



U.S. Small Business
Administration

SBA History/Mission

- Established in 1953
- We help small businesses start, grow, expand and recover



SERVING THE NEXT GREAT GENERATION

Veteran-owned businesses are a pillar of the U.S. Economy.

- **Vision:** Create America's next great generation of veteran small business owners
- **Mission:** Empower veterans, transitioning service members, National Guard and Reserve members, and military spouses with the tools to start, grow, expand, or recover their business through:
 - Counseling, training, and education
 - Access to capital
 - Contracting opportunities
 - Disaster assistance

SBA OVBD MISSION PRIORITIES

- **Counseling & Training**

- Veterans Business Outreach Centers (VBOC)
- Women Veteran Entrepreneurship Training Program (WVETP)
- Service-Disabled Veteran Entrepreneurship Training Program (SDVETP)
- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)
- Boots to Business (B2B) and Boots to Business Reboot (B2BR)

- **Access to Capital**

- **Access to Contracting and Market Opportunities**

- 3% SDVOSB federal goal achieved yearly since 2012
- 4.28% achieved in FY 2020

- **Disaster Assistance**

- Military Reservist Economic Injury Disaster Loan (MREIDL)



**What's your
Why?**

**The SBA works to ignite change and spark action
so small businesses can confidently**



START • GROW • EXPAND • RECOVER

The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.



Approved and
funded by the SBA



1,400+ partner
offices nationwide



Find local resource
partners near you at
[SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



Which Resource Partners are Right for You?



Which Resource Partners are Right for You?

If you are an aspiring entrepreneur or small business owner looking for:

- **Mentorship and advice** from volunteer real-world business executives—in-person or virtually
 - **Free online workshops** and webinars
-



SCORE Business Mentors

Greater Baltimore SCORE
(410) 962-2233

www.greaterbaltimore.score.org

baltimorescore@verizon.net

Which Resource Partners are Right for You?

If you're an aspiring entrepreneur or small business owner looking for:

- **Free business consulting** to get started or grow
 - **Low-cost training** on crucial topics
-



**Small Business
Development Centers**

(301) 403-0501

www.marylandsbdc.org

Which Resource Partners are Right for You?

If you are an aspiring or current woman small business owner looking for:

- **Comprehensive training and counseling** on a variety of topics
- **Business advice** to level the playing field against unique challenges or obstacles



Women's Business Centers

Morgan State University
(443) 885-3663

Maryland Capital Enterprises
(410) 546-1900

Which Resource Partners are Right for You?

If you are a veteran of the US military or a military spouse in need of:

- **Counseling or transition assistance**
 - **Training and advice** to start or grow your business, or purchase a new business
 - **Resource referrals**
-



Mid-Atlantic Veterans Business Outreach Center

<https://midatlanticvboc.com/>

(301) 405-6071

veteranbusiness@umd.edu

BOOTS TO BUSINESS



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

- **SBAVETS.FORCE.COM**

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.

- **SBAVETS.FORCE.COM**

BOOTS TO BUSINESS FOLLOW-ON OPTIONS



MISSISSIPPI STATE
UNIVERSITY

Revenue Readiness

- Six-week virtual training program designed to help participants take a business idea from concept to actionable plan in a short timeframe.



SBA Learning Center Courses

- On-demand courses designed for individuals to explore and build their entrepreneurial skills to ensure their success through every phase of the business lifecycle.

“The SBA is your small business ally.”

Connect with SBA resource partners for additional follow-on information.

VETERAN FEDERAL PROCUREMENT ENTREPRENEURSHIP TRAINING PROGRAM

(VFPETP)



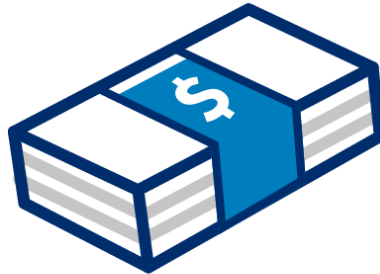
Veterans Institute for Procurement (VIP)

- Three-day intensive programs held in MD
- Hands-on, market-based instruction that help veteran-owned small businesses (VOSBs) establish best practices for federal procurement
 - **VIP START** – designed for VOSBs who seek to either enter or expand current business in the federal marketplace
 - **VIP GROW** – enables VOSBs to increase their ability to win government contracts
 - **VIP INTERNATIONAL** – designed for VOSBs who seek to either enter or expand their federal contracting and commercial opportunities overseas
- In 2022, VIP celebrated its 2000th graduate!

WWW.NATIONALVIP.ORG

Total VFPETP participants served (FY16-FY21): 1,411

Need Access to Capital? The SBA Can Help



Need a Business Loan to Start, Grow, or Expand?



