



I'm a veteran. I'm a business owner. So what?

If you're new to NaVOBA, *Veterans Business Journal* and the veteran-owned business movement, you may be wondering what the fuss is all about. Here's the skinny. If you are a veteran or service-disabled veteran and you own a business, you have an edge in gaining contracts from big corporations, the federal government and state governments. Akin to the advantage that women and minority-owned businesses have enjoyed for decades, those same benefits now exist for veteran-owned businesses.

VetBiz Toolbox:

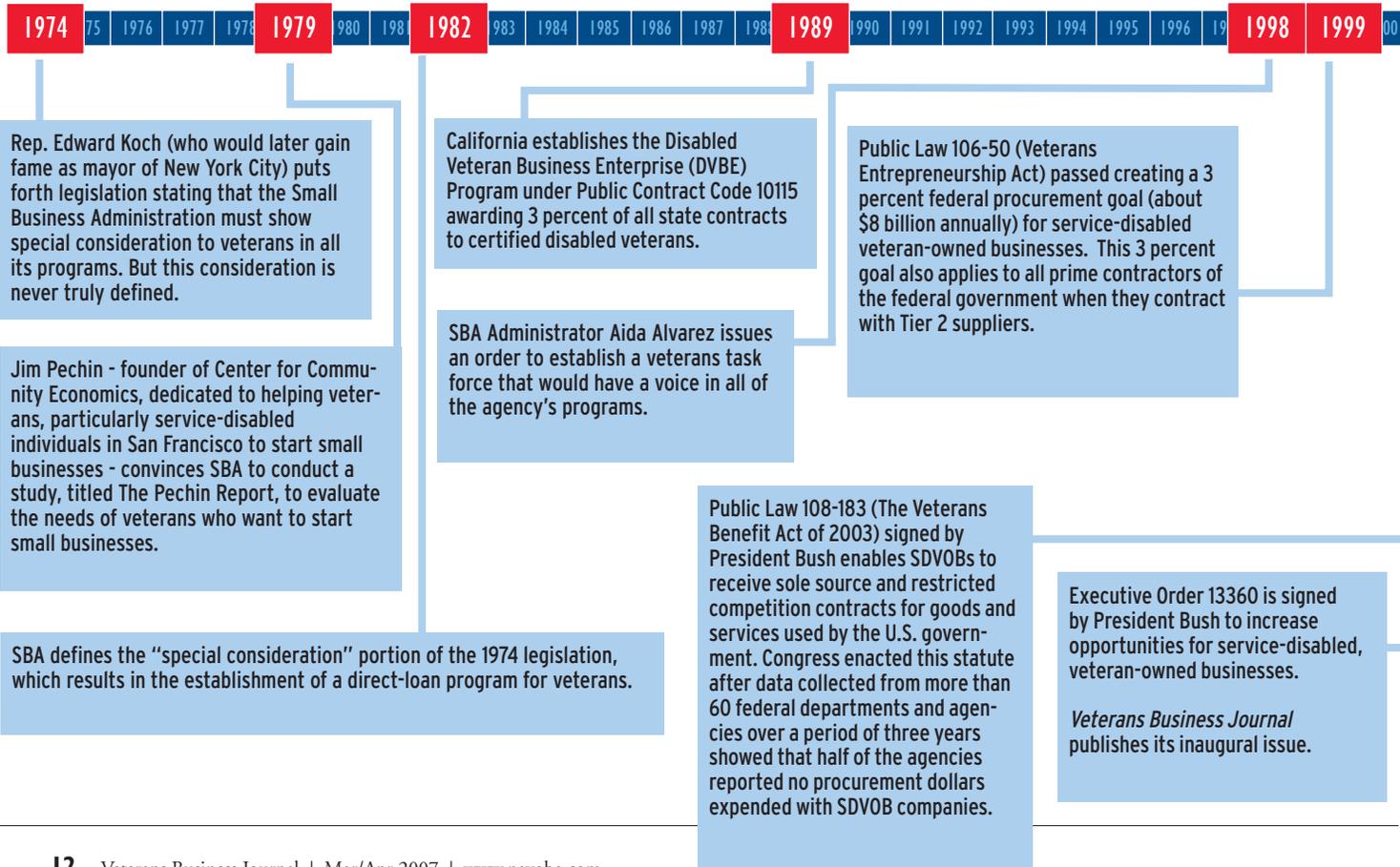
Contracting Checklist page 66: www.navoba.com/checklist

Industry Lingo page 64: www.navoba.com/lingo



One in four working-age veterans owns a business - 3.6 million total.

Veteran-Owned Business History



ORGANIZATIONS THAT CAN HELP YOU GET STARTED

Small Business Development Centers (SBDC)

SBDCs offer one-stop assistance to small businesses by providing a wide variety of information in accessible branch locations. There are now 1,100 service locations in every state throughout the country and the District of Columbia.

The Center for Veterans Enterprise (CVE)

CVE identifies all veteran-owned small businesses (VOBs) and service disabled veteran-owned businesses (SDVOBs) and consolidates information into a single database - The Vendor Information Pages - to promote VOBs to the federal government and prime contractors.

Service Corps of Retired Executives (SCORE)

SCORE has more than 10,500 counselors nationwide with more than 600 business skills to mentor business owners.

The Veterans Corporation (TVC)

TVC provides VOB/SDVOBs with the tools and resources such as capital, business services, education, surety bonding, insurance and resource information.

Procurement Technical Assistance Centers (PTAC)

PTACs generate employment and improve the economy of geographic areas by assisting businesses seeking to do business with the Department of Defense, state and local governments. There are 93 PTACs in 250 offices nationwide.

The Veterans Business Outreach Program

The Veterans Business Outreach Program provides business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business through its veterans business outreach centers (VBOCs). VBOCs are located in 24 states and the District of Columbia.

Some VOB Advocacy Organizations

Here are some veteran-owned business advocacy organizations across the country that you should be aware of and support:

- Association of Service Disabled Veterans (ASDV)
- California DVBE Alliance
- National Association of State Directors of Veterans Affairs (NASDVA)
- Rolling Thunder Inc.
- SBA Veterans Advisory Committee
- The Elite SDVOB Network
- VET-FORCE - Veterans' Entrepreneurship Task Force (formerly the Task Force for Veterans Entrepreneurship)

2001 2002 2003 2004 2007

National Veteran-Owned Business Association (NaVOBA) launches.

If all Fortune 1000 companies spent 3 percent of their procurement with veteran-owned businesses, the opportunity would be \$80 billion per year.

So, if you're a veteran and you own a business, you should learn all you can about these opportunities. NaVOBA exists to teach you about that opportunity, galvanize our community and advocate to produce more opportunity. But we are only as strong as those who identify themselves. There are 3.6 million veteran-owned businesses in the United States. But despite the fact that one in seven businesses in the U.S. is veteran-owned, fewer than 2 percent of us have identified as such.

For more information on these organizations www.navoba.com/toolbox.