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VIP FAST FACTS

EXPANDED FROM A REGIONAL TO A NATIONAL INSTITUTE

- Launched in DC/MD/VA region in fall 2009, VIP expanded as a National Center at the Bolger Center in 2011.
- Expanded program again in 2016 to offer VIP START for companies wanting to enter the federal market and become procurement-ready. Original VIP program was re-named VIP GROW.
- Funded by the MCCC Foundation, VIP is underwritten by private sponsors, SBA Cooperative Agreement, State of Maryland Grant, and the Montgomery County Department of Economic Development and is offered at NO COST to participants.
- VIP Recognized by SBA as Veteran Small Business Advocate of the Year for Region III and the Capital District.
- VIP Presented at American Legion National Convention.

THE VIP EXPERIENCE IS UNIQUE

- Veteran-Owned company executives receive 27 hours of comprehensive instruction on how to accelerate their Federal government contracting business skills. Over three days, subject matter experts from industry and government provide best practices.
- On average, VIP GROW graduates are later stage companies in business for 7 years with 17 employees.

VIP GROW GRADUATES ARE DIVERSIFIED

- 638 VIP GROW graduates from 38 states including Alaska and Hawaii; Washington D.C. and U.S. Territory
- 80% are SDVOSB, 38% 8(a), 53% minority-owned, 15% woman-owned, and 10% HUBZone

SUCCESS!

- A survey of 255 VIP GROW graduates created 2915 jobs and increased their revenue by an average of 51% within their first year of graduation
- Over 81% said they changed the way they do business after graduating from VIP GROW
- 5 of the SDVOSB winners of the VA T4-\$12B & VA T4NG contract are VIP GROW Graduates
- 5 of the 2016 Small Business Person of the Year Award Winners are VIP GROW Graduates
- 4 of the 7 SDVOSB/VOSB winners of the Centers for Medicare & Medicaid Services SPARC contract are VIP GROW Graduates
- 1 of the 10 SDVOSB winners of the NIH CIO-SP3 GWAC -\$20B contract is a VIP GROW Graduate

ABOUT VIP

The Veteran Institute for Procurement (VIP) is an educational training program for owners, principals and C-level executives of veteran-owned businesses. The VIP is a 27-hour, 3-day comprehensive certification program instructed by professional service experts, government officials, and agency representatives. VIP GROW is designed for veteran owned businesses to increase their ability to win government contracts by establishing best business practices. 638 veteran-owned businesses have graduated from the program to-date. VIP START is designed for veteran owned businesses that want to enter or expand their business growth into the federal marketplace through best business practices. The National Center for VIP is located at The Bolger Center Hotel and Conference Center in Potomac, Maryland. VIP classes are offered to one executive from each of the enrolled veteran-owned businesses. Class size is limited to 50 individuals, one representative from each company. Funded entirely by Montgomery County Chamber Community Foundation, SBA Cooperative Agreement, partners, and VIP sponsors, the program **is at no cost to participants**. VIP enrollment is open to Veteran-owned businesses nationwide. Eligible VIP GROW applicants 1) must be an owner, principal or C-level executive for a veteran-owned business; 2) have been in business for at least 2 years with a minimum of 3 full time employees; 3) the organization has experience working on government contracts as a prime and/or sub-contractor to a prime; and 4) be a small business. Eligible VIP START applicants 1) must be an owner, principal or C-level executive for a veteran-owned business; 2) have been in business for at least 1 year with one year of revenue generation; 3) have a W-2 in their company, or full time employee, and spend 100% of their time in their business; and 4) be a small business.

VIP Testimonials

"One of the most important things we can do is help [veterans] find opportunities in the business community." - and - "As never before, the Federal Government has committed to contracting with Veteran-owned businesses. It is timely that the Chamber's Foundation established VIP to train and qualify Veteran-owned businesses to compete for these procurement opportunities."

- **Congressman Chris Van Hollen**
8th District of Maryland

"Not only are veterans well suited to be leaders in business, they are especially well suited to support our federal government solve some of its toughest challenges. The Veteran Institute for Procurement is a great example of community, government and private sector organizations coming together for one purpose-to help veteran-owned businesses from around the nation be even more competitive in the government contracting arena."

- **Bridget Bean**
(Former) Director, U.S. Small Business Administration's Washington Metropolitan Area District Office

"The VIP START program exceeded my expectations, and was exactly what I needed. This program has given me the tools, resources and connections that will help build my company and hopefully I will be able to participate in VIP GROW in the near future."

- **Gail Schnell** (2016 VIP START Graduate)
President & CEO, Schnell-Tech Solutions LLC

"Thank you so much for creating the VIP START program! The VIP curriculum team did an excellent job creating interesting and relevant information to help the class grow as government contractors. Additionally, the networking opportunities and professional mentors that participated will definitely help me take my business to the next level."

- **Adler Archer** (2016 VIP START Graduate)
Chief Executive Officer, ALLASYS, LLC

"I want to personally thank you and your team for a very well organized and valuable Course. What your team has done for Veterans is truly special and more importantly a network that is essential for every veteran owner to compete to get to the next level! I was so impressed with this Course that I will be...recommending a few other companies.... On behalf of Venergy Group, myself, and all the others that participated in the course.... THANK YOU very much!!"

- **Corey Clive** (2015 VIP GROW Graduate)
CEO/Founder, Venergy Group LLC.

"The program is one of the kind and it really addressed the key areas that are important to the success of any small businesses working with the Federal, State and Local Governments. Thank you for your efforts and your passion."

-**Dokmai Webster** (2015 VIP GROW Graduate)
President and CEO, PivotalPoint

"The Veteran Institute for Procurement is a phenomenal program that is a win-win for the federal government and prime contractors, and for the small veteran-owned businesses that it serves. Companies that participate in VIP emerge well-positioned for greater success in Federal contracting, and, ultimately, help to ensure that we have more qualified veteran-owned businesses competing for contract opportunities. We're very appreciative of the leadership of the Montgomery County Chamber Community Foundation in launching this vital program and in expanding it now nationwide."

- **Wesley Crenshaw** (2014 VIP GROW Graduate)
President, Blueline Technology, Inc.

"The recent VIP course I attended was hands down the best course I have ever attended, thank you for the opportunity to attend. The quality of the instructors, the course material and the facility were all topnotch. I may not become the next Catapult but you have certainly given me the tools to do it. I hope one day I will be in a position to pay it forward. Thanks."

- **Geoffrey Perkins, Esq.** (2012 VIP GROW Graduate)
Managing Partner of Concourse Federal Group, LLC

"Just wanted to let you know that as of 8/27/12 we are officially on a Mentor Protégé Program with the Department of the Navy & Lockheed Martin Owego, NY. Wanted to thank you & your program for all your help. I believe the information I got there was a big help." - **Tom Crowley** (2012 VIP GROW Graduate)

President of Crowley Fabricating & Machining Co., Inc.