

EBV

Entrepreneurship Bootcamp
for Veterans with Disabilities

Newsletter

February 2010

Notes from the director

Happy New Year! On behalf of the EBV Family and my fellow program directors at the EBV consortium schools, I want to kick-off the inaugural newsletter by thanking our veterans for their service to our country. I also want to thank the many supporters of the EBV for helping us make the program a reality. None of what we have accomplished would have been possible without the help and support from each one of you!

The EBV program is now three years old, and as a family we have much to be proud of as we reflect on the accomplishments of our graduates. However there is still much work to be done. Demand for the EBV program continues to grow, and we are thrilled to announce the addition of the University of Connecticut (UConn) to the EBV family. The addition of UConn will allow us to increase our capacity to serve veteran-entrepreneurs in 2010 and beyond. We have also entered into a three-year agreement with the U.S. Small Business Administration's Office of Veterans Business Development to support the continued expansion of the EBV program. This agreement will significantly expand the reach and potential impact of the EBV towards helping veterans with disabilities realize their entrepreneurial dreams.

Like any good team of entrepreneurs, we've been on the lookout for opportunities to leverage what we have learned from the EBV to expand our offering to veterans and their families. For several years now, we've had inquiries about the possibility of offering a version of EBV for the spouses and family members of severely wounded soldiers, sailors, airman, Marines, and people in the Coast Guard. Well, entrepreneurship is about action, and we have acted. In 2010 we will launch the Entrepreneurship Bootcamp for Veterans' Families (EBV-F), a version of the EBV program specifically designed for the spouses and adult caregivers of severely wounded veterans, and also for the surviving spouses of military members killed in combat. This program will be designed and delivered in partnership with Ernst & Young, LLP.

In closing, I want to again wish the EBV Family happy New Year. Keep Entrepreneurering!

Mike Haynie
Director
Entrepreneurship Bootcamp
for Veterans with Disabilities

Welcome to the inaugural EBV newsletter!

This quarterly publication will keep our EBV Family 'in the know' regarding the accomplishments of our graduates, developments in the program, and news related to veterans, their families, and small business. We welcome your feedback and commentary, and encourage you to submit your stories and suggestions for publication in the newsletter to Ellie O'Neill, EBV program administrator, at ebvinfo@syr.edu.



EBV Happenings



UConn

We are proud to announce that The University of Connecticut School of Business has officially joined the EBV Consortium. The College of Business at the University of Connecticut is a world-class institution, highly committed to delivering an exceptional EBV experience to our students.



University of Connecticut
SCHOOL OF BUSINESS

Florida State University Students Produce EBV Documentary

"The Meaning of Service" is a meticulously crafted documentary focusing on Florida State University's (FSU) EBV program. Directed by Adam LaBrie, a student volunteer majoring in media productions from FSU, the 24 minute film follows Randy Blass, as-associate in organizational behavior, and his team of dedicated volunteers as they work to help 20 veterans with disabilities realize their entrepreneurial dreams. The film not only captures what it feels like to be a veteran transitioning to civilian life through the EBV program, but also demonstrates the willingness and ability of FSU student volunteers who are the primary source of workers that enable this program to succeed. "The Meaning of Service" is set to premier in Tallahassee's IMAX Theater in mid-February 2010.



FSU EBV Class of 2009.

EBV-F

We are very excited to launch the Entrepreneurship Bootcamp for Veterans' Families (EBV-F), a small-business training program for the spouses and other family members of severely wounded service members, and also for the surviving spouses of military members killed in combat. Ernst & Young, LLP donated a founding gift to help launch the program. The firm is playing a critical role in developing the program that will take place in the fall 2010 at SU. The EBV-F initiative is designed to leverage the flexibility inherent in small business ownership and entrepreneurship, to provide a vocational and economic 'path forward' for military family members who now find themselves in a caregiver role for a wounded warrior, or for the surviving spouse of a military member who gave his or her life in service to our country. The EBV-F will be modeled after the existing EBV program and will integrate training in small business management, with caregiver and family issues, positioning the family member to launch and grow a small business in a way that is complementary to assuming a caregiver other family responsibilities. The application deadline for the 2010 EBV-F program is July 30, 2010. We operate on a rolling admission basis; therefore early application is highly encouraged. Applications for the program will be available on April 5, 2010. When available, applications can be downloaded from the program website: whitman.syr.edu/ebv.

