

Veterans Small Business Resources & Opportunities in Bucks County

MAY 20, 2025

Hosted by:



| Bucks County

About SCORE

As a resource partner of the SBA, we help small businesses by:



Providing free
business advice
and mentoring



Offering low or
no-cost business
training



Sharing free business
templates and
resources

Request a SCORE mentor at www.score.org/find-mentor

Your Presenters



Norm Phillips

SCORE Bucks County
Veterans Subject Matter Expert
Community Outreach Committee Chair



Matt Allen

Bucks County
Director of Veterans Affairs



Jeremy Deck

Lower Bucks County Chamber of Commerce
Board Member and
Veterans Committee Liaison



Bucks County

BUCKS COUNTY DEPARTMENT OF VETERAN'S AFFAIRS

MATT ALLEN
DIRECTOR

Bucks County Veterans Affairs

Department of Veterans Affairs

The people of Bucks County are grateful for the many sacrifices each veteran has willingly made in the service of our country and for the cause of freedom throughout the world.

As a symbol of their appreciation, the Bucks County Board of Commissioners extend the services and benefits of the Department of Veterans Affairs to those veterans and their dependents.

Effective October 30, 2018, Military Reservists and National Guard members also are eligible for a [Bucks County Veteran Discount Card](#). Any member who applied in the past is encouraged to re-apply.

VA Benefits and Health Care

- Health care
- Disability
- Education and training
- Careers and employment
- Pension
- Housing assistance
- Life insurance
- Burials and memorials
- Records
- Service member benefits
- Family member benefits

Physical Address

55 E Court Street
1st Floor
Doylestown, PA 18901

Phone: [215-345-3885](tel:215-345-3885)

By Appointment Only:
Monday through Friday
8 am to 4 pm

Government Services Center -
Levittown

Physical Address
7321 New Falls Road
Levittown, PA 19055

Phone: [215-345-3886](tel:215-345-3886)

By Appointment Only:
Monday through Friday
8 am to 4 pm

Government Services Center -
Quakertown

Physical Address
261 California Road
Quakertown, PA 18951

Phone: [267-580-3560](tel:267-580-3560)

Bucks County Vet Center



We offer confidential help for Veterans, service members, and their families at no cost in a non-medical setting. Our services include counseling for needs such as depression, posttraumatic stress disorder (PTSD), and the psychological effects of military sexual trauma (MST). We can also connect you with more support within VA and your community.

Our commitment

- We offer a range of services, from talk therapy to recreational activities. Our team will work with you to identify your goals and make a plan to meet them. We'll help you and your family build meaningful connections to improve your quality of life.
- Our counseling is confidential. We won't share any information about you or the services you receive without your permission—except in a life-threatening situation. Our records can't be accessed by other VA offices, the Defense Department, military units, or community providers.
- We encourage you to contact us, even if you're not sure you're eligible. We'll find a way to connect you with the help you need.

VRT-VETERANS RESPONSE TEAM

BUCKS COUNTY HAS A VRT!



WHAT IS VRT?

The Bucks County VRT is **Veterans Helping Veterans**: a dedicated network of Law Enforcement Officers with Military Service working together with social services to support Veterans (and their families). The VRT has Access to the highest priority connections at the Philadelphia VA, mental health crisis responders, local Veteran services organizations, and Bucks Veterans Treatment Court.

WHAT DOES VRT PROVIDE?

VRTs provide “deflection” interventions that seek to meet the needs of justice-involved Veterans while avoiding unnecessary arrests or involuntary commitments. VRT members are specially trained law enforcement officers who coordinate with local VA specialists and county support services when they interact with Veterans. This allows VRT members to connect Veterans to voluntary treatment and services.

HOW TO CONNECT TO THE VRT?

Anyone can make a referral to the VRT. Call the Bucks County Office of Veterans Affairs at 215-345-3881 or ask your local Police Department if they participate in VRT.



Bucks County



VA



U.S. Department of Veterans Affairs

CONTACT INFO

📞 215-345-3881

✉️ VRT@buckscounty.org

HOW CAN VRT HELP?

