

Veterans Small Business Resources & Opportunities in Montgomery County

JUNE 24, 2025

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
*Veterans Subject
Matter Expert
from the Bucks
County SCORE
Chapter*



**Brigadier General
(PA) Maureen Weigl**
*Deputy Adjutant
General for
Pennsylvania
Veterans Affairs*



Pam Kelly
*President and CEO
of The Chamber of
Commerce for
Greater
Montgomery
County*



Kaylyn Langdon
*Senior Business Assistance
Coordinator at the
Montgomery County
Commerce Department*

Agenda

Welcome and Program Objectives	Norm Philips	5 min.
Opportunities for Veterans in MontCo	Maureen Weigl	15 min.
SCORE Veteran Small Business Resources	Norm Phillips	25 min.
Chamber Opportunities & Benefits	Pam Kelly	15 min.
Commerce Dept Opportunities & Benefits	Kaylyn Langdon	15 min.
Audience Q&A	Maureen, Norm, Pam & Kaylyn	15 min.

Veterans Small Business Resources & Opportunities in Montgomery County

Program Objective is to provide details regarding the following:

- Programs through Veterans Affairs including B2B, B2BR, and B2BRR
- Mentoring, resources, and educational programs available through SCORE
- Networking and educational opportunities available through Chamber of Commerce for Greater Montgomery County
- Guidance and information about small businesses through the Montgomery County Commerce Department





MONTGOMERY COUNTY DEPARTMENT OF VETERAN'S AFFAIRS

MAUREEN WEIGL
DEPUTY ADJUTANT GENERAL FOR PA VETERANS AFFAIRS
BRIGADIER GENERAL (PA)

Montgomery County Veterans Affairs

Mission Statement

In cooperation with community partners, to enhance the quality of life for veterans and their families by:

- Delivering wide-ranging support through strong advocacy
- Steadfast assistance obtaining veteran benefits
- Warm referrals to county and community services
- Gratefully honoring their memory



Boots to Business (B2B)

- Boots to Business “Introduction to Entrepreneurship” course is offered by U.S. Small Business Administration (SBA)
- Part of the Department of Defense Transition Assistance Program (TAP)
- 2-day in-person program facilitated by subject matter experts from the SBA and advisors
- Provides overview of entrepreneurship and applicable business ownership fundamentals
- Active-Duty Service members (including National Guard and Reserve), Veterans of all eras, and spouses are eligible to participate
- Participants are introduced to skills, knowledge, and resources they need to launch a business

Boots to Business Reboot (B2BR)

- Veterans Business Outreach Center (VBOC) program, supported by SBA, offers *Boots to Business Reboot* classes
- VBOCs are designed to help veterans start or grow a small business, offering workshops, one-on-one counseling, and assistance with business plans and financial analysis
- Available for veterans of all eras, National Guard, Reserve members and military spouses
- 1 or 2-day in-person course held at military installations
- Provides training in entrepreneurship, business plan development, and access to mentorship and counseling

Following Completion of B2B and B2BR

- Boots to Business Revenue Readiness (B2BRR) is a six-week (Tuesday & Thursday) live online classroom program delivered through a partnership with Mississippi State University (MSU)
 - Course is offered at no cost to Service members, Veterans and military spouses
- B2B and B2BR participants are also encouraged to take advantage of resources and services offered by SBA and its partner network, including Veterans Business Outreach Centers, SCORE, Small Business Development Centers, and Women's Business Centers

Additional Montgomery County Veterans Benefits

- Process and submit real estate tax exemption requests to state officials who adjudicate decisions
- Free round-trip shuttle services to transport veteran and one caretaker from their Montgomery County residence to nearby Veterans Administration Medical Facilities
- County Burial Benefits for eligible Veterans and spouses



Montgomery County Veterans Affairs – Contact Information

Office of Veteran Services

Dennis Miller, Director

teamveterans@montgomerycountypa.gov

DeKalb Center Norristown
P.O. Box 311
Norristown, PA 19404

[Get Directions](#)

Ph: 610-213-4022

Hours

Monday - Friday
8:30 a.m. - 4:15 p.m.
All work is remote



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
[Score.org/buckscounty](https://score.org/buckscounty)**



