

TheAmericanLegion_FAV_SB532

Uploaded by: Guibao, Patrick

Position: FAV



THE AMERICAN LEGION
Department of Maryland
Legislative Commission

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**STATEMENT IN SUPPORT FOR SENATE BILL 532
TASK FORCE to STUDY the VETERAN-OWNED
SMALL BUSINESS ENTERPRISE PROGRAM**

The American Legion representing over 48,000 active duty personnel, veterans who have served in wars and conflicts since 1917 and their families—all Maryland residents—firmly believe the creation of a Task Force to analyze the Veteran-Owned Small Business Enterprise Program outlined in Senate Bill 532 is a valuable measure eventually aiding those who have a dream to become an independent, successful entrepreneur.

In our opinion the veteran is grossly overlooked by several facets of commerce especially financial resources to make the dream a reality. While it is recognized that it is the individual's responsibility to garner and network with lending sources, investors etc., a helping hand would be a major benefit.

This can be accomplished by governmental guidance. SB 532 with a membership dedicated to arriving at a fair and productive outcome can achieve the needed steps to planning and resources of these necessary steps to individual achievement.

One goal The American Legion feels is essential to be on the Task Force's agenda is adding veteran-owned businesses to the **Governor Small, Minority and Women Business Affairs**. This integration will contribute significantly to the educational necessity for a sole business owner.

Additionally, we would like to see the threshold for State mandated contracts be reviewed with the hope of increasing the present one percent and be on parity with the Federal Guidelines on this issue with the goal being gradually raised to five percent (05%).

In closing we believe SB 532 can be an important helping hand for present and future veteran entrepreneurs and an excellent asset to our State's diverse, robust economy and The American Legion respectfully requests a favorable report on this much needed measure.

Yours, respectfully

Patrick Guibao

Patrick J. Guibao
Chair
THE AMERICAN LEGION
Department of Maryland
Legislative Commission

Dirt Plus_FAV_SB532

Uploaded by: Mason, Michael

Position: FAV



*Complete Site Work
Service-Disabled Veteran-Owned Small Business*

1001 Prince Georges Blvd, Suite 700
Upper Marlboro, MD 20774
(301)218-7779
(301) 218-7769 Fax

February 21, 2020

The Honorable Delores Kelley, Chairwoman
Senate Finance Committee

Re: Senate Bill 532 - Task Force to Study the Veteran-Owned Small Business Enterprise Program

Position: ***Support***

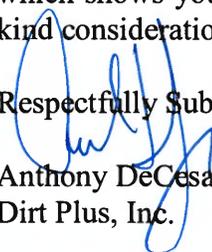
Chairwoman Kelley and Committee Members:

I am writing to express my ***support*** for Chairman Will Smith's Senate Bill 532, Task Force to Study the Veteran-Owned Small Business Enterprise (VSBE) Program. Senate Bill 532 establishes a 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 program.

Enacted in 2010, the Veteran-Owned Small Business Enterprise (VSBE) program was designed to provide contracting opportunities on state-funded procurements for qualified veteran-owned small businesses. Designated state agencies and departments are directed to spend at least **1%** of the total dollar value of their procurement contracts either directly or indirectly with certified VSBE firms. Since the program's conception, the participating state agencies and departments have struggled to meet the **1%** aspirational goal as cited in the annual Board of Public Works review of the program. I believe that through the passage of this legislation the task force will be able provide meaningful recommendations to improve the Veteran-Owned Small Business Enterprise (VSBE) program by the start of the 2021 Legislative Session.

As a proud Veteran of the United States Army I respectfully request a favorable report of Senate Bill 532, which shows your dedicated support to our veteran business leaders in Maryland. Thank you for your kind consideration and attention to this legislation.

Respectfully Submitted,


Anthony DeCesaris, President
Dirt Plus, Inc.

SMI_FAV_SB532

Uploaded by: Mason, Michael

Position: FAV



February 21, 2020

The Honorable Delores Kelley, Chairwoman
Senate Finance Committee

Re: Senate Bill 532 - Task Force to Study the Veteran–Owned Small Business Enterprise Program

Position: *Support*

Chairwoman Kelley and Committee Members:

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As a proud Veteran of the United States Air Force I respectfully request a favorable report of Senate Bill 532, which shows your dedicated support to our veteran business leaders in Maryland. Thank you for your kind consideration and attention to this legislation.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "Stephen G. Principe".

Stephen G. Principe, President
SMI Services, LLC

17435 Mill Branch Place, Bowie, MD 20716 | 877-977-3051 | www.SMIcompanies.net



MoCoChamberofCommerce_FWA_SB532

Uploaded by: Swanson, Tricia

Position: FWA



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.

Tricia Swanson, Vice President, Government Relations
Montgomery County Chamber of Commerce
301-738-0015 www.mccc.md.com



June 26, 2019 | Press Release

For Immediate Release

Contact:

Amy Couch, 301.738.0015 x222, acouch@mcccmd.com

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.”

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.