Employment Resources for Military Families

Thanks for joining us! We will get started soon. While you’re waiting you can get handouts etc. by following the link below:

https://militaryfamilieslearningnetwork.org/event/22353/

Connecting military family service providers and Cooperative Extension professionals to research and to each other through engaging online learning opportunities

https://militaryfamilieslearningnetwork.org
Employment Resources for Military Families

https://militaryfamilieslearningnetwork.org/event/22353/

Today’s Presenters

C. Eddy Mentzer
Associate Director for Military Family Readiness & Well-Being, in the Office of the Deputy Assistant Secretary of Defense for Military Community & Family Policy. Mr. Mentzer’s duties include policy oversight and support to Military Service delivered Family Readiness and Support Programs and the DoD’s Spouse Education and Career Opportunities (SECO) Program.

Janel Cloutier
Program Analyst and Military Spouse Program Representative, Office of Veterans Business Development, Veteran Business Outreach Center of the U.S. Small Business Administration.
Spouse Education and Career Opportunities

RESOURCES FOR ENTREPRENEURS

Helping Military Spouses Advance Their Careers

SECO OBJECTIVE
Deliver a comprehensive education and career solution for military spouses pursuing training, jobs and sustainable careers by providing career services and connecting them to employers seeking employees with the 21st century workforce skill sets possessed by military spouses.

WHAT THEY WANT, WHEN THEY WANT IT, WHERE THEY WANT IT

MySECO.MilitaryOneSource.mil • 800-342-9647
Military Spouse Entrepreneurship

Entrepreneurship provides military spouses with opportunities for:

- Portable careers
- Leadership
- Networking
- Self Determination
- Flexibility Growth

Entrepreneurship Specialty Package

- Entrepreneur Edge Assessment
- Action Plans
- Connections to Resources
- Long Term Planning
- Ongoing Check-Ins

RESOURCES FOR ENTREPRENEURS

SECO Career Counseling Center

Career coaches offer expert career and education guidance and direct military spouses to tailored resources.

They can assist in:

- Assessing current skills and aptitudes
- Clarifying career goals
- Exploring education opportunities
- Maximizing job search efforts
- Learning how to self-market and build networks
- Creating a path to achievement

EVERY CAREER COACH HOLDS A MASTERS DEGREE AND IS A CERTIFIED CAREER COUNSELOR
Spouse has completed two Entrepreneurship Coaching Package sessions. She requested this package for assistance in launching a language training business by October. Spouse has a Master of Arts degree in curriculum and instruction design. She has provided language training for the government, military and the Department of State Foreign Services, and is currently working at a college providing language training for Camp Lejeune.

Accomplishments/Progress:

- Developed 90-day action plan, which includes registering her business by October, applying for a D-U-N-S number, and beginning marketing courses in January.
- Created a list of requirements to start and maintain a business, including website, business name and registration, learning steps to build a business, and obtaining an EIN number.
- Utilized SECO resources, discussed informational interviews with future clients, and reviewed Small Business Association articles for business research.
- Completed LinkedIn Learning course on writing a one-page business plan.
- Attended meeting with a future client, which spouse described as a “positive experience.”
- Reported identifying a few leads to gain potential clients.
What do spouses say?

“Thank you for showing me the options for making the best decision for myself.”

“You keep me grounded, focused and on task and I just want to thank you for that!”

“Hi Tiffany, Thank you for the follow-up email with all the resources you shared. I have already found an exciting avenue in The Blue Star Educator Network. I appreciate your time yesterday. Thanks, XXXXXX”

“Dear Ms. Santos, Thank you so much again for the nice conversation on the phone and all the information you provided. The amount of options, possibilities and information is amazing and also overwhelming in the beginning. I’ve attached you my current resume so we can go over it on our next phone appointment next week. I am looking forward to it and hope you’ll have a great weekend! Best wishes, XXXXX”

ENTREPRENEUR RESOURCES

ENTREPRENEUR RESOURCES

ENTREPRENEUR EDGE ™
Connect with the Community

Social Media, Newsletters and Blogs – for the latest information and timely help:

https://www.facebook.com/DoDMilSpouse

https://www.linkedin.com/groups/4159976

https://www.militaryonesource.mil/web/mos/epublications
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 veteran entrepreneurship by formulating, implementing, administering, and promoting policies and programs
  - Equip veteran, service member (active duty, National Guard, Reserve), and military spouse owned small businesses with:
    - Counseling, training, and education
    - Access to Capital and Disaster assistance
    - Contracting opportunities
OVBD MISSION PRIORITIES

- **Counseling & Training**
  - Veterans Business Outreach Centers (VBOC)
  - Boots to Business (B2B) and Boots to Business Reboot (B2BR)
  - Women Veteran Entrepreneurship Training Program (WVETP)
  - Service-Disabled Veteran Entrepreneurship Training Program (SDVETP)
  - Procurement training program - Veteran Institute for Procurement (VIP)
  - SBA District Offices / Veteran Business Development Officers

- **Access to Capital**
  - SBA’s Veteran Advantage

- **Access to Contracting and Market Opportunities**
  - 3% SDVOSB federal goal achieved yearly since 2012

- **Disaster Assistance**
  - Military Reservist Economic Injury Disaster Loan (MREIDL)

CAPITAL: SBA VETERANS ADVANTAGE

- Includes upfront guaranty fee relief on SBA loans:
  - **SBA 7(a)**
    - Zero fee for loans up to $125,000
    - 50% fee for loans $125,001 to $350,000
  - **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

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

- 22 centers nationwide, full resource partners
- Provides SBA resource navigation and referrals
- Growth focused on high vet population and installation density areas
- Transition assistance core mission
- Integration and referral mindset

BOOTS TO BUSINESS

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).

https://sba.gov/vets

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.

https://sba.gov/vets
VBOCs are the lead SBA resource partner in regard to the Boots to Business Program.

