



ADVISORY COMMITTEE ON VETERANS BUSINESS AFFAIRS

Established through Public Law 106-50

2007 Annual Report on Veterans Entrepreneurship

October 31, 2007



ADVISORY COMMITTEE ON VETERANS BUSINESS AFFAIRS

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2007 Annual Report on Veterans Entrepreneurship

October 31, 2007

Dear Member of Congress:

We are pleased to present you the 5th annual report on Veterans Entrepreneurship from the Advisory Committee on Veterans Business Affairs.

The SBA Advisory Committee addresses issues important to the more than 24 million veterans, two and one half million active, guard and reserve component members and roughly 25% of all American business owners. Our committee is comprised of successful veteran business owners, senior representatives of veteran organizations and senior executives from the Small Business Administration as mandated by the Veterans Entrepreneurship and Small Business Development Act of 1999, Public Law 106-50.

There was progress in 2007, yet serious deficiencies remain. These deficiencies include a continued failure of federal agencies to achieve veteran related contracting goals and failure to implement policies that would enhance veteran business opportunities. Our committee worked closely with the Administration, Congress, federal agencies and the veteran community on a number of important issues covered by our charter. Our report is the combined product of official testimony, certified research and open public comment and discussion.

The report includes an executive summary, a discussion of topics, Committee recommendations and a 2008 action plan. The topics discussed include:

- Veteran Small Business training and advocacy
- Guard and Reserve component business owners
- Policy recommendations regarding veterans entrepreneurship
- Federal Procurement
- Bonding
- The Advisory Committee on Veterans Business Affairs
- The National Veterans Business Development Corporation

Committee members remain committed to serving as an invaluable source of information and analysis to the Administration and the Congress, all with the view of strengthening our collective support to the veteran business community.

Following is the 2007 Annual Report on Veteran Entrepreneurship from the Advisory Committee on Veterans Business Affairs. If you have any questions or need additional information regarding this Report, please contact the Advisory Committee at Committee@SBAVets.US.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "Louis J. Celli Jr.".

Louis J. Celli Jr.
Chairman

A handwritten signature in black ink, appearing to read "Paul F. Adams".

Paul F Adams
Vice Chairman

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Executive Summary

The Advisory Committee wishes to call attention to 7 topics affecting veteran owned small businesses (VOSB) and service disabled veteran owned small businesses (SDVOSB). The topics addressed in this report are not intended to represent a comprehensive list of topics affecting the veteran business community, but rather a discussion of those particular topics monitored or addressed by the Advisory Committee in 2007.

Topic 1: Veteran Small Business Training and Advocacy

Issue: Development of a method of providing veteran business owners with critical information regarding the business life cycle on topics such as federal contracting and procurement, training and other business issues.

Recommendations:

1. The Advisory Committee should create a web portal to facilitate communications between the Committee and the veteran business community.
2. The Advisory Committee should work with the VA Center for Veterans Enterprise (CVE), located at www.vetbiz.gov, to ensure that information critical to veteran business owners operating in the federal arena is current, readily accessible and consolidated at a single, easy to find, web location.

Topic 2: Guard and Reserve Component Business Owners

Issue: Mobilization and deployment of Guard and Reserve small business owners in current and future conflicts creates a number of problems that threaten the life of that small business.

Recommendation: Establish a program of tax forbearance for Veteran Owned Small Businesses during periods when the owner is called to active duty.

Topic 3: Policy Recommendations Regarding Veteran Entrepreneurship

Issue: The statutory framework for training and contracting with VOSB and SDVOSB is not on par with government contracting programs involving other disadvantaged businesses.

Recommendations:

1. Create a formal certification program for SDVOSB.
2. Revise 13 CFR 125.20 which limits sole source contracting with SDVOSB to language which mirrors the criteria applicable to the 8(a) program.
3. Change Section 7 (j) of the Small Business Act to include VOSB and SDVOSB, to put those categories of businesses on the same footing as other federal Disadvantaged Business Enterprise (DBE) programs.
4. Modify P.L. 109-461 so that it applies to all federal agencies.

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Topic 4: Federal Procurement

Issue: Despite modest improvements in performance, federal agencies consistently fail to achieve goals for contracting with VOSB and SDVOSB.

Recommendations:

1. Require federal agencies to establish ombudsman-like positions to promote and monitor achievement of contracting goals with VOSB and SDVOSB.
2. Develop and publicize a scorecard that reflects federal agency performance on achieving contracting goals for VOSB, SDVOSB, and cumulative DBE categories.

Topic 5: Bonding

Issue: Current SBA bonding limits are insufficient for DBE's to be competitive in the current market place.

Recommendations:

1. The Surety Bonding Guarantee Program bonding limits should be revised upward to \$15,000,000 and reviewed and revised annually as needed to keep current with market conditions.
2. Establish an outreach and education program for all SDVOSBs with construction as their primary NAICS code to increase their "bondability."

Topic 6: The Advisory Committee on Veterans Business Affairs

Issue: Permanence of the Advisory Committee on Veterans Business Affairs

Recommendation:

1. The Advisory Committee be made permanent, or extended indefinitely.
2. The Advisory Committee be authorized to hold meetings at locations other than the SBA Headquarters, as necessary to accomplish its mission; and that
3. The Advisory Committee meet for a minimum of 8 days per year.

Topic 7: The National Veterans Business Development Corporation

Issue: Effectiveness and perception of effectiveness of the National Veterans Business Development Corporation.

Recommendation: The Advisory Committee will develop a closer working relationship with the National Veterans Business Development Corporation in support of a common effort on behalf of veteran entrepreneurs.

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Topic 1: Veteran Small Business Training and Advocacy

Issue: Development of a method of providing veteran business owners with critical information regarding the business life cycle on topics such as federal contracting and procurement, training and other business issues.

Recommendations:

1. The Advisory Committee should create a web portal to facilitate communications between the Committee and the veteran business community.
2. The Advisory Committee should work with the VA Center for Veterans Enterprise (CVE), located at www.vetbiz.gov, to ensure that information critical to veteran business owners operating in the federal arena is current, readily accessible and consolidated at a single, easy to find, web location.

Background to Recommendations 1 and 2:

The Advisory Committee identified the issue of access to critical information in its 2006 Report, including the following as recommendation number 6 of that report:

The SBA webpage for the Office of Veterans Business Development should be revised to make it readily identifiable and easy to access from the Agency's Home Page. In addition, the OVBD Home Page should be revised to bring together critical small business information for Veterans in a single, focused location. This webpage could also afford the opportunity for VSO participation at no cost, through links to other quality web pages.

2007 Update: The SBA web page was redesigned, making it even more difficult to find information about Veterans programs. The Department of Veterans Affairs (VA) maintains a federal web portal for veterans in business of the type recommended by the Committee in its 2006 report. Called "***The Center for Veterans Enterprise***" and located at www.vetbiz.gov, this web site is an excellent resource as a one stop shop for information that will assist veterans doing business with the federal government.

2008 Action Plan: The Advisory Committee will create and maintain a Veterans Portal to provide an online mechanism for communications between the veteran business community and the Committee. Additionally, the Advisory Committee has agreed to work cooperatively with the VA to identify content for The Center for Veterans Enterprise (CVE) website at www.vetbiz.gov to ensure that information critical to veteran business owners operating in the federal arena is current, readily accessible and consolidated at a single, easy to find, web location.

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Topic 2: Guard and Reserve Component Business Owners

Issue: Mobilization and deployment of Guard and Reserve small business owners in current and future conflicts creates a number of problems that threaten the life of that small business.

Recommendation: Establish a program of tax forbearance for Veteran Owned Small Businesses during periods when the owner is called to active duty.

Background

The Advisory Committee identified the business tax issue in its 2006 Report, including the following as recommendation number 8 of that report:

Recommend authorization of a business tax forbearance, which would allow the selected category of duty status military member to deposit their estimated federal business tax liability payments into an interest bearing trust account, thus authorizing tax forbearance for a period of time equal to the amount of active duty time performed plus 180 days. This forbearance would begin upon the effective date of the service member's orders and all tax obligations are to be satisfied in full no later than 180 days following the termination of such orders.

2007 Update: It is the view of the Advisory Committee that no action was taken by either the executive or legislative branch of the federal government with regard to this recommendation.

2008 Action Plan: The Advisory Committee shall gather additional information in support of this recommendation and continue to advocate for such a program.

Topic 3: Policy Recommendations Regarding Veteran Entrepreneurship

Issue: The statutory framework for training and contracting with VOSB and SDVOSB is not on par with government contracting programs involving other disadvantaged businesses.

Recommendations:

1. Create formal certification program for SDVOSB.
2. Revise 13 CFR 125.20, which limits sole source contracting with SDVOSB, so that it mirrors the criteria applicable to the 8(a) program.
3. Change Section 7 (j) of the Small Business Act to include VOSB and SDVOSB, to put those categories of businesses on the same footing as other federal DBE programs.
4. Modify P.L. 109-461 so that it applies to all federal agencies.

Background – Recommendation 1

Many private diversity programs recognize a category of DBE only if there is a formal federal certification program for that category. As a result, self-certified SDVOSB are often ineligible for participation in private contractual diversity programs. A formal certification program will greatly expand the opportunities for SDVOSB in the private sector and prevent abuse in the federal sector. The Advisory Committee identified the need for a certification program for SDVOSB in its 2006 Report as its recommendation number 2:

Creation of a Certification Program for service-disabled veteran-owned small businesses.

