake and Johnston counties designed to serve businesses, individuals and youth.

City of Raleigh Minority and Women-owned Business Enterprises
[www.raleighnc.gov/business/content/CityMgrAdmin/Articles/SDMWOBProgram.html](http://www.raleighnc.gov/business/content/CityMgrAdmin/Articles/SDMWOBProgram.html)

It is the intent of the City of Raleigh to promote and encourage the use of minority and women-owned business enterprises while maintaining the integrity of sound financial practices and supporting the growth and development of such businesses.

Council for Entrepreneurial Development [www.cednc.org](http://www.cednc.org)

The Council for Entrepreneurial Development was founded in 1984 to stimulate the creation and growth of high-impact companies in the greater Research Triangle area. CED achieves its mission by providing programs and services in four major areas: education, capital formation, mentoring, and communications. Through these efforts, CED provides entrepreneurs with the knowledge and skills that ensure their success and at the same time heightens awareness of the contribution that entrepreneurial companies make to our communities and our economy.

EntreDot [entredot.org](http://entredot.org)

The mission of EntreDot is to help entrepreneurs create, launch and operate their businesses by providing professional mentoring and business education programs that maximize the opportunity for success, resulting in incremental economic growth in revenue and jobs.

The Entrepreneur’s Source [www.entrepreneurssource.com](http://www.entrepreneurssource.com)

For over 25 years The Entrepreneur’s Source has provided thousands of people with the answers and the opportunities they needed to improve their lives. Our discovery and education-based method of franchise and business consulting allows our clients to discover opportunities that are ideally suited for what they are seeking for themselves and their families.

Good Work [www.goodwork.org](http://www.goodwork.org)

Good Work is a Triangle-based nonprofit that works with individuals who want to start or expand a small business. It provides training, consulting, and coaching to equip people, entrepreneurs, and organizations with the knowledge and skills to be more self-reliant, entrepreneurial, and active in their community.

Leadership exCHANGE [www.globalleaders.info](http://www.globalleaders.info)

Leadership exCHANGE is an educational organization dedicated to providing young people with the skills and opportunities they need to become active and responsible citizens in this global community. Programs run throughout the year in Panama, Prague, Rome and North Carolina. At Leadership exCHANGE, we seek to empower the next generation of change agents. Join over 1200 students from more than 80 different countries who already have reaped the benefits of our programs. We believe that young people are a remarkable source of imagination and drive. At Leadership exCHANGE, we give them the resources and support to transform their ideas into action — so they can move the world.
Manufactured in North Carolina www.manufacturednc.com


NC IDEA www.ncidea.org

NC IDEA is a nonprofit organization created to assist young technology companies with high-growth potential in securing resources necessary for commercial success. The organization focuses on providing support to companies in information technology, medical diagnostics and devices, material sciences, and green technologies by providing early-stage grant funding and mentorship.

NC Textile Connect www.nctextileconnect.com

NC Textile Connect is a holistic, knowledge-intensive, innovative, global, collaborative, and flexible website designed to connect textile complex companies, events, resources, and product and market information, from various government, industry, and academic sources to the North Carolina textile complex.

NSF ASSIST assist.ncsu.edu

The NSF Nanosystems Engineering Research Center (NERC) for Advanced Self-Powered Systems of Integrated Sensors and Technologies (ASSIST) develops and employs nano-enabled energy harvesting, energy storage, nanodevices, and sensors to create innovative battery-free, body-powered, and wearable health monitoring systems. The goal of the NSF’s Engineering Research Center Program is to create a culture that links scientific discovery to technological innovation through transformational engineered systems research and education. These centers make advances in technology and produce engineering graduates who will be creative innovators in a global economy.

North Carolina Institute of Minority Economic Development www.ncimed.org

The North Carolina Institute of Minority Economic Development is a statewide nonprofit organization representing the interest of underdeveloped and underutilized sectors of the state’s economic base. The Institute’s working philosophy is that information and business development are critical to wealth creation and to building the asset base among low-wealth sectors of the population. By using a comprehensive, multidisciplinary, and interdependent strategy, the Institute strives to increase productive outcomes for groups with limited resources. The Institute’s technical support, research, and information activities are structured to foster business, community, and educational/leadership development.