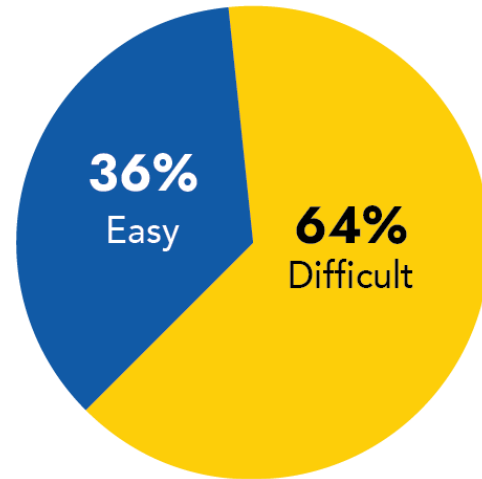
Veteran

[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*

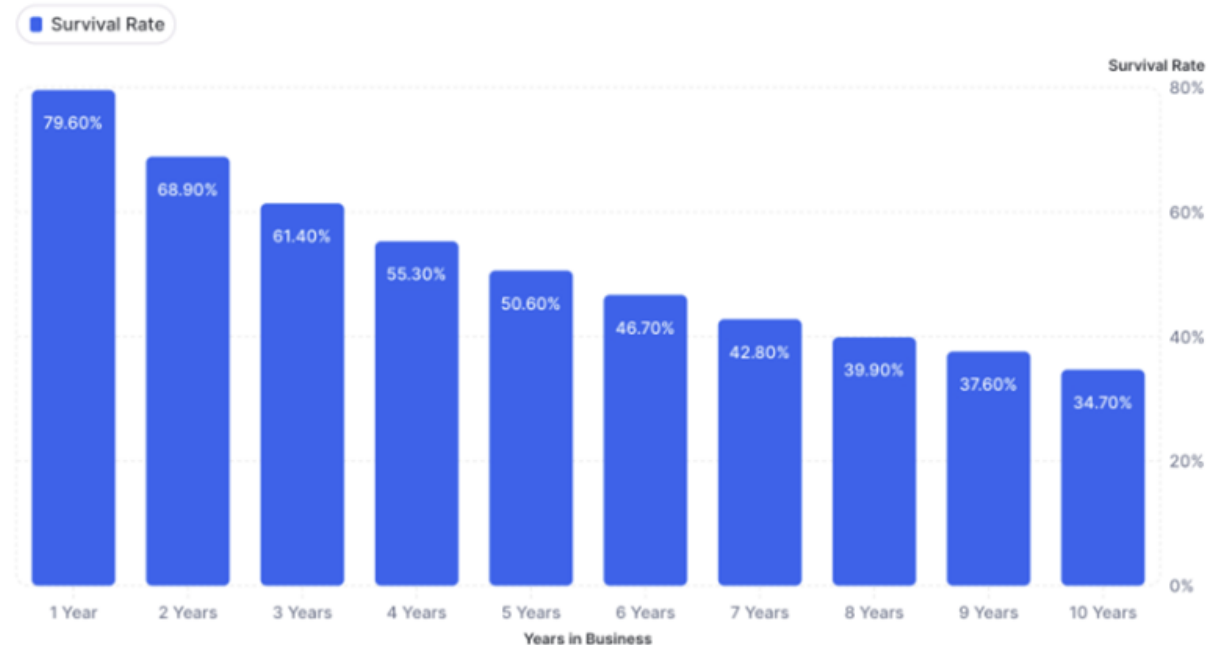
Average Business Survival Rate of All Small Businesses

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



*Institute for Veterans and Military Families 2022 survey

Mentors Can Increase Success Rate of Veterans 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
- 89% of small business owners who don't have mentors wish they did*
- Only 28% of small businesses use mentoring services**

WHY???

*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

WHO WE ARE:

Over 10,000
volunteers

provide 4 million hours per year
of critical mentoring in

all 50 U.S. states
and territories.