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2007 Update: This certification was to be accomplished through the Vet Biz Vendor Information Pages (VIP) data base created by the Department of Veterans Affairs (VA). In order to comply with the mandates of P.L. 109-461, the VA continues to refine the database as it prepares to launch its verification component of the portal. During its testimony, the Center for Veterans Enterprise indicated that the VIP database would soon populate the Central Contractors Registry database with certified SDVOSB information. Unfortunately, due to the VA's inability to promulgate implementing regulations in a timely manner, the full implementation of the certification program as contemplated by P.L. 109-461 has not been accomplished.

2008 Action Plan: The Advisory Committee intends to monitor the implementation of this recommendation and will request regular updates from the Department of Veterans Affairs on this and other Vets First implementation issues.

Background – Recommendation 2

The Advisory Committee identified the discrepancies in the provisions relative to sole sourcing of contracts between VOSB/SDVOSB and the 8(a) program in its 2006 Report, specifically its recommendation number 3:

Agency-wide resistance to PL 108-183 by revising 13 CFR 125.20 to eliminate restrictions on the award of sole source contracts to SDVOSB. The change should mirror the following paragraph which applies to 8(a). 13 CFR 124.508 (c) reads "In order to be eligible to receive a sole source 8(a) contact, a firm must be a current Participant on the date of the award." (There are no other restrictions)

2007 Update: It is the assessment of the Advisory Committee that no action was taken by either the executive or legislative branch of the federal government to implement this recommendation as of 1 October 2007.

2008 Action Plan: On 18 October 2007, the House introduced H.R. 3867, (the Small Business Contracting Program Improvements Act). The Advisory Committee will, on or before January 1, 2008, draft correspondence to appropriate congressional committees endorsing this initiative with respect to Section 101 of H.R. 3867

Background Recommendation 3

Related to Recommendation 2 above, a change to Section 7(j) of the Small Business Act would allow VOSB and SDVOSB to participate in training programs and access training funds currently established to assist disadvantaged businesses and essentially place veteran businesses on an equal footing with companies in the 8(a) program, without adding VOSB and SDVOSB to that program. The Advisory Committee identified this issue in its 2006 Report as recommendation 7:

Change Section 7(j) of the Small Business Act to include Veteran Owned Companies.

2007 Update: House Resolution 1265 proposed to amend Section 8 of the Small Business Act to include small business concerns owned and controlled by service disabled veterans. No action was taken on either the change to Section 7(j) or to Section 8.

The Advisory Committee prepared a draft letter regarding HR 1265, but did not submit that letter, as the HR did not make it out of committee.

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2008 Action Plan:

The Advisory Committee will continue to push for legislative changes that will put VOSB and SDVOSB on an equal footing with other government contracting programs that provide opportunities to certain classes of small businesses.

Background Recommendation 4:

P.L. 109-461 reflects what should be the contracting priorities of the federal government relative to VOSB and SDVOSB. Unfortunately, the contracting authority provided is limited to the Department of Veterans Affairs.

2008 Action Plan:

The Advisory Committee will continue to push for legislative changes that will put VOSB and SDVOSB on an equal footing with other government contracting programs that provide opportunities to certain classes of small businesses.

Topic 4: Federal Procurement

Issue: Despite modest improvements in performance, federal agencies consistently fail to achieve goals for contracting with VOSB and SDVOSB.

Recommendations:

1. Require federal agencies to establish ombudsman-like positions to promote and monitor achievement of contracting goals with VOSB and SDVOSB.
2. Develop and publicize a scorecard that reflects federal agency performance on achieving contracting goals for VOSB, SDVOSB, and cumulative DBE categories.

Background to Recommendation 1:

Fundamental to business success is the creation of opportunity. The federal government has established important contracting goals which create a favorable climate for veteran owned small businesses. Despite commendable efforts on the part of some federal agencies, overall, federal agencies have continued to fall short of these goals and, in many cases, have neither developed nor implemented plans to reach the established goals.

1. The SBA, through the efforts of one employee (Mr. Billy Jenkins), has taken the lead in conducting a campaign to educate federal contracting officers on the rules and regulations governing contracting with veteran owned small businesses. While his efforts are laudable, the efforts of one person in an underfunded office are insufficient to make a significant, speedy improvement. His efforts deserve both recognition and additional support.
2. The Department of Veterans Affairs made significant progress in working with veteran owned small businesses and has the authority under P.L. 109-461 to establish a model program for certifying and contracting with veteran owned small businesses. Unfortunately, since obtaining the statutory authority, the VA has been unable to promulgate the regulations necessary to fully implement the available authority.
3. The GSA implemented the VETS GWAC, providing a significant contracting opportunity to veteran owned small businesses. While this did not bring the GSA into full compliance with federal contracting goals, it was a step in the right direction. Agencies should be encouraged to use the VETS GWAC as a source vehicle to assist

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them in meeting their goals, and in developing similar programs, as applicable to their agency operations.

4. Despite being the federal agency from which veterans, especially service disabled veterans, transition to civilian life, DOD provides minimal support to the veteran business community. DOD has recognized this shortcoming, but has not moved aggressively to develop and implement a strategy to assist veterans, VOSB and SDVOSB.

5. Agencies consistently fail to achieve the statutory contracting goals. As is shown in Appendix A-1, only 8 of 86 federal agencies achieved the SDVOSB contracting goal. Contracting with VOSB is shown in Appendix A-2.

The contracting goals are not new; since 1999, federal agencies have had obligations to contract with veteran owned small businesses and service disabled veteran owned small businesses. Continued disregard for VOSB / SDVOSB contracting goals should not be tolerated. Federal agencies should be required to develop and implement agency specific plans to achieve their veteran related contracting goals, with periodic reviews and accountability criteria established to ensure successful outcomes.

The Administration and Congress should establish an ombudsman-like position within each federal agency responsible for ensuring that veteran related contracting goals are achieved. This ombudsman-like position should have the authority to take those actions necessary to achieve compliance. Further, since federal agencies are entering the 9th year of goal shortfalls, performance penalties should be established for the senior management of federal agencies that fail to make a good faith effort to achieve those requirements.

2008 Action Plan:

The Advisory Committee intends to strengthen its oversight of federal agency performance and intends to invite a representative from each federal agency to a Committee meeting in 2008, to gather information and to discuss agency plans.

Background to Recommendation 2:

The Advisory Committee identified the need for better tracking of federal agency performance regarding the achievement of contracting goals with VOSB and SDVOSB in its 2006 Report, as recommendation number 5:

The SBA should identify all agencies affected by the Executive Order. Assist them in developing a strategic plan and establish realistic reporting criteria. Once the information is received, disseminate this data to all agencies, Veteran Organizations and post on SBA website as a bellwether of our progress.

2007 Update: The SBA scorecard is shown at Appendix A-3. What the scorecard reveals is that 21 of 24 agencies are failing to achieve SDVOSB contracting targets. What is disconcerting is that 6 of the federal agencies failing to meet the SDVOSB targets are able to achieve a final status green rating and 5 other agencies are able to achieve a final progress green rating. Additional information on the contracting performance of federal agencies can be found at <http://tinyurl.com/2efefd>.

2008 Action Plan: The Advisory Committee intends to invite individual federal agencies to participate in panel discussions during each of its 2008 meetings. These panels will involve 4 agencies at a time and will address the agencies' performance on contracting with VOSB and SDVOSB and the agencies' plans to achieve the requirements of the law. The form of invitation is shown at Appendix B.

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The Advisory Committee will conduct separate discussions with the Department of Defense and the Department of Veterans Affairs.

Using the information gathered from the agencies, the Advisory Committee will schedule regular meetings with The Veterans Corporation to develop the comprehensive plan called for in PL 106-50 (c) (5).

Topic 5: Bonding

Issue: Current SBA bonding limits are insufficient for DBE's to be competitive in the current market place.

Recommendations:

1. The Surety Bonding Guarantee Program bonding limits should be revised upward to \$15,000,000 and reviewed and revised annually as needed to keep current with market conditions.

2. Establish an outreach and education program for all SDVOSBs with construction as their primary NAICS code to increase their "bondability."

Background:

The Advisory Committee identified this bonding issue in its 2006 report as its first recommendation:

The Surety Bond Guarantee Program bonding limits should be revised upward to 15,000,000 for small businesses to insure their competitiveness in today's construction environment. Establish an outreach and education program for all SDVOSBs with construction as their primary NAICS code to increase their "bondability".

2007 Update: Recent regulatory changes increased the guarantee amount to 90% by a Prior Approval Surety (13 CFR Part 115), but this did not address the fundamental problem of insufficient bonding limits. The assessment of the Advisory Committee is that no action has been taken by either the executive or legislative branch of the federal government to increase bonding limits..

2008 Action Plan: The Advisory Committee intends to conduct further hearings to obtain additional testimony to support this recommendation.

Topic 6: Advisory Committee on Veterans Business Affairs

Issue: Permanence of the Advisory Committee

Recommendations:

The Advisory Committee recommends that

1. The Advisory Committee be made permanent, or extended indefinitely.
2. The Advisory Committee be authorized to hold meetings at locations other than the SBA Headquarters, as necessary to accomplish its mission; and that
3. The Advisory Committee meet for a minimum of 8 days per year.

