



Veterans Network Directory - Montgomery County, MD

Business Assistance and Entrepreneurship

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This is a project of the Montgomery County Commission on Veterans Affairs.

To submit an update, add or remove a listing, or request an alternative format, please contact: MCCVA@montgomerycountymd.gov.

Veteran Business Preference Program – Montgomery County Office of Procurement

- The Montgomery County Office of Procurement launched a Veteran Business Preference Program (VBPP) on January 2, 2025 as part of the Local Small Business Reserve Program (LSBRP). Verified Veteran-Owned businesses will receive additional evaluation points worth five percent of the total available points for proposals submitted under the LSBRP.
- The LSBRP ensures that County departments award 25 percent (with specified exceptions) of their procurements for goods, services and construction to registered and certified local, small businesses. The program assists County departments in identifying solicitations appropriate for LSBRP competition and allows local, small vendors (including non-profits) an opportunity to compete with businesses of similar size and resources for County contracts. Montgomery County-based retailers, construction and trades companies, wholesalers, service firms, and non-profit organizations are encouraged to participate. DBRC staff meet regularly with County department and agency staff to identify LSBRP procurement opportunities.
- To be eligible for these points, a business must be certified in the LSBRP and have a valid Veteran-Owned Small Business (VOSB) or Service-Disabled Veteran-Owned Small Businesses (SDVOSB) certificate from the U.S. Small Business Administration or the U.S. Department of Veterans Affairs. For more information, visit the Local Small Business Reserve Program's website (www.montgomerycountymd.gov/PRO/DBRC/lbrp.html).
- Vendors must also have a vendor profile on the County Vendor Registration System (CVRS) (<https://azex32.montgomerycountymd.gov/cvrs>). Vendors should follow the prompts to upload the required certification documents.

Contact Information

Michael Brown, Program Manager
Montgomery County Local Small Business Reserve Program
27 Courthouse Square, Suite 330
Rockville, MD 20850
240-777-9913 (V)
Email: lbrp@montgomerycountymd.gov

Veteran Owned Small Business and Maryland State Procurement

- Effective October 1, 2015, each Maryland state agency must structure its procurement procedures to try to achieve an overall minimum of 1% of its total dollar value of procurement contracts to be made up directly or indirectly from Veteran-owned small businesses. See the Board of Public Works for more information.
- To qualify, Veteran-owned businesses must be verified by the Center for Validation and Evaluation of the United States Department of Veterans Affairs. For more information on verification the VA Office of Small & Disadvantaged Business Utilization.
- Once your business is verified by Center for Validation and Evaluation, you should register your business on eMaryland Marketplace, the State of Maryland's internet-based procurement system. Registration is free and is available at eMaryland Marketplace. The eMaryland Marketplace help line is 410-767-1492.
- Once your business is registered on eMaryland Marketplace, you will have access to all State, county and municipal procurement notices. Within eMaryland Marketplace, you can monitor procurement notices that include Veteran-

owned small business goals. Those notices will include information on the date/time/location of the prebid conference. It is a good idea to attend prebid conferences to network with prime contractors who may be looking for qualified Veteran businesses to include in their bids.

Boots to Business (B2B) – U.S. Small Business Administration

Email: boots-to-business@sba.gov

202-205-8381 (V)

www.sba.gov/sba-learning-platform/boots-business

Entrepreneurial education and training program offered by the U.S. Small Business Administration (SBA) as part of the Department of Defense's Transition Assistance Program (TAP). B2B provides participants with an overview of business ownership and is open to service members (including National Guard and Reserve) and military spouses. "B2B: Revenue Readiness" is an optional follow-on online course delivered through a partnership with Mississippi State University. Receive sign-up information once you complete the in-person introductory course. B2B and B2BR participants are also encouraged to take advantage of the many resources offered by the SBA and its partner network. B2B is delivered in partnership with SBA's Resource Partners, SCORE Mentors, Small Business Development Centers, Women's Business Centers, and Veterans Business Outreach Centers and the Institute for Veterans and Military Families at Syracuse University. It is available free of charge at participating installations.