70 SCORE volunteers in Bucks County Chapter

SCORE Small Business Resources

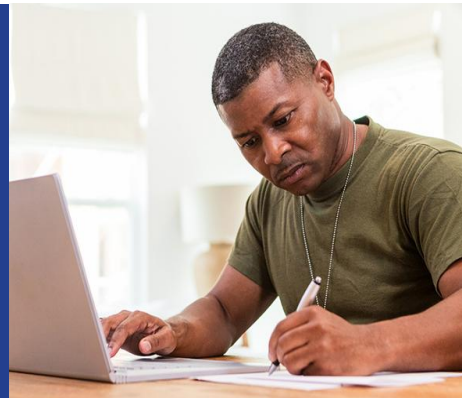


Local Webinars & Workshops

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

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

SCORE Small Business Resource Guide for Veterans

SCORE and SBA resources curated specifically for Veterans

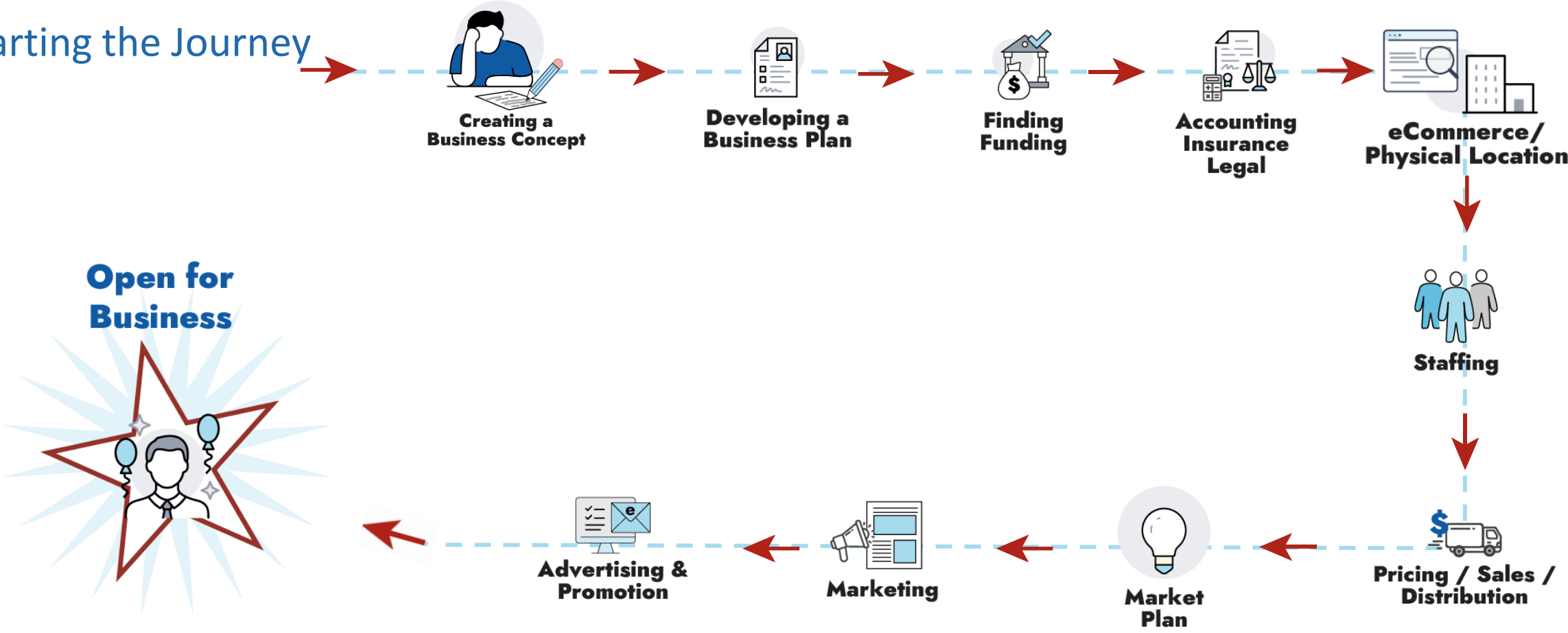
- Used in conjunction with SCORE mentoring sessions
- Includes webinars, courses, and articles
- 9 SCORE resources specifically developed for Veterans
- Includes section on Veteran funding opportunities through SBA/VBOC

