How to Start Your Own Business As A Military Spouse

and have it move with you

A webinar series brought to you by the Department of Defense and U.S. Small Business Administration
Welcome!

Ray Milano
Director
Veterans Business Outreach Center Program
Our Mission

Maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting the interests of small businesses and by helping families and businesses recover from national disasters.
SBA Programs

• Training & Counseling
• Access to Capital
• Government Contracting
• Disaster Assistance
Entrepreneurship is a team sport!
Experienced Volunteers
Offering:

– Expert business counseling
– Marketing advice
– Business plan preparation
– Loan application assistance*
– Online or in person counseling

http://www.score.org
Small Business Development Centers
http://www.americassbdc.org

- Professional Business Advisors:
  - Loan application assistance
  - Business plan assistance
  - Provide management and technical assistance
  - Combine resources of SBA, local government, private sector and academia
  - Over 900 locations across the country
  - Typically located at colleges and universities
Women’s Business Centers

http://awbc.org

• Provide training, counseling, mentoring

• Tailor programs to local community needs; includes assistance to economically and socially disadvantaged women
Veterans Business Outreach Centers

http://www.sba.gov/vboc

- Experienced Business Advisors, Educators, Business Owners, Industry Experts
- Counseling & Mentoring
- Trainings, Workshops & Seminars
- Boots to Business & Reboot Instructors
Other Resources........

Business Libraries

Chambers of Commerce

Business Associations

Economic Development Departments

Local Incubators and Innovation Centers

Shared Workspaces
http://www.sba.gov
http://www.sba.gov/ma
<table>
<thead>
<tr>
<th>Media Type</th>
<th>Title</th>
<th>Description</th>
<th>View Details</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Taking Your High-Tech Product to Market</td>
<td>Your product or service is on the cutting edge of technology, a game changer. This course will introduce you to the product...</td>
<td>GO TO COURSE</td>
</tr>
<tr>
<td>FEATURED</td>
<td>Understanding Your Customer</td>
<td>Knowing your customer is a vital part of effectively selling your product or service. This course will introduce you to tools and resources that will help you understand your customer and increase...</td>
<td>GO TO COURSE</td>
</tr>
<tr>
<td>FEATURED</td>
<td>Sales: A Guide for the Small Business Owner</td>
<td>You have a great product or service. Now you have to sell it. This course will give you an overview of sales plans and other tools to get your product or service into your customer/consumer's...</td>
<td>GO TO COURSE</td>
</tr>
<tr>
<td></td>
<td>Market Research</td>
<td>You have a great product or service, but who are your customers and how can you reach them? This course will give you an overview of how to identify your customer and how to market to them.</td>
<td>GO TO COURSE</td>
</tr>
<tr>
<td></td>
<td>Growing an Established Company</td>
<td>You have started your business and now you think you are ready to grow. How do you really know if you and your company are ready for the next step? This course will help you determine if a growth...</td>
<td>GO TO COURSE</td>
</tr>
</tbody>
</table>
Office of Veterans Business Development

http://www.sba.gov/ovbd
http://www.sba.gov/veterans
http://www.boots2business.org/reboot

BOOTS TO BUSINESS REBOOT

OWNING A VETERAN-OWNED SMALL BUSINESS

Veterans have the character, discipline, and skills needed to succeed as small business owners and entrepreneurs. Wondering what it takes and how you can prepare? Enroll in Boots to Business Reboot.

ABOUT BOOTS TO BUSINESS REBOOT

Boots to Business Reboot is a two-day training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge of the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private resources.

Step one is the Introduction to Entrepreneurship course eligible to Veterans of all eras, Servicemembers (including National Guard and Reserves) and the spouses. This course is instructed by SBA and its partners who are skilled business advisors.

Step two is an eight-week online Foundations of Entrepreneurship course instructed by a consortium of professors and practitioners led by the Institute for Veterans and Military Families at Syracuse University.

