Department of Commerce – Funding for the Veterans Institute for Procurement
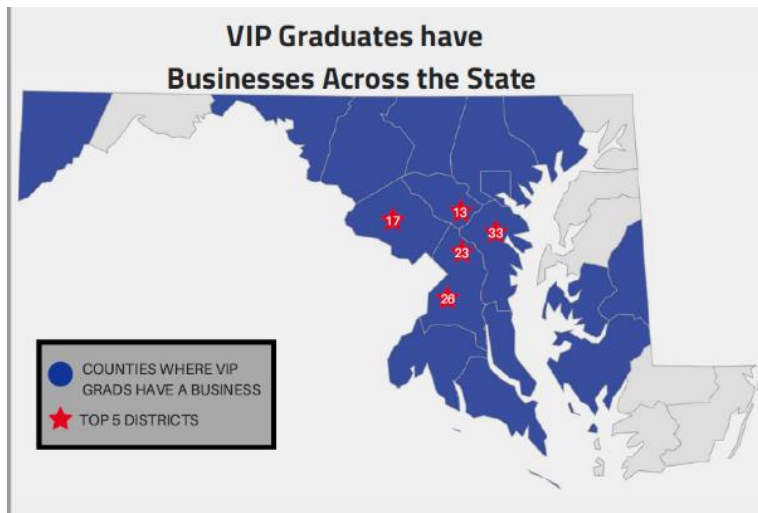
Education, Business and Administration Subcommittee, Budget & Tax

February 28, 2019

SUPPORT

The Montgomery County Chamber of Commerce **respectfully requests the inclusion of ongoing support in the State budget for VIP for $150,000**. Your support ensures that even more Maryland Veteran-Owned and Service-Disabled companies will receive valuable training that arms them to win federal government contracts.

Over the past 5 years, the support from the State of Maryland has been leveraged to secure additional funds from the U.S. Small Business Administration to expand training offered to meet the needs of a growing number of businesses. The VIP program has a proven record of success for Maryland businesses and Maryland Veterans. On average, VIP graduates grow 64% just one year from graduation.

This program has over 350 veterans working across the state in 17 counties and 41 state legislative districts and we just celebrated an incredible milestone – our 1,000 VIP graduate.

In September, the Baltimore Business Journal released a list of the largest veteran-owned businesses in Greater Baltimore. Seven of the top 20 businesses are VIP graduates - these seven companies have added 103 jobs since graduating from the program. Furthermore, on average, they grew 278% since graduating.

In addition, our VIP graduate, Civility Management Solutions, is celebrating being 1 of the 100 Top 2018 Minority Business Enterprises in Maryland. This prestigious award recognizes owners of minority business enterprises in the DMV who have demonstrated exceptional entrepreneurial accomplishments, a high level of professionalism, and have made substantial contributions to their community.

Given the success of the VIP program and its proven track record, **we seek ongoing funding in the State budget to leverage the public private partnership and meet the needs of Maryland businesses.**

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