🤝 PEER TO PEER ENGAGEMENT

Utilize shared experiences to engage and establish rapport

🧭 NAVIGATION

Navigate the Veteran's needs and opportunities for support

👤 RECOGNITION AND SUPPORT

Recognize signs of crisis and initiate interactions designed to de-escalate and promote safety for the Veteran, their family, and the community

📶 MAKE CONNECTIONS

Facilitate direct connections to Veteran and social service organizations who can help

Bucks County Benefits for Veterans

5.5% of Bucks County's population are veterans, totaling approx. 35,000

Veteran Assistance grant- Veterans if approved by the state could qualify for a one time payment of \$1,600.00. Must submit application through the Bucks County Veteran Affairs department.

Transportation Services

- Veteran's Van - Free transportation to Philadelphia, Coatesville, and

Burial and Memorial Benefits

- Headstones - \$100 allowance for granite markers; Flags/Markers provided for Memorial Day

Veteran Discount Card

- National Guard members and military reservists are eligible for Bucks County Veteran Discount Card, which provides local discounts

SCORE SMALL BUSINESS SERVICES FOR BUCKS COUNTY VETERANS

*YOU SERVED US
NOW WE SERVE YOU*

**Norm Phillips
Bucks County Chapter
Veterans Subject Matter Expert**

Request a Mentor
[https://www.score.org/
buckscounty/local-
mentors](https://www.score.org/buckscounty/local-mentors)



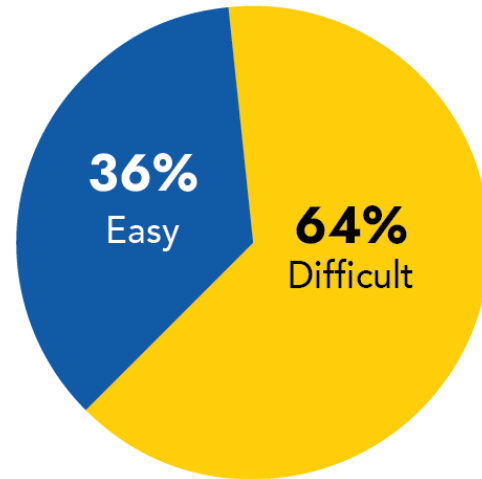
Veteran

[vet-er-uh n] *noun*

a person who wrote a blank check made payable to “The United States of America,” for an amount up to and including their life.

Transition Challenges for Veterans

Ease of transition to civilian life



- Largest stressor during transitioning is finding suitable employment (2/3 of Veterans)
- Veterans are significantly more likely to be *underemployed* than nonveterans

Small Businesses Create Major Opportunities for Veterans

- Veterans are significant segment of Small Businesses
 - Veterans are 6% of US population
 - Own 10% of small businesses
 - Own 14% of franchises
- Nearly 2 million Veteran-owned businesses
 - Employ over 5 million Americans
 - Generate over \$1 trillion in annual revenue
 - 40% of Veteran-owned businesses generate over \$500,000 in annual revenue



Veterans Have High Success Rate With Small Businesses

- Veterans are much more successful than general population with small businesses
 - 85% of veteran-owned businesses consider themselves successful* (*Institute for Veterans and Military Families 2022 survey*)

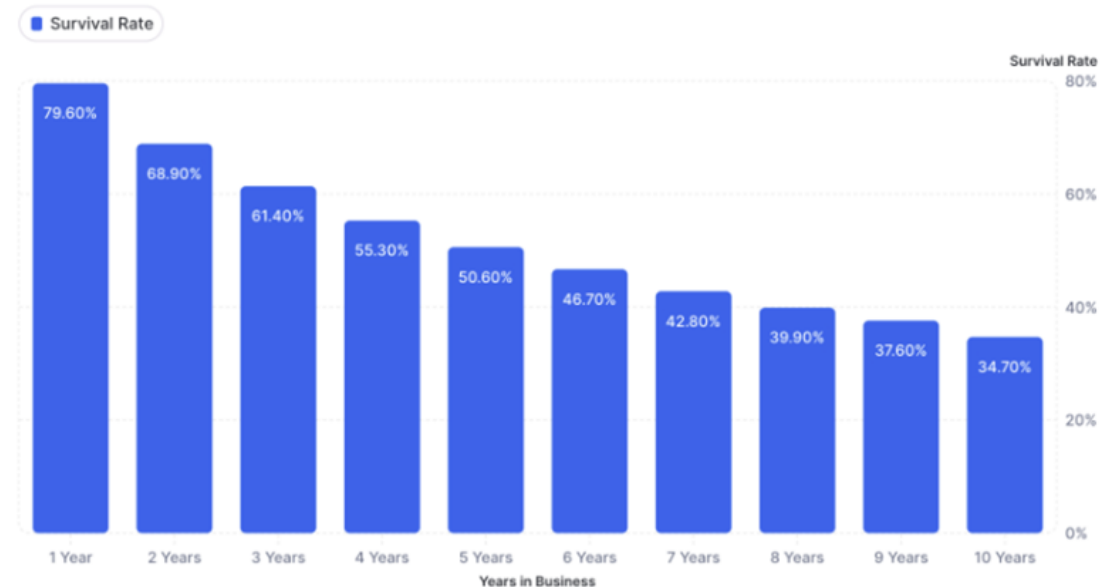
Average Business Survival Rate of All Small Businesses