Background to Recommendation 1: Uncertainty over the future of the Advisory Committee coupled with a failure to fully staff the Advisory Committee and a limit of 32 hours of meetings per year has hampered its effectiveness. Extending the life of the

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Advisory Committee for a year at a time makes it difficult to develop and implement any long term plans in support of the veteran business community.

The annual reauthorization makes it difficult to find qualified volunteers to staff the Advisory Committee. Considering the time involved in the screening of Advisory Committee members, often members are identified and accepted on the Advisory Committee, only to be able to attend what would be the last, or second to last meeting of the Advisory Committee prior to an uncertain reauthorization.

The Advisory Committee provides a valuable service to the veteran business community at a minimal cost, and needs to be extended indefinitely to be fully effective. An indefinite extension would facilitate a full staffing of the Advisory Committee and an institutional presence to develop and monitor long term programs affecting the veteran business community.

Background to Recommendation 2: The current statute mandates that the only place where the Advisory Committee can hold an official meeting is in the SBA Building at 409 3rd Street, SW, Washington, DC. This location limitation creates scheduling problems with meetings in Washington, DC and prevents the Committee from holding formal hearings outside of Washington, DC to gather information relevant to the Committee's mission.

Background to Recommendation 3: This past year, the Committee was restricted to three one day meetings, to take place once each quarter, with a one and a half day meeting in the last quarter, for a total 35 hours. In one meeting, nearly one half of one day was lost because of scheduling issues with the court reporter. Considering the scope of the Committee's charter, the quarterly meetings should be at least two days each, with the ability to add additional days, if justified by particular Committee activity.

2008 Action Plan: Its uncertain future notwithstanding, but with a sense that its important work will continue, the Advisory Committee has organized itself into four working groups: Finance, Research, Oversight and Policy. These working groups will facilitate Advisory Committee activities between formally scheduled meetings. The Advisory Committee has adopted a generic agenda for 2008 meetings in an attempt to establish a committee-centric focus for FY2008 activities. The agenda is shown at Appendix C.

Topic 7: The National Veterans Business Development Corporation

Issue: Effectiveness and perception of effectiveness of the National Veterans Business Development Corporation.

Recommendation: The Advisory Committee will develop a closer working relationship with the National Veterans Business Development Corporation in support of a common effort on behalf of veteran entrepreneurs.

Background: The National Veterans Business Development Corporation (TVC) has not sufficiently made or implemented proposals, nor taken needed actions, to meet the expectations of the broader veteran business community. Appendix D is a partial list identifying several programs proposed by TVC, but never implemented. Appendix E is a summary of critical comments regarding TVC performance, from 2004 to 2007. Appendix F represents a recent negative congressional reaction to a TVC policy decision. The result is the impression that TVC is unable to meet the mission directives as set forth in P.L.106-50.

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While TVC has always been invited to participate in the Advisory Committee's meetings, it generally attended only as an observer, with minimal participation and interaction with the Committee.

In the opinion of the Advisory Committee, a more concerted effort by TVC to work with the Committee and national veteran business organizations is urgently needed if it is to achieve its full potential. In particular, a sharper focus on providing measurable assistance to the veteran business community would be a helpful step. The Advisory Committee believes TVC needs to focus on providing real assistance to veteran business community as contemplated by P.L 106-50.

2008 Action Plan: The Advisory Committee has appointed a committee member to serve as a liaison between the Advisory Committee and TVC. Additionally, the Advisory Committee will work with TVC to develop a comprehensive plan for joint public-private sector efforts and to facilitate growth and development of small business concerns owned and controlled by veterans, as provided for in Public Law 106-50 (c)(5). All formal 2008 Committee meetings will include a specific agenda item for a report from the TVC on its activities and on the state of the development of the comprehensive plan.

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Appendix A -1 - SDVOSB Goaling Report - Fiscal Year 2006

Data columns and notes edited to focus on contracting with Service Disabled Veteran Owned Small Businesses

The complete report is available on line in pdf format at [SBGR 2006 http://www.sba.gov/idc/groups/public/documents/sba_homepage/sbgr_fy_2006_pdf.pdf](http://www.sba.gov/idc/groups/public/documents/sba_homepage/sbgr_fy_2006_pdf.pdf)

Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
DEPT OF DEFENSE	1,764,230	\$234,951,480,470.03	963,132	\$51,316,934,021.27	20,518	\$1,585,568,137.60	0.67%
ENERGY	10,718	\$22,465,120,582.95	6,249	\$1,206,386,152.41	187	\$156,664,145.89	0.70%
HOMELAND SECURITY	77,873	\$13,954,853,129.02	45,604	\$4,410,173,942.36	1,171	\$214,054,627.49	1.53%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	27,421	\$13,049,292,253.11	15,141	\$1,938,443,519.97	372	\$164,513,811.62	1.26%
HEALTH AND HUMAN SERVICES	76,963	\$11,838,821,677.63	34,257	\$2,780,277,867.74	405	\$50,752,945.69	0.43%
VETERANS AFFAIRS	2,887,894	\$9,972,594,538.87	1,937,039	\$2,862,900,305.73	41,970	\$356,206,175.56	3.57%
GENERAL SERVICES ADMINISTRATION	221,110	\$5,437,700,513.62	100,063	\$1,751,893,757.74	2,642	\$79,040,462.19	1.45%
JUSTICE	93,181	\$4,266,357,552.13	46,632	\$1,570,551,827.11	649	\$35,036,741.93	0.82%
AGRICULTURE	62,295	\$4,119,558,459.47	43,522	\$2,032,089,413.04	930	\$34,730,933.98	0.84%
INTERIOR	75,807	\$2,503,549,774.09	47,395	\$1,389,190,017.12	763	\$34,751,126.95	1.39%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
STATE	25,109	\$2,300,049,595.14	13,776	\$901,350,227.52	449	\$69,804,683.10	3.03%
COMMERCE	25,810	\$2,097,398,066.11	15,416	\$1,041,420,608.32	661	\$38,420,362.83	1.83%
TREASURY	23,304	\$1,928,622,137.50	10,735	\$566,811,919.75	293	\$12,056,751.45	0.63%
LABOR	8,752	\$1,736,453,304.88	4,334	\$575,049,323.08	404	\$31,551,927.42	1.82%
ENVIRONMENTAL PROTECTION AGENCY	21,583	\$1,704,469,709.02	9,759	\$678,599,467.53	282	\$18,315,872.83	1.07%
TRANSPORTATION	11,967	\$1,478,177,123.45	6,103	\$607,719,336.18	204	\$27,966,073.36	1.89%
EDUCATION	4,807	\$1,415,216,699.41	2,579	\$174,020,218.19	56	\$1,763,284.06	0.12%
HOUSING AND URBAN DEVELOPMENT	4,582	\$1,122,217,318.34	3,199	\$744,377,447.75	137	\$25,936,787.62	2.31%
SOCIAL SECURITY ADMINISTRATION	9,014	\$814,667,019.24	5,828	\$258,708,715.91	98	\$3,673,369.07	0.45%
OFFICE OF PERSONNEL MANAGEMENT	7,499	\$542,660,064.19	2,884	\$157,048,194.12	15	\$1,074,466.60	0.20%
FEDERAL EMERGENCY MANAGEMENT AGENCY	1,111	\$506,498,016.42	681	\$59,897,355.09	6	\$234,904.00	0.05%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
AGENCY FOR INTERNATIONAL DEVELOPMENT	1,065	\$262,015,506.72	264	\$51,125,601.68	7	\$727,199.00	0.28%
NATIONAL SCIENCE FOUNDATION	1,259	\$234,829,851.93	562	\$39,367,009.08	7	\$1,055,590.00	0.45%
SMITHSONIAN INSTITUTION	3,540	\$197,698,638.16	2,218	\$112,601,518.43	20	\$929,272.00	0.47%
EXECUTIVE OFFICE OF THE PRESIDENT	1,142	\$178,647,759.23	650	\$30,021,511.58	7	\$247,174.84	0.14%
NUCLEAR REGULATORY COMMISSION	2,037	\$135,838,519.98	936	\$49,867,869.23	15	\$594,695.71	0.44%
AGENCY FOR INTERNATIONAL DEVELOPMENT	61	\$117,357,867.06	25	\$857,540.58	2	\$42,956.00	0.04%
NATIONAL ARCHIVES AND RECORDS ADMINISTRATION	1,269	\$116,321,213.67	617	\$32,795,419.60	14	\$2,446,132.90	2.10%
SECURITIES AND EXCHANGE COMMISSION	829	\$99,149,495.53	281	\$37,108,600.05	7	\$489,300.89	0.49%
BROADCASTING BOARD OF GOVERNORS	3,525	\$90,555,654.59	2,786	\$33,039,437.37	25	\$354,912.84	0.39%
FEDERAL COMMUNICATIONS COMMISSION (2700)	1,011	\$83,441,559.10	573	\$36,590,581.38	7	\$177,422.16	0.21%
SMALL BUSINESS ADMINISTRATION	1,001	\$83,224,601.97	594	\$55,802,877.22	14	\$3,692,926.20	4.44%
EQUAL EMPLOYMENT OPPORTUNITY COMMISSION	3,655	\$52,203,979.35	2,777	\$11,352,586.61	97	\$393,542.80	0.75%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
PEACE CORPS	1,046	\$48,079,759.76	355	\$29,120,358.16	1	\$42,000.00	0.09%
ADVISORY COMMISSION ON INTERGOVERNMENTAL RELATIONS	59	\$44,460,605.00	33	\$584,027.00	7	\$78,766.00	0.18%
CORPORATION FOR NATIONAL AND COMMUNITY SERVICE	929	\$39,726,885.52	423	\$10,868,340.31	14	\$13,059.42	0.03%
MILLENIUM CHALLENGE CORPORATION	301	\$25,043,472.05	187	\$13,766,661.36	2	\$70,670.00	0.28%
FEDERAL TRADE COMMISSION	500	\$22,126,466.34	262	\$15,447,138.71	15	\$4,187,462.32	18.93%
THE LEGISLATIVE BRANCH	147	\$20,499,155.59	64	\$12,142,542.04	0	\$0.00	0.00%
ARMED FORCES RETIREMENT HOME	445	\$19,777,379.26	273	\$8,245,652.49	56	\$555,194.45	2.81%
NATIONAL LABOR RELATIONS BOARD	382	\$18,043,844.68	175	\$6,145,289.17	4	\$22,017.50	0.12%
OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION	70	\$14,693,272.25	45	\$12,658,446.76	0	\$0.00	0.00%
RAILROAD RETIREMENT BOARD	506	\$11,686,617.77	200	\$5,760,936.55	2	\$38,999.00	0.33%
J. F. KENNEDY CENTER FOR THE PERFORMING ARTS	106	\$10,981,514.90	44	\$587,749.71	1	\$4,847.50	0.04%
CONSUMER PRODUCT SAFETY COMMISSION	723	\$10,426,466.95	329	\$5,669,636.77	2	\$4,361.25	0.04%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
UNITED STATES TRADE AND DEVELOPMENT AGENCY	176	\$9,813,441.35	167	\$9,529,402.19	1	\$59,404.00	0.61%
COMMODITY FUTURES TRADING COMMISSION	252	\$9,667,279.04	107	\$2,976,405.35	0	\$0.00	0.00%
FEDERAL ENERGY REGULATORY COMMISSION	249	\$9,637,684.20	114	\$4,637,200.07	3	\$463,372.00	4.81%
NATIONAL TRANSPORTATION SAFETY BOARD	288	\$6,849,695.00	157	\$3,432,549.84	5	\$52,343.93	0.76%
FEDERAL ELECTION COMMISSION	747	\$5,116,362.68	657	\$1,443,613.14	0	\$0.00	0.00%
DEFENSE NUCLEAR FACILITIES SAFETY BOARD	89	\$3,113,308.90	53	\$2,355,855.18	2	\$380,180.88	12.21%
NATIONAL GALLERY OF ART	33	\$2,955,020.43	3	\$76,390.00	0	\$0.00	0.00%
MERIT SYSTEMS PROTECTION BOARD	154	\$2,564,286.03	45	\$690,926.06	0	\$0.00	0.00%
SELECTIVE SERVICE SYSTEM	266	\$2,473,723.77	78	\$368,279.35	0	\$0.00	0.00%
CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD	148	\$1,887,826.69	81	\$1,057,040.59	0	\$0.00	0.00%
NATIONAL ENDOWMENT FOR THE ARTS	55	\$1,795,773.41	42	\$1,553,690.49	2	\$516,656.16	28.77%
GOVERNMENT PRINTING OFFICE	12	\$1,553,735.75	6	\$865,502.77	0	\$0.00	0.00%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
FEDERAL MARITIME COMMISSION	95	\$1,346,570.94	30	\$576,997.83	0	\$0.00	0.00%
NATIONAL CAPITAL PLANNING COMMISSION	46	\$1,226,055.85	12	\$389,243.88	0	\$0.00	0.00%
FEDERAL HOUSING FINANCE BOARD	72	\$1,154,187.03	48	\$814,906.10	2	\$43,000.00	3.73%
FEDERAL LABOR RELATIONS AUTHORITY	20	\$1,134,971.92	9	\$523,915.01	0	\$0.00	0.00%
FEDERAL FINANCIAL INSTITUTIONS EXAMINATION COUNCIL	3	\$1,007,242.36	2	\$427,242.36	0	\$0.00	0.00%
COMMITTEE FOR PRCH FROM BLIND & OTHER SEVERELY HANDICAPPED	14	\$927,405.00	14	\$927,405.00	0	\$0.00	0.00%
OFFICE OF SPECIAL COUNSEL	141	\$850,539.51	66	\$290,168.65	0	\$0.00	0.00%
NATIONAL MEDIATION BOARD	27	\$621,564.91	1	\$1,900.00	0	\$0.00	0.00%
ARCHITECTURAL AND TRANSPORTATION BARRIERS COMPLIANCE BOARD	92	\$588,229.54	42	\$115,561.55	0	\$0.00	0.00%
THE JUDICIAL BRANCH	11	\$577,021.39	11	\$577,021.39	0	\$0.00	0.00%
INTERNATIONAL TRADE COMMISSION	9	\$475,507.53	1	\$0.00	0	\$0.00	0.00%
ABRAHAM LINCOLN BICENTENNIAL COMMISSION	3	\$409,921.00	2	\$0.00	0	\$0.00	0.00%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
FARM CREDIT ADMINISTRATION	46	\$389,019.18	29	\$232,833.53	3	\$9,135.00	2.35%
DENALI COMMISSION	8	\$292,083.50	7	\$283,093.64	0	\$0.00	0.00%
U.S. COURT OF VETERAN APPEALS	2	\$280,703.47	2	\$280,703.47	0	\$0.00	0.00%
NATIONAL COMMISSION ON LIBRARIES AND INFORMATION SCIENCE	61	\$265,068.64	22	\$128,325.75	0	\$0.00	0.00%
FEDERAL RESERVE SYSTEM, BOARD OF GOVERNORS	3	\$150,480.00	0	\$0.00	0	\$0.00	0.00%
COURT SECURITY	1	\$144,433.14	1	\$144,433.14	0	\$0.00	0.00%
WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY	1	\$44,300.00	1	\$44,300.00	0	\$0.00	0.00%
LIBRARY OF CONGRESS	12	\$29,651.00	5	\$9,651.00	0	\$0.00	0.00%
OFFICE OF GOVERNMENT ETHICS	2	\$28,875.08	2	\$28,875.08	0	\$0.00	0.00%
FEDERAL MINE SAFETY AND HEALTH REVIEW COMMISSION	1	\$27,093.79	1	\$27,093.79	0	\$0.00	0.00%
U.S. COURT OF APPEALS FOR THE FEDERAL CIRCUIT	1	\$7,600.00	1	\$7,600.00	0	\$0.00	0.00%
U.S. COURT OF INTERNATIONAL TRADE	3	\$4,862.20	3	\$4,862.20	0	\$0.00	0.00%

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Appendix A – 1 Federal Agency SDVOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Service Disabled Veteran Owned Small Business Actions	Service Disabled Veteran Owned Small Business Dollars	Service Disabled Veteran Owned Small Business Percentage
FEDERAL PUBLIC DEFENDERS	1	\$1,494.23	0	\$0.00	0	\$0.00	0.00%
AMERICAN BATTLE MONUMENTS COMMISSION	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
FEDERAL MEDIATION AND CONCILIATION SERVICE	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
INTERAGENCY COUNCIL ON THE HOMELESS	1	\$0.00	0	\$0.00	0	\$0.00	0.00%
UNITED STATES INFORMATION AGENCY	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
Total	5,469,786	\$340,212,001,110.44	3,330,826	\$77,670,193,958.17	72,556	\$2,959,810,185.99	0.87%

Notes, edited from full report.

This is a Department level report that displays Small Business data for a specified date range by Funding Agency.

Data for this report is calculated as follows:

Total Small Business Eligible Actions: This column is an aggregation of Number of Actions, after exclusions are applied.

Total Small Business Eligible Dollars: This column is an aggregation of Dollars Obligated, after exclusions are applied.