EBV Foundation

In early 2009, Syracuse University (SU) alumni Ted and Cheryl Lachowicz established the EBV Foundation. The foundation works closely with the consortium of EBV universities to concentrate on a collaborative set of goals and objectives. The EBV foundation's mission is to raise donations and to provide funds to the participating schools for their EBV programs, provide mentors to participating veterans to assist in the development of their business plans, and provide seed capital to veterans to start their business. "It is such an honor to be able to be a part of such an incredible program," says Ted. "Seeing what amazing things the EBV alumni are accomplishing after attending the program not only validates how valuable EBV is, but why it is so important to get involved." Visit the foundation and find out more at ebvfoundation.org.

ERNST & YOUNG
Quality In Everything We Do



Keynote speaker of the SU EBV Ted Lachowicz '72 BS, founder, EBV Foundation.

Information for our Graduates



We want to know what is happening! Please share with us any updates on your life and entrepreneurial ventures. Many of you have been sending us updates and we want to encourage everyone to share your experiences with us as well. Please email Ellie O'Neill, EBV program administrator, at ebvinfo@syr.edu with any exciting news and progress you've made in your businesses.

American Corporate Partners

The EBV has recently established a relationship with American Corporate Partners (ACP), a nationwide mentoring program dedicated to helping veterans transition from the armed services to private enterprise. The ACP mentoring program is a year-long mentorship where you will be matched with an employee of one of America's top organizations. If you are interested in pursuing a mentorship through the ACP program, contact Tia Lachowicz, EBV Foundation director, at tia@ebvfoundation.org to learn more about the program and sign up for a mentorship opportunity.

DLA Piper

DLA Piper, one of the largest legal service providers in the world, has recently become EBV's new partner, who has agreed to work with all EBV graduates by providing free legal support.

The EBV at SU will manage the coordination between the EBV graduates and the DLA Piper Office. All EBV graduates' requests will go through EBV at SU, and once received in the DLA Piper office, the graduates will be contacted by a local representative from DLA Piper to address any legal needs that are business related. Some of the legal assistance offered includes operating agreements, incorporation, trademarks, partnerships, and much more.



SU EBV Class of 2009 at the famous Dinosaur Bar-B-Que.



Helen Greiner, CEO of The Droid Works, Inc. and co-founder of iRobot, giving the keynote address at the EBV graduation ceremony 2009.



The Entrepreneurship Bootcamp for Veterans with Disabilities (EBV)

Profiles of EBV Graduates

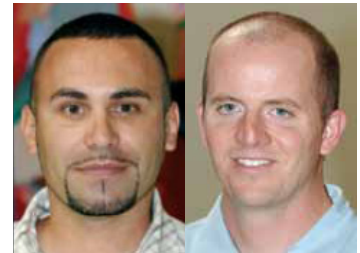


Andres Chavez and Shawn James

Andres (Andy) Chavez Jr. and Shawn James, both from San Diego and former U.S. Marine Corps sergeants, have formed a strategic business partnership since attending the 2008 EBV program at the University of California, Los Angeles.

Their business venture, Semper Fi Industrial Supply (SFIS), is a San Diego-based full-line wholesale industrial/commercial supply distribution company that distributes products consisting of, but not limited to: adhesives, electrical, fasteners, HVACR, janitorial and painting, hand tools, hardware, lighting, material handling, motors, office furniture and supplies, plumbing, power tools and metalworking, pumps, raw materials, safety, security, and test instruments.

Shawn and Andy have not looked back once since EBV graduation in 2008. They are continuing to grow and are still learning each day. In their first year of business they did about \$1.6 million in sales. Additionally, they executed their Sempra contract. The business is primarily acting as a drop-ship coordinator (mainly logistics management) and also housing some MRO inventory (hand tools, safety supplies, etc.). The government contracting segment of the business has been steady as well. Shawn and Andy were awarded a \$3 million, 2-year BPA contract with the U.S. Army in Kentucky. [Click here](#) to read more about Andy and Shawn's success!



Andres Chavez Jr. Shawn James

Justin Constantine

Justin Constantine is a Marine, and a 2009 graduate of the EBV program at SU. Justin and his wife Dahlia recently launched their business—Iraq and Back. Their company designs and sells patriotic gear for today's service and family members, and also military units around the world (IraqandBack.com). They also design shirts, hats, and other promotional items for nonprofit organizations and corporate customers. For Justin and his wife, their business has special meaning.

