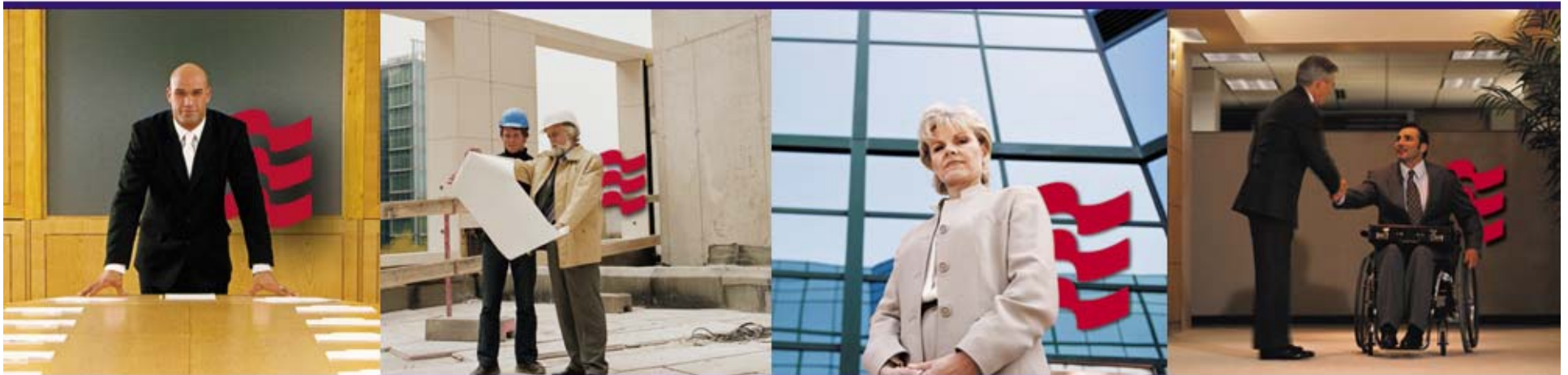




VETERANS IN BUSINESS-STILL SERVING AMERICA



**National Small Business Conference
Newport, RI
May 8-10, 2006**



US DEPARTMENT OF VETERAN AFFAIRS ★ CENTER FOR VETERANS ENTERPRISE

Legal Background

- PL 106-50 Veterans Entrepreneurship and Small Business Development Act of 1999 (August 1999)
 - Created comprehensive program of management, technical, and financial assistance for entrepreneurial veterans
 - Established Federal prime and subcontracting goals

- PL 108-183 Veterans Benefits Act of 2003 (December 2003)
 - SDVOSB Set-Aside Authority
 - Rule of 2 for competitive set-asides; fair price; no dollar ceiling
 - Less than 2 – noncompetitive awards up to \$3M/services; \$5M/mfg
 - Final Rule Effective March 23, 2005



Executive Order (1)

□ **President signed October 20, 2004**

- More effectively support 3% goal AND use set-aside authority
- All Agencies shall:
 - Develop a formal strategy and make it publicly available
 - Annually report implementation actions to SBA
 - Designate a Senior Level Responsible Official
 - Measure key executive's performance as "significant element"

Executive Order (2)

SBA shall:

- Coordinate with VA Center for Veterans Enterprise
- Advise Agencies about Implementing Order
- Train business owners

GSA shall:

- Establish a Special Contract Schedule for SDVOSBs
- Help owners with Federal Supply Schedules



Executive Order (3)

- **DoD shall:**

- Train Federal officials

- **VA shall:**

- Assist agencies through CVE support
- Verify the accuracy of contractor databases
- Modify Transition Assistance Program information with Dept of Labor



VA's Implementation Strategy

- Use SDVOSB set-asides
- Encourage SDVOSB's to Market to VA
- Monitor Prime Contractor's numbers
- Training
- Publicize VA needs



SDVOSBs – Tools

- SDVOSB Set-Aside
 - Similar to HUB Zone Set-Asides
 - Competition First
 - When competition absent, direct sourcing
 - \$3M for services; \$5M for manufacturing
- Federal Supply Schedule Competitions
 - GSA E-Library
 - Cannot limit to SDVOSBs at this time



What's Working?

- Program is moving forward quickly
 - Navy spent \$1 Billion in FY 2005 with VOSBs
 - VA spent \$207 Million in Fy 2005 with SDVOSBs
 - Dept of State awarded QSI a \$34 Million contract this FY
- The set-aside is being used
- There is wide spread public support for veterans



What May Be Next

- National Service Eligibility
 - Successor ownership introduced in HR 3082
- Formal Certification
- Universal VOSB Program for all agencies
- Single reporting of prime and subcontract \$\$



CVE - Products

Online VetBiz Vendor Information Pages (VIP)

Are You a **Business Owner?**

and a **Veteran**
of the U.S. Military?

Register
with **VetBiz**

See if
You Qualify

VETBIZ.gov

Facts about VIP

- **Online Vendor Database**
- **Links to CCR & CA DGS; soon to TVC**
- **Provides a Resource for Steaming Data**
- **Vendor Validates Size & 51% Question**
- **Enables Efficient Annual Notification Process**
- **Provides Rapid Communications with Industry**
- **Recognized by OFPP**



Assistance Program Pages

[Account Login](#)

[Search for Assistance](#)

[Register Your Program](#)

[Update Your Program Profile](#)

[Help](#)

[Contact Us](#)

[Home](#)



Search for Business Assistance:

[Startup](#)

[Financing](#)

[Training](#)

[Procurement](#)

[Business Development](#)

What is an Assistance Program?

An Assistance Program is a service of a government or private organization that offers help to individuals or business owners. This content of this database is outlined in [Section 302](#) of Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999.

[Register Your Program](#)

Facts about APP

- **Free Online Database of Assistance Programs (24/7)**
- **Search for Programs Geographically**
- **Assistance Categories**
 - **Startup**
 - **Financing**
 - **Training**
 - **Procurement**
 - **Business Development**
- **Integrated into VetBiz.Gov – Federal Veterans Web Portal**
- **Program Information Managed by Account Holders**



Other CVE Products

- **Entrepreneurs' Helpline**
 - **Community Business Resource Referrals**
- **VetBiz Video Showcases**
- **Free Market Research Reports**
- **Speakers' Bureau**
- **Corporate Advocates for Veterans Enterprise (CAVE)**
- **Government Advocates for Veterans Enterprise (GAVE)**



All You Need to Know

- <http://www.vetbiz.gov>
- Veterans call tollfree 1-866-584-2344
- Others call (202) 303-3260