SCORE (Service Corps of Retired Executives) raleigh.score.org

Raleigh SCORE is dedicated to educating entrepreneurs and encouraging the formation, growth, and success of small business by providing free counseling and low cost educational workshops to start-ups and small businesses. SCORE appointments can be made at 9 a.m., 10 a.m., or 11 a.m. at the Greater Raleigh Chamber.
Soar [www.soartriangle.co](http://www.soartriangle.co)

Soar wants to address the PROVEN funding gap facing promising female entrepreneurs starting scalable businesses in the Triangle with concrete actions: We will connect these women with advisors, colleagues, ideas and access to capital resources.

**The Support Center** [www.thesupportcenter-nc.org](http://www.thesupportcenter-nc.org)

The Support Center is a statewide nonprofit and Community Development Financial Institution (CDFI) that provides small business loans and financial training to start-ups and existing businesses; and lending services to community-based organizations. Since 1990, The Support Center has been offering services to create economic opportunities for individuals, families and entrepreneurs throughout North Carolina. Our primary activities include our Small Business Revolving Loan program, Policy & Research, and Advocacy for Community Development Credit Unions.

**Tech Talent South** [techtalentsouth.com](http://techtalentsouth.com)

Learn to Code & Do Something Big. Get a great foundation in web development with our part-time evening classes or dive right in and apply for our in-depth full-time immersion program.

**TiE Carolinas** [carolinas.tie.org](http://carolinas.tie.org)

TiE Carolinas is a not-for-profit organization with a mission to foster and support entrepreneurship in the Carolinas. This organization is chartered by entrepreneurs, corporate executives, and senior professionals with roots or interest in the Indus region, with the explicit goal to benefit entrepreneurs.

**Verizon Innovation Program** [innovation.verizon.com](http://innovation.verizon.com)

Verizon’s technology platforms, including 4G LTE, are inspiring and enabling meaningful innovation among a broad group of businesses, from startups to global players. The Verizon Innovation Program is designed to help our ecosystem of collaborating companies take wireless (cellular) technology out of the phone and integrate it into things unlike phones—delivering solutions in transportation, healthcare, green energy, education, wearable computing, and much more. Creating and bringing innovative products and services to market is a team sport.
Wake Tech/Wells Fargo Center for Entrepreneurship entrepreneurship.waketech.edu

The Wake Tech/Wells Fargo Center for Entrepreneurship seeks to make a significant contribution to economic and workforce growth in the area served by increasing the number and success rate of new and existing small businesses and entrepreneurs. The Center for Entrepreneurship features a speaker series of successful entrepreneurs, an interactive, online entrepreneur community, and free mentoring. In addition, the center regularly partners with other organizations and government entities and sponsors events to serve small business and entrepreneurs.

Wireless Research Center of N.C. wirelesscenter-nc.org

The Wireless Research Center of North Carolina is a non-profit 501(C)(3) research organization positively impacting economic development by providing companies, researchers, and entrepreneurs with a trusted environment wherein they can prove the value and viability of their products and technologies. Our international audience takes advantage of our specialized facilities coupled with applied and theoretical expertise.

Women in BIO www.womeninbio.org/wib-chapters/rtp/

Established in 2001, Women in BIO seeks to help women within life sciences industries attain career and leadership goals, as well as to further entrepreneurial endeavors in the field. The organization conducts professional development programs, workshops, and seminars and organizes networking opportunities with other industry professionals.

Women Presidents' Organization www.womenpresidentsorg.com

The Women Presidents’ Organization is a 20-member nonprofit group for women who own and operate their own multimillion dollar companies. The organization provides structured and confidential peer advisory sessions in order to share best practices and accelerate the growth of member businesses.
Business Support Organizations

**Association for Corporate Growth** [www.acg.org/raleighdurham](http://www.acg.org/raleighdurham)

The Association for Corporate Growth (ACG) is the only global organization focused on strategies for increasing sustainable stakeholder value. For more than 50 years members of the ACG community have gained unparalleled opportunities for networking, deal making, personal growth, and professional development. The sum of our diverse membership, educational programs, access to industry leaders, expert insights, and our atmosphere of mutual respect makes ACG the leading authority on corporate growth.

**Raleigh Chamber of Commerce** [www.raleighchamber.org](http://www.raleighchamber.org)

The Greater Raleigh Chamber of Commerce is the Triangle’s largest business membership organization—made up of more than 2,500 member firms representing two-thirds of the private sector employment in Wake County. The Chamber has been representing the interests of the local business community for more than a century.

**Center of Innovation for Nanobiotechnology** [www.nanobiotech.org](http://www.nanobiotech.org)

The Center of Innovation for Nanobiotechnology is a nonprofit organization established in 2009 that fosters economic growth through support for the nanobiotechnology and nanomedicine industries. COIN offers an array of programs to address client needs such as early-stage funding, preclinical testing, regulatory guidance, technology scouting, business intelligence, industry partnering, and commercialization services.

