

OFFICE OF VETERANS Business Development



LEADERSHIP



Ms. Barbara Carson, Associate Administrator

Ms. Carson oversees the OVBD team in formulating, implementing, administering and promoting policies and programs that equip veteran, service member, and military spouse business owners with counseling and education, access to capital, and contracting opportunities.

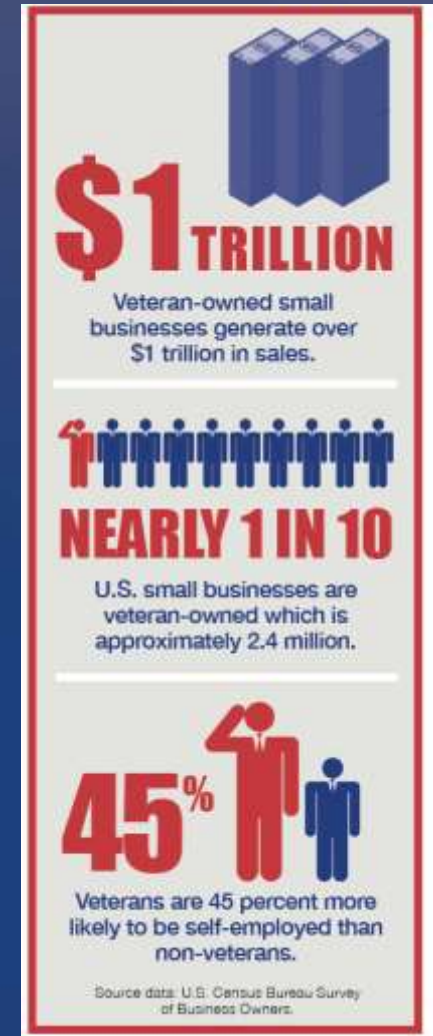


Mr. Ray Milano, Deputy Associate Administrator

Mr. Milano oversees OVBD programs, people, and policies, working to empower America's veteran small business owners and entrepreneurs.

SERVING THE NEXT GREAT GENERATION

- Veteran owned businesses are a pillar of the U.S. Economy
- **Mission:** Empower veteran entrepreneurship by formulating, implementing, administering, and promoting policies and programs



COUNSELING AND TRAINING

Veterans Business Outreach Centers (VBOC)
Boots to Business (B2B)
Boots to Business Reboot (B2BR)
Women Veteran Entrepreneurship Training Program (WVETP)
Service-Disabled Veteran Entrepreneurship Training Program (SDVETP)
Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)
SBA District Offices / Veteran Business Development Officers

SBA OFFICE OF VETERANS BUSINESS DEVELOPMENT

MISSION PRIORITIES

SERVING THE NEXT GREAT GENERATION

ACCESS TO CAPITAL

SBA Veterans Advantage
7(a) and 504
Microloans
Community Advantage
SBIR/STTR

DISASTER ASSISTANCE

Military Reservist Economic
Injury Disaster Loan
(MREIDL)

ACCESS TO CONTRACTING AND MARKET OPPORTUNITIES

3% SDVOSB federal goal achieved yearly since 2012

SHARED PRIORITIES WITH NCSL

- Licensure and credentialing
- Amplifying state-specific resources for veterans
- Sharing program and resource information
- Ensuring national resources are connected with and meaningful to state and local experts

PARTNERS AND RESOURCES



68 SBA District Offices across the U.S.

VETERANS BUSINESS OUTREACH CENTERS



- 20 centers nationwide
- Growth focused on high vet population and installation density areas
- Transition assistance core mission
- Integration and referral mindset

WWW.SBA.GOV/VBOC

BOOTS TO BUSINESS



from the U.S. Small Business Administration

Boots to Business

The two-step entrepreneurial program offered by SBA on military installations around the world as a training track of the Department of Defense's Transition Assistance Program (TAP).

WWW.SBA.GOV/B2B



with the U.S. Small Business Administration

Boots to Business Reboot

Extends the entrepreneurship training offered in TAP to veterans of all eras, members of the Reserve and National Guard, and military spouses in their communities.

WWW.SBA.GOV/B2BR

SERVICE-DISABLED VETERAN TRAINING

- Entrepreneurial training for SDVs as they start or grow a business
- 4 institution grantees
 - **Entrepreneurship Bootcamp for Veterans with Disabilities (EBV)** – Syracuse University’s Institute for Veterans and Military Families, Syracuse, NY
 - ebv.vets.syr.edu
 - **Veterans Entrepreneurship Program** – Riata Center for Entrepreneurship, Spears School of Business at Oklahoma State University, Stillwater, OK
 - business.okstate.edu/riata/veterans
 - **Veterans Entrepreneurship Jumpstart Program** – St. Joseph’s University, Philadelphia, PA
 - www.sju.edu/ebv – *information on next cohort enrollment*
 - **Dog Tag Bakery, Inc.** – Washington, DC
 - www.dogtaginc.org



WOMEN VETERAN ENTREPRENEURSHIP TRAINING

- Entrepreneurial training for women veterans as they start or grow a business
- 3 institution grantees
 - **Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE)** – Institute for Veterans and Military Families at Syracuse University
 - **Entrepreneurial Program for Innovation and Collaboration (EPIC)** and **Bunker in a Box** – Bunker Labs
 - **Lift Fund** – San Antonio Lift Fund



CAPITAL: SBA VETERANS ADVANTAGE

- Includes upfront guaranty fee relief on SBA loans:
 - SBA 7(a)
 - Zero fee for loans up to \$150,000
 - 50% fee for loans \$150,001 to \$500,000
 - SBA Express
 - Zero upfront borrower fee
- Available to:
 - Veterans
 - TAP eligible active duty service members
 - Reservists, National Guard members
 - Current spouse of any of above
 - Some widowed spouses

Total Fee Relief on 7(a) Loans

Approval FY	Approval Count	Approval Amount	Veteran Fee Relief
2012	2,255	\$598,685,800	
2013	2,248	\$610,311,300	
2014	2,098	\$604,698,600	\$1,779,771
2015	3,118	\$1,232,154,100	\$15,993,606
2016	3,274	\$1,171,582,900	\$15,219,018

- Disaster Assistance: **MREIDL**
 - Military Reservist Economic Injury Disaster Loan
 - Available for eligible VOSBs and SDVOSBs

CONTRACTING

- US Government SDVOSB contract spend has exceeded 3% every year since FY2012
- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)
- Many SDVOSB and VOSB are well prepared for state and local procurement opportunities
- Commercial Supply Chain

INTERAGENCY COLLABORATION

- Transition Assistance Program
 - Boots to Business at 150+ installations in the US
 - National Guard and Reserve specialization offered as well
- USDA
 - Shared outreach and programs to serve rural business owners
- VA+Labor+SBA
 - Connect on veteran self-employment training and benefits
 - Addressing credentialing and licensure issues

CONTACT US

- **SBA B2B Website** – sbavets.force.com
- **SBA B2B Help Desk**
 - Phone: 202-205-8381 (VET1)
 - Toll Free: 844-610-8381 (VET1)
 - Email: boots-to-business@sba.gov
- **Social Media**
 - Facebook: /Boots2Business
 - Twitter: @Boots2Business
 - YouTube: /SBA
- **SBA OVBD**
 - Website: www.sba.gov/ovbd
 - Phone: (202) 205-6773
 - Email: veteransbusiness@sba.gov
- **Find Your Local...**
 - Veterans Business Outreach Center: www.sba.gov/vboc
 - Veterans Business Development Officer: www.sba.gov/vbdo