To Lead, Advocate and Connect as the Voice of Business

Department of Commerce – Funding for the Veterans Institute for Procurement

Education and Economic Development Subcommittee, Appropriations

February 27, 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.