Justin deployed to Iraq in 2006 and six weeks later he was shot in the head by an enemy sniper. The bullet entered behind his left ear and exited his mouth, causing major damage along the way. He credits the courage and skill of a U.S. Navy corpsman with saving his life. During his recovery, Justin and his wife noticed that because of his facial injuries, he would receive many inquiring looks from people who passed him on the street. He says that "obviously they were wondering what had happened to me." As a way to help answer those unasked questions, he designed an original t-shirt with the phrase

IRAQ AND BACK across the front. As it turned out, whenever he wore that shirt, he found that instead of awkward looks, people would come up and talk to him about his experiences in Iraq. He says these conversations greatly helped his recovery.

Today Justin's business is booming, and he says the EBV program has been invaluable. Justin says:

"The EBV course has already helped me in many ways. The course material was excellent, as were the speakers and support while we were there. I have also continued to receive help from the staff there, have worked with several other students from the class, and will soon begin the mentorship program designed by EBV. I continue to recommend the course to other Wounded Warriors because it was so beneficial to me." Importantly, Justin and his wife are committed to helping other wounded warriors successfully make the transition from military to civilian life, and in that vein they donate a portion of every sale to one of four charities that support today's American warriors."



2009 SU EBV graduate Justin Constantine and his wife Dahlia with President Obama and First Lady Michelle Obama.



Justin Constantine pitching his business idea to a group of investors at the SU EBV.

Congratulations!

Brian Iglesias, a 2007 EBV graduate of the first EBV class at SU, is accomplishing his dream of becoming a film producer. Brian and his team are still on track to hit their goal of releasing their film *Chosin* in time for the 60th Anniversary of the Korean War in June. Please visit Brian's website at frozenchosin.com to watch the teaser or make a donation to support his venture. Below is an excerpt from Brian's website that lets you experience his entrepreneurial journey...

"*Chosin* has been a dream project of mine since learning about the battle in enlisted boot camp at Parris Island. When you earn the title of Marine, you inherit a legacy and reputation that has been forged by those Marines who have gone before you. The Chosin Reservoir Campaign stands out along with Belleau Wood and Iwo Jima as one of the seminal battles of our proud history, and the men who fought the campaign have been revered by all Marines who have followed. After completing my film degree and subsequent combat

deployments, I teamed up with fellow Marine and Iraq War vet Anton Sattler and began filming in February of 2009.

"We spent eight months on the road living out of a van and eating military rations in order to collect the stories from 184 Korean War veterans in 27 cities across the U.S. Time and time again, these men told us the stories that they have never told anyone ... not their wives, their children, or their closest friends. *Chosin* is not the first documentary to give a voice to America's veterans, but the depth of its emotional access to these brave men is unlike anything previously brought to the screen.

"As fellow Marines and combat veterans, we forged a unique connection with the men who shared their stories with us. We were proud to give them a gift 60 years overdue: an environment where they could feel comfortable unburdening themselves of the intimately sad, horrific, funny, and triumphant moments they experienced during the most defining experience



2008 SU EBV graduate Brian Iglesias with Dean Stith and 2007 SU EBV graduate Justin Bajema.

of their lives. The story of *Chosin* goes beyond the history and enters a realm of mutual remembrance and healing."

- Director, Brian Iglesias

EBV in the News



- >> Brian Iglesias, a graduate of the SU EBV, was featured on Fox & Friends TV show for his documentary *Chosin*.
- >> Reuters reported on the expansion of the Whitman School's Entrepreneurship Bootcamp for Veterans with Disabilities into more colleges and universities.
- >> The expansion of the Entrepreneurship Bootcamp for Veterans with Disabilities was featured in the Nov. 11 edition of the Syracuse Post-Standard. Mike Haynie, assistant professor of entrepreneurship and creator of the EBV, was quoted in the article.
- >> Florida State University's program of the Entrepreneurship Bootcamp for Veteran's with Disabilities was profiled in Tallahassee Magazine's December 2009 issue.
- >> The Entrepreneurship Bootcamp for Veterans with Disabilities, held at the Krannert School of Management at Purdue University, was mentioned in a brief article in the Chicago Tribune.

Know Anyone Interested in EBV?

If you know anyone interested in attending or participating in the EBV program, they can apply online at whitman.syr.edu/ebv/apply.asp. Early application is encouraged due to the limited number of seats available in the program.

Questions?

Please contact Ellie O'Neill, EBV program administrator, at (315) 443-6007 or ebvinfo@syr.edu.