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Appendix A -2 - VOSB Goaling Report - Fiscal Year 2006							
Data columns and notes edited to focus on contracting with Veteran Owned Small Businesses The complete report is available on line in pdf format at SBGR 2006 http://www.sba.gov/idc/groups/public/documents/sba_homepage/sbgr_fy_2006_pdf.pdf							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
DEPT OF DEFENSE	1,764,230	\$234,951,480,470.03	963,132	\$51,316,934,021.27	95,876	\$5,150,505,136.14	2.19%
ENERGY	10,718	\$22,465,120,582.95	6,249	\$1,206,386,152.41	677	\$187,055,023.00	0.83%
HOMELAND SECURITY	77,873	\$13,954,853,129.02	45,604	\$4,410,173,942.36	5,574	\$741,079,589.29	5.31%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	27,421	\$13,049,292,253.11	15,141	\$1,938,443,519.97	1,641	\$339,044,243.20	2.60%
HEALTH AND HUMAN SERVICES	76,963	\$11,838,821,677.63	34,257	\$2,780,277,867.74	2,929	\$263,289,331.40	2.22%
VETERANS AFFAIRS	2,887,894	\$9,972,594,538.87	1,937,039	\$2,862,900,305.73	290,127	\$616,294,696.49	6.18%
GENERAL SERVICES ADMINISTRATION	221,110	\$5,437,700,513.62	100,063	\$1,751,893,757.74	11,304	\$217,048,060.62	3.99%
JUSTICE	93,181	\$4,266,357,552.13	46,632	\$1,570,551,827.11	3,318	\$140,821,191.04	3.30%
AGRICULTURE	62,295	\$4,119,558,459.47	43,522	\$2,032,089,413.04	4,469	\$174,978,209.26	4.25%
INTERIOR	75,807	\$2,503,549,774.09	47,395	\$1,389,190,017.12	4,488	\$156,184,785.80	6.24%
STATE	25,109	\$2,300,049,595.14	13,776	\$901,350,227.52	2,013	\$171,996,811.63	7.48%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
COMMERCE	25,810	\$2,097,398,066.11	15,416	\$1,041,420,608.32	1,625	\$91,076,699.18	4.34%
TREASURY	23,304	\$1,928,622,137.50	10,735	\$566,811,919.75	990	\$56,230,333.22	2.92%
LABOR	8,752	\$1,736,453,304.88	4,334	\$575,049,323.08	664	\$66,959,822.43	3.86%
ENVIRONMENTAL PROTECTION AGENCY	21,583	\$1,704,469,709.02	9,759	\$678,599,467.53	706	\$47,450,301.30	2.78%
TRANSPORTATION	11,967	\$1,478,177,123.45	6,103	\$607,719,336.18	634	\$50,162,498.64	3.39%
EDUCATION	4,807	\$1,415,216,699.41	2,579	\$174,020,218.19	169	\$10,295,401.06	0.73%
HOUSING AND URBAN DEVELOPMENT	4,582	\$1,122,217,318.34	3,199	\$744,377,447.75	572	\$149,539,815.22	13.33%
SOCIAL SECURITY ADMINISTRATION	9,014	\$814,667,019.24	5,828	\$258,708,715.91	463	\$49,840,181.84	6.12%
OFFICE OF PERSONNEL MANAGEMENT	7,499	\$542,660,064.19	2,884	\$157,048,194.12	200	\$7,943,517.67	1.46%
FEDERAL EMERGENCY MANAGEMENT AGENCY	1,111	\$506,498,016.42	681	\$59,897,355.09	71	\$1,272,993.10	0.25%
AGENCY FOR INTERNATIONAL DEVELOPMENT	1,065	\$262,015,506.72	264	\$51,125,601.68	17	\$1,840,212.00	0.70%
<u>NATIONAL SCIENCE FOUNDATION</u>	1,259	\$234,829,851.93	562	\$39,367,009.08	49	\$6,365,762.91	2.71%
SMITHSONIAN INSTITUTION	3,540	\$197,698,638.16	2,218	\$112,601,518.43	37	\$1,610,172.71	0.81%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
EXECUTIVE OFFICE OF THE PRESIDENT	1,142	\$178,647,759.23	650	\$30,021,511.58	116	\$5,939,556.85	3.32%
NUCLEAR REGULATORY COMMISSION	2,037	\$135,838,519.98	936	\$49,867,869.23	81	\$5,014,229.45	3.69%
AGENCY FOR INTERNATIONAL DEVELOPMENT	61	\$117,357,867.06	25	\$857,540.58	7	\$466,519.60	0.40%
NATIONAL ARCHIVES AND RECORDS ADMINISTRATION	1,269	\$116,321,213.67	617	\$32,795,419.60	62	\$7,681,241.75	6.60%
SECURITIES AND EXCHANGE COMMISSION	829	\$99,149,495.53	281	\$37,108,600.05	37	\$2,789,022.13	2.81%
BROADCASTING BOARD OF GOVERNORS	3,525	\$90,555,654.59	2,786	\$33,039,437.37	85	\$4,665,603.25	5.15%
FEDERAL COMMUNICATIONS COMMISSION	1,011	\$83,441,559.10	573	\$36,590,581.38	56	\$2,400,302.97	2.88%
SMALL BUSINESS ADMINISTRATION	1,001	\$83,224,601.97	594	\$55,802,877.22	45	\$4,974,542.49	5.98%
EQUAL EMPLOYMENT OPPORTUNITY COMMISSION	3,655	\$52,203,979.35	2,777	\$11,352,586.61	238	\$604,199.91	1.16%
PEACE CORPS	1,046	\$48,079,759.76	355	\$29,120,358.16	24	\$278,127.73	0.58%
ADVISORY COMMISSION ON INTERGOVERNMENTAL RELATIONS	59	\$44,460,605.00	33	\$584,027.00	12	\$93,967.00	0.21%
CORPORATION FOR NATIONAL AND COMMUNITY SERVICE	929	\$39,726,885.52	423	\$10,868,340.31	68	\$1,707,255.01	4.30%
MILLENIUM CHALLENGE CORPORATION	301	\$25,043,472.05	187	\$13,766,661.36	15	\$383,948.10	1.53%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
FEDERAL TRADE COMMISSION	500	\$22,126,466.34	262	\$15,447,138.71	32	\$4,543,752.05	20.54%
THE LEGISLATIVE BRANCH	147	\$20,499,155.59	64	\$12,142,542.04	2	\$119,752.00	0.58%
ARMED FORCES RETIREMENT HOME	445	\$19,777,379.26	273	\$8,245,652.49	69	\$666,545.74	3.37%
NATIONAL LABOR RELATIONS BOARD	382	\$18,043,844.68	175	\$6,145,289.17	19	\$740,436.94	4.10%
OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION	70	\$14,693,272.25	45	\$12,658,446.76	4	\$1,030,527.19	7.01%
RAILROAD RETIREMENT BOARD	506	\$11,686,617.77	200	\$5,760,936.55	18	\$734,307.56	6.28%
J. F. KENNEDY CENTER FOR THE PERFORMING ARTS	106	\$10,981,514.90	44	\$587,749.71	2	\$17,847.50	0.16%
CONSUMER PRODUCT SAFETY COMMISSION	723	\$10,426,466.95	329	\$5,669,636.77	7	\$23,057.47	0.22%
UNITED STATES TRADE AND DEVELOPMENT AGENCY	176	\$9,813,441.35	167	\$9,529,402.19	2	\$84,404.00	0.86%
COMMODITY FUTURES TRADING COMMISSION	252	\$9,667,279.04	107	\$2,976,405.35	9	\$93,378.00	0.97%
FEDERAL ENERGY REGULATORY COMMISSION	249	\$9,637,684.20	114	\$4,637,200.07	5	\$475,622.00	4.94%
NATIONAL TRANSPORTATION SAFETY BOARD	288	\$6,849,695.00	157	\$3,432,549.84	29	\$1,164,710.98	17.00%
FEDERAL ELECTION COMMISSION	747	\$5,116,362.68	657	\$1,443,613.14	11	\$69,006.09	1.35%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
DEFENSE NUCLEAR FACILITIES SAFETY BOARD	89	\$3,113,308.90	53	\$2,355,855.18	6	\$495,087.30	15.90%
NATIONAL GALLERY OF ART	33	\$2,955,020.43	3	\$76,390.00	1	\$56,000.00	1.90%
MERIT SYSTEMS PROTECTION BOARD	154	\$2,564,286.03	45	\$690,926.06	4	\$8,648.00	0.34%
SELECTIVE SERVICE SYSTEM (9000)	266	\$2,473,723.77	78	\$368,279.35	6	\$47,394.79	1.92%
CHEMICAL SAFETY AND HAZARD INVESTIGATION BOARD	148	\$1,887,826.69	81	\$1,057,040.59	6	\$326,320.01	17.29%
NATIONAL ENDOWMENT FOR THE ARTS	55	\$1,795,773.41	42	\$1,553,690.49	6	\$571,776.16	31.84%
GOVERNMENT PRINTING OFFICE	12	\$1,553,735.75	6	\$865,502.77	0	\$0.00	0.00%
FEDERAL MARITIME COMMISSION	95	\$1,346,570.94	30	\$576,997.83	7	\$30,500.00	2.27%
NATIONAL CAPITAL PLANNING COMMISSION	46	\$1,226,055.85	12	\$389,243.88	0	\$0.00	0.00%
FEDERAL HOUSING FINANCE BOARD	72	\$1,154,187.03	48	\$814,906.10	4	\$57,200.00	4.96%
FEDERAL LABOR RELATIONS AUTHORITY	20	\$1,134,971.92	9	\$523,915.01	2	\$463,153.80	40.81%
FEDERAL FINANCIAL INSTITUTIONS EXAMINATION COUNCIL	3	\$1,007,242.36	2	\$427,242.36	0	\$0.00	0.00%
COMMITTEE FOR PRCH FROM BLIND & OTHER SEVERELY HANDICAPPED	14	\$927,405.00	14	\$927,405.00	0	\$0.00	0.00%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
OFFICE OF SPECIAL COUNSEL	141	\$850,539.51	66	\$290,168.65	4	\$89,984.90	10.58%
NATIONAL MEDIATION BOARD	27	\$621,564.91	1	\$1,900.00	0	\$0.00	0.00%
ARCHITECTURAL AND TRANSPORTATION BARRIERS COMPLIANCE BOARD	92	\$588,229.54	42	\$115,561.55	4	\$0.00	0.00%
THE JUDICIAL BRANCH	11	\$577,021.39	11	\$577,021.39	0	\$0.00	0.00%
INTERNATIONAL TRADE COMMISSION	9	\$475,507.53	1	\$0.00	0	\$0.00	0.00%
ABRAHAM LINCOLN BICENTENNIAL COMMISSION	3	\$409,921.00	2	\$0.00	0	\$0.00	0.00%
FARM CREDIT ADMINISTRATION	46	\$389,019.18	29	\$232,833.53	5	\$26,265.00	6.75%
DENALI COMMISSION	8	\$292,083.50	7	\$283,093.64	1	\$8,040.00	2.75%
U.S. COURT OF VETERAN APPEALS	2	\$280,703.47	2	\$280,703.47	1	\$243,053.00	86.59%
NATIONAL COMMISSION ON LIBRARIES AND INFORMATION SCIENCE	61	\$265,068.64	22	\$128,325.75	1	\$878.00	0.33%
FEDERAL RESERVE SYSTEM, BOARD OF GOVERNORS	3	\$150,480.00	0	\$0.00	0	\$0.00	0.00%
COURT SECURITY	1	\$144,433.14	1	\$144,433.14	0	\$0.00	0.00%
WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY	1	\$44,300.00	1	\$44,300.00	0	\$0.00	0.00%