TO REGISTER FOR THE BOOTS TO BUSINESS REBOOT PROGRAM, PLEASE CLICK BELOW:

- Boots to Business Reboot Introduction to Entrepreneurship Two-Day Course Registration
- Boots to Business Foundations of Entrepreneurship Eight-Week Online Course Registration

The Boots to Business Reboot program is provided through the coordinated efforts of the SBA and the following valued partners:
Entrepreneurship Programs

- [http://www.whitman.syr.edu/vwise](http://www.whitman.syr.edu/vwise)  (V-WISE program)

- [http://www.vets.syr.edu/education/ebv-f](http://www.vets.syr.edu/education/ebv-f)  (Entrepreneurship Bootcamp for Veterans’ Families)

- [http://www.vets.syr.edu/education/ebv](http://www.vets.syr.edu/education/ebv)  (Entrepreneurship Bootcamp for Disabled Veterans)

BUYING A FRANCHISE

Advantages

• Name Recognition
• Advertising
• Products - Supplies
• Training
• Moral Support
• Financial Assistance*

Disadvantages

• Revenue Sharing
• Advertising Controls
• Purchasing Controls
• Operational Control
• Ability to Innovate
• Ownership Interest?*
SBA Franchise Registry

• Eliminates document review for franchisees in the SBA loan process

• More information available at:
  http://www.franchiseregistry.com
Financing Your Business
Financing Resources

- Personal Savings
- Family & Friends
- Private Lenders
- Private Investors
- Seller Financing
- Supplier Financing
- Leasing
- Landlord Concessions
- **Online Lenders**
- **Peer to Peer Lending**

- **Home Equity Loans**
- Government Agency Loans and Grants
- Regional Economic Development Agencies
- Private Agency Loans
- Finance Companies
- **Crowdfunding**
- **Credit Cards**

*SBA U.S. Small Business Administration Office of Veteran Business Development*
SBA Guaranteed Loans

• Basic 7(a)
  – SBA Express
  – Veterans Advantage
  – Community Advantage
• CDC/504 Program
• Microloans
• Disaster Recovery
**7a Loan Program**  [www.sba.gov/7a-loan-program](http://www.sba.gov/7a-loan-program)

Made by private lenders, with SBA guarantee - SBA helps the bank get to the YES decision with credit enhancement.

- Maximum loan size $5 million
- 85% guarantee for loans less than $150,000
- 75% guarantee for loans over $150,000 up to max
504 Loan Program  www.sba.gov/504

• Long-term financing for real estate & major fixed assets
• Up to $5.5 million in SBA-backed debentures
• Commercial lender & SBA approved certified development company
Veterans Advantage & Veterans Entrepreneurship Act of 2015

- SBA Express Loan Program (VE Act of 2015)
  - 50% Guaranty
  - No Guaranty Fee for loans up to $350K
- Guaranty Fee reduced by 50% for all 7a loans (except SBA Express) $150,001K – $5 Million (Veterans Advantage)

Eligibility
- Veterans
- Active Duty service members eligible for TAP
- Reservists and National Guard Members
- Current spouse of any Veteran, Active Duty service member, Reservist or National Guard Member
- Widowed Spouses (Death during service or service connected)
Grants

– http://www.grants.gov
Government Contracting

• Purchases by military and civilian installations exceeds $450 billion/year
• 23% of all government buys are supposed to go to small businesses
• Contract goals for:
  – Women-owned businesses (5%)
  – Small disadvantaged businesses (5%)
  – HubZone businesses (3%)
  – Service disabled veteran-owned businesses (3%)
System for Award Management (SAM)

http://www.sam.gov

- Primary Vendor Database for:
  - DOD
  - U.S. Department of Treasury
  - U.S. Department of Transportation
  - NASA

- Collects information needed for electronic funds transfers (EFT)

- Validates registrant’s information and electronically shares the data with Federal agencies – paperless procurement and payment through EFT

- Firms are required to complete a one-time registration process

- Registration must be renewed annually. Both current and potential vendors must register in CCR to be awarded contracts, and to be paid by the above noted agencies.
How to Contact SBA

Phone: (202) 205-6777
E-Mail: raymond.milano@sba.gov

www.sba.gov/vboc
www.sba.gov/ovbd
www.sba.gov/vets
Questions? Feedback?

We’d like to hear from you.

Join our next webinar:
https://myseco.militaryonesource.mil/Portal/Content/View/2791

Connect with us:
https://www.facebook.com/MSEPOnline
https://www.twitter.com/MSEPjobs
http://www.linkedin.com/groups/Military-Spouse-Employment-Partnership-MSEP-4159976