



# Boots to Business Module 8

*Resources to Support Your Efforts*

*Version 4.0*



ASSOCIATION OF  
WOMEN'S BUSINESS CENTERS



MISSISSIPPI STATE  
UNIVERSITY

The Boots to Business entrepreneurship training program is provided through the coordinated efforts of the SBA and its valued partner network. All SBA services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.

# Objective

Identify the support and resources needed and available after you've completed Boots to Business or Reboot.

Additionally:

- Understand SBA resources and how to access them
- Introduction to B2B follow-on courses and how/when to enroll

# Agenda

- SBA and its Resource Partner Network **HANDOUT**
- Other Resources & Training
- B2B Follow-On Training **HANDOUT**
- Next Steps
- Q & A

# SBA Florida District Offices

## North District Office

7825 Baymeadows Way  
Suite 100B  
Jacksonville

Phone: (904) 443-1900

*Also in Orlando*

[https://www.sba.gov/offices/  
district/fl/jacksonville](https://www.sba.gov/offices/district/fl/jacksonville)

## South District Office

51 SW First Street  
Suite 201  
Miami

Phone: (305) 536-5521

*Also in Ft. Pierce and Tampa*

[https://www.sba.gov/offices/district  
/fl/miami](https://www.sba.gov/offices/district/fl/miami)

Find your local resources on the **LOCAL ASSISTANCE**  
page of the SBA.Gov website: <https://SBA.gov>

# Veterans Business Outreach Centers

## Services

- One-on-One Counseling & Mentorship
- Pre-Business Plan Workshops/Concept Assessments
- Feasibility Analysis/Strategy
- Business Plan Assistance
- Training
- Navigation of Local Programs & Resources
- Other Related Business Development Services

In FLORIDA: <https://VBOC.org>

Or <https://www.sba.gov/vboc>

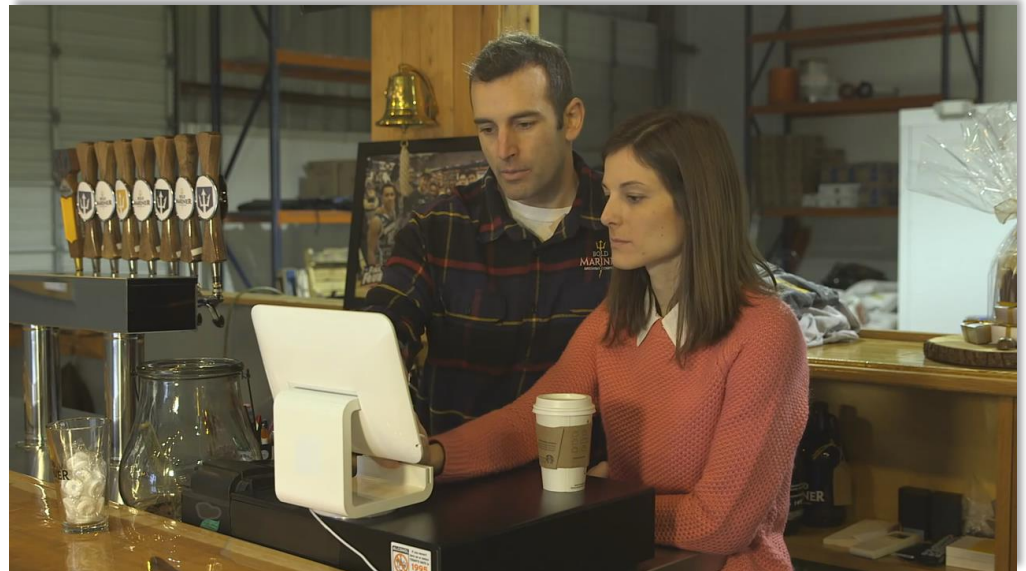
## VBOC Clients

### Michael & Kerrie Stacks

- Active-Duty sailor and spouse who wanted to start micro-brewery

### Connected with local VBOC, who helped them:

- Develop a business plan
- Create financial projections
- Apply for financing



### Result:

- The couple received an SBA-backed loan to help them get started
- Bold Mariner Brewing Company opened their doors in 2015

# SCORE

## Services

- One-on-one Mentoring and Counseling
  - Online and In-Person
- Business Tools and Templates
- Workshops
  - Online and In-Person

**<https://www.score.org/>**

## SCORE Client

### Gary Peterson

- Retired Air Force Major looking to turn a passion for automobiles into a business

### Connected with local SCORE, who helped him:

- Develop and scale his business idea
- Attend executive level training
- Build a network of business advisors

### Result:

- *One Community Auto* opened their doors in 2017
- *One Community Auto* named a SCORE Small Business Champion





# Small Business Development Centers

## 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://www.floridasbdc.com>

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

## SBDC Client

### Jilan Hall-Johnson

- Military spouse looking to turn her ideas into a fully-baked business

### Connected with local SBDC, who helped her:

- Access pre-business counseling
- Put together a loan package for financing
- Seek out local small business grants

### Result:

- Business received an SBA 7(a) loan and a grant from City of Billings, MT
- Sassy Biscuit Co successfully opened and has expanded to a second location



# Women's Business Centers

## Services

- Training
- Counseling
- Access To Capital
- Webinars
- Organizational Development Tools
- Fund-raising Assistance
- Best Practices In Program Delivery

<https://awbc.org/>

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

## WBC Clients

### Lila Teunissen & Michelle Thomsen

- Current and former National Guard members realized service members needed quality dog boarding while deployed or drilling

### Connected with local WBC, who helped them:

- With pre-business counseling
- Get designated as a Women-Owned Business
- Connect with other small business resources

### Result:

- The Bed N' Biscuit Ranch is open & helping dogs and owners live their best lives



# Other Resources & Training

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

# USDA & Rural Small Business



TRANSITIONING SERVICE  
MEMBER



VETERAN



BUSINESS OWNER

**USDA can help you build and grow your agricultural and rural non-agriculture small business:**

- Loans and Loan Guarantees
- Processing and Marketing of Products
- Energy Efficiency Improvements

**HANDOUT**

# 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](#)



# 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
- Expands marketing opportunities
- Increases producer income





# 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 & Rural Small Business



TRANSITIONING SERVICE  
MEMBER



VETERAN



BUSINESS OWNER

**For more information on USDA's Agricultural and Rural Development programs and services:**

**<https://www.usda.gov/>**

USDA also works with local Veterans Business Outreach Centers (VBOCs) and the SBA Resource Partner Network to assist you with your rural small business needs.

# 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](#)
- [Procurement Technical Assistance Centers](#)





# 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:**

**<https://sbavets.force.com/s/>**

# Next Step: IVMF Follow-on Training



*IVMF delivers programs in career, vocational and entrepreneurship education and training, providing service members, veterans and their families with the skills needed to be successful 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: Keep It Moving...

- Connect with one of SBA's local Resource Partners  
<https://www.sba.gov/local-assistance>
- Start researching your business opportunity and work on your business plan with free SBA resources
- Explore local business networking opportunities to find your BAIL Team and build business relationships
- Sign up for free follow-on training  
<https://sbavets.force.com/>  
<https://www.sba.gov/sba-learning-center/>  
<https://ivmf.syracuse.edu/>

# Please Tell Us How We Did

- On your laptop, tablet, or smart phone visit **[sba.force.com/survey](https://sba.force.com/survey)** or use cell camera to access the survey QR Code
- Please select “**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