**Ibiliti** [www.ibiliti-nc.com](http://www.ibiliti-nc.com)

Ibiliti has an exclusive focus on North Carolina’s advanced medical technologies sector which includes companies developing medical devices, diagnostics, medical imaging, and health care software. Ibiliti is a nonprofit organization that is committed to building and expanding a network of intellectual, human, and financial resources that advanced medical technology companies can tap into in order to quickly and successfully navigate the commercialization and development process.

**MCNC** [www.mcnc.org](http://www.mcnc.org)

MCNC, a nonprofit organization, has been committed to building partnerships among academic, research, government, and business communities for more than a quarter of a century. These partnerships enable and advance education, innovation, and economic development throughout North Carolina by delivering the world’s foremost information technology services through the North Carolina Research and Education Network. Currently, MCNC is teaming with North Carolina education, government, and business communities to develop and implement a plan to provide network services to every K-12 school and community college in North Carolina.
North Carolina Biotechnology Center [www.ncbiotech.org](http://www.ncbiotech.org)

The North Carolina Biotechnology Center is a private, nonprofit corporation established in 1981 as the United States’ first statewide initiative in biotechnology. The center’s primary focus is to strengthen the biotechnology research capabilities of the state’s universities; assist biotechnology business development; educate the public about the science, issues, and application of biotechnology; encourage collaborations among the state’s universities, industry, and government; and strengthen North Carolina’s national and international leadership in biotechnology.

Office of Information Technology Services [www.its.nc.gov](http://www.its.nc.gov)

The Office of Information Technology Services provides much of the information technology used by state agencies, local governments, and educational institutions across North Carolina. ITS services include hosting, network and video services, telecommunications, and enterprise services, such as NCMail and IWise.

North Carolina Technology Association [www.nctechnology.org](http://www.nctechnology.org)

The North Carolina Technology Association is the premier statewide leadership organization that represents the technology industry. Membership consists of top-tier leaders among technology companies, professional service firms, community organizations, educational institutions, and government agencies. NCTA helps its members grow regionally and compete globally by actively connecting business decision-makers, educating government officials on issues relevant to the technology industry, and providing invaluable educational and executive networking events. NCTA has remained a trusted resource for more than a decade with the access and ability to influence locally and impact globally.

Research Triangle Institute [www.rti.org](http://www.rti.org)

The Research Triangle Institute is a not-for-profit corporation established in 1958 by leaders in academia, business, and state government, which provides contract research to federal, state, and local government agencies, as well as to private industry and foundations. Capabilities span the physical, life, and social sciences, including survey research, behavioral studies, chemistry, energy and environmental research, population, education, health systems, economics, statistics, state planning, engineering, technology applications, virtual reality applications, toxicology, and toxic wastes.

Shop Local Raleigh | Greater Raleigh Merchants Association [www.shoplocalraleigh.org](http://www.shoplocalraleigh.org)

Shop Local Raleigh is all about promoting and supporting locally-owned, independent businesses. It’s about making your hard-earned money go further, fueling the local economy, and helping to preserve the unique character of Raleigh. You might wonder if “buy local” organizations like Shop Local Raleigh can really make a difference. It’s been proven they can! A recent national survey of independent retailers found that a strong local alliance boosted holiday sales in 2007 – reporting an average increase of 2 percent over the 2006 holiday season, while those in cities without “buy local” campaigns saw an increase of less than 0.5 percent.
Sustainability Resources

Environmental Stewardship Initiative [portal.ncdenr.org/web/deao/outreach/esi](http://portal.ncdenr.org/web/deao/outreach/esi)

The NC Department of Environment and Natural Resource’s Environmental Stewardship Initiative provides technical assistance and networking opportunities to stimulate the development and implementation of programs that use pollution prevention and innovative approaches to meet and go beyond regulatory requirements. This program seeks to reduce the impact on the environment beyond measures required by any permit or rule, recognizing those who work to produce a better environment and conserve natural resources, resulting in long-term economic benefits.

Green For All [greenforall.org/programs/business-engagement-strategies/resources/business-resources](http://greenforall.org/programs/business-engagement-strategies/resources/business-resources)

Green For All’s business resources are helpful communities of practice and publications for entrepreneurs.

Green Plus [www.gogreenplus.org](http://www.gogreenplus.org)

Green Plus is a business improvement program that works on the philosophy of triple bottom line sustainability, helping small- and medium-sized businesses improve their bottom line through environmental, social, and economic practices. Businesses are empowered through knowledge and targeted feedback to create and implement sustainable practices.


