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# WELCOME!

## Veterans Business Outreach Center (VBOC)



The University of Texas-Rio Grande Valley Veterans Business Outreach Center

Division of Research Innovation and Economic Development

[www.utrgv.edu/vboc](http://www.utrgv.edu/vboc)



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## VBOC's Creation

- VBOC is created and sustained under the authority of the Small Business Act, Section 8(b)(17), 15 U.S.C. Section 637(b)(17), and in accordance with Program Announcement No. VBOC-2017-02
- 4<sup>th</sup> consecutive award, currently operating on Year 3 of 3 beginning May 2017 - April 2018



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## VBOC's Location

VBOC is physically located at:  
UTRGV Community Engagement &  
Student Success (CESS) Bldg.  
1407 Freddy Gonzalez Dr, Rm. 1.200  
Edinburg, TX 78539



Haggar Building  
1407 E. Freddy Gonzalez Drive, Edinburg, Texas  
(Corner of Freddy Gonzalez and Expressway 281)

VBOC is sponsored by SBA-OVBD and managed by UTRGV.



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## VBOC's Mission

VBOC's mission is to help create, retain and develop businesses and to contribute to the success of entrepreneurs who are members of the U.S. military community including:

- ✓ Veterans
- ✓ Service-disabled Veterans
- ✓ Reservists and Guard members
- ✓ Active-duty service members preparing to transition from military service to business ownership
- ✓ Spouses

