

U.S. SMALL BUSINESS ADMINISTRATION

**VBOC**

VETERANS BUSINESS OUTREACH CENTERS

**Old Dominion University IIE  
Veterans Business Outreach Center  
112 Bank St. Norfolk, VA 23510**

**5/24/2021**

**Don Miller  
Assistant Director/Senior Business Counselor**



- SBA grant funded program currently held by Old Dominion University Research Foundation
- 22 VBOC's Nation-wide including Hawaii
- Serve's Transitioning Active-Duty service members, Veterans, their spouses and dependents
- Assist Veterans and their families starting, growing/maintaining a Business
- Region III Mid-Atlantic coverage includes Virginia and West Virginia
- Work with Small Business Resources to assist our clients



- Lead and support the SBA's Boots to Business (B2B) 2-day Introduction to Entrepreneurship, training held on-site at selected military installations in Region III **(Current trainings are being held virtually due to Pandemic)**
- B2B 'Reboot' -1 or 2-day Introduction to Entrepreneurial training for veterans of any era in Region III
- Conduct Business Plan Boot Camp each month held at Old Dominion University Institute for Innovation and Entrepreneurship
- Individual Business Counseling, Coaching, Mentoring and education is offered *Free of charge*
- Conduct workshops and educational training on various business topics and government contracting



- Over 2100 Active Business Clients (Virginia, W. Virginia)
- Over 375 Veteran-Owned Business Start-ups in past 8 years
- Aided over 1700 other Veteran-Owned Businesses
- Over 2000 Jobs Created
- Over \$900M in Revenue
- Over \$75M in Capital Investment

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## Website:

[www.odu/iie/vboc.com](http://www.odu/iie/vboc.com)

## Contact Information:

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Business

Development

Center

at ODU



- ◆ The Business Development Center (BDC) at ODU helps Virginia entrepreneurs and businesses develop and grow their business. BDC provides personalized business advising services, training workshops, mentoring, and adaptive general support. We serve small, mid, and large businesses across a wide range of venture stages, from new businesses to existing businesses looking to scale.



- ◆ We offer highly effective support to businesses aimed at qualifying for and obtaining state and federal government contracts. We use a tiered approach to business development tailored to each client's needs.





- ◆ The Business Development Center offers clients customized help to successfully position, plan, and grow their businesses, services include:
  - ◆ One-on-one counseling
  - ◆ Ongoing professional development and networking
  - ◆ Product and service needs assessment
  - ◆ Business establishment and start-up assistance
  - ◆ Registration and certification support for state and federal government contracting opportunities
  - ◆ Opportunity identification and acquisition
  - ◆ Matchmaking between prime contractors and small business contractors
  - ◆ Access to the programs and resources of the Old Dominion University Institute for Innovation & Entrepreneurship (ODU-IIE).



- ◇ The Business Development Center is funded in part by the Virginia Workforce Innovation and Entrepreneurship Center (VWIEC).
- ◇ The mission of VWIEC is to expand the capability and capacity of Virginia's current and aspiring entrepreneurs to aid with economic recovery in the wake of the Covid-19 pandemic. Qualified individuals and businesses receiving services through the center may be additionally eligible to receive financial support to offset license, certification, and other costs.



- ◆ We are currently reaching out to Commonwealth of Virginia organizations and agencies, exploring opportunities on how our existing programs or new programs could jointly be created to augment their Small Business development efforts.



Monique McWhite, Director

Business Development Center at ODU

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# **Jones & Cabaccoy Veterans Care Center Tour**

VIRGINIA BEACH MEDAC

May 24, 2021









