



U.S. Small Business
Administration

Boots to Business Module 8

Resources to Support Your Efforts

Version 5.1 [4:3]



U.S. Small Business
Administration



ASSOCIATION OF
WOMEN'S BUSINESS CENTERS



INSTITUTE FOR
VETERANS AND
MILITARY FAMILIES



MISSISSIPPI STATE
UNIVERSITY

Agenda

- SBA Resource Partner network **HANDOUT**
- Other resources & training
- B2B Follow-On Training **HANDOUT**
- Next Steps
- Q&A

SBA Florida District Offices

North Florida District

7825 Baymeadows Way
Suite 100B
Jacksonville
(904) 443-1900
Satellite Office in Orlando

<https://www.sba.gov/district/north-florida>

South Florida District

51 SW First Street
Suite 201
Miami
(305) 536-5521
Satellite Offices in Tampa and
Melbourne

<https://www.sba.gov/district/south-florida>

Find your local resources on the SBA's
Local Assistance Webpage: <https://SBA.gov>

VBOC Services include:

- One-on-One Counseling & Mentorship
- Pre-Business Plan Workshops/Concept Assessments
- Business Plan Assistance
- Feasibility Analysis/Strategy
- Training
- Navigation of Local Programs & Resources
- Other Related Business Development Services
- In Florida - <https://vboc.org>
- Outside Florida - <https://www.sba.gov/vboc>

Veterans Business Outreach Centers

VBOC Client, Texas

April D. Myrick

- Retired US Army Colonel wanted to start a coffee Shop
- Connected with local VBOC, who helped them:
 - AI Tools
 - Veteran-Owned Certifications
 - Financing



- **Results:**
- April secured a Loan
- Counseling and Guidance
- Opened in 2025



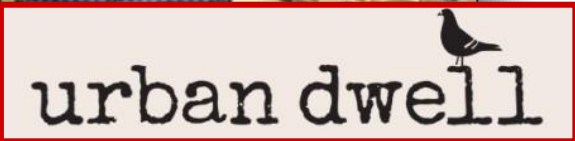
Professional and Retired Executives Training in SCORE

- One-On-One Mentoring and Counseling
 - Online
 - In-Person
- Business Tools and Templates
- Workshops
 - Online
 - In-Person
- <https://www.score.org/>

SCORE Client, D.C.

Tom McMahon

- Retired Air Force Lieutenant Colonel, looking to open a small boutique gift shop in D.C.
- Connected with his local SCORE Chapter, who helped him:
 - Develop and scale his business idea
 - Finding and negotiating a lease



Results:

- Urban Dwell opened its doors in 2015
- Urban Dwell was named Outstanding Veteran-Owned Small Business 2017.

Services

- Market Research Assistance
- Business Plan Development
- Manufacturing Assistance
- Financial Packaging and Lending Assistance
- Exporting and Importing Support
- Disaster Recovery Assistance
- Procurement and Contracting Aid
- In Florida: <https://floridasbdc.org>
- Outside Florida:

<https://www.sba.gov/tools/local-assistance/sbdc>

SBDC Client, Arkansas

- **Mitch Goodwin**
- US Army Veteran
- Connected with local SBDC, and Apex Accelerator who helped him:
 - Obtain Government Contracting Certification
 - SBA Loan
 - Business Start Up
 - Boots to Business



Results:

Started Goodman Facilities Solutions, LLC in 2016
Government Contracts totaling \$12,000

Services

- Training
- Counseling
- Access to Capital
- Webinars
- Organizational development tools
- Fund-raising assistance
- Best practices in program delivery
- <https://www.sba.gov/tools/local-assistance/wbc>

WBC Clients, Florida

Logan & Sarah Pinasco

Logan is a Marine Corps veteran, Sarah is dedicated to building systems that empower employees to succeed.

- Connected with Women's Business Center (WBC).
 - Developed a capability statement
 - Help with identifying target customers
 - Connect with other small business resources



Results:

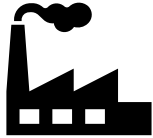
- Formed Shieldwell Solutions
- Pursuing additional contracts
- Hired twenty drivers

Other Resources and Training

- U.S. Department of Agriculture **HANDOUT**
- B2B Follow-on Training
 - B2B Revenue Readiness **HANDOUT**
- Things you can do now

USDA Rural Development

Over 40 programs to help rural America



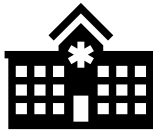
Business and Cooperative

- Business Loans
- Technical Assistance Grants
- Renewable Energy



Housing

- Single Family Housing
- Multi-Family Housing



Community Facilities

- Public Services
- Healthcare
- Education



Rural Utilities

- Water and Sewer
- Broadband
- Electric and Telephone

www.rd.usda.gov

USDA Loans and Loan Guarantees

- Start-up Costs
- Business Acquisition
- Purchase and development of land, buildings, or facilities
- Purchase of equipment, machinery, supplies or inventory
- Business conversion, enlargement, repair or modernization



FACT SHEET



USDA Processing & Marketing of Products



FACT SHEET

- Assists agricultural producers in funding value-added activities related to the processing and/or marketing of new products
- Supports generation of new products
- Expand marketing opportunities
- Increases producer income



USDA Energy Efficiency Improvements



FACT SHEET

Funds are available for installing new or replacing energy-inefficient equipment

- High-efficiency HVAC
- Insulation
- Cooling or refrigeration units
- Lighting, doors and windows
- Small and large wind or solar energy generation
- Switching from diesel to electric irrigation systems
- And more...



