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THE FEDERAL WEB PORTAL FOR VETERANS IN BUSINESS.
MANAGED BY THE CENTER FOR VETERANS ENTERPRISE.

WELCOME TO THE INAUGURAL ISSUE OF THE VETBIZ QUARTERLY REVIEW

Purpose and Objectives of this Newsletter

Vision: The VetBiz Quarterly Review shall become the Voice of the Federal Officials who are implementing the President's Executive Order 13360, Providing Opportunities for Service-Disabled Veteran-owned Small Businesses to Increase their Contracting and Subcontracting.

Purposes:

1. To increase accomplishments with veteran-owned small businesses (VOSBs) and service-disabled veteran-owned small businesses (SDVOSBs) by highlighting Federal agency and Federal contractor activities supporting the Federal Veterans Entrepreneurship Program.
2. To recognize accomplishments and report on plans to open doors of opportunity.

Objectives:

- To showcase Federal agency activities under Executive Order 13360, Service-Disabled Veteran-owned Small Business Programs.
- To showcase significant contract awards by Federal agencies or contractors to veteran-owned small businesses or service-disabled veteran-owned small businesses
- To summarize activity within the past quarter and to forecast milestone dates in the next 90 days of significance to the VOSB community or advocates for veterans in business.

Methodology:

While the U.S. Department of Veterans Affairs is sponsoring distribution of this newsletter, the content will be created by all Federal agencies that are promoting contract opportunities for veterans and by support sector organizations that offer business development services for veterans. In this inaugural issue, we will introduce the individuals who are giving of their time and talent to develop the Work Group implementing Executive Order 13360. It is our hope that this newsletter will become the platform for all Federal agencies to use to spread the news that Veterans In Business are a Superior American Investment.

DIRECTOR'S CORNER



Scott F. Denniston,
Director, Office of Small and Disadvantaged Business Utilization

It's definitely a "new look and new era" of cooperation among friends of veterans in business. Walt Blackman, new CEO of The Veterans Corporation, reported in April. Teresa Lewis, Associate Administrator for SDVOSBC in SBA's Office of Government Contracting also reported in April. She joins Bill Elmore, SBA's Associate Administrator for Veterans Business Development. Together, they will strongly advocate for veterans' business interests, not just at SBA, but across Federal government.

A group of determined volunteers from Federal agencies began getting together monthly last November to discuss implementation of the Executive Order from the President, supporting Service-Disabled Veterans. The group is a strong and vibrant force for change. These advocates, generally from the Offices of Small and Disadvantaged Business, have pledged cooperation in conference scheduling, unity in aligning strategies, forthrightness in identifying best practices and consistency in program training.

In this first issue of VetBiz Quarterly Review, I want to applaud the work of these volunteers who are "blazing the trail" to increased procurement opportunities for veterans and service-disabled veterans. They are:

Stella Hughes, Dept. of Agriculture
 Dr. Alain Hunter, Dept. of the Air Force
 Nancy Tarrant, Dept. of the Navy
 Jeanette Via, Dept. of Labor
 Paul Briggs, Dept. of Labor
 Frederick Trakowski, Dept. of Labor
 Larry Murphy, Dept. of Labor
 Robert Wilson, Dept. of Labor
 LTC James Blanco, Dept of the Army
 Barbara Little, Defense Contract Mgmt. Agency
 Charles Cervantes, Dept. of Defense
 Nicola Cooke, Dept. of Defense
 Frank Anderson, Dept. of Defense
 Marcia Richard, Dept. of Defense
 Thomas Ray, Defense Logistics Agency
 Kevin Boshears, Dept. of Homeland Security
 Nick Demer, Dept. of Energy
 Jeanette Brown, EPA
 Andrew Moran, EPA
 Lajuana Moody, EPA
 Susan Galliher, EPA
 Bob Elcan, FDIC
 Denis Peck, GSA
 Tom Brown, GSA
 Felipe Mendoza, GSA
 Arthuretta Martin, HHS
 Debra Peters, HHS
 Robert Faithful, Dept. of the Interior

Ozzie Moore, HUD
 David Sutton, Dept. of Justice
 Rudy Watley, Smithsonian Institute
 Shapleigh Drisko, Dept. of State
 Rick Mayronne, Dept. of Transportation
 Bob Egge, USAID
 Rupert Warner, U.S. Postal Service
 Janice Williams Hopkins, U.S. Postal Service
 Renee Fitzgerald, Dept. of Treasury
 LaJuene Desmukes, Dept. of Commerce,
 George Rails, Dept. of Commerce
 Wayne McDonald, SSA
 Marcicio Vera, Nuclear Regulatory Commission
 Donald Senich, National Science Foundation
 Ramona Jones, TSA HQ
 Dean Koppel, SBA
 Teresa Lewis, SBA
 Joe Wynn, NABVETS
 Rick Weidman, Veteran Task Force
 John Lopez, Veteran Task Froce
 Gail Wegner, VA
 Nolita Pollard, VA
 Bruce St. John, VA
 Jim Dunning, VA
 Wayne Simpson, VA
 Deborah VanDover, VA
 Paulette Widmann, U.S. Navy
 Mike Gerich, OMB/OFPP

**Federal VetBiz TrailBlazers:
Stephen Perry and Brad Scott
General Services Administration**

On October 20, 2004, President Bush issued Executive Order 13360. The purpose of the executive order is to assure that all Federal agencies develop a strategy to increase federal contracting and subcontracting opportunities for service-disabled veteran business owners.

Mr. Stephen Perry, Administrator of the General Services Administration, and his designated agency EO 13360 official, Mr. Brad Scott, are making great strides in implementing this Executive Order. Together, they committed GSA to hosting the first of a series of very popular VOSB conferences last May and to ensuring that veterans in all regions of the Nation have the opportunity to attend a networking and education event close to where they live. Further, they created a robust web site to aid owners in accessing GSA services and support. This is especially important for companies seeking Federal Supply Schedule contracts. Most recently, they have initiated a Government Wide Acquisition Contract solicitation for information services, which is restricted to SDVOSBs. This vehicle is estimated to generate up to \$5 Billion in revenue over a 10 year period. It is the most forward-looking requirement yet created for SDVOSB participation.

In our next issue, we will invite these Federal VetBiz Trailblazers to inform our readers about why they feel passionately about this program and what they hope to see in the future for veterans and service-disabled veterans in the Federal marketplace.

**IMPLEMENTING EXECUTIVE ORDER 13360 AT
THE DEPARTMENT OF VETERANS AFFAIRS**

Deputy Secretary Gordon Mansfield has been designated as the senior-level official responsible for developing and implementing VA's strategy.

On April 17, 2005, Deputy Secretary Mansfield instructed key VA officials to review all upcoming requirements to identify those suitable for purchase from SDVOSBs. VA offices were also instructed to review the Forecast of Contracting Opportunities that were prepared by acquisition activities and ensure they are updated to identify acquisitions using SDVOSB authority.

Deputy Secretary Mansfield further directed VA officials to identify a key manager to raise awareness within their individual organizations to ensure that VA will meet the contracting goals for service-disabled veteran owned firms. Each agency was required to develop milestones for significant improvement in these contracting goals and provide details on how the organization will meet or exceed the goals.

The Center for Veterans Enterprise is working with two Federal task forces to implement the Executive Order. VA's strategic plan, with approximately 40 specific actions that are expected to help VA activities contract with Service Disabled Veteran Owned Small Businesses (SDVOSBs), was distributed on February 22, 2005. A VA Task Force is working to convert these actions into real opportunities in the field. VA is also part of an Intergovernmental Task Force that is working to increase interagency communication, create and share Best Practices, and remove barriers and constraints for SDOVSBs.

The Center for Veteran Enterprises applauds Deputy Secretary Mansfield's strong support for our nation's veteran business owner and the leadership he has provided to increase VA procurement with service-disabled veteran owned small businesses.

WHAT'S HAPPENING AT THE CENTER FOR VETERANS ENTERPRISE?

CVE's Mission and Goals

Our mission is to promote business ownership and expansion for veterans and service-disabled veterans to increase participation in the Federal marketplace with emphasis on the U.S. Department of Veterans Affairs (VA).

Our objective is to help VA reach the statutory procurement goal for all Federal agencies that at least 3% of total prime contract dollars be spent with service-disabled veteran owned businesses. A related objective is that VA meets the self-imposed goal to spend at least 7% of prime contract dollars with veteran owned small businesses.

The National Veterans Small Business Conference

On June 20-22, 2005, the Department of Defense and the Department of the Army hosted their first ever National Veterans Small Business Conference at Caesars Palace Las Vegas. The theme of the conference was "Building our Nations Future Through Partnering with Veterans." Interest in the conference was so strong that the initial registration limit was raised so that none of the 763 interested business owners were left out.

During the two day conference attendees had the opportunity to learn more on topics such as Executive Order 13360, Department of Defense Procurement Acquisition, Increasing Large Prime Contractor Subcontracting, and Veteran Owned Business Development.

During the conference CVE hosted an awards ceremony to honor the military offices and individuals who have shown an overwhelming commitment to veterans business owners. It was an honor and privilege to recognize those who are putting veterans first – Those who "Make No Excuses" and are setting the course to follow in supporting veterans in business.

VetBiz "E" Day 2005

Following the National Veterans Small Business Conference in Las Vegas, the Center for Veterans Enterprise and Northrop Grumman hosted the first ever "VetBiz "E" Day – Essentials of Exceptional Entrepreneurship." This training session offered veteran business owners an opportunity to learn from other veteran business owners and from subject experts to improve opportunities for success in the Federal marketplace

Four workshops were held during the day: Mapping, Marketing, Teaming & Affiliations and Closing the Deal. Northrop Grumman hosted a luncheon during E-Day and gave a presentation on how to do business with Northrop Grumman. Seasoned veteran business owners, who have gained real world experience in Federal procurement, had the opportunity to act as mentors to the newer business owners by sharing their stories during an open forum. These veterans were asked to describe a problem from the featured topics above and offer insight on how they overcame the problem.

E-Day was an overwhelming success and CVE received many positive comments from the veteran business owners.



Northrop Grumman Small Business Specialists were honored for their dedication to veteran owned small businesses.

CVE ASSISTANCE FOR VETERAN BUSINESS OWNERS

VETERANS AFFAIRS. OUR NAME SAYS IT ALL.

The Center for Veterans Enterprise has developed a number of services and products to help Federal contracting officials work more efficiently and effectively with veteran-owned small businesses. Conversely, veterans and service-disabled veterans who wish to start or expand their small business will discover that CVE is continually improving upon ways to bring them into the Federal procurement system. In this first issue of VetBiz Quarterly Review, we would like to highlight some of our free products and services.

Federal Web Portal for Veterans in Business

The CVE website www.VetBiz.gov is a one-stop resource for established and aspiring veteran business owners. It offers critical information and guidance on starting a business and entering the Federal marketplace.

Vendor Information Pages (VIP)

This is a free online database of veteran business owners. VIP has been recognized as a primary source for Federal procurement offices and Federal contractors to locate veteran owned and service disabled veteran owned businesses.

Assistance Program Pages (APP)

This free online database serves a one stop “clearinghouse” of national, state and local assistance and resource programs for veterans in the areas of business startup, financing, training, procurement, and business development. Assistance Program Pages (APP) is an Internet tool which will enable anyone with a desire to go into business for themselves or a need for assistance in expanding an existing business to quickly find resources in their local community.

Resource Assistance

Veterans can find information on the resources available to help start a business or expand into the Federal marketplace by contacting CVE via email at VACVE@va.gov or by calling toll free at (866) 584-2344.

Getting the Word Out - Training and Outreach

The mission of the CVE’s Communications Group is to ensure awareness of the Federal Veterans Entrepreneurship Program and assistance offered by CVE and our resource partners. The Communications group supports VA statutory duties to inform veterans what Federal agencies purchase and notify veterans in business about the assistance available to them. CVE supports and/or co-sponsors several community events hosted by local Assistance Program Providers or Federal agencies by providing subject matter experts on the Federal Veterans Entrepreneurship Program. For a listing of our upcoming events please visit www.VetBiz.gov. If you are planning an event and would like to request a speaker, handout materials, or listing on our veteran-owned business conference calendar, contact Andrieka McCane via email at vacve@va.gov. You may also call (202) 303-3260 if you are in the local D.C area, or toll-free at (866) 584-2344.



Kelsey Mortimer II premieres the new VetBiz.gov tabletop display during National Public Service Awareness Week on the National Mall.

CVE ANNUAL CHAMPION OF VETERANS ENTERPRISEAWARDS PROGRAM

The Champion of Veterans Enterprise Awards Program was created to honor those individuals and organizations that put veterans and service-disabled veterans at the top of their list.

Veterans in business are also honored through this program. The award program formally recognizes local, Departmental and other organizations that “champion” and promote the Veterans Entrepreneurship program.

Awards are bestowed upon high performance individuals, contracting activities, contractors and support sector organizations for extraordinary leadership.

This year’s ceremony, with the theme “The Year of No Excuses” was held June 14, 2005 at the Four Point Sheraton in Washington, D.C. The Deputy Secretary of Veterans Affairs, Gordon H. Mansfield attended the ceremony as the guest speaker and presented awards to the honorees.

This years award winners:

Federal Agency Champions

Office of Federal Procurement Policy
Mr. David Safavian
General Services Administration
Mr. John Reynolds

Support Sector Champions

The Dwyer Group
Ms. Dina Dwyer Ownes
International Franchise Association
Mr. John Reynolds

Individual Champions

Veterans Business Journal
Mr. Chris Hale
GSA EO 13360 Oversight Official
Mr. Brad Scott
Demolet Consulting
Mr. Dennis Demolet
VA VISN 15 Small Business Specialist
Mr. Marcus Clayton

Corporate Achievements

CSC, Federal Sector Defense
Ms. Diane Dempsey

Other Agency Achievements

GSA Fed. Tech Service:
Region 8 - Ms. Pennie Estrada
Region 10 – Ms. Dayna Ebersole
DOL Emp. Benefits Security Administration
Mr. Bradford Campbell

VA Contractions Achievements

Health Care Networks:
VISN 5 – Mr. James Nocks
VISN 7 – Mr. Roger Welch
VISN 12 – Ms. Renee Oshinski
VISN 17 – Mr. Thomas Stranova
VISN 18 – Ms. Patricia McKlem

Special Units:

Austin Automation – Ms. Linda Voges
OA&MM (Austin) – Mr. C. Ford Heard
OHRA – Mr. R. Allen Pittman
OFM – Mr. Robert Neary, Jr.

Champions of Transition Assistance

Tahlequah, OK SBDC
Ms. Sue Floyd
VA Regional Office, Muskogee, OK
Ms. Janis Balsters
OK PTAC
Mr. John Hasler
SFS Fabrication
Mr. Jerry Ezell, President

Enterprising Veteran Award

Bexar Incorporated
Mr. Ted Garcia, President

Sustained Service Award

Mr. Chris Figg

More information on this year’s, and past years’, award honorees can be found at www.VetBiz.gov.

Veterans in Business are Still Serving America Success Stories

CHUCK SOUTHERN HELPS A VETERAN OWNED BUSINESS MAKE THE RIGHT CONNECTIONS

In mid 1997 Robert Mitnick formed The Hawaii Taro Company and began marketing The Original Maui Taro Burger on Maui in early 1998. Since that time, his daughter Robin Uilani Imonti started working with him running the production crew and helping with marketing and Martin Brass came on board as the CEO. Hawaii Taro Company now sells its product throughout the United States.

Robert Mitnick's Story:

In December of 2004 I was invited to attend the GSA veterans Business Conference at the Hilton Hawaiian Village in Honolulu, an event to help veteran owned businesses contract with the US Military. Senator Daniel Inouye had just given a rousing speech about our company and two others.

At that point I was approached by Chuck Southern, Corporate Opportunities Specialist with the US Department of Veterans Affairs. Chuck said, "You have a great healthy product, we should be feeding your Taro Burgers to our men in uniform, let's see if we can fast track you through the process." Chuck did exactly what he said he would do; he kept in touch from DC and helped me with paper work for registration and contacts.

I was invited to provide samples our product to the military at the ALA (American Logistics Association) Trade Show in June of 2005. After the trade show, we were set up with appointments with the different military entities.

My Daughter and I met with Jack McGregor, Chief, Product Support Division, Defense Commissary Agency (DeCA) West Region and Cass Awalt, Commissary Management Specialist also with DeCA. They loved our product and said that they would try to get orders in for us by late August. We also met with Ernest Saxton, Store Manager for Fort Shafter PX Market; he also was a joy to deal with.

The amazing thing was that by July 28th the purchase orders were in to our distributor on Oahu and by the first week in August on the shelves at all the DeCA Commissaries and at the Fort Shafter PX, all a month early. How often does that happen in life? Almost never! Through the whole process everyone we dealt with was perfect. Everything was handled with class and extreme efficiency, we are very grateful.



**Chuck Southern -
Corporate
Opportunities
Specialist**

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CORPORATE NEWS

Veterans Finding Opportunities through Franchising

In April 2000, the Center for Veterans Enterprise signed a Memorandum of Understanding with the International Franchise Association (IFA) to support the Veterans Transition Initiative (VetFran). VetFran was the inspiration of the late Don Dwyer, who wanted to honor the men and women returning from the Gulf War.

The nearly 150 franchisors who currently participate in the initiative agree to offer incentives to former military personnel to help them in their self-employment endeavors. VetFran has realized tremendous growth since its re-launching three years ago. To date, 291 franchises have been opened under this program, and nearly 130 veterans are in the process of opening a franchise.

Other support service organizations have offered assistance to veterans who are opening franchises, including assistance in loan packaging fees. Franchisors also support the IFA Educational Foundation by providing scholarships to veterans enrolled in an entrepreneurial course of study. CVE is proud to support VetFran and the continued opportunities this program provides to our Nation's veterans. www.franchise.org