The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

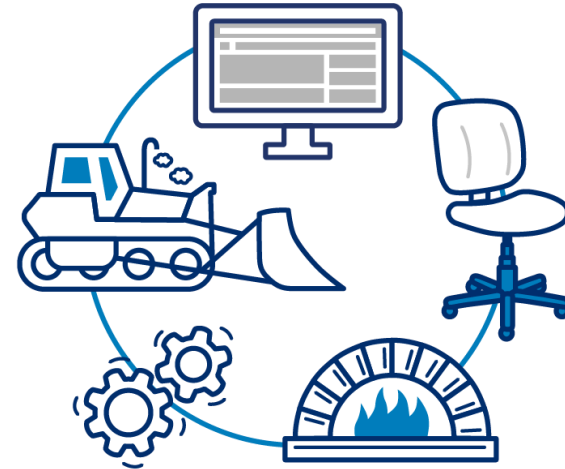
- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education



How Can an SBA-Backed Loan Help You?



- Launch, grow, or repair a start-up
- Start or purchase a small business
- Access revolving credit or working capital for day-to-day expenses



- Purchase, renovate, or expand facilities
- Purchase inventory, equipment, or machinery
- Purchase land or real estate
- Export a product or service

Increase Your Chances of Securing a Loan

Lenders want to know they're making a smart choice by giving you a loan. Your local SBA Resource Partners can help you develop your:



- **Business plan**
- **Expense sheets**
- **Financial statements**
- **Financial projections**

ACCESS TO CAPITAL

- **Changes as Part of the CARES Act:**

- As of Oct. 1, 2021, SBA Express Loan maximum was increased to a maximum of \$500,000.
- For all SBA Express Loans to veteran-owned small businesses the upfront guaranty fee has been permanently reduced to zero (as of Oct. 1, 2021).

- **SBA Veteran Qualifications:**

- Businesses must be 51% or more owned and controlled by an individual(s) in one or more of the following groups:
 - Veterans (excluding those with dishonorable or bad conduct discharge)
 - Service-disabled veterans
 - Active duty military service member in TAP
 - Reservists or National Guard members
 - Military spouses

- **Disaster Assistance: MREIDL**

- Military Reservist Economic Injury Disaster Loan
 - Available for eligible VOSBs and SDVOSBs

Lender Match

1.

**Describe
Your Needs**



2.

**Interested Lenders
Reply Within 2 Days**



3.

**Talk to
Lenders**



4.

**Apply for a
Loan**

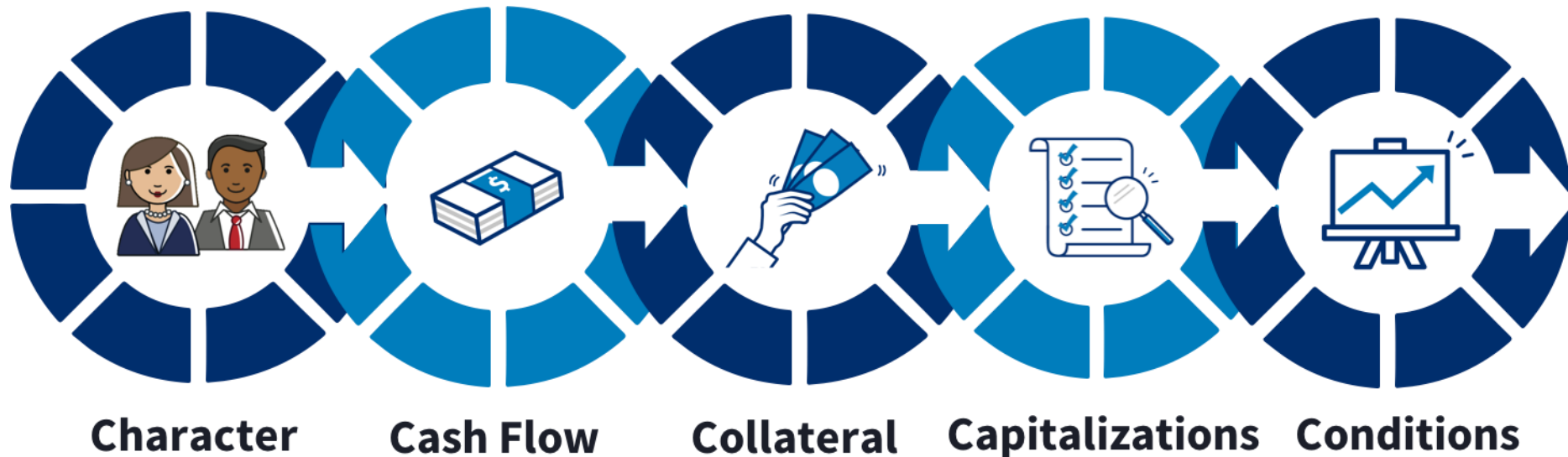


Find an SBA-approved lender that's right for you by visiting

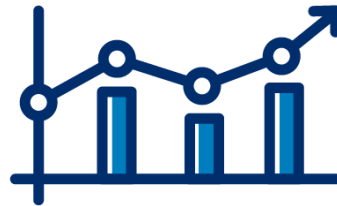
[SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

Determine Your Creditworthiness

Your local SBA District Office or SBA Resource Partners can work with you to determine your creditworthiness using the **5 Cs Model**:



Reimagine Your Potential as You Branch Out



Interested in International Trade or Exporting?