Green Restaurant® 4.0 provides a comprehensive and user-friendly method of rewarding existing restaurants and foodservice operations, new builds, and events with points in each of the GRA’s seven environmental categories. Non-foodservice businesses can also benefit from the self-assessments and resources.

Natural Resources Defense Council [www.nrdc.org/business](http://www.nrdc.org/business)

NRDC’s Smarter Business section offers a host of resources from articles highlighting cutting-edge technologies to the basics of energy audits, targeted at helping both existing and new businesses reduce their environmental impact.

NC GreenTravel [www.ncgreentravel.org](http://www.ncgreentravel.org)

The NC GreenTravel Initiative is a free program to help promote robust economic growth and environmental stewardship in the travel and hospitality sector through the recognition of “green” travel-oriented businesses. Actions encouraged by NC GreenTravel help businesses reduce operation costs, increase profits and extend their brand to a growing consumer market making travel decisions based upon green practices.
NC Solar Center [ncsc.ncsu.edu](ncsc.ncsu.edu)

The North Carolina Solar Center advances a sustainable energy economy by educating, demonstrating and providing support for clean energy technologies, practices, and policies. Whether a business is interested in improving energy efficiency in buildings or utilizing renewable energy technologies such as solar, wind or bioenergy, the NC Solar Center can help.

**TJCOG Green Business Challenge** [www.trianglegreenbusiness.com/scorecard-resources](www.trianglegreenbusiness.com/scorecard-resources)

The Triangle J Council of Governments’ Green Business Challenge checklist and resources help area businesses improve the efficiency and sustainability of their day-to-day operations by reducing waste, increasing energy and water efficiency, making greener purchasing decisions and providing environmentally friendly commuter choices.

**U.S. Environmental Protection Agency** [epa.gov/epawaste/conserve/index.htm](epa.gov/epawaste/conserve/index.htm)

Natural resource and energy conservation is achieved by managing materials more efficiently; learn how to conserve resources and save money.


The Small Business Administration’s Green Business Guide offers case studies and marketing advice on separating a truly green business from those that simply greenwash.

**Waste Reduction Partners** [wastereductionpartners.org/services](wastereductionpartners.org/services)

Waste Reduction Partners helps organizations improve environmental and energy management through efficiency techniques that save money. Highly experienced volunteer engineers, scientists and staff perform on-site assessments, presenting clients with innovative cost-saving strategies and resources to meet their goals. Consulting services, supported through government and utility-sponsored grants, are confidential and are provided at no cost to the client. Since 1992 Waste Reduction Partners has assisted more than 1,300 clients across North Carolina.
Education

Wake County Public School System – School-to-Career Program  
www.wcpss.net/what-we-teach/programs/school-to-career.html

School-based learning brings career and workplace information to the school. The initiative restructures education so students will improve their academic performance and see a purpose to their studies. Work-based learning brings interested students into businesses and professional environments. Kids have the opportunity to job shadow, intern, or apprentice in their fields of interest. Students experience the workplace environment and acquire the skills necessary for successful careers. Connecting activities include staff development and training. Employers are helping teachers find better ways to incorporate workplace technologies into their curriculum.

Wake Technical Community College – Business and Industry Section  bic.waketech.edu

Wake Technical Community College provides Focused Industrial Training for North Carolina’s manufacturing industries. FIT uses individualized needs assessments and consultations to design and implement targeted, customized training for organizations that need to upgrade workers’ skills because of technological or process advances. The college also offers a wide variety of courses designed to meet the needs of business and industry at little or no cost.

Internships.com  www.raleighchamber.org/eventsandprograms/Internships.aspx

The Greater Raleigh Chamber has partnered with Internships.com to provide employers and students with a place to connect. Employers can post internships, access a student resume database, and receive expert insight—for free. Students and recent graduates can search the company database for internship opportunities at no charge.
College and University Career Planning and Placement Offices:

Meredith College  
www.meredith.edu/career

North Carolina State University  
www.ncsu.edu/career

Saint Augustine’s University  
www.st-aug.edu/belk-professional-development-center-304.html

Shaw University  
www.shawu.edu/Students/Career_Development.aspx

William Peace University  
www.peace.edu/student_life/career-services

Campbell University – Norman Adrian Wiggins School of Law  
law.campbell.edu/page.cfm?id=7&n=career-center
WE ARE YOUR TEAM.
WE ARE HERE TO ASSIST YOU.

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