Institute for Veterans & Military Families – Syracuse University

Email: ivmfeducation@syr.edu

315-443-0141 (V)

<https://ivmf.syracuse.edu/our-programs/>

- **VetNet:** Online resource offering innovative networking tools, career training, job opportunities and entrepreneurship classes. VetNet is a free service for the entire veteran and military family community.
- **Boots to Business (B2B):** For those interested in exploring business ownership or other self-employment opportunities by leading them through the key steps for evaluating business concepts and providing foundational knowledge required to develop a business plan.
- **Veteran EDGE:** A four-day conference dedicated solely to veteran and military spouse business owners and the ecosystem that supports them.
- **Veteran Women Igniting the Spirit of Entrepreneurship (V-WISE):** A women-focused training program in entrepreneurship and small business management that provides tools, ongoing support and business mentorship to veterans, active duty service members and military spouses aspiring to become successful entrepreneurs.
- **Entrepreneurship Bootcamp for Veterans (EBV):** Cutting edge entrepreneurship training program teaching the steps and stages of business creation and business management, with a tailored emphasis on the unique.
- **EBV Accelerate:** A bootcamp-style program focused on growth and tackles head-on topics such as the financial, management, marketing and strategic planning challenges established businesses face.
- **EBV-Families:** Entrepreneurship training program that integrates training with caregiver and family matters, positioning participants to launch and grow small businesses while tending to family responsibilities. Offered to spouses and family members, or the surviving spouse of a military member who gave his or her life in service to our country.
- **EBV-SPARK:** A completely virtual training program for veterans, military spouses & transitioning service members to test their business idea and develop a basic set of skills and competencies focused on entrepreneurial opportunity recognition, innovation, & fundamentals of business.
- **Center of Excellence (COE) for Veteran Entrepreneurship:** One-stop shop for everything related to veteran owned businesses. Information available to veterans seeking to begin or grow their business as well as researchers, policymakers, and public and private companies interested in veteran business ownership.
- **Startup Training Resources to Inspire Veteran Entrepreneurship (STRIVE):** The STRIVE program is part of a landmark initiative that transforms veterans and military family members into entrepreneurs. Delivered by Syracuse University's Institute for Veterans and Military Families' (IVMF) ARSENAL of 8 national entrepreneurship programs, STRIVE leverages networks and education resources in local communities to support and advance veteran-owned businesses.
- **Veteran Capital Readiness Initiative (V-CAP):** Whether you are a transitioning service member, veteran, or military

spouse, V-CAP connects you to the resources, services, and programs you need to thrive on your entrepreneurial journey.

- **Bunker Build Up:** A free 10-week program for veterans and military spouses working in the skilled trades who are interested in building business skills as a private contractor or launching their own contracting business.

Military Personnel and Veteran-Owned Small Business No-Interest Loan Program – Maryland Department of Commerce

Celester A. Hall, Program Manager

410-767-6356 (V)

Email: veteran.mpvolloanfund@maryland.gov

<http://commerce.maryland.gov/fund/programs-for-businesses/mpvsblp>

The Department of Commerce in consultation with the Maryland Department of Veterans and Military Families provides no interest loans of up to \$100,000, from one to eight years, for businesses owned by military reservists, veterans, National Guard personnel and for small businesses that employ or are owned by such persons. No interest loans range from \$1,000 to \$100,000. Loan maturity will be from one to eight years. The loan repayment period usually will not exceed the useful life expectancy of the equipment to be purchased.

Eligible applicants include veteran-owned small businesses, businesses owned by military reservists and National Guard members called to active duty, and small businesses, with fewer than 50 employees that employ them.

For reservists or National Guard members called to active duty, program funds must be used for payment of identifiable costs of the business, including general business expenses, which result from the call to active duty. The loan may be made at any time from the date of the call to active duty through the period ending six months after the end of the individual's active duty.