USDA Business Programs

Rural Energy for America Program

- Eligible: Rural Small Businesses and Agriculture Producers
 - Grants up to 40% of Eligible Project Costs
 - Guaranteed Loans up to 75% of Eligible Project Costs
- Examples of how funds can be used for Renewable Energy Systems:
 - Biomass
 - Geothermal
 - Wind and/or solar Generation
- Examples of how funds can be used for Energy Efficiency:
 - High Efficiency HVCA
 - Insulation/lighting
 - Replacement to high energy efficient equipment

<https://www.rd.usda.gov/programs-services/energy-programs/rural-energy-america-program-renewable-energy-systems-energy-efficiency-improvement-guaranteed-loans>

USDA Business Programs

Business and Industry Loan Guarantees

- Eligible: Rural Businesses
- Examples of how guaranteed loan funds can be used:
 - Business development, growth, modernization, conversion, or repair
 - Buy and develop land, buildings, and associated infrastructure for commercial or industrial use
 - Buy and install machinery, equipment, supplies, and inventory
 - Refinance debt to create cash flow and create jobs
 - Acquire businesses or industries when the loan will maintain operations and create or save jobs

<https://www.rd.usda.gov/programs-services/business-programs/business-industry-loan-guarantees>

USDA Business Programs

Rural Microentrepreneur Assistance Program

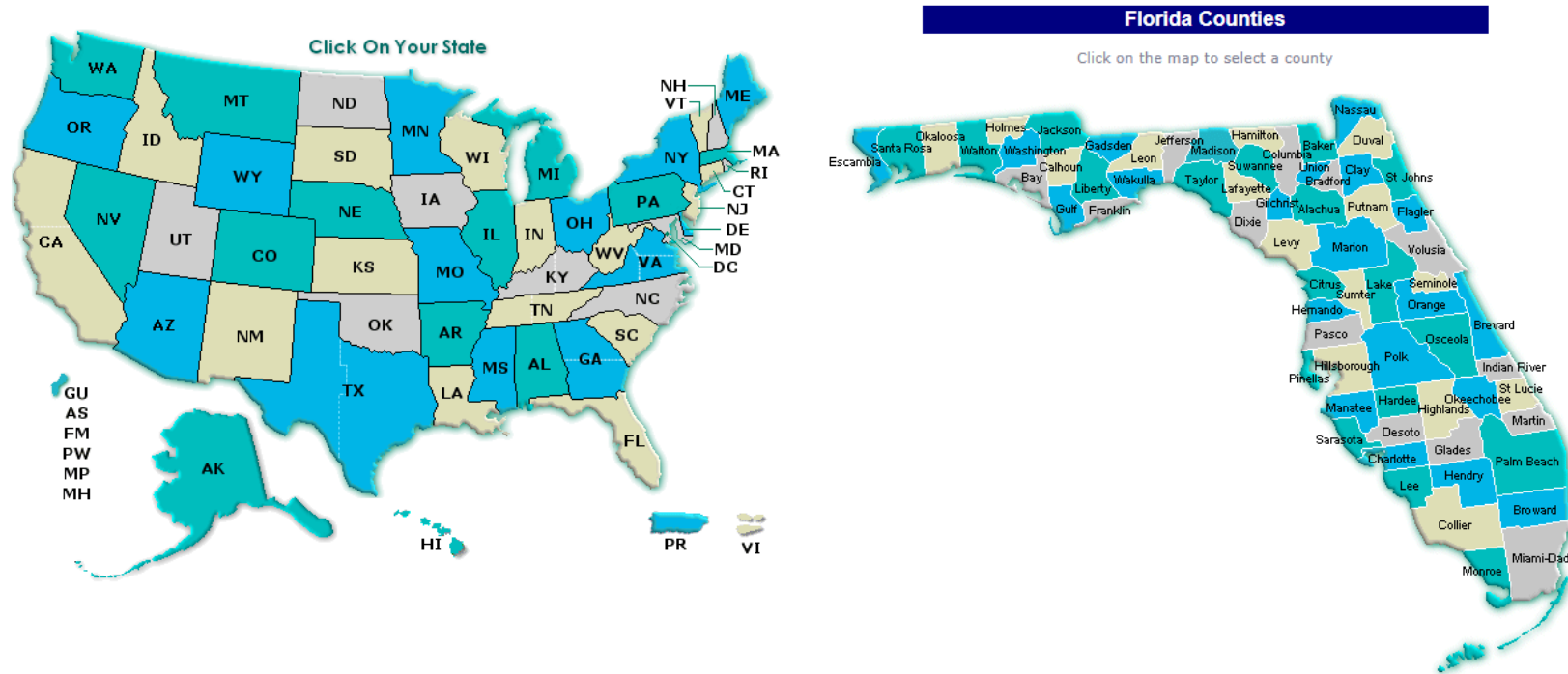
- Eligible: Rural Small Businesses with ten or fewer full-time employees
 - Maximum loan amount - \$50,000
 - Fixed Interest Rate
 - Limited to 75% of project costs
- Examples of how funds for eligible businesses can be used include:
 - Working capital
 - Debt refinancing
 - Purchase equipment and supplies
 - Improve real estate