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Appendix A – 2 Federal Agency VOSB Contracting Performance							
Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Veteran Owned Small Business Actions	Veteran Owned Small Business Dollars	Veteran Owned Small Business Percentage
LIBRARY OF CONGRESS	12	\$29,651.00	5	\$9,651.00	2	\$0.00	0.00%
OFFICE OF GOVERNMENT ETHICS	2	\$28,875.08	2	\$28,875.08	0	\$0.00	0.00%
FEDERAL MINE SAFETY AND HEALTH REVIEW COMMISSION	1	\$27,093.79	1	\$27,093.79	0	\$0.00	0.00%
U.S. COURT OF APPEALS FOR THE FEDERAL CIRCUIT	1	\$7,600.00	1	\$7,600.00	0	\$0.00	0.00%
U.S. COURT OF INTERNATIONAL TRADE	3	\$4,862.20	3	\$4,862.20	0	\$0.00	0.00%
FEDERAL PUBLIC DEFENDERS	1	\$1,494.23	0	\$0.00	0	\$0.00	0.00%
AMERICAN BATTLE MONUMENTS COMMISSION	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
FEDERAL MEDIATION AND CONCILIATION SERVICE	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
INTERAGENCY COUNCIL ON THE HOMELESS	1	\$0.00	0	\$0.00	0	\$0.00	0.00%
UNITED STATES INFORMATION AGENCY	1	\$0.00	1	\$0.00	0	\$0.00	0.00%
Total	5,469,786	\$340,212,001,110.44	3,330,826	\$77,670,193,958.17	429,728	\$8,748,070,953.87	2.57%

Notes, edited from full report.

This is a Department level report that displays Small Business data for a specified date range by Funding Agency

Data for this report is calculated as follows

Total Small Business Eligible Actions: This column is an aggregation of Number of Actions, after exclusions are applied.

Total Small Business Eligible Dollars: This column is an aggregation of Dollars Obligated, after exclusions are applied.

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Appendix A – 3 - Final Scorecard Grades on SDVOSB Goals and Grading Criteria

This report was modified to add SDVOSB performance.
The SBA scorecard in its original form can be found at <http://tinyurl.com/2h9xve>.

AGENCY	FINAL CURRENT STATUS COLOR	FINAL PROGRESS STATUS COLOR	JUSTIFICATION	SDVOSB Status
AGRICULTURE	GREEN	GREEN	Agriculture did not meet SDVO; however exceeded in all others with progress.	R
DHS	GREEN	GREEN	DHS did not meet its SDVO goal; however exceeded in all others with progress.	R
DOE	GREEN	GREEN	DOE exceeded all their goals except for SDB and met Yellow standards.	R
DOT	GREEN	GREEN	DOT did not meet its SDVO goal; however exceeded in all others with progress.	R
HUD	GREEN	GREEN	HUD has done very well overall in meeting its goals and making progress especially the small business goal.	R
SBA	GREEN	GREEN	The agency has met all of its goals and Yellow standards	G
VA	GREEN	GREEN	VA did not meet its WOB goal although the agency was close to achievement. VA did very well on its other goals and progress.	G
DOC	YELLOW	GREEN	DOC had to meet one more socio-economic goal in order to receive an overall "Green" rating. DOC hopes to increase their goal to 50% next fiscal year. DOC doubled the statutory goal (23%), exceeded 2 socio-economic goals, and made progress in 3 goals.	R
DOJ	YELLOW	GREEN	DOJ did not meet its HUBZone and SDVO goal. DOJ did meet all of its Yellow standards.	R
DOL	YELLOW	GREEN	DOL did not meet its HUBZone or SDVO goal; however the agency met all Yellow standards. DOL made progress in all goal achievements.	R
NRC	YELLOW	GREEN	NRC met its SB, SDB, and WOB goals; however, NRC did not meet its HUBZone and SDVO goals. NRC met all Yellow standards.	R
TREASURY	YELLOW	GREEN	Treasury did not meet its HUBZone and SDVO goals; however the agency met all yellow standards.	R
DOD	RED	YELLOW	DOD did not meet its SB goal, socio-economic goals, or all of its Yellow standards.	R

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AGENCY	FINAL CURRENT STATUS COLOR	FINAL PROGRESS STATUS COLOR	JUSTIFICATION	SDVOSB Status
DOI	RED	YELLOW	Although DOI has not met their small business goal (SB), their goal and achievement are one of the highest for all 24 agencies. DOI missed their SB goal by approximately a half percent (.65). DOI exceeded 3 socio-economic goals and made progress in 4 goals	R
EDUCATION	RED	YELLOW	Education did not meet any of its 5 goals nor met all of its yellow standards (Evaluation Response # 3).	R
NASA	RED	YELLOW	NASA did not meet its goals for SB, WOB, HUBZone, and SDVO goals. NASA did meet their SDB goal and made progress in all areas.	R
STATE	RED	YELLOW	The Department of State did not meet its SB, WOB, and HUBZone goals. The Department of State did meet their SDB goal, SDVO goal, and all Yellow standards. Additional contract miscoding were found after the June 30 cut-off date. The updated information w	G
NSF	RED	RED	NSF did not meet its SB, HUBZone, or SDVO goal. NSF also did not meet all of its yellow standards (Evaluation Response # 2,4,5)	R
OPM	RED	RED	OPM met their SB and SDB goals; however; OPM did not meet its WOB, HUBZone, and SDVO goals. OPM also did not meet all of its yellow standards (Evaluation Response # 3,5,6,8)	R
SSA	RED	RED	SSA did not meet any of its goals nor meet all Yellow standards.	R
USAID	RED	RED	USAID did not meet any of their goals nor meet Yellow standards (Questions # 4, 6, and 9).	R
TYPE OF GRADE	GREEN	YELLOW	RED	SDVOSB Status
CURRENT	7	5	12	3
PROGRESS	12	8	4	24
COLOR	CRITERIA FOR CURRENT STATUS		CRITERIA FOR PROGRESS STATUS	
GREEN	The Agency must meet its Small Business Goal, 3 Socio-Economic Goals, Progress in 1 goal and meet all yellow standards		Agency's current status must be at least a "Yellow" with all Yellow standards.	
YELLOW	Small Business Goal, 2 Socio-Economic Goals, Progress in 1 Goal, must meet all Yellow standards.		The Agency can miss no more than 2 Yellow standards regardless of its current status grade.	
RED	Does not meet either of the above conditions.		Does not meet either of the above conditions.	

THE GOALING PERFORMANCE DATA WAS FROZEN ON JUNE 30, 2007. NO EXCEPTIONS

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Appendix B - Letter of Invitation to Federal Agencies

The SBA Advisory Committee on Veterans Business Affairs (Veterans Committee) invites your agency to participate in our 2008 hearings. The Veterans Committee was established by Public Law 106-50 to serve as an independent source of advice and policy recommendations to the SBA Administrator, Associate SBA Administrator for Veterans Business Development, the Congress, the President and other US policymakers. Each year, the Veterans Committee prepares a report on its activities.

In 2008, the Veterans Committee intends to gather information on the effectiveness of the plans of federal agencies to work with Veteran Owned Small Businesses (VOSB) and Service Disabled Veteran Owned Small Businesses (SDVOSB). This information will be integrated into the Veterans Committee annual report and used to develop recommendations on policy initiatives that will assist VOSB and SDVOSB.

Because we consider this critical to the activities of the Veterans Committee, we intend to set aside three hours of each meeting for this information gathering. These three hour sessions will consist of a 2 hour panel discussion involving up to four federal agencies. These panel discussions will consist of a 15 minute presentation from each agency to describe its veteran business programs, followed by an hour long question and answer period. The third hour will involve further discussion of veterans' issues, with the agency representatives invited to participate in that discussion period.

The Committee meets four times a year and is targeting December 4, 2007, March 11, 2008, June 17, 2008 and September 16, 2008 for the next four meetings. We are requesting the participation of your agency at our _____ meeting. If that is not convenient, please contact us to identify a mutually convenient date for your agency's participation. The Veterans Committee looks forward to your presence and discussion on behalf of our joint efforts to strength our support to the veteran business community.