20% fail during year 1

45% fail during first 5 years

65% fail during first 10 years

Average business survival rate, 2024



Source: U.S. Bureau of Labor Statistics

Mentors Double Success Rate of Small Businesses

Twice as many small business owners with mentors survive for 5+ years as those who don't have mentors (70% vs. 35%)*



*U.S. Small Business Administration Published on February 4, 2019

Mentors are Highly Valued by Small Business Owners

- 92% of small business owners say mentoring programs directly impact business growth & survival*
- 93% of small and medium sized businesses see value of business mentors but only 28% use mentoring services**
- 89% of small business owners who don't have mentors wish they did*

*Forbes article Oct 30, 2018

**SBA data Published on January 6, 2022

SCORE Has Significant Resource of Highly Skilled Volunteer Mentors



Free Mentoring

Entrepreneurs can access free, confidential business mentoring in person or remotely via email, phone and video. SCORE mentors, all experts in entrepreneurship and related fields, meet with their small business clients on an ongoing basis to provide continued advice and support.

2024 SCORE National Impact Data

- Over 10,000 SCORE volunteers nationally
- 70 SCORE volunteers in Bucks County Chapter

WHO WE ARE:

**Over 10,000
volunteers**

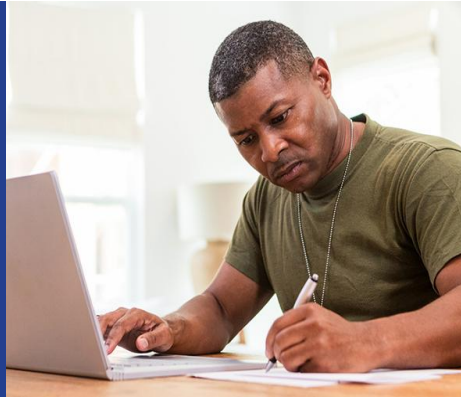
provide 4 million hours per year
of critical mentoring in

**all 50 U.S. states
and territories.**

SCORE Small Business Resources

Library of Online Resources

Business owners can also benefit from SCORE's extensive collection of guides, templates, checklists, blogs, videos, infographics, and more.



2024 SCORE National Impact Data

321,923

Local Workshop Attendees

284,309

National Online Workshop Attendees

Over 600,000 SCORE workshop attendees

Local Webinars & Workshops

Many local SCORE chapters hold free or low-cost in-person or online workshops and roundtable discussions covering various topics.



SCORE Small Business Resource Guide for Veterans

SCORE and SBA resources curated specifically for Veterans

- Used in conjunction with SCORE mentoring sessions
- Includes webinars, courses, and articles
- 9 SCORE resources specifically developed for Veterans
- Includes section on Veteran funding opportunities through SBA/VBOC

Extensively market research tested with:

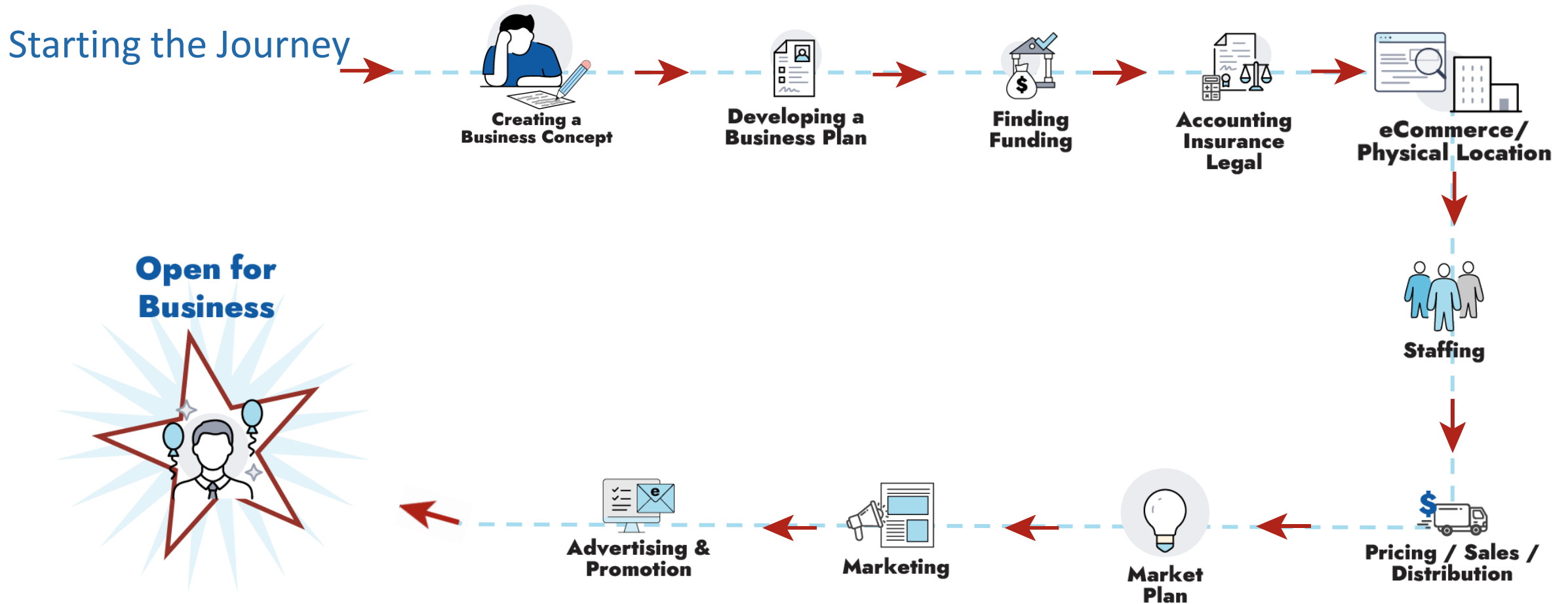
- Veterans & Veteran Leadership
- SCORE Leadership & SCORE Mentors
- SBA & VBOC Leadership
- Chambers of Commerce and Economic Development Groups

SCORE Assists Veterans in All Stages of Business Life Cycle

Starting a Business → ***Growing a Business*** → ***Selling a Business***

- Building a New Business
- Buying an Existing Business
- Buying a Franchise

SCORE Veterans Small Business Roadmap for Success



*Note –these activities can be reordered to meet specific business needs

Starting a Small Business

Building a New Business - Creating a Business Concept

Are You the Next Veteran Entrepreneur? Vet-to-Vet Advice About Business Ownership

RECORDED WEBINAR (ONLINE) •



Duration: 1.5 Hours

Language: English

[VIEW WEBINAR](#)

Viewing this webinar requires some basic information. This data is only used within SCORE and will not be distributed to any third parties.

SCORE Webinar: Are You the Next Veteran Entrepreneur? Vet-to-Vet Advice About Business Ownership

Buying an Existing Business

Buying a Business

RECORDED WEBINAR (ONLINE) •
★★★★★



Duration: 90 minutes

Language: English

[VIEW WEBINAR](#)

Viewing this webinar requires some basic information. This data is only used within SCORE and will not be distributed to any third parties.

[Buying a Business | SCORE](#)

Should You Buy a Franchise or Start Your Own Business?

RECORDED WEBINAR (ONLINE) •
★★★★★



Duration: 1 Hour
Language: English

[VIEW WEBINAR](#)

Viewing this webinar requires some basic information. This data is only used within SCORE and will not be distributed to any third parties.