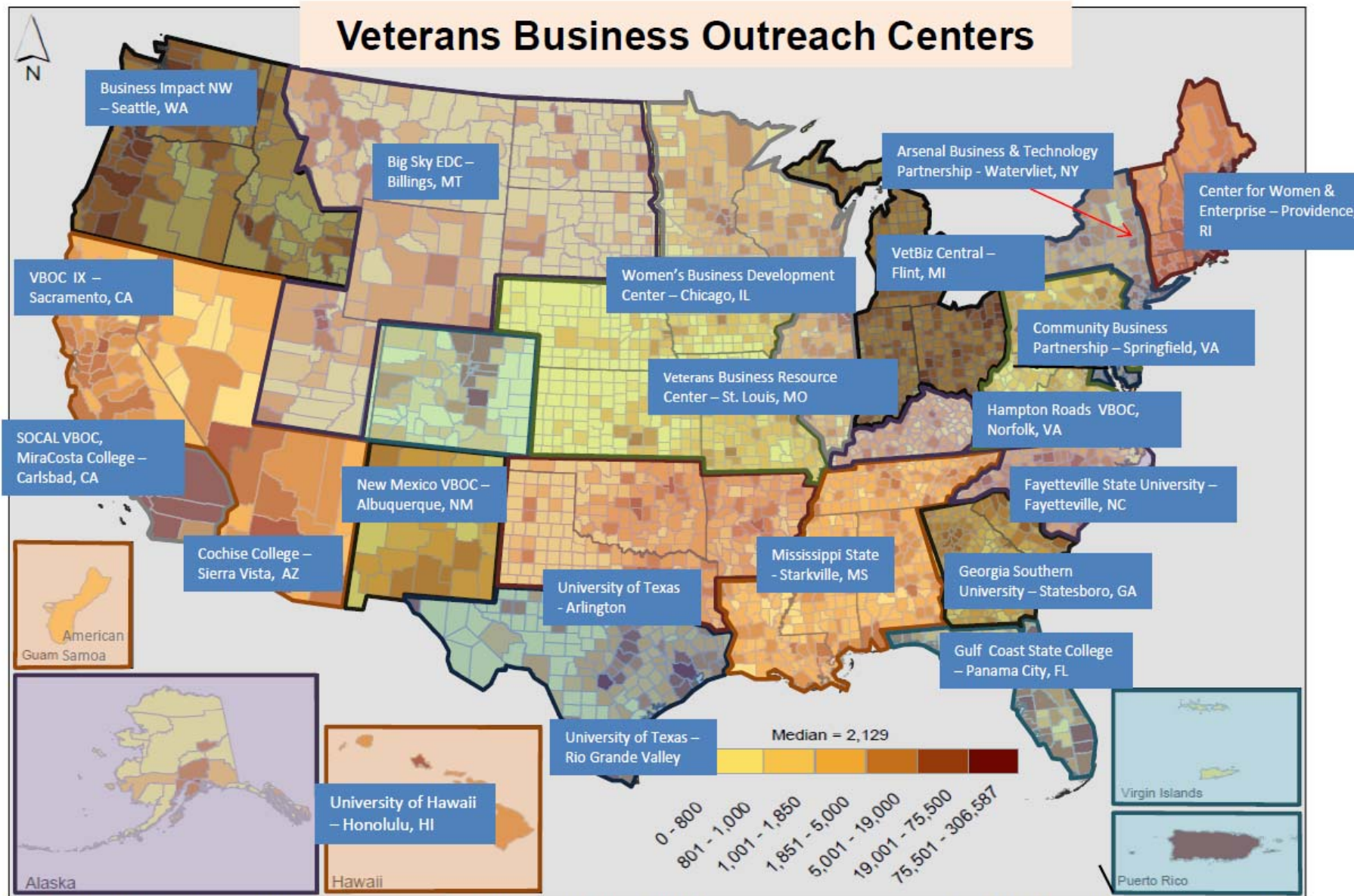


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## Other VBOC Centers

- ❑ VBOC at Cochise College, **Sierra Vista, AZ**
- ❑ SOCAL VBOC, **Carlsbad, CA**
- ❑ VBOC Region IX, **Sacramento, CA**
- ❑ VBOC Gulf Coast State College, **Panama City, FL**
- ❑ VBOC at Georgia Southern University, **Statesboro, GA**
- ❑ VBOC of the Pacific, **Honolulu, HI**
- ❑ VBOC at Women's Business Development Center (WBDC), **Chicago, IL**
- ❑ VetBiz Central, Inc., **Flint, MI**
- ❑ VBOC at Mississippi State University, **Starkville, MS**
- ❑ Veterans Advocacy Foundation, **St. Louis, MO**
- ❑ Big Sky Economic Development Authority, **Billings, MT**
- ❑ VBOC IX Sub-Center, **Reno, NV**
- ❑ New Mexico VBOC, **Albuquerque, NM**
- ❑ Arsenal Business and Technology Partnership, **Watervliet, NY**
- ❑ VBOC at Fayetteville State University, **Fayetteville, N.C.**
- ❑ Center for Women & Enterprise (CWE), **Providence, R.I.**
- ❑ VBOC at University of Texas at Arlington, **Arlington, TX**
- ❑ Community Business Partnership, **Springfield, VA**
- ❑ Hampton Roads VBOC at Old Dominion University, **Norfolk, VA**
- ❑ Business Impact NW, **Seattle, WA**

# Veterans Business Outreach Centers



Source: Department of Veterans Affairs, Office of the Actuary, Veteran Population Projection Model (VetPop), 2011 as of 9/30/2013

Prepared by the National Center for Veterans Analysis and Statistics



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## Eligibility

- ✓ Any entrepreneur who is interested in starting up their own small business for the first time or expanding an existing small business and qualifies as an “eligible” veteran.
- ✓ The term “eligible veteran” is defined per 38 U.S.C. 101 (2).
  - The term veteran means a person who served in the active military, naval, or air service, and who was discharged or released there from under conditions other than dishonorable.
  - Service Disabled: 1% - 100% Disabled-VA rating, incurred on active duty related activity.
- ✓ Reservist: Anyone on Active Reserve with any DOD military branch.
- ✓ Active Duty Member: Anyone on active duty with any DOD military branch.



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## Small Business Technical Services

- VBOC provides technical assistance through free, confidential business counseling and training in many areas including business planning, financing, management, and marketing.





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## Technical Assistance

- One-to-One Counseling: Initial and Ongoing
- Research
- Information
- Business Plan
- Trainings
- Other Services



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## One-to-One Counseling

- ✓ Free and confidential business counseling for start-up and existing businesses
  - Office Visits, community outreach, telephone and email consultations
  - Additional services available by co-centers and type of client
    - Rio South Texas Regional Procurement Technical Assistance Center (PTAC): Potential or Existing contractors
    - UTRGV Small Business Development Center (SBDC): Potential or Existing businesses
    - Scale Up Hidalgo County, TX program: Existing businesses, primed for growth beyond the start-up



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## Research

### Services Offered:

- Industry trends
- Statistics
- Sources of capital
- Contacts

### Resources:

- NAICS
- Data Center
- DOT
- Business Library
- Others



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## Business Plan

- A document that gives detailed information about the company, the owner and management, and the amount of capital that is required to finance the business.
- It is used by the business owner, lenders and investors.
- A sound business plan covers:
  - ✓ Who you are
  - ✓ What you are selling
  - ✓ To whom you are selling
  - ✓ How will you reach them
  - ✓ How much capital it will take
  - ✓ How much profit you will make



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# Training

## Core Classes:

- Business Planning
- Market Validation
- Projections Generation
- Legal Structures
- Financial Statements



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## Other Services

- Management assistance
- Educational services and benefits
- Management of business profitability
- Prepare loan request packages
- Community events
- Personal finance



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## SBA Veteran Entrepreneurship Programs

### ➤ Boots to Business Program (B2B)

- The *Boots to Business* program uses a multi-phased approach to introduce transitioning service members to the fundamentals of small business ownership and to the SBA tools and resources available to them. Building on lessons learned from the *Boots to Business pilot program*, launched in the Spring of 2012, the SBA aims to ultimately provide entrepreneurship *awareness* and *opt-in training* nationwide to the 250,000 service members from all branches of the military that transition each year.

<http://www.sba.gov/bootstobusiness>



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## SBA Veteran Entrepreneurship Programs

- Entrepreneurship Bootcamp for Veterans with Disabilities (EBV)
  - The EVB offers training in entrepreneurship and small business management to soldiers, sailors, airmen, and Marines wounded while serving or supporting combat operations in Iraq or Afghanistan. [whitman.syr.edu/ebv](http://whitman.syr.edu/ebv)
- Entrepreneurship Bootcamp for Veterans' Families (EBV-F)
  - Modeled after the EVB, the EVB-F program integrates training in small business management, with caregiver and family issues, positioning the family member to launch and grow a small business in a way that is complementary or enhancing to other family responsibilities. [whitman.syr.edu/ebv/programs/families](http://whitman.syr.edu/ebv/programs/families)
- Veterans Women Igniting the Spirit of Entrepreneurship (V-WISE)
  - V-WISE enables women Veterans to find their passion and learn the business-savvy skills to turn their ideas or businesses into a growth of ventures. [whitman.syr.edu/vwise](http://whitman.syr.edu/vwise)
- Yellow Ribbon Reintegration Program (YRRP)
  - The Yellow Ribbon Reintegration Program provides information, services, referral, and proactive outreach programs to soldiers of the Army Reserve and their families through all phases of the deployment cycle. [yellowribbonevents.org/default.aspx](http://yellowribbonevents.org/default.aspx)





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## Contact us

### The University of Texas- Rio Grande Valley

# Veterans Business Outreach Center

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1407 Freddy Gonzalez Dr.  
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***Thank You!***



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