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Appendix C - 2008 Committee Agenda

Time	Topic	Notes
Day One		
0830 – 0900	Administrative matters	
0900 – 1100	Oversight Panel (4 Agencies per meeting)	
1100 – 1200	Committee Oversight Discussion	
1200 – 1300	Lunch	
1300 – 1500	Selected Meeting Topic	
1500 – 1600	DOD Update or Selected Meeting Topic	
Day Two		
0900 – 1000	Recurring SBA Reports Bill Elmore Billy Jenkins Matt Teague Advocacy	Subject Matter Finance Procurement Staffing Research
1000 – 1030	TVC Report & Plan Development Discussion	
1045 - 1115	VA Update on Vets First	
1130 – 1200	Public Comment	Court reporter released
1200 – 1300	Lunch	
1300 – 1700	Internal Committee discussions Working Group Updates Analysis of data gathered from presentations Work on Annual Report Meeting Wrap Up	

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Appendix D - Proposals or Positions Advocated by TVC But Never Implemented

Project ReEntry

Project Countdown

Governor's Advisory Council/US Conference of Mayors

Small Business Development Center Strategic Alliance

The Veterans Corporation Affinity Partners; (RecruitMilitary, LLC (RM), Veterans Advantage, Federated Dental Plan (FDP), BizFilings, Surety Association of America, Citibank, Commerce Funding, Newtek, VeteransPurchaseNet (DiversityVendors.com), Entrepreneur Magazine)

Non Government Organization (NGO) Advisory Council

Corporate Advisory Council

Community Outreach Advisory Council

Implement the National Veterans Entrepreneurial Education Initiative

Education Advisory Council

Establish a network of information and assistance centers

Boots 2 Business – Transitional Skills for Success (Scholarships not distributed) (third party fee based program)

Establish strategic venues for business networking and knowledge sharing

Deploy Proof Your Business (A series of links to third party sites)

Owner-Operator Class – Becoming an independent owner operator (No discount or inherent benefit to members)

ConnectVets Business Forum

d-VETS (Disabled Veterans Entrepreneurial Training Solutions)

Virtual Business Incubator (Third party website)

Virtual Business Resource Center

Raise private funds; become financially self-sustaining

Transition Assistance Program (TAP) (In June, briefed Committee that TVC would be referenced in new manual. New Manual in August, no TVC mention)

Iraq/Afghanistan Service-Disabled Veteran Entrepreneur Internship program

State University of New York – SUNY

"Veteran's Business Video Library" (Third party website)

References:

Testimony of Testimony By Mr. Walter G. Blackwell, President/CEO The Veterans Corporation, May 17, 2007 <http://tinyurl.com/2brbyl> and Corporate Strategic Plan

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Appendix E - Excerpts from Reports and Testimony Critical of TVC Performance

GAO Government Accountability Office Report

Report Recommendations

Director: WILLIAM B SHEAR, 202-512-4325

Government Accountability Office: Financial Markets and Community Investment

Small Business: The National Veterans Business Development Corporation Faces Challenges in Planning for and Achieving Financial Self-sufficiency

GAO-04-893 August 30, 2004

Recommendations for Executive Action

RECOMMENDATION: The Chairman of the Board of Directors for The Veterans Corporation and its staff should, to help guide programs and measure their effectiveness, develop measurable, outcome-oriented goals and objectives that take into account the increasing availability of outcome data over time.

TARGET: National Veterans Business Development Corporation

STATUS: Open

STATUS COMMENTS: The Veterans Corporation undertook a detailed review of its FY 2005 Corporate objectives and management initiatives, significantly revising the objectives and initiatives, which were approved by the board in January 2005. However, the next iteration of its five year strategic plan (FY 2006-2010), to include the vision, mission, and corporate goals will be developed and submitted for approval in July 2005. Based on the revised plan, staff will review and update the corporate objectives and management initiatives to support the strategic plan during FY 2006, as well as develop specific metrics for evaluating the results pertaining to these revised objectives and initiatives for FY 2006.

RECOMMENDATION: The Chairman of the Board of Directors for The Veterans Corporation and its staff should, to improve congressional oversight, include in its annual report to Congress comprehensive information and data relating to progress in achieving financial self-sufficiency, and key assumptions underlying self-sufficiency revenue projections.

TARGET: National Veterans Business Development Corporation

STATUS: Open

STATUS COMMENTS: The Veterans Corporation's FY 2005 annual report will include much more detailed, relevant and focused information relating to its future self sufficiency status; how it will achieve self sufficiency along with its progress in achieving self sufficiency, as well as the assumptions underlying its self sufficiency projections.

The full 60 page GAO report can be found at <http://www.gao.gov/new.items/d04893.pdf>.

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**OVERSIGHT PLAN OF THE COMMITTEE ON SMALL BUSINESS FOR THE ONE
HUNDRED TENTH CONGRESS**

JANUARY 31, 2007. Approved by the Committee on Small Business.

Ms. VELAZQUEZ, from the Committee on Small Business, submitted to the Committee on Oversight and Government Reform and the Committee on House Administration the following;

1 I. ***The Committee will review the on-going activities of the National Veterans Business Development Corporation to determine whether the Corporation is serving as an effective advocate for veteran-owned businesses. (Emphasis Added)*** In particular, the Committee will evaluate the relationship between the SBA and the Corporation to identify whether the SBA is working cooperatively with the Corporation or whether work is being unnecessarily replicated. The Committee will identify whether the Corporation's efforts at expanding and enhancing private funding options have been successful. The Committee also will investigate whether additional federal investment is warranted and, if so, for what duration.

The full oversight plan can be found at

<http://www.house.gov/smbiz/democrats/Reports/Oversight-Plan-110th.pdf>.

Veteran Entrepreneurs Need Better Support

As Record Numbers Return from Iraq, Veterans Corporation and SBA Must Do More

May 2, 2007

CONTACT: Christina Stacey (Altmire); (724) 378-0928 | Kate Gilman/ Austin Bonner, (202) 225-4038

WASHINGTON – Since 2001, over 1.5 million troops have been deployed to Iraq and Afghanistan, and each year roughly 300,000 service men and women return from overseas.

As time goes on, these numbers are only projected to grow. The House Small Business Subcommittee on Investigations and Oversight today evaluated the effectiveness of the National Veterans Business Development Corporation (Veterans Corporation) and the Small Business Administration (SBA) that are both tasked with assisting recent veterans in becoming successful entrepreneurs.

"The men and women who have served our country so well should have the door opened to all the economic opportunities that we can provide them with when they return home," said Subcommittee Chairman Jason Altmire. "It is critical that they have access to the tools, support and initiatives they need in order to become successful business owners."

Veterans face a number of unique challenges, from increasing lengths and number of deployments overseas, to translating their military experience into business ventures. To meet these needs, the Veterans Corporation was established in 1999 to provide comprehensive training and business development assistance for potential entrepreneurs.

This program was implemented to help supplement the existing initiatives at SBA, such as the Veterans Business Outreach Centers, which provide service members with information about the agency's programs and technical assistance. Returning service members rely heavily on these types of initiatives in order to meet their unique needs, and help them transition into business ownership.

"The catalyst for the creation of the Veterans Corporation was the need to provide assistance to our nation's veterans as they return to the states and work to start or expand businesses," said Chairman Altmire. "Veterans are a powerful force in the economy, and it is vital that initiatives such as these are able to help this growing sector continue their development."

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Leading veterans' organizations told the subcommittee that more must be done to promote the economic stability of veterans through entrepreneurship and raised concerns about the effectiveness of current programs. **During the hearing, panelists indicated that the Veterans' Corporation is not doing enough to meet the needs of returning service men and women. Rather than providing the assistance themselves, the organization's resources are primarily used to coordinate public and private services already available. Concerns were also raised about the lack of outreach done by the Veterans Corporation and its failure to deliver services tailored to the specific needs of returning veterans. (Emphasis added.)** While service members depend on these programs to help them work through barriers, and get their businesses up and running upon their return, today's testimony made it clear that veterans are not receiving the assistance they need to meet their unique needs.

"There is no doubt that the mission of the Veterans Corporation is a good one – our nation's veterans deserve the best service that this country has to offer when it comes to providing opportunities and entrepreneurial assistance," said Chairman Altmire. "That is why it is so important that we do all we can to support public private partnerships aimed at assisting this sector, initiate a dialogue to help these entities come up with creative solutions on how to address the existing challenges, and help them get on a sound financial track. This country owes its service to these brave men and women – just as entrepreneurs serve as the foundation of our economy, our veterans serve as the foundation of this nation." (Emphasis added)

The committee will continue to work to ensure that these services are delivered through existing agencies' infrastructure and, if needed, resources are provided to meet increasing demand. In addition to providing oversight into entrepreneurial development programs for veterans, the committee has also worked to expand access to capital for returning service members. *The Small Business Lending Improvements Act*, passed last week, creates a program to help veterans to start their own ventures by making capital more affordable and easier to access.

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This article can be found at <http://tinyurl.com/ysvdww>.

***Excerpt from Testimony of Mr. Richard F. Weidman
Director of Government Relations, Vietnam Veterans of America before the
Committee on Small Business United States House of Representatives on Veterans
Entrepreneurship and Self Employment***

May 17, 2007

It has been almost eight (8) years since the passage of Public Law 106-50 "Veterans Business Act of 1999" which gave a goal of 3% of ALL business done by ALL agencies of the Federal Government to go to Service Disabled Veteran Owned Businesses (SDVOSB), and which among other things set up of The National Veterans Business Development Corporation which is now generally known as The Veterans Corporation (TVC). ***Yet at this time both the agencies and the TVC have yet to meet their goals. (Emphasis Added)***

The National Veterans Business Development Corporation

The National Veterans Business Development Corporation, more commonly known as The Veterans Corporation or TVC, was set up by the same PL 106-50 and formed in 2000.

