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FOR IMMEDIATE RELEASE

Helping veterans go from “Battlefield to Business”

***Free Nov. 16 event to focus on government contracting for small businesses;
Keynote by veteran-entrepreneur retired Sgt. Maj. of the Army Jack L. Tilley***

(BOCA RATON, Fla. – Oct. 24, 2012) Veterans and others can learn how to start companies and sell their products and services to the government at the second annual “Battlefield to Business: Build Your Bottom Line” on Friday, Nov. 16. This information-packed seminar, exhibition and networking event will take place from 7:30 a.m. to 3:30 p.m. in Room HT 103 in the Countess de Hoernle Humanities & Technology building on Palm Beach State College’s Boca Raton campus, 3000 St. Lucie Ave. There is no cost to attend or exhibit.

The event is again presented by the Small Business Development Center and the Procurement Technical Assistance Center at Palm Beach State College. Participants will hear advice from veteran-entrepreneurs, agencies and successful contractors, as well as have the chance to talk one-on-one with 30 exhibitors representing various industries. A continental breakfast and boxed lunch will be provided. Last year’s event drew nearly 200 attendees.

To register, go to www.palmbeachstate.edu/sbdc. Those with general questions about attending may call 561-862-4726 or email sbdc@palmbeachstate.edu.

Keynote speaker retired Sgt. Maj. of the Army Jack L. Tilley, will address the importance of supporting veterans and service members in business success. Tilley is the 12th of only 14 men in U.S. history to serve in this position, the Army’s highest rank for enlistees. Other speakers include:

- Scott Denniston, president, The Scott Group of Virginia
- Dan Sturdivant, U.S. Department of Homeland Security official who advocates for veterans to get contracts from that agency
- Retired Army Maj. Gen. Joseph Taluto
- Gerald Paulsen, U.S. Small Business Administration’s Veteran Champion of the Year, who specializes in training veterans to obtain government contracts
- Paul Simpkins, Assistant Director, Office of Small Business Programs, Office of the Undersecretary of Defense

“Securing government contracts can be a daunting process, even for those who have served in the military,” noted Hart. “Our objective is to de-mystify the process and equip veterans and small companies with the information and tools that they need to be successful in this arena.”

Hart and her staff monitor the government's track record of working with veterans. They say the federal government appears to have raised its goals in terms of awarding more contracts to veteran-owned small businesses:

- In 2011, federal agencies awarded \$112.5 billion in contracts, 21.7% of which went to veteran-owned and service-disabled veteran-owned small businesses (SDVOSB).
- Veterans owned 2.4 million businesses in 2011, generating \$1.2 trillion in receipts, according to the Bureau of Labor Statistics.

"I know this "Battlefield to Business" event will be even better than the first," said SBDC Regional Director Ted Kramer. "The contacts and interaction among last year's attendees was wonderful, and this is where Palm Beach State College, PTAC and SBDC become the go-to resource partner for veterans, their various support agencies, and companies wanting to conduct business with them."

Serving 49,000 students annually, Palm Beach State College is the largest institution of higher education in Palm Beach County, providing bachelor's degrees, associate degrees, professional certificates, career training and lifelong learning. Established in 1933 as Florida's first public community college, it offers more than 100 programs of study at locations in Lake Worth, Boca Raton, Palm Beach Gardens and Belle Glade.

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