<https://www.rd.usda.gov/programs-services/business-programs/rural-microentrepreneur-assistance-program>

To learn more about these programs and others, contact your state USDA Office

<https://www.rd.usda.gov/about-rd/state-offices>

<https://offices.sc.egov.usda.gov/locator/app>



Other Resources to Consider



- [SBA Export Assistance](#)
- [SBA Surety Bond Program](#)



- [SBA Office of Advocacy](#)



- [Small Business Innovation Research \(SBIR\)
Small Business Technology Transfer \(STTR\)
Programs](#)



- [APEX Accelerators](#)
 - Formerly Procurement Technical Assistance Centers (PTACs)

Follow-on Training: Institute for Veterans & Military Families

- IVMF delivers career, vocational, and entrepreneurship education and training programs, providing service members, veterans, and their families with the skills to succeed in education, work, and life.
- IVMF Entrepreneurship Programs include
 - **VETNET** is a free online-based webinar program
 - **Entrepreneurship Bootcamp for Veterans (EBV), EBV Accelerate, STRIVE, RISE, V-WISE**, and other entrepreneurship programs with online and in-residency training for veterans, service-disabled veterans, and the families and caregivers of wounded warriors who want to start and grow a business
 - **Center of Excellence for Veteran Entrepreneurship**
 - For more information about IVMF:
<https://ivmf.syracuse.edu/programs/entrepreneurship/>

Next Step: Boots to Business Online Follow-on Training?

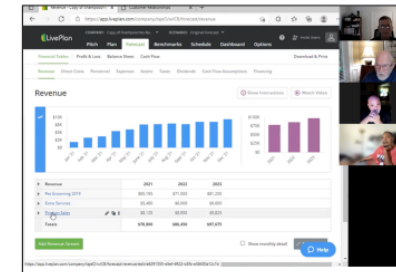


B2B Revenue Readiness (B2B RR)

- Six-week virtual training program designed to help participants take a business idea from concept to actionable plan in a short timeframe
- Focused on:
 - Identifying & understanding customers
 - Developing a business model
 - Drafting a business plan
- Upon conclusion, B2B RR staff connect participants with appropriate veteran-focused small business mentors
- For more information or to enroll:
 - Visit the B2B Portal at <https://sba.my.site.com/>

B2B Revenue Readiness Course Implementation

- **LEAN SIX-WEEK** virtual learning led by successful business owners
 - Instructors are Veterans, Veteran Spouse, Dependents
 - Experienced with other SBA Programs and Resource Partners
 - Available SME Mentors in Social Media and Merchandising
- **LIVE** interactive one-hour sessions meet twice a week (Zoom video conferencing)
 - Sessions offered at six times; Students in same session for six-week class
 - 11:00AM, 2:00PM, 5:30PM, 6:00PM, 7:00PM, 7:30PM
- **RECORDED** sessions allow for review and catch up
 - Link provided to students after each session
- **SESSIONS** focus on building the Business Model Canvas and the Business Plan
 - Emphasis on Market Research and Talking to People
- **BUSINESS PLAN** development using LivePlan
 - Development feedback in real time and continuous
 - Interactive Use of LivePlan as an Instructor Tool
- **ONE ON ONE REVIEW** by instructors and specialists
- **GRADUATION HANDSHAKE** with SBA resource partner
 - Opportunity to continue the Entrepreneurship process



Next Step: Keep it Moving...



- Connect with one of SBA's local Resource Partners
 - <https://www.sba.gov/local-assistance>
- Start working on your business plan
- Continue researching your business opportunity
- Sign up for free follow-on training
 - <https://sba.my.site.com/>
 - <https://www.sba.gov/sba-learning-platform>
 - <https://ivmf.syracuse.edu/>

Please Tell Us How We Did

- On your laptop, tablet, or smartphone
 - Visit link below:
<https://sba.my.site.com/ArdiraSurvey/SurveyResponse.app?recordId=a0bt0000005ID3j&logicalId=be846b5f-f351-2c2b-3e38-2273dc90e7c1>
 - Or, use your cell camera to access the survey QR Code
 - Click on “**Introduction to Entrepreneurship (2-day course)**” as the course you are completing
- All responses are voluntary and kept confidential



***Thank you for completing our survey!
Your input will help us to serve you better.***

Questions & Discussion