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Frankly, the actual mess that we have today, and for much of the existence of TVC, is so far a field from what some of us hoped would be a vehicle for positive changes, that I feel like one of a team of surgeons known as Drs. Frankenstein.

The bottom line is that what started out as a noble experiment has been an utter failure, and TVC should be either radically changed in regard to governance, or just eliminated from wasting any more taxpayer dollars or the efforts of any more good people in the veterans' community on this debacle. (Emphasis Added)

Since that time TVC has gone through numerous management changes and Board upheavals. AT one point, under the current President, they fired all of the veterans on staff, including at least two who were special disabled veterans in favor of hiring non-veterans. Under the current Board composition and management they have not only not raised any appreciable outside funding, as required by the law, but have been saying that they do not think this is the direction they wish to take!

In the past year or so, the officers and the staff of TVC, which is virtually 100% funded with Federal dollars, have been running all over Capitol Hill seeking legislation that would relieve them of the mandate to raise private funds, and seeking more Federal dollars. Frankly, the last time VVA looked, spending Federal dollars to brazenly seek more Federal dollars and pay lobbying staff is just plain illegal, not to mention just a wrong thing to do.

The only section of their mission that has been accomplished is partially funding two "Veterans Business Resource Centers" that were not started by the TVC and to which TVC has no appreciable expertise to contribute. The funding for these two projects should come from the Veterans Business Development Office at SBA, and eliminate the needless overhead and the six figure salaries of the TVC.

I will not waste the time of this distinguished panel by reviewing their "accomplishments" because we believe there frankly are no accomplishments. There is nothing that is "value added" here that cannot be accomplished by the SBA and the CVE at VA. Let us please stop this charade, give the TVC \$250,000 in funds to either close it down or to find private resources to continue, but let us invest the hard earned cash of \$ 25 Million in tax payer dollars in something that will yield a return on investment, and that is certainly not at The Veterans Corporation. (Emphasis added)

The full statement can be found at <http://tinyurl.com/28tkkq>.

VA subcommittee hears challenges of veterans' entrepreneurship and self-employment

May 18, 2007

For more information, contact: Jeff Phillips (202) 225-3527

Washington, D.C. — The Subcommittee on Economic Opportunity held an oversight hearing Thursday on the performance of The Veterans Corporation (TVC) and the challenges veterans face when it comes to entrepreneurship and self employment.

The Veterans Corporation was established to develop a network of information and assistance and was created for two reasons:

- expand the provision of and improve access to technical assistance regarding entrepreneurship for the nation's veterans
- assist veterans, including service-disabled veterans, with the formation and expansion of small business concerns by working with and organization of public and private resources, including those of the Small Business Administration, Department of Veterans Affairs, and several other private and public institutions.

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The existence of TVC is an example of frustration with the lack of services for veterans and disabled veterans by the small business administration.

“Judging by the written testimonies we have received, there is a level of dissatisfaction and disappointment with TVC’s performance, especially in its early days,” said the subcommittee’s ranking member, John Boozman (R-Ark.). (Emphasis Added)

The subcommittee also heard testimony from several small business owners who spoke to the challenges facing veteran entrepreneurs. Addressing those challenges and the potential power of the veteran business community, Anthony Jimenez, the service-disabled owner of a successful high tech firm noted, “Veteran-Owned Small Businesses and Service-Disabled Veteran-Owned Small Businesses can, and should, become a powerful job creation engine and force for economic development.”

“As a former small business owner, I understand how difficult it is to start and grow a business and I think we have to give veterans – especially service-disabled veterans – every reasonable opportunity to become entrepreneurs,” said Boozman. “I also believe the federal government has a special role in promoting service-disabled veteran-owned businesses by meeting the 3 percent procurement goal in each agency.”

The article can be found at <http://tinyurl.com/23tjb9/>. The full opening statement by the Honorable John Boozman can be found at <http://tinyurl.com/37vtbo>.

Excerpt from statement of Mr. Ronald F. Chamrin, Assistant Director, Economic Commission of the American Legion before the Committee on Small Business United States House of Representatives on Small Business Administration’s Contracting Programs

September 19, 2007.

The National Veterans Business Development Corporation

Congress enacted the Veterans Entrepreneurship (TVC) and Small Business Development Act of 1999 (Public Law 106-50) to assist veteran and service-connected disabled veteran owned businesses by creating the National Veterans Business Development Corporation. **Presently, the objectives of Public Law 106-50, as originally envisioned, are not being met at the present time due to the scope of the mission, staffing and funding requirements. (Emphasis Added).**

The American Legion believes that with limited funding and staffing, TVC should not try to replicate preexisting services such as those provided by the Small Business Development Centers (SBDC).

Full statement can be found at <http://tinyurl.com/22srwm>.

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**Appendix F - Committee on Small Business & Entrepreneurship
Letter to TVC**

JOHN F. KERRY, MASSACHUSETTS, CHAIRMAN
OLYMPIA J. SNOWE, MAINE, RANKING MEMBER

CARL LEVIN, MICHIGAN	CHRISTOPHER S. BOND, MISSOURI
TOM HARKIN, IOWA	NORM COLEMAN, MINNESOTA
JOSEPH I. LIEBERMAN, CONNECTICUT	DAVID VITTER, LOUISIANA
MARY LANDRIEU, LOUISIANA	ELIZABETH DOLE, NORTH CAROLINA
MARIA CANTWELL, WASHINGTON	JOHN THUNE, SOUTH DAKOTA
EVAN BAYH, INDIANA	BOB CORKER, TENNESSEE
MARK PRYOR, ARKANSAS	MICHAEL ENZI, WYOMING
BENJAMIN L. CARDIN, MARYLAND	JOHNNY ISAKSON, GEORGIA
JON TESTER, MONTANA	

NAOMI BAUM, DEMOCRATIC STAFF DIRECTOR
WALLACE HSUEH, REPUBLICAN STAFF DIRECTOR

United States Senate
COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP
WASHINGTON, DC 20510-6350

September 21, 2007

Mr. Walter G. Blackwell
President and Chief Executive Officer
National Veterans Business Development Corporation
1625 K Street, NW
Suite 750
Washington, DC 20006

Dear Mr. Blackwell:

It has come to our attention that the National Veterans Business Development Corporation (the Veterans Corporation or Corporation) recently announced a new grant program—the Veteran Entrepreneurship Support grant initiative—in place of its previous grant program. We are deeply concerned about the implications of this change on the established veteran small business centers and seek your assurance that the established centers will continue to receive the support of the Corporation so they can provide services to our nation’s veterans.

The Veterans Corporation was created by H.R. 1568, the Veterans Entrepreneurship and Small Business Development Act of 1999, to expand the provision of, and improve access to, technical entrepreneurship assistance. A key provision in the Act requires that the Veterans Corporation “. . . establish and maintain a network of information and assistance centers for use by veterans and the public.” The accompanying House and Senate reports both clearly state that: “*The most significant single purpose of the Corporation will be to work with the public and private sectors to establish an independent nationwide network of business assistance and information centers for veterans.*” (emphasis added) We have heard glowing reports about the work performed by the Northeast Veterans Business Resource Center Inc. in Boston, Massachusetts; the Veterans Business Resource Center in St. Louis, Missouri; and VetBizCentral in Flint, Michigan; and, at this time, we believe that it would be a tremendous loss to the entire veteran community if these centers do not continue to operate.

As you know, it is simply not possible to run an effective center on \$50,000 per year. Although centers can apply for numerous grants, it is not an efficient use of a center’s resources to apply for and administer 3, 4, or 5 grants from the Veterans Corporation. We are also concerned that if these centers close, it will take years to replace them, depriving veterans of needed assistance.

Veterans have sacrificed in the defense of our country, and they have earned the support of their government in reentering civilian life. There are currently 25 million

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Mr. Walter G. Blackwell

September 21, 2007

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veterans in America, including over 1.3 million who have left military service since 2001. As the conflicts in Iraq and Afghanistan continue, it becomes increasingly vital that returning service members receive the assistance they need. According to the Department of Labor, the unemployment rate among recently discharged veterans is more than double the national overall unemployment rate: 11.9 percent compared to 4.6 percent. In addition, 55 percent of self-employed reservists experienced income loss when deployed, and 22 percent said that their business suffered serious or very serious harm. The challenges facing veterans and reservists were corroborated by testimony at United States Senate Committee on Small Business and Entrepreneurship hearings on September 19, 2005 and January 31, 2007.

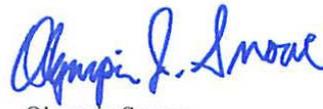
We are deeply committed to supporting veterans and reservists who are, or wish to become, entrepreneurs. Providing counseling and technical assistance is a crucial component of supporting that goal. As stated in H.R. 1568, “[t]he United States has done too little to assist veterans, particularly service-disabled veterans, in playing a greater role in the economy of the United States by forming and expanding small business enterprises.” Allowing these centers to close would be a step in the wrong direction.

Please inform us by September 27, 2007 how the Veterans Corporation will continue to support the establishment of a network of centers, in light of the changes in the grant program. We thank you for your attention to this matter and look forward to your prompt response.

Sincerely,



John F. Kerry
Chairman



Olympia Snowe
Ranking Member

CC Senator Akaka
Senator Burr
Board of the Veterans Corporation