



U.S. Small Business Administration
Office of Veterans Business Development



Military Spouse Webinar Series Series Review & Success Stories

Entrepreneurship is a
team sport!



Other Resources.....

Business Libraries

Chambers of Commerce

Business Associations

Economic Development Departments

Local Incubators and Innovation Centers

Shared Workspaces

PROGRAMS

- [Boots to Business](#)
- [Boots to Business – Reboot](#)
- [V-WISE](#)
- [Veteran Institute for Procurement](#)
- Service Disabled Veteran Entrepreneurship Training Program
- Segments
 - Military Spouse www.sba.gov/milspouse
 - Service-Disabled www.sba.gov/vets & www.sba.gov/sdvosb
 - National Guard & Reserve
 - Veteran Owned Businesses looking to exit/sell

VETERANS BUSINESS OUTREACH CENTER PROGRAM

- \$5.9 million total VBOC specific cooperative agreements
- Provide entrepreneurial development services
 - Pre-Business plan workshops
 - Concept assessments
 - Business plan preparation
 - Comprehensive feasibility analysis
 - Entrepreneurial training and counseling
 - Mentorship
- www.sba.gov/vboc



U.S. SMALL BUSINESS ADMINISTRATION

VBOC

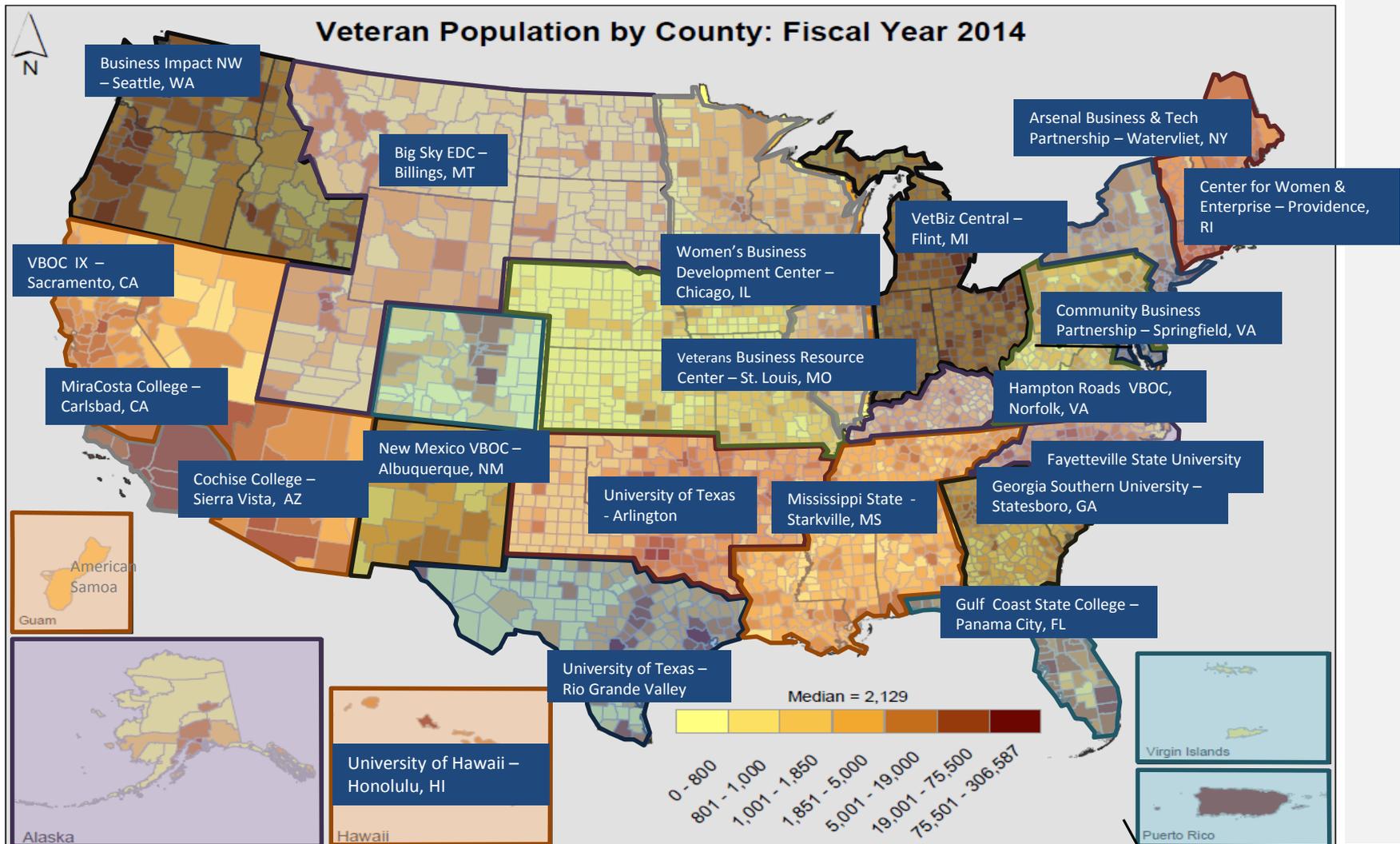
VETERANS BUSINESS OUTREACH CENTERS



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VBOC COVERAGE MAP

www.sba.gov/vboc



BOOTS TO BUSINESS & REBOOT

- The entrepreneurship track of the Transition Assistance Program
 - Service members and military spouses
- Introductory course on 213 installations world wide
 - Opportunity recognition
 - Concept feasibility analysis
 - Resources
 - Business fundamentals
- Eight week follow on training offered through Institute of Veterans and Military Families at Syracuse University
 - Individualized business plan development
 - Business skills development
- B2B | Reboot extends to Veterans of all eras off installation
- Over 48,000 trained since 2013



