



VETERAN BUSINESS RESOURCE CENTER

SALT LAKE COMMUNITY COLLEGE



AA/EO INSTITUTION • REV 01-18-22

The Veteran Business Resource Center (VBRC), currently funded by Veteran and Military Affairs (VMA), is housed at SLCC's Miller Campus. **The mission of the VBRC is to be the primary business resource for all Utah veteran, active-duty military, reserve, guard and their spouses (veterans) who are starting or growing small businesses statewide.** It accomplishes this mission through one-on-one business counseling, workshops and courses. It was originally funded as a trial, one-person operation to gauge demand in 2017.

In four years, the VBRC has grown substantially. The growth in performance is reflected in:

LEGISLATIVE REQUEST:
\$200,000 (ongoing)

*Provides additional staff
(see reverse for details)*

	2017-18	2018-19	2019-20	2020-21
# of Veteran Entrepreneurs Served	191	222	271	370
Total engagement hours with veterans	891	525	787	1,825
Veteran Business Capital Raised	\$1.07 M	\$2.06 M	\$2.10 M	\$3.50 M
Veteran Business Revenue Growth	\$689,000	\$6.20 M	\$3.20 M	\$7.1 M

PROGRAM RECOGNITION BY SYRACUSE UNIVERSITY INSTITUTE FOR VETERANS & MILITARY FAMILIES (IVMF)

- The VBRC was chosen to participate in Syracuse's IVMF **Startup Training Resources to Inspire Veteran Entrepreneurship (STRIVE) program**. Syracuse University is the "gold standard" in supporting veteran education, research and starting a small business. In the last nine years, their programming has more than 150,000 veteran alumni.
- The VBRC/SLCC is the only college chosen in the West to partner with Syracuse's STRIVE program.

LEGISLATIVE REQUEST:

\$200,000 ongoing funding for additional staff to increase the number of veteran entrepreneurs served, veteran business capital raised and veteran business revenue growth by 20% annually

Current Staffing:

One FTE Advisor/Instructor – VBRC Director

Additional Staffing Needs:

- One additional full-time staff counselor/instructor will:
 - » Provide additional counseling to veterans
 - » Allow the VBRC Director time to reach out statewide to additional veteran entrepreneurs
 - » Increase the presence of the VBRC at military events
- One full-time program assistant will:
 - » Maintain a database that will fully capture the veteran entrepreneurs' contributions to the Utah economy. This includes:
 - Maintaining contact and tracking information
 - Tracking up-to-date business information on growth and employment and veterans served
 - Expand branding and increase awareness of VBRC services

