VIP GROW is a 3-day in-residence training program that is offered at NO COST* to Veteran business owners nationwide. The program is designed specifically for service-disabled and Veteran-owned small businesses seeking to increase their ability to win and maintain government contracts. With a curriculum created and taught by industry and subject matter experts, VIP GROW mitigates company risk and is proven to increase annual revenue.

Since its launch in 2009, 1,113 companies have graduated from VIP GROW from 47 states, D.C., and Guam.

Program Outcomes:

- On average, VIP GROW companies are later stage companies in business for 9 years with 16 employees.
- VIP GROW graduates increase their revenue by an average of 57% within their first year of graduation and 180% two years after graduation
- 80% said they changed the way they do business after graduating from VIP GROW
- 80% are Service-Disabled Veteran-Owned Business
- 52% are Minority-Owned Business
- 33% are Small-Disadvantaged Business 8(a)
- 17% are Woman-Owned Business
- 13% are HUBZone

*Includes Hotel, Meals, and Training

www.NationalVIP.org
Eligibility

- An owner, principal or C-level executive for a for-profit Veteran-owned business
- In business for at least 2 years, with at least 3 full-time employees
- Have experience performing on Federal government contracts as a prime and/or sub-contractor to a prime
- The company has a live website

Curriculum

- Reducing Risk to Veteran-owned Companies, Their Customers and Teaming Partners
- Accounting / Budgets / Developing Rates
- Compliance Contracting - Teaming, Joint Ventures, RFI
- Financing / Capital Management
- Human Resources
- Insurance
- Marketing – Proposals & Capture Management
- Program Management / Internal Controls
- Indirect Rates

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