Extensively market research tested with:

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

SCORE Veterans Small Business Roadmap for Success

Starting the Journey



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

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

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



Free Mentoring

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THE CHAMBER OF COMMERCE FOR GREATER MONTGOMERY COUNTY

*PAM KELLY
PRESIDENT/CEO*

THE CHAMBER OF COMMERCE FOR GREATER MONTGOMERY COUNTY

The Chamber of Commerce for Greater Montgomery County - Overview

- CCGMC is the largest and most active business organization in Montgomery County.
- Over 800 members including nonprofits, entrepreneurs, and all size companies
- Chamber services an area encompassing 30 municipalities in Montgomery/Bucks Counties
- Veteran/Military Committee
- Discounted membership dues for veteran start-up businesses

Mission Statement

- The Mission of the Chamber is to enhance the economic health of our business community and facilitate opportunities for all members through connections, events and education.

The Chamber of Commerce for Greater Montgomery County & SCORE

- 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.
- SCORE members provide free, confidential counseling in every aspect of owning a business including the areas of finance, sales, marketing, and much more

The Chamber of Commerce for Greater Montgomery County – Benefits of Membership

- CCGMC offers numerous networking events scheduled before work, lunch time, and afterhours. The events are held at the Chamber office and member venues throughout our service area.
- Monthly and quarterly educational programs are presented on topics of current interest to business professionals.
- 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.

The Chamber of Commerce for Greater Montgomery County– Signature Events

- Job Fair (Annual)
- Health Fair (Annual)
- Minority & Small Business Summit (Annual)
- Gala & Awards Celebration (Annual)
- Celebration of Community (Annual)
- Golf Outing & Nine, Wine & Dine (Annual)
- Power Your Potential Montgomery County Women’s Conference (Annual)

The Chamber of Commerce for Greater Montgomery County – Contact Information

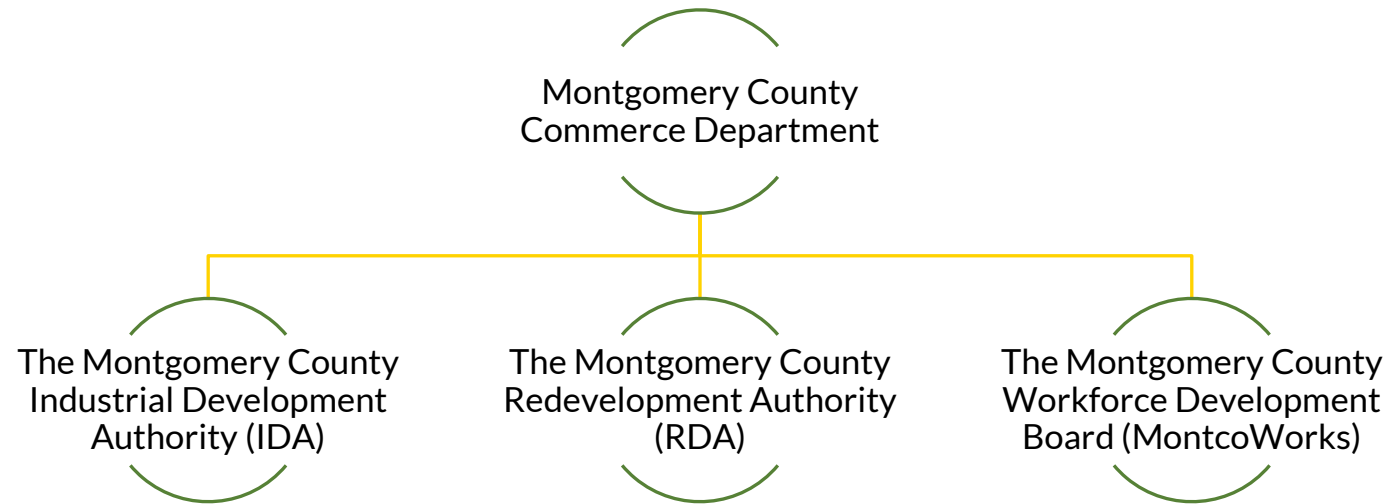
For more information, contact Kim Nguyen at kim@chambergmc.org/215-362-9200

MONTGOMERY COUNTY COMMERCE DEPARTMENT

KAYLYN LANGDON
SENIOR BUSINESS ASSISTANCE COORDINATOR

Montgomery County Commerce Department Overview

The Commerce Department utilizes a unified approach to economic development and workforce development in Montgomery County. Several entities are housed within the Commerce Department.



