



*To Lead, Advocate and Connect as the Voice of Business*

## **Senate Bill 532 - Task Force to Study the Veteran-Owned Small Business Enterprise Program**

Finance Committee

February 21, 2020

### **SUPPORT WITH AMENDMENT**

Senate Bill 532 establishes a Task Force to Study the Veteran-Owned Small Business Enterprise Program. It requires the Task Force to study and make recommendations regarding opportunities for veteran-owned small business enterprises to participate in State procurement contracts and the improvement of the veteran-owned small business enterprise program. The members of the Task Force are Senators and Delegates, privately owned veteran-owned small business and minority-owned business, and agency representatives.

The Veteran Institute of Procurement (VIP) was founded in 2009 and provides comprehensive instruction to veteran owned small business executives that specifically addresses federal procurement. To date, VIP has trained more than 1,300 VOSBs and SDVOSBs in 49 states, D.C., and Guam. The VIP program was created to assist and ensure the federal government not only met its small business contracting goals, but exceeded them.

Since 2012, the federal contracting goal of 3% for service-disabled veteran-owned small businesses has not only been met but has increased each year, reaching 4.27% for FY2019. VIP offers three distinct programs: VIP START for companies entering the federal market and interested in becoming procurement-ready; VIP GROW for procurement-ready companies interested in expanding into the federal marketplace; and VIP INTERNATIONAL for VIP graduate companies interested in moving into the global market. On average, VIP GROW graduates grow 63% just one year from graduation and 357% two years after graduation. And 85% of the GROW Graduates are still in business 10 or more years later.

**Given its track record of success in helping the federal government meet its goals, the VIP program respectfully asks to be included on the Task Force created in this legislation.**

For the aforementioned reasons, the Chamber supports Senate Bill 532 with an amendment to include the VIP program on the Task Force and respectfully urges a favorable report.

*The Montgomery County Chamber of Commerce (MCCC) accelerates the success of our nearly 500 members by advocating for increased business opportunities, strategic investment in infrastructure, and balanced tax reform to advance Metro Maryland as a regional, national, and global location for business success. Established in 1959, MCCC is an independent non-profit membership organization and is proud to be a Montgomery County Green Certified Business.*

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## **Federal Government Exceeds Contracting Goal for Service-Disabled Veteran-Owned Small Businesses as Part of Record-Breaking \$120 billion to Small Businesses**

*(Washington D.C., June 26, 2019)* – Yesterday, the Small Business Administration (SBA) announced that the U.S. Federal Government has met its 23% small business contracting goal for the sixth consecutive year, awarding 25.05% in federal contract dollars to small businesses totaling \$120.8 billion, an increase from the previous fiscal year of nearly \$15 billion. The Federal government also exceeded the FY18 service-disabled veteran-owned small businesses (SDVOSBs) goals and increased the prime contract dollar awards in all small business categories from previous years.

“The SBA’s leadership and dedication to improving small business success in the federal marketplace plays a significant role in ensuring that the federal government not only meets its small business contracting goals but exceeds them,” stated Barbara Ashe, National Director of the Veteran Institute of Procurement (VIP). “I can’t overemphasize the impact of the SBA’s support of veteran-owned small businesses in the federal market. Since 2012, the federal contracting goal of 3% for service-disabled veteran-owned small businesses has not only been met but has increased each year, reaching 4.27% this fiscal year.”

“These successes are definitely the result of a team effort,” stated Larry Stubblefield, Associate Administrator of the Office of Veterans Business Development for the U.S. Small Business Administration, “including the very important role VIP played in helping the federal government exceed the SDVOSB goal. SBA is proud of its partnership with VIP and all the organization does for the veteran entrepreneurial community. VIP is clearly making a difference.”

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