



CAV-0614

## The Veterans' Business Outreach Centers

For more information, contact the nearest VBOC Business Advisor:

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## Veterans Business Outreach Program

**"2013 National Award Winner"  
for Veteran Business Outreach Centers**



## Your VBOC

The SBDC's **Veterans Business Outreach Center** provides targeted business training, counseling, and mentoring to help you start and grow your small business. The SBDC has Veterans Business Outreach Centers in Albany, Buffalo and Farmingdale (Long Island) staffed by Business Advisers who are veterans dedicated to helping fellow veterans. These dedicated Business Advisors, along with colleagues at service centers throughout the state, can help you identify potential sources of business funding and guide you through dozens of obstacles that can stand between you and success. To learn more about SBDC services for veterans, visit our website: [www.nysbdc.org/veterans.html](http://www.nysbdc.org/veterans.html)

Since inception, the award-winning program has provided advisement to more than 10,000 veterans and located more than \$160 million in investment funding for veterans. The New York SBDC program has become a national model for providing business assistance and targeted outreach to veterans.



## VBOC Services

The VBOC works with your new or existing business at no cost to assist you in the following areas:

- Business Plan Development
- Financial Projections
- Small Business Start-Up Information
- Buying/Selling a Business
- Business Expansion
- Marketing Strategies
- Market research
- Cost Analysis/Financial Management
- Identifying Sources of Capital
- Business Growth Strategies
- International Trade
- Government Procurement
- Certification Assistance

These are just a few areas in which we help to improve the economic viability of your business.



The VBOC also works with a network of veteran support agencies that can assist you. Our **Research Network** can provide market research and industry data that's essential to making decisions which can provide better outcomes for your business.

The Veterans Business Outreach Centers' Program was created by the U.S. Congress to enable men and women who have served in the Armed Forces to take full advantage of the opportunities presented by owning and operating their own business. Service disabled veterans are especially encouraged to use these services.

## OPERATION **BOOTS** to **BUSINESS**

**BOOTS to BUSINESS** builds on SBA's role as a national leader in entrepreneurship training. Leveraging an ongoing collaboration with Syracuse University's Institute for Veterans and Military Families (IVMF), SBA delivers **BOOTS to BUSINESS** with the support of its field offices and Resource Partners, such as the SBDC, Women's Business Center (WBC), SCORE, and Veterans Business Outreach Center (VBOC). SBA's expert Resource Partner network provides entrepreneurship training to more than 100,000 veterans every year, many of whom are service members transitioning out of the military.