

# WHY AGRIBUSINESS?

Over 45% of military recruits come from rural communities - and return to those rural communities after service - so it is in the U.S. economic and national security interests to enable small business ownership in agribusiness; and for the Veterans Business Outreach Centers (VBOCs) to provide training, counseling, networking and access to capital to support their endeavors.

Within the agriculture industry, "agribusiness" is used simply as a portmanteau of "agriculture" and "business"; referring to the range of activities and disciplines encompassed by modern food production and distribution. There is vocational training and academic degrees in agribusiness; as well as agribusiness trade associations, agribusiness publications, and so forth, worldwide.

The U.S. agriculture sector extends beyond the large farm business to include a range of farm-related industries and agriculture supported economies. The term "agribusiness" most often emphasizes the "interdependence" of these various sectors. Taken broadly, agribusiness includes the business sectors that support, and are supported by, agriculture. Restaurants and breweries are obvious examples, but so too are small town barber shops, hair and nail salons, day care centers, coffee shops and bookstores that serve the local (albeit mostly rural) communities. But agribusiness isn't restricted to rural areas – roof top gardens, vertical farms, beekeeping, aquaponics and hydroponics, composting, farmer's markets and farm-to-table initiatives, etc., make this an urban endeavor as well.

Agriculture and agriculture-related industries contributed \$985 billion (or 5.7%) to the U.S. gross domestic product (GDP) in 2014. The output of America's farms contributed \$177.2 billion of this sum - about 1 percent of GDP. The overall contribution of the agriculture sector to GDP is larger than this because sectors related to agriculture - forestry, fishing, and related activities; food, beverages, and tobacco products; textiles, apparel, and leather products; food and beverage stores; and food service and drinking places - rely on agricultural inputs to contribute added value to the economy. Additionally, 17.3 million full- and part-time jobs were related to agriculture - 9.3 percent of total U.S. employment. Direct on-farm employment provided over 2.6 million of these jobs. Employment in the related industries supported another 14.7 million jobs. Of this number, food services and drinking places accounted for the largest share - 11.4 million jobs - and food/beverage manufacturing supported 1.8 million jobs. The remaining agriculture-related industries together supported another 1.4 million jobs.

That's why agribusiness! And that's why we created this 2-day workshop. Join us as we bring together a variety of local farmers, federal agency representatives, lenders and resource partners to provide insight and guidance on the fundamentals of entrepreneurship and getting started in agribusiness.



# STARTING OR GROWING A VETERAN-OWNED BUSINESS

Sign up for Boots to Business Reboot, an entrepreneurship training program for veterans and their spouses.

**Join us as we bring together local farmers, federal agency representatives, lenders and resource partners to provide this 2-day workshop on the fundamentals of entrepreneurship and getting started in agribusiness.**

## OWNING A VETERAN-OWNED SMALL BUSINESS

Veterans have the character, discipline and skills needed to succeed as small business owners and entrepreneurs. Wondering what it takes and how you can prepare? Enroll in Boots to Business Reboot.

## ABOUT BOOTS TO BUSINESS REBOOT

Boots to Business Reboot is a two-step training program that provides participants an overview of business ownership as a career vocation, an outline and knowledge on the components of a business plan, a practical exercise in opportunity recognition, and an introduction to available public and private sector resources.

Step one is the Introduction to Entrepreneurship course eligible to Veterans of all eras, service members (including members of the National Guard and Reserve) and their spouses. This course is instructed by SBA and its partners, who are skilled business advisors.

Step two is the follow-on Foundations of Entrepreneurship course instructed by a consortium of professors and skilled business advisors from the SBA Network. Please email [boot-to-business@sba.gov](mailto:boot-to-business@sba.gov) if you've already attended Boots to Business and wish to sign-up.

Note: All SBA programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance. Contact: the Boots to Business team at 202-205-8381 or email [boots-to-business@sba.gov](mailto:boots-to-business@sba.gov).

The Boots to Business Reboot program is provided through the coordinated efforts of the SBA and the following valued partners:



LEARN MORE AT  
[WWW.SBA.GOV/BOOTSTOBUSINESSREBOOT](http://WWW.SBA.GOV/BOOTSTOBUSINESSREBOOT)

AND FOLLOW US AT  
[WWW.FACEBOOK.COM/BOOTS2BUSINESS](http://WWW.FACEBOOK.COM/BOOTS2BUSINESS)

AND ON  
[TWITTER.COM/BOOTS2BUSINESS](http://TWITTER.COM/BOOTS2BUSINESS)

**AGRIBUSINESS**

**Monday and Tuesday**  
**October 30-31, 2017**  
**8:30am – 5:00pm**

**Community Business Partnership**  
**6564 Loisdale Court, Suite 600**  
**Springfield, VA 22150**

**To Register:**  
<https://sbavets.force.com/s/>

**For More Information:**  
**Email: [Charles@cbponline.org](mailto:Charles@cbponline.org)**

BROUGHT TO YOU LOCALLY BY:

