



2020
NVBDC
SERVICE-DISABLED
VETERAN OWNED BUSINESS

SURVEY REPORT

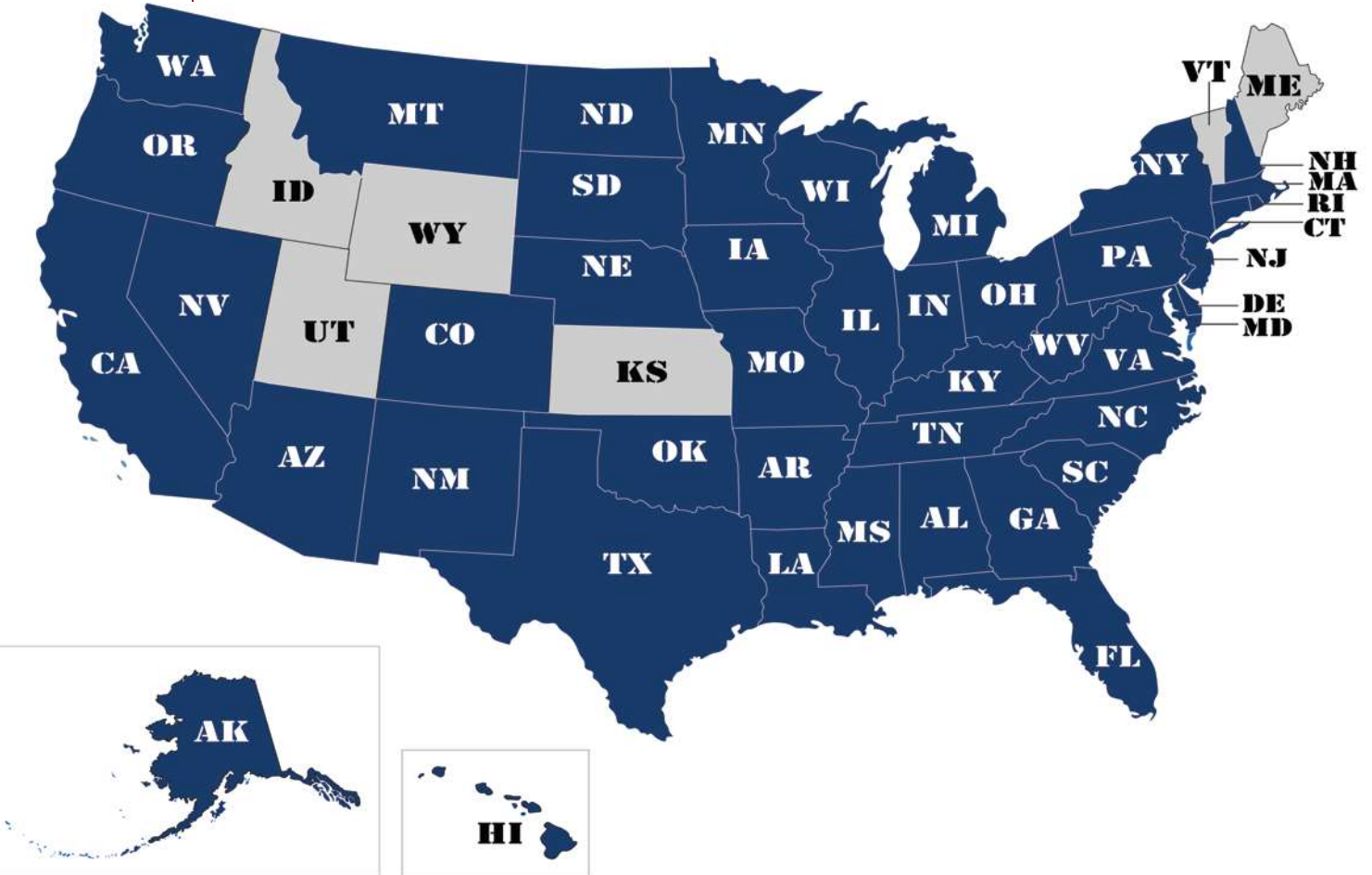
- ★ www.NVBDC.org
- ★ (888)-CERTIFIED
- ★ NVBDC PROPRIETARY INFORMATION
- ★ ADDITIONAL STATISTICS CAN BE OBTAINED BY CONTACTING NVBDC



NVBDC SERVICE DISABLED/VETERAN OWNED BUSINESS SURVEY REPORT

*OVERVIEW

NATIONAL DISTRIBUTION RESPONSE



Michigan	41	10.02%	Florida	22	5.38%
California	30	7.33%	Georgia	22	5.38%
Texas	29	7.09%	New York	22	5.38%
Virginia	28	6.85%	North Carolina	19	4.65%

Target Audience:

Target Market:

Survey Sent:

Final Survey Response Date:

Certified & Non-Certified SD/VOBs

United States

April 14, 2020

May 8, 2020

2020

* This national survey does not reflect the statistics of NVBDC Certified Veterans



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SERVICE DISABLED/VETERAN OWNED BUSINESS SURVEY REPORT

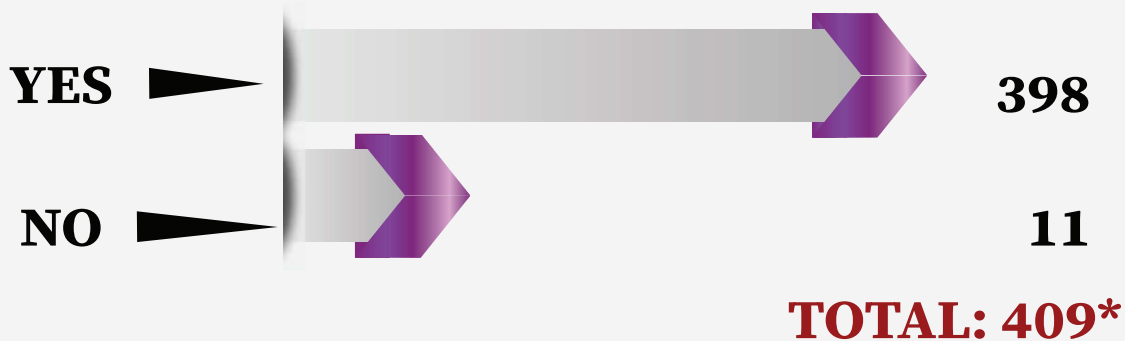
VETERAN OWNERSHIP

QUESTION: Do you have **51% OWNERSHIP** and **OPERATIONAL CONTROL & AUTHORITY** of your Veteran Owned Business?

QUALIFICATION TO TAKE THE SURVEY:

- * 51% Ownership
- * Operational Control & Authority

51% OWNERSHIP & OPERATIONAL CONTROL & AUTHORITY



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* 11 respondents were not qualified to continue with the survey. 398 total qualified and completed the survey.

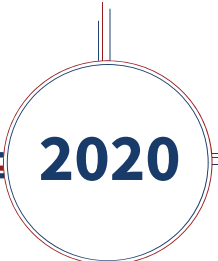
