

NATIONAL SMALL  
BUSINESS WEEK  
MAY 1-7, 2016



# National Small Business Week

## Helping Veteran Entrepreneurs Start, Grow & Succeed

The U.S. Small Business Administration's Office of Veterans Business Development (OVBD), established in 1999, offers programs and stewards policy development to empower veteran entrepreneurship for over 200,000 service members, veterans, and military spouses annually who are or aspire to be small business owners.

### Training and Counseling:

**Boots to Business** provides military transition assistance for new veteran entrepreneurs. Since 2013, SBA has trained more than 35,000 active duty service members and spouses worldwide. In November 2015, SBA launched **Boots to Business | Reboot** to extend small business training and resource connections to veterans and military spouses of all eras.

**Veteran Business Outreach Center (VBOC)** program offers business counseling and resource referral services in 14 centers across the U.S. Since 2009, VBOCs grew from six centers to 14, reaching approximately 60,000 veterans and military spouses annually through counseling sessions and training events.

**Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE)**, co-funded by SBA via a cooperative agreement with the Institute for Veterans and Military Families, includes national business workshops for women veterans - the fastest growing segment of veteran business owners. Since 2011, V-WISE hosted 2,000 women veterans and military spouses in 14 events.

### National Veterans Small Business Week (NVSBW):

The first week of each November is dedicated to celebrating VOSBs nationwide. SBA district offices and resource partners participate in entrepreneurship training, access to capital workshops, discussions on franchising opportunities for veteran-owned companies, and small business development workshops for women veterans.

*Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week which recognizes the critical contributions of America's entrepreneurs and small business owners. As part of National Small Business Week, the SBA takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others from all 50 states and U.S. territories. All SBA programs and services are extended to the public on a nondiscriminatory basis.*

## **Federal Contracting and Corporate Supply Chain:**

The federal procurement goal of 3% for service-disabled veteran-owned (SDVOSB) was met or exceeded every year since FY2012.

The Federal Government made record achievements in contract dollars awarded to Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) in FY15.

In FY15, SDB received the highest percentage of contracts in history, with record achievements of 10.06 percent or \$35.4B of all small business eligible contracting dollars.

From FY09 to FY15, the federal government awarded \$82.10B to SDVOSBs.

OVBD grants \$300,000 per year to the Montgomery County Chamber Community Foundation (MCCF)'s Veterans Institute for Procurement, which has trained over 450 Service-Disabled Veteran (SDV) and Veteran-Owned (VO) small businesses with SBA support -- improving their capacity to compete for, and win, federal contracts.

**Veterans Institute for Procurement (VIP)** is an accelerator-like program for VOSBs seeking federal contracting opportunities. Since 2009, VIP has trained 546 veteran-owned businesses from 37 states, Washington D.C., and Guam. In 2016, VIP expanded with *VIP Start*, for VOSBs just entering the government contracting marketplace.

## **Lending and Access to Capital:**

**SBA Veterans Advantage**, established in 2014, guarantees approved VOSB loans during FY2016 will receive the benefit of its regular guaranty fee reduced by 50%, for loans over \$150,000.

**Veterans Entrepreneurship Act of 2015** reduces the upfront borrower fee to zero dollars for eligible VOSB loans up to \$350,000.

From 2012 to 2015, overall Veteran Lending is up 37% in dollars and 11% in terms of units.