[Event Registration | SCORE](#)



Veterans Transition Franchise Initiative

- Sponsored by International Franchise Association (IFA) since 2001
- Over 600 franchise systems participate
- More than 6,500 veterans have become franchise business owners since 2011
- Discounts on franchise fees for Veterans - typically range from 10-25%
- Participating franchisors provide specialized training and mentorship to veterans
- Veterans can access research, white papers, and best practice guides
<https://www.vetfran.org>

Specific Funding Opportunities for Veterans

8 Great Veteran Business Grants and Funding Opportunities



<https://www.score.org/resource/article/8-great-veteran-business-grants-and-funding-opportunities>

Marketing Tips for Your Veteran-Owned Business

 by Lee Mills • November 9, 2023 •
★★★★★



SCORE Article: [Marketing Tips for Your Veteran-Owned Business](#)

Growing a Small Business

Growth Strategies for Veterans

Growth Strategies for Veteran Entrepreneurs

October 31, 2023 •
★★★★★



SCORE Article: [Growth Strategies for Veteran Entrepreneurs](#)

Obtaining a Veteran-owned Small Business (VOSB) Certification

How to Get a Veteran-Owned Small Business Certification



<https://www.score.org/resource/article/how-get-a-veteran-owned-small-business-certification>

SCORE Has Mentors and Resources To Assist Veterans



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2025 PARTNERS



LOWER BUCKS COUNTY CHAMBER OF COMMERCE (LBCCC)

*JEREMY DECK, US ARMY CW3 (R)
MEMBER, BOARD OF DIRECTORS*

Lower Bucks County Chamber of Commerce (LBCCC)

- LBCCC is leading organization dedicated to promoting business in the Lower Bucks County region
- Over 1,000 member-companies with over 6,000 active individuals representing small, medium and large businesses and professional firms
- Chamber services an area encompassing 22 municipalities in Lower Bucks County

Mission Statement

- Focus on advancement of members through programs to EDUCATE on topics relevant to business, provide opportunities to NETWORK, and ADVOCATE on areas impacting business

Vision Statement:

- Be the essential investment for every business in the area!

LBCCC At-A-Glance

- LBCCC provides outlet for businesspeople to NETWORK with others through monthly Business Card Exchanges and Keynote programs
- We offer activities such as *Sharpen Your Edge* seminars and the *Leadership Bucks County* program, to EDUCATE and inform our members
- Through our partnership with SCORE (Mentors to America's Small Business), Chamber members can learn how to write a business plan, become their own boss and succeed as a small business owner or entrepreneur
- SCORE is a volunteer organization consisting of members with many years of business experience with offices housed in the Chamber building
- SCORE members provide free, confidential counseling in every aspect of owning a business including the areas of finance, sales, marketing, and much more

LBCCC – Benefits of Membership

- By becoming an active Chamber member, you can work to grow your business
- The more involved you are in the Chamber, the more people you will meet, the more relationships you will develop, and the more business contacts you will make. This translates into a solid return on your investment.

LBCCC – Committees to Support Local Businesses

- B.o.s.s. (Business Owners: Support & Strategies) Roundtable
- Government
- Leadership Bucks County
- Non-Profit Advisory
- Sports & Entertainment
- Women in Business
- Veterans Support & Advisory
- Young Professionals
- Finance
- Technology

LBCCC – Recurring Events

- Keynote (Monthly) – 2nd Thursday
- State of the County/State/Nation (Annual)
- Economic Development Conference (Annual)
- Young Professionals Happy Hour (Quarterly)
- Chamber 101 (Bi-monthly)
- Pickleball Tournament (Annual)
- Golf Outing (Annual)
- Holiday Mingle & Jingle (Annual)
- Champions of Commerce (Annual)

Lower Bucks County Chamber of Commerce (LBCCC)

For more information contact Jeremy Deck at jeremy.deck247@outlook.com

Questions?

Helpful Links

- Find SCORE resources for small businesses at www.score.org/templates-resources
- Find more SCORE live and recorded workshops and courses at www.score.org/get-business-training
- SCORE Veterans Small Business Resource Guide: <https://www.score.org/buckscounty/resource/eguide/veterans-small-business-resource-guide>
- Bucks County Department of Veterans Affairs: <https://buckscounty.gov/516/Veterans-Affairs>
- Lower Bucks County Chamber of Commerce: <https://lbccc.org/>
- Book an appointment with a SCORE mentor at www.score.org/find-mentor



THANK YOU FOR YOUR PARTICIPATION



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.