VBOCs work with the SBA District Offices and Transition Service Managers at military installations to ensure that Boots to Business classes are conducted in accordance with the guidelines of the Transition Assistance Program’s (TAP) Entrepreneurship Track.
B2B POINTS OF CONTACT

- **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

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

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 GROW** – enables VOSBs to increase their ability to win government contracts
  - **VIP START** – designed for VOSBs who seek to either enter or expand current business in the federal marketplace
  - **VIP INTERNATIONAL** – designed for VOSBs who seek to either enter or expand their federal contracting and commercial opportunities overseas
CONTRACTING

- U.S. Government SDVOSB contract spend has exceeded 3% every year since FY 2012

- Veteran Federal Procurement Entrepreneurship Training Program (VFPETP)

- Many SDVOSB and VOSB are well prepared for state and local procurement opportunities

- Commercial Supply Chain

Federal Contracting Certifications

- Women Owned Small Business
- 8a Program (Social & Economic Disadvantage)
- All-Small Mentor Protégé Program
- Service Disabled Veteran Owned Business
- Veteran Owned Business
- HubZone (Historically Underutilized Business Zone one)
- Government Contracting Classroom
- SBA Certification Portal
Women’s Business Centers

- Provide training, counseling, mentoring
- Tailor programs to local community needs; includes assistance to economically and socially disadvantaged women

www.awbc.org

SBA Resource Partners

Experienced Volunteers Offering:
- Expert business counseling
- Marketing advice
- Business plan preparation
- Loan application assistance
- Online or in person counseling

www.score.org
Small Business Development Center Network

Professional Business Advisors:

- Loan application assistance
- Business plan assistance
- Provide management and technical assistance
- Combine resources of SBA, local government, private sector and academia
- Over 900 locations across the country
- Typically located at colleges and universities

www.americassbdc.org

PARTNERS AND RESOURCES

68 SBA District Offices across the U.S.
SBA Website

Start and grow your business
Want to be an entrepreneur? Learn how to get started on your business in 10 steps.
SEE THE GUIDE

PARTNERS AND RESOURCES

www.sba.gov/tools/local-assistance
OVBD RESOURCES

www.sba.gov/offices/ovbd/resources

CONTACT US

- **SBA OVBD**
  - **Website:** www.sba.gov/ovbd
  - **Phone:** (202) 205-6773

- **Find Your Local…**
  - Veterans Business Outreach Center: www.sba.gov/vboc
  - Veterans Business Development Officer: www.sba.gov/vbdo

- **Service-Disabled Veteran Training**
  - Entrepreneurship Bootcamp for Veterans with Disabilities (EBV): ebv.vets.syr.edu
  - Veterans Entrepreneurship Program at Oklahoma State University: business.okstate.edu/riata/veterans
  - Veterans Entrepreneurship Jumpstart at St. Joseph’s: www.sju.edu/ebv
  - Dog Tag Bakery, Inc.: www.dogtaginc.org

- **Women Veteran Entrepreneurship Training**
  - V-WISE: vwise.vets.syr.edu/
  - Bunker Labs: bunkerlabs.org
  - Lift Fund: liftfund.wpengine.com
Evaluation and Continuing Education Credits/Certificate

MFLN Personal Finance is offering 1.5 credit hours for today’s webinar.

Please complete the evaluation and post-test at: https://vte.co1.qualtrics.com/jfe/form/SV_br86JsNikmWd2hn

Must pass post-test with an 80% or higher to receive certificate.
Certificate of Completion

MFLN Family Transitions is offering a Certificate of Completion for today’s webinar

Please complete the evaluation at: https://vte.co1.qualtrics.com/jfe/form/SV_br86JsNikmWd2hn and a Certificate will be emailed to you

Upcoming Events

Overindulgence in Parenting: How much is too much?

• Date & Time: Thursday, October 25, 2018, 11:00am – 12:30 pm EDT
• Location: https://militaryfamilieslearningnetwork.org/event/22032/

Family Finances Series:
Raising Financially Responsible Children

• Date & Time: Tuesday, November 27, 2018, 11:00 am- 12:30 pm EDT
• Location: https://militaryfamilieslearningnetwork.org/event/21698/

For more information visit: https://militaryfamilieslearningnetwork.org/
Find all upcoming and recorded webinars covering:

- Personal Finance
- Military Caregiving
- Family Transitions
- Network Literacy
- Family Development
- Nutrition & Wellness
- Community Capacity Building

Learn with us at militaryfamilieslearningnetwork.org