V-WISE

- Entrepreneurial training for active duty female service members, women veterans, and active duty/veteran female spouses/partners
 - Business skill development necessary for accelerating commercial idea or start-up into a growth venture
- Program includes
 - 15-day online training program
 - Three-day conference
 - Three conferences held yearly; 200 attendees each
 - Ongoing support and community building opportunities
- Available to
www.whitman.syr.edu/vwise



VETERAN INSTITUTE FOR PROCUREMENT

- National program (Rockville, MD)
- Trains SDVOSBs and VOSBs to compete / comply successfully in the federal market place
 - VIP Grow – For SDVOBs/VOSBs wanting to increase government contract awards
 - Three training sessions each year to support up to 50 SDVOSBs and VOSBs trained
 - VIP Start – For SDVOSBs/VOSBs wanting to learn how to leverage federal contracts
- www.nationalvip.org



OUTREACH



www.sba.gov/nvsbw

SBA LOAN PROGRAMS

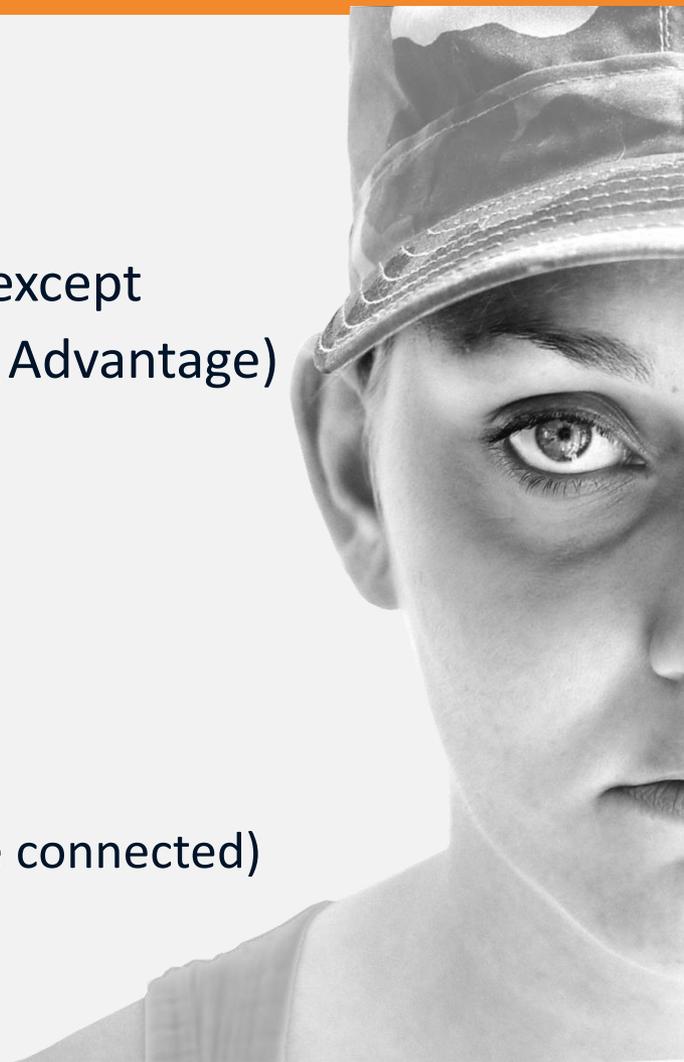
- Basic 7(a)
 - SBA Express
 - Veterans Advantage
 - Community Advantage
- CDC/504 Program
- Microloans
- Disaster Recovery

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
- Currents Spouse of any of the above
- Widowed Spouses (Death during service or service connected)



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)

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.

Federal Contracting Certifications

- [Women Owned Small Business](#)
- [8a Program](#) (Social & Economic Disadvantage)
- [All-Small Mentor Protégé Program](#)
- [Service Disabled Veteran Owned Business](#)
- [Veteran Owned Business](#)
- [HubZone](#) (Historically Underutilized Business Zone)
- [Government Contracting Classroom](#)
- [SBA Certification Portal](#)

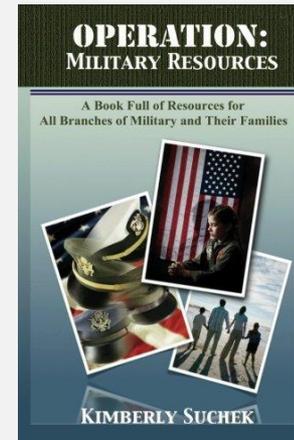


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MILITARY SPOUSE SUCCESS STORIES

TEAK & TWINE



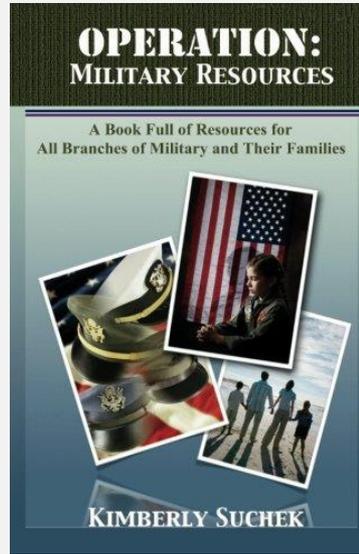
TEAK & TWINE

TEAK & TWINE



Torrance Hart

OPERATION: MILITARY RESOURCES



Kim Suchek



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QUESTIONS?



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To learn more, please go to **www.sba.gov/milspouse** or **www.sba.gov/ovbd**