For service-disabled veterans, businesses owned by service-disabled veterans, and businesses employing service-disabled veterans, the purpose of the Program is to assist with the cost of making the home, motor vehicle, or place of employment of a service-disabled veteran accessible to individuals with disabilities, and to defray other necessary expenses

Montgomery County Chamber Community Foundation (MCCCF) Veteran Institute for Procurement (VIP)

Patty Brown, Senior Program Manager

301-738-0015 x 209 (V)

51 Monroe Street, Suite 1800

Rockville, MD 20850

Email: pbrown@nationalvip.org

<https://nationalvip.org>

Free training program for Service-Disabled Veteran-Owned Small Businesses (SDVOSB) and Veteran-Owned Small Businesses (VOSB). The Veteran Institute for Procurement (VIP) offers 3 programs that focus on: accelerating growth with market-based training across more than 20 topic areas; avoiding business land mines while reducing stakeholder risks; and building relationships with primes, government officials, and networks of national teaming partners. VIP classes are open to Veteran-owned businesses nationwide, and open to one executive from each veteran-owned business enrolled. Class size is limited to 50 individuals. MCCCF funds VIP Programs through a public-private partnership made up of a cooperative agreement with the U.S. Small Business Administration (SBA). It is also supported by the Grantor for MD, and by private sponsorships.

Office of Veterans Business Development – U.S. Small Business Administration (SBA)

Washington Office Center

202-205-8800 (V)

409 Third Street, S.W., Floor 2

Hours: Monday through Friday, 8 a.m. to 4:30 p.m.

Washington, DC 20416

www.sba.gov/district/washington-metropolitan-area

Offers a number of programs and services to support and empower aspiring and existing veteran entrepreneurs and military spouses. SBA provides training and mentorship, access to capital, preparation for opportunities in federal procurement, and cultivation of connections within commercial supply chains and disaster relief assistance. Each year, SBA serves over 200,000 veterans, service-disabled veterans and military spouses across the U.S. and at military installations around the globe. Serving the District of Columbia; Montgomery and Prince George's counties in Maryland; and Arlington, Fairfax, and Loudoun counties and cities of Alexandria, Fairfax, and Falls Church in Virginia.

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Project Opportunity

Joe Giordano, Founder

Email: joe.giordano@project-opportunity.com

www.project-opportunity.com

410-860-6664 (Office)

443-783-0203 (Cell)

A free entrepreneurship training program designed solely for veterans, active duty, reserve personnel and military spouses who want to start their own business or expand their current small business. Offer entrepreneur training courses and free business counseling and coaching for our training program graduates. Offer professional development workshops and seminars for all veteran small business owners, and referrals to other agencies and organizations that can assist in the success of the veteran small business population within Maryland.

University of Maryland Veterans – Mid-Atlantic Veterans Business Outreach Center

Discovery District
5850 University Research Court
Riverdale, MD 20737

Email: veteranbusiness@umd.edu

<https://midatlanticvbc.com/>

301-405-6071 (V)

The Veterans Business Outreach Center (VBOC) program is designed to provide entrepreneurial development services such as business training, counseling and resource partner referrals to transitioning service members, veterans, National Guard & Reserve members and military spouses interested in starting or growing a small business. The Mid-Atlantic VBOC in the Discovery District at the University of Maryland is funded in part through a cooperative agreement with the U.S. Small Business Administration. Serving Washington, D.C., Maryland, Delaware, Pennsylvania.

Veterans Business Services (VBS)

www.veteranownedbusiness.com

VBS network uses a peer-to peer approach to develop custom entrepreneurial strategies for each Service-Disabled Veteran that will leverage community, philanthropic, government, business and educational resources.

Veteran Entrepreneur Portal (VEP) – U.S. Department of Veterans Affairs

www.va.gov/osdbu/entrepreneur/

VEP is designed to save veterans time with direct access to the resources necessary to guide every step of entrepreneurship. VEP makes it easier for small businesses to access federal services, regardless of its source - and quickly connects veteran entrepreneurs to relevant 'best-practices' and information. Identify financing resources to support the start-up, development, or growth of your small business. Become familiar with Federal government contracting programs. Find Federal opportunities that align with your small business.

VetFran

Email: vetfran@franchise.org

www.vetfran.com

202-662-0781 (V)

Educate both veterans and franchisors about the unique match between the skills and aptitude of entrepreneurial veterans and the demands and opportunities of being a franchisee. Facilitate the transition of veterans into franchising by encouraging franchisors to offer discounts and incentives to veterans on the one hand, and to assemble resources, tools and a database of franchising opportunities for veterans on the other. VetFran is a program of the International Franchise Association (IFA) Foundation. The IFA Foundation is a 501(c)3 non-profit organization.