VIP AEROSPACE

NOW ACCEPTING APPLICATIONS

VIP AEROSPACE is a 3-day in-residence training program that is offered at NO COST* to Veteran business owners nationwide. It is the first of its kind entrepreneurial program created specifically to accelerate the success of service-disabled and Veteran-owned small businesses in the federal aerospace market. With a curriculum created and facilitated by industry and government subject matter experts, Veterans receive hands-on, market-based instruction that prepares them for the industry’s extended planning cycle, requisite certifications, contracting requirements, vendor portals, and business development requirements to be successful in the Aerospace industry.

Since its launch in 2021, 86 companies have graduated from VIP AEROSPACE from 27 states, and D.C.

One Year Later Outcomes and Class Statistics:

- 63% of graduates reported the knowledge gained significantly influenced a business decision
- 29% successfully entered the Aerospace sector for the first time with Air Force, NASA, FAA, NAVY, NAVAIR, Lockheed Martin, Raytheon, Boeing
- 50% that were already in the sector expanded in the sector with new customers
- 28% increase in overall revenue in the past year
- On average, VIP AEROSPACE graduate companies have been in business for 13 years with 37 employees
- 78% of the companies are Service-Disabled Veteran-Owned Business
- 42% of the companies are Minority Owned
- 30% of the companies are Small Disadvantaged Business/8(a)
- 19% of the companies are Woman Owned
- 22% of the companies are HUB Zone

*Includes Hotel, Meals, and Training

www.NationalVIP.org
Eligibility

- Have been in business for at least 4 years with a minimum of 3 full time employees
- Your service and/or product aligns with aerospace market needs
- Be an owner, principal or C-level executive for a for-profit Veteran-owned small business

Curriculum

- Strategic Planning
- Marketing
- How to Build a Business Development Team
- Operational Program Controls
- Contracting Acquisition
- SBIR, STTR, and OTA’s
- Supply Chain Management
- Legal Concerns and Mitigating Risk
- Indirect Rates
- Audit & Certification Requirements
- M&A Activity in the Aerospace Defense Sector
- Pricing
- Managing Proposals

Questions? Contact VIP National Director, Barbara Ashe, at (301) 738-0015 x215 or bashe@nationalvip.org