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Veterans Corner: Business Development

By: John Carrigan, President

Roughly 6,000 active-duty military return to Pennsylvania each quarter. Of those veterans, approximately 1 in 15 think they may want to start a business. What can the community do to assist today's returning veterans interested in starting their own businesses? VRC's answer...provide them with a first-class training program and a mentor.

To assist the veteran interested in owning their own business, VRC partnered with the Institute for Entrepreneurial Studies at HACC to help veterans realize their dreams with free business counseling and programs specifically for them. The Institute provides professional and realistic guidance. All noncredit workshops, programs and business start-up or restart counseling through the Institute are free for returning veterans.

None who have served in the military would think about going on a mission without preparation. We know that the route to success is in the development of a clear mission plan, a detailed operations order and training of the individuals. To be successful in business the process is similar. You need to know what you are going to do, the demand for the product/service, the amount of competition, the startup time and money required. The Institute helps the emerging entrepreneur turn vision into reality by the development of a feasibility plan. Feasibility plans allow the entrepreneur to evaluate the potential for success of the business.

Additionally, HACC and VRC can match you with a mentor: another, more experienced business owner who is there to be a resource on how to deal with day-to-day issues and opportunities. The VRC and HACC can help you have a much greater probability of success for the new business owner. Visit www.hacc.edu/programs/divisions/wed/wedmain.htm and select Business Start-up Center or call 717.221.1311.

For more VRC information, call John Carrigan or Barbara Groce today at 717.221.1306 or visit www.veteransresourcecentral.org