



>> **ve-tre-pre-neur** [ve-truh-pruh-noor]
a military veteran who organizes and manages a business enterprise.

*Tracy Solomon is an outstanding **vetrepreneur** in the business community.*

8(a) - The Program was created in 1974 to help minority and other small disadvantaged businesses (SDBs) to grow through a program of federal contracting preferences and set-asides. Through the 8(a) Program, eligible firms can be awarded government contracts on a sole-source, non-competitive basis.

CCR (Central Contractor Registration) - CCR is the primary vendor database for the U.S. Federal Government. The CCR collects, validates, stores and disseminates data in support of agency acquisition missions. Both current and potential government vendors are required to register in CCR in order to be awarded contracts by the government.

DVBE (Disabled Veteran-Owned Business Enterprise) - A small business that is at least 51% owned and controlled by a service-disabled veteran of the military. The service-connected disability can be 0% compensation.

FAR (Federal Acquisition Regulations) - Roadmap for doing business with the government. The FAR was established to codify uniform policies for acquisition of supplies and services by executive agencies. It is issued and maintained jointly, pursuant to the OFPP Reauthorization Act, under the statutory authorities granted to the Secretary of Defense, Administrator of General Services and the Administrator, National Aeronautics and Space Administration. Statutory authorities to issue and revise the FAR have been delegated to the Procurement Executives in DoD, GSA and NASA.

Federal Acquisition Regulation Council - Governing body that ultimately makes FAR interpretations and rulings.

Government IMPAC Card - International Merchant Purchase Authorization Card (IMPAC) Government credit card that cardholders may use to make purchases up to \$2,500.

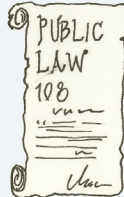


HUBZone (Historically Underutilized Business Zone) - The HUBZone Empowerment Contracting program provides federal contracting opportunities for qualified small businesses located in distressed areas. Fostering the growth of these federal contractors as viable businesses, for the long term, helps to empower communities, create jobs, and attract private investment. A small business must meet all of the following criteria to qualify for the HUBZone program: it must be located in a "historically underutilized business zone" or HUBZone; it must be owned and controlled by one or more U.S. Citizens, and; at least 35% of its employees must reside in a HUBZone.

Military/Eligible Reservist - A member of a reserve component of the Armed Forces ordered to active duty during a period of military conflict.

MWBE (Minority or Woman-owned Business Enterprise) - A small business that is at least 51% owned and controlled by a woman or minority. On a federal level, Congress considers a minority-owned business as generally anyone other than white. The business must be owned and at least 51% controlled by one or more minorities. Women are not considered minorities.

OSDBU (Office of Small and Disadvantaged Business Utilization) - An office within all federal agencies that serves as small business advocate within the agency.



P.L. 106-50 (Public Law 106-50) - Also known as the Veterans Entrepreneurship Act, a federal law passed in 1999 that sets as a goal that 3% of the value of all federal contracts and subcontracts shall be awarded to service-disabled, veteran-owned small businesses. This law also created the Veterans Corporation.

P.L. 108-183 (Public Law 108-183) - The Veterans Benefit Act of 2003, signed by President Bush December 16, 2003. The new Public Law enables SDVOBs to receive sole source and restricted competition contracts for goods and services used by the U.S. government. Congress enacted this statute after data collected from more than 60 federal departments and agencies over a period of three years showed that half of them reported no procurement dollars expanded with SDVOB companies.

P.L. 109-461 (Public Law 109-461) - Signed by President Bush on December 22, 2006, the law requires the VA Secretary to establish an annual goal and report results for participation in Department contracts (including subcontracts) by small businesses owned and controlled by veterans with service-connected disabilities, in addition to veteran small business concerns without service-connected disabilities. The Secretary is also allowed to award contracts to veteran business concerns using other than competitive procedures under certain circumstances.

PTAC (Procurement Technical Assistance Office) - The PTAC mission is to generate employment and improve the general economy of its geographic area. The PTAC will assist businesses seeking to do business with the Department of Defense (DoD), and State and local governments.

SBA (Small Business Administration) - Over the past 47 years, SBA has grown in terms of total assistance provided and its array of programs tailored to encourage small enterprises in all areas. SBA's programs now include financial and federal contract procurement assistance, management assistance, and specialized outreach to women, minorities and armed forces veterans.

SBDC (Small Business Development Centers) - Offer one-stop assistance to individuals and small businesses by providing a wide variety of information and guidance in central and easily accessible branch locations. The program is a cooperative effort of the private sector, the educational community and federal, state and local governments. There are now 63 Lead Small Business Development Centers (SBDCs) -- one in every state. For more information please visit www.sba.gov/sbdc.



SBLO (Small Business Liaison Officer) - Person working in an agency or company tasked with assisting small businesses to do business with that agency or company.

SCORE - is an acronym for Service Corps of Retired Executives, a group within the Small Business Administration that offers volunteer advice to entrepreneurs.

SDVOB (Service-Disabled, Veteran-owned Business) - A small business that is at least 51% owned and controlled by a service-disabled veteran of the military. The service-connected disability can be 0% compensation.

Service-Connected - Means that a disability or the re-

sulting death was incurred or aggravated in the line of duty in the active military.

Service-Disabled Veteran - Veteran with a disability that is service-connected.

Simplified Acquisition Procedures - May be used for contracts up to \$100,000.

Small Business - The SBA's Small Business Size Regulations define what constitutes a small business in accordance with the Small Business Act. The definition will vary from industry to industry to reflect industry differences, but are matched to North American Industry Classification System (NAICS).

Small Business Owned and Controlled by that Service-Disabled Veteran - A small business is not less than 51-percent-owned by one or more service-disabled veterans or, in the case of any publicly-owned business that is not less than 51 percent is owned by one or more service-disabled veterans or, in the case of a veteran with permanent and severe disability, the spouse or permanent caregiver of such veteran.

Small Business Owned and Controlled by a Veteran - A small business that is not less than 51-percent-owned by one or more veterans or, in the case of any publicly-owned business, not less than 51 percent of the stock is owned by one or more veterans; and whose management and daily business operations of which are controlled by one or more veterans.

Sole Source - A procurement where only one source is practically available for the goods or services required. Competition is not available in a sole source procurement, thus distinguishing it from a proprietary procurement where the product is restricted to that of one manufacturer, but is sold through distributors and competition between them can be obtained.

Subcontractor - Federal Acquisition Regulations define "subcontractor" as "any supplier, distributor, vendor or firm that furnishes supplies or services to or for a prime contractor or another subcontractor."

Supplier Diversity - Offices or departments within large companies tasked with ensuring supplier socioeconomic class goals are met.

Veteran - Veterans who served on active duty and have an other than dishonorable discharge after a minimum of 90 days of service during wartime or a minimum of 181 continuous days during peacetime.

Small Disadvantaged Business Concern (SDB) - SBA certifies SDBs to make them eligible for special bidding benefits. SDBs are at least 51 percent owned by one or more individuals who are both socially and economically disadvantaged. This can include a publicly-owned business that has at least 51 percent of its stock unconditionally owned by one or more socially and economically disadvantaged individuals and whose management and daily business is controlled by one or more such individuals.

VOB (Veteran-owned Business) - A small business that is at least 51% owned and controlled by a veteran of the military.