ABOUT VIP GROW

VIP GROW is a 3-day, 27-hour comprehensive certification program designed for veteran owned small businesses to increase their ability to win government contracts. Facilitated by subject matter experts, participants receive hands-on, market-based instruction that helps establish best business practices for Federal government contracting. VIP GROW is offered at no cost to participants.

ELIGIBILITY

■ Owner, principal or C-level executive for a veteran-owned small business
■ In business for at least 2 years, with at least 3 full-time employees
■ Company has experience performing on Federal government contracts as a prime and/or sub to a prime
■ Company must have a live website
■ Company must be registered in the Federal Contractor Registry also known as System for Award Management (SAM.gov)

WHY ATTEND?

Designed by seasoned executives from industry and government, VIP is the first-ever national center to train SDVOSBs and VOSBs to succeed in Federal contracting. Among the many benefits, three are key:

■ Accelerate your growth with market-based, practical training across more than 20 topic areas
■ Avoid business land mines and reduce your risk to yourself, teaming partners and customers
■ Build relationships with primes and government and establish a network of national teaming partners

KEY STATISTICS

■ Since its inception of 2009, VIP GROW has graduated 928 veteran owned small businesses
■ Graduates from 45 states, plus DC and Guam have participated in VIP GROW
■ VIP GROW graduates created over 4,252 jobs and increased their revenue by an average of 63% within their first year of graduation (based on 426 surveyed) and 357% two years after graduation
■ The 2019 INC 5000 list features 21 VIP GROW Graduates
CURRICULUM

There are over 20 topics taught by highly experienced industry and government professionals with a focus on accelerating your growth in the federal marketplace through best business practices. Examples include:

- Advanced Proposal, Business Development, Capture, and Marketing Strategies
- Strategic Management & Planning
- Teaming & Joint Ventures
- Oral Presentations
- Supply Chain Management
- Advanced Accounting Strategies Including Financial Reporting and Contract Financing
- Managing Risk
- In-Direct Rate and Rate Competitiveness
- SBA Regulatory Updates
- Human Resources and Capital Management

FREQUENTLY ASKED QUESTIONS

Instruction, meals, and hotel are free for participants. VIP GROW is fully funded by the Montgomery County Chamber Community Foundation (MCCCF). MCCCF funds this program through a public-private partnership made up of a cooperative agreement with the U.S. Small Business Administration (SBA), support from the State of Maryland and private sponsorships.

Note: Travel expenses are not covered.

What is a typical participant company?
Companies on average have been in business 8 years and have 16 full-time employees.

Where is the VIP GROW held?
At the Bolger Center in Potomac, Maryland, 11 miles from the White House (www.BolgerCenter.com)

APPLY: Enrollment Now Open: March 24 - 26, 2020

To learn more about the VIP Program or to apply visit our website at www.NationalVIP.org. For additional questions, call or email Amy Couch at 301-738-0015 x222 or acouch@mcccmd.com