Nearly 96 percent of consumers live outside the U.S.



Two-thirds of the world's purchasing power is in foreign countries



Evaluate your readiness & learn more by visiting [SBA.gov/exporting](https://www.sba.gov/exporting)



The SBA Can Help You Go Global

1



Get Counseling & Training

- U.S. Export Assistance Centers (USEACs)
- Small Business Development Centers (SBDCs)

2



Find Buyers Internationally

- State Trade Expansion Program (STEP)

3



Get Export Funding

- Export Express Loans
- Export Working Capital Loans
- International Trade Loans

Who Can Help?

If you are looking to go global with international trade, tap a USEAC to:

- **Explore** the process of exporting
 - **Get help** with export financing and transactions
-

US Export Assistance Centers (USEAC)

Baltimore Location

300 W Pratt St.

Suite 300

Baltimore, MD 21201

(410) 962-4539

Disasters Happen. Prepare Your Business.



An estimated 25% of businesses don't reopen after a major disaster.*



Businesses can protect themselves with an up-to-date plan of action.



Prepare your business & learn more by visiting [SBA.gov/prepare](https://www.sba.gov/prepare)



*According to the Institute for Business and Home Safety (IBHS).

SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term **disaster loans** to help small businesses, homeowners, and renters recover from declared disasters. Loans may cover:



**Real
Estate**



**Personal
Property**



**Economic
Injury**



**Machinery &
Equipment**



Inventory



**Active Duty
Military**

Are You Ready to Consider Federal Contracting?



The world's largest customer, buying all kinds of products & services



Required by law to provide contract opportunities to small businesses



Evaluate your readiness & learn more by visiting [SBA.gov/contracting](https://www.sba.gov/contracting)



The SBA Can Help You Evaluate Your Readiness

Federal contracting can represent a very profitable market for your business—but it can also be extremely complex to get started and thrive. The SBA can help you determine if your business is ready for federal contracting by assessing your:



- **Marketability**
- **Structure and experience**
- **Systems and capacity**
- **Ability to find contracts**

Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

8(a) Business Development Program

Historically Underutilized Business Zones (HUBZone) Program

Women-Owned Small Business (WOSB) Program

Service-Disabled Veteran-Owned Program

Learn more and determine your eligibility at
[Beta.certify.SBA.gov](https://beta.certify.sba.gov)

8(a) Business Development

Benefits

- 8(a) set-aside/Sole Source Contract Guidance
- Assigned a Business Opportunity Specialist
- Receive management and technical assistance
- 5% government-wide contracting goal

Eligibility

- Be a small business by SBA standards
- Be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged
- All principals must have good character and potential to perform on contracts

HUBZone

Benefits

- Limits competition for certain contracts to businesses in HUBZones
- 10% price evaluation preference
- 3% government-wide contracting goal

Eligibility

- Be a small business by SBA standards
- Be at least 51% owned and controlled by U.S. citizens
- Principal office must be in a qualified HUBZone
- At least 35% of its employees must reside in a designated HUBZone

Women-Owned Small Business Program (WOSB)

Benefits

- Levels the playing field for women business owners
- The WOSB contracts are for industries in which women-owned small owners are underrepresented
- 445 NAICS Codes accepted
 - 5% government wide contracting goal

Eligibility

- Be a small business by SBA standards
- Be at least 51% owned and controlled by women who are U.S. citizens
- Have women managing the day-to-day operations and making long-term decisions

Service-Disabled Veteran-Owned Small Business Program (SDVOSB)

Benefits

- 3% government-wide contracting goal
- Government limits competition for certain contracts to businesses that participate in the SDVOSB
 - Must first certify through Veterans Affairs
 - Self Certify with the SBA
- SDVOSB firms that wish to contract with VA and/or FAA must apply for certification through the VA

Eligibility

- Be a small business by SBA standards
- Be at least 51% owned and controlled by a service-disabled veteran(s) who has a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense

Who Can Help?

If you are looking to expand with government contracting, PTACs can help:

- **Determine if your business is ready** for federal contracting
 - **Help you register in the proper places** to get involved in the government marketplace
 - **See if you're eligible** for certifications
-

Procurement Technical Assistance Centers (PTAC)

5825 University Research Ct
Suite 130
College Park, MD 20740
(301) 403-2740
www.mdptac.org



U.S. Small Business
Administration

Thank you

Caroline Henson

Business Development Specialist &

Veteran's Business Development Officer

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