



Letter from the President

March 23, 2020

RE: CVMSDC is Committed to You

Dear Colleagues and Friends:

At such a time as this... I want you our MBEs and Corporate Partners to know that our entire CVMSDC and NMSDC affiliate network is working to provide resources so that we can survive as a community. I have been in touch with our legislators and community partners to strategize on solutions.

We know that small businesses – and in particular, minority businesses – will be impacted economically the hardest due to the Coronavirus (COVID-19) outbreak. As a result, we all need to be very intentional in our communication, act with a sense of purpose, and develop a crisis plan that includes post-crisis and recovery efforts.

Intentionality: for our business owners, you are looking for ways to stay open and to stay in business long-term. We are compiling a list of resources for you from the respective state agencies, and from our Corporate Partners.

Please visit our website at CVMSDC.org to view the list of growing resources that can help you get through this difficult time. Companies like Dominion Energy, Facebook, Kauffman Foundation, and the U.S. Small Business Administration (SBA) have created programs to help you – and that list of companies is growing daily.

Communication: several surveys have gone out to get a handle on the true impact to your businesses. Please take time to fill out the surveys you receive. We are using this information to advocate for you with our legislators – asking for extended time for your bills and shorter payment cycles from our Corporate Partners. Additionally, we're requesting quicker response times for loans and grants – because we know that time is of the essence for you.

Finally, crafting a crisis survival plan and a post-crisis plan is critical. Use this time to write down your strategy and identify what you need to survive. Identify the resources you need and get your paperwork in order so that you can apply for relevant grants and loans immediately. Plan for 6 months, not 2 weeks. You need a plan for now and then; a plan to come out of this situation, and a new plan for how you will serve your customers after the COVID-19 crisis is resolved.

Know that we at CVMSDC remain open and here to serve your needs. We are all available from our remote locations to connect with you through video and phone. Be Well, Stay Safe, and make a plan so that you come out of this situation in an even better position – poised and ready for future growth.

Our best to you,

A handwritten signature in black ink, appearing to read "Dominique Milton". The signature is fluid and cursive, written in a professional style.

Dominique Milton, President & Chief Engagement Officer
Carolinias-Virginia Minority Supplier Development Council