Doing Business In Essex County

Starting a business
GET STARTED AND GET AHEAD

1. **Market Analysis** - Understanding your position in the marketplace is your first step to establishing a business. Learning market dynamics, from customers to competitors, prototyping to price points, plots the journey ahead. Learn more here.

2. **Business Plan** - Articulating your strategy is key to starting a business and obtaining financing. Establish short and long-term goals and project your growth over a three-to-five-year period. Learn more here. SBA business guide here.

3. **Education and Training** - Knowledge is market power. Offering online entrepreneurial courses and personalized business coaching, local business resources are value driven. Learn more here.

4. **Site Selection** - From available, affordable sites in business and light industrial sites to Class A office space, Essex County has real estate suited to your phase of growth. Explore available properties here.

5. **Zoning and Land Use** - Essex County currently has three designated business/industrial zoning classifications, which help the County balance agricultural and recreational uses, environmental and historic preservation. Link to business and industrial maps and regulations.

6. **Financing** - Identifying financing is a pivotal step in your journey. Explore the federal, state, and local resources available to your business. SBA Funding info. Virginia Economic Development Partnership info. Check with local banks to discuss options available.

7. **Establishing a Legal Structure** - Choosing the right structure benefits your business from the start. Consult with an attorney or a tax professional to establish the structure suited to your business. State Corporation Commission info.

8. **Registering a Business** - Register a business name that reflects your brand and offerings. Provide your trade name, or “Doing Business As” (DBA) name. Then, select a Registered Agent, which allows you to transact business from a legal perspective. Finally, obtain a tax identification number from the IRS. State Corporation Commission.


10. **Obtaining Business Insurance** - Business insurance protects your property, assets, and workforce. Liability, workers compensation insurance, and unemployment insurance are some of the protections to consider. Virginia Employment Commission.

11. **Obtaining Business Licenses and Permits** - Essex County’s licensing, zoning, and permitting resources provide a clear framework for establishing a business. Essex County website.

12. **Understanding Employer Responsibilities** - From understanding labor laws to hiring employees, there are many elements to consider when starting a business. The Virginia Employment Commission details the requirements.