

SBA's Financing, Government Contracting and Counseling Services
for Veterans and active military business owners

The U.S. Small Business Administration District offices in Ohio, with support of our national Office of Veterans Business Development, stand ready to assist our veteran and active military business owners. Veterans are a particular focus for SBA because veteran owned small businesses (VOSB) account for a large percentage of small businesses:

- Veterans are at least 45 percent more likely than those with no military experience to be entrepreneurs.
- U.S. military veterans own 2.4 million businesses, which generate \$1.2 trillion in receipts annually and employ nearly 5.8 million people.

SBA's services are provided through district offices and an expansive network of resource partners, including Small Business Development Centers (www.ohiosbdc.ohio.gov) and offices of SCORE (www.score.org), both of which provide training and counseling on a wide variety of small business start-up and expansion issues. SBA also has programs specifically geared toward veterans:

- ***Access to Capital***

SBA offers guarantees to support loans to small businesses that have challenges obtaining credit in the conventional loan market. SBA can guaranty both large (up to \$5 million) and small loans (approximately 75% of all SBA loans made in the state of Ohio are for less than \$150,000). In FY 2014, SBA assisted financial institutions with lending to veteran-owned small businesses (VOSB) via the SBA Veterans Advantage. The SBA Veterans Advantage reduces, and, in the case of loans up to \$350,000, completely waives the up-front guaranty fee to small businesses owned by qualified veterans. This encourages greater participation in SBA lending programs by our lending partners with a direct benefit to veteran-owned small businesses. For more information about SBA's loan programs, visit: www.sba.gov/loanprograms.

- ***Federal Government Contracting***

The U.S. government is the largest purchaser of goods and services in the world, spending over \$400 billion per year. There is a government-wide mandate that all federal agencies purchase 3% or more of their total requirements from service-disabled veteran-owned small businesses. That 3% represents in excess of \$12 billion in purchasing each year. Certification for veteran and service disabled veteran owned businesses is a self-certification process for all agencies except for the Department of Veterans Affairs which has a verification program accessible at www.vetbiz.gov. SBA government contracting staff works with small businesses, including veteran owned small businesses to assist them in accessing opportunities with federal agencies and counseling and the Veterans Administration verification program for veteran and service-disabled veteran owned small businesses.

Eligibility includes Veterans (other than dishonorably discharged); Service-Disabled Veterans; Active Duty Military service members participating in the military's Transition Assistance Program (TAP); Reservists and National Guard Members; or a current spouse of any Veteran, Active Duty service member, or any Reservist or National Guard member; or widowed spouse of a service member who died while in service or of a service-connected disability. A Veteran is a person who served on active duty with the U.S. Army, Air Force, Navy, Marine Corps or Coast Guard, for any length of time and at any place and who was discharged or released under conditions other than dishonorable. Reservists or members of the National Guard called to Federal active duty or disabled from a disease or injury incurred or aggravated in line of duty or while in training status also qualify as a veteran.

For more information on SBA's services and programs for veteran entrepreneurs, please visit www.sba.gov/veterans and contact your SBA District Office. Cleveland: 216-522-4180 Columbus: 614-469-6860