Mission Statement

- Through our component entities and expanding network of partners & stakeholders, we collaborate every day to make Montgomery County the place to **live, work, learn, & invest**.

Montgomery County Commerce Department – Scope of Services



Montgomery County Commerce Department Partnerships

- Small Business Development Centers (SBDC)
- Townships/Municipalities
- Chambers of Commerce
- State Offices/Departments
- PA CareerLink Business Services Team
- County Departments
- Valley Forge Tourism and Convention Board
- Ben Franklin Technology Partners
- Neighboring Counties
- Non-Profits
- Montgomery County Community College
- Montgomery County Intermediate Unit
- SCORE

Montgomery County Commerce Department – Recurring Events

- In addition to what is listed below, we frequently partner with other organizations and participate in events and speaking engagements as requested
- Business Breakthrough Roundtables (Quarterly)
- Careers of Tomorrow (Annually)
- Job Fairs (As Needed/Requested)
- Business Walks with Commissioners (Monthly)
- IDA Breakfast (Annually)

Montgomery County Commerce Department – Contact Information

For more information contact:

Kaylyn Langdon,

Senior Business Assistance Coordinator,

Kaylyn.Langdon@MontgomeryCountyPA.gov

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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
- 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.



Boots to Business & Boots to Business Reboot

Boots to Business

Offered by the U.S. Small Business Administration (SBA) as a training track of the U.S. Department of Defense's Transition Assistance Program (TAP), this course is hosted by military installations worldwide and targeted to:



Service Members



Military Spouses

1. Visit sba.my.site.com for information and to confirm your interest in the course.
2. Contact the transition office on your military installation to register.

Boots to Business Reboot

No access to a military installation? Boots to Business Reboot brings the Boots to Business course off installations and into communities, extending access to:



Veterans of all eras



National Guard or Reserve member



Military Spouses

1. Visit sba.my.site.com to view a list of upcoming Boots to Business Reboot courses in your area.
2. Create an account to join the B2B online community.
3. Sign up for your desired course date using your online B2B account.

Start your small business journey with Boots to Business or Boots to Business Reboot, SBA's entrepreneurial training programs for transitioning service members (including National Guard and Reserve), veterans of all eras, and spouses.

Beginning Your Journey

"Introduction to Entrepreneurship" Course

What is it? The "Introduction to Entrepreneurship" course is the foundational piece of Boots to Business (B2B). This in-person or online course provides participants with an introductory understanding of business ownership.

What will I learn? Partnerships are introduced to the business fundamentals they need to launch a business:

Introduction to Business Ownership	Basics of Opportunity Recognition	Market Research	Economics of Small Business Startup
Legal Considerations	Financing Your Business	Introduction to Business Planning	Resources to Support You

Continuing Your Journey

Optional Courses and Follow-on Support

After completing the "Introduction to Entrepreneurship" course, participants can elect to further their study through optional online courses, such as B2B: Revenue Readiness and the SBA Learning Center.

Boots to Business and Boots to Business Reboot participants are also encouraged to take advantage of the many resources and services offered by the SBA and its partner network including Veterans Business Outreach Centers, Women's Business Centers, Small Business Development Centers, and SCORE.

To find help, visit sba.gov/local-assistance.



All SBA programs and services are extended to the public on a nondiscriminatory basis.

Contact Us

Phone: (202) 205-8381 (VET1)
Toll Free: (844) 610-8381 (VET1)
Email: boots-to-business@sba.gov

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/Boots2Business
 @Boots2Business
 Office of Veterans Business Development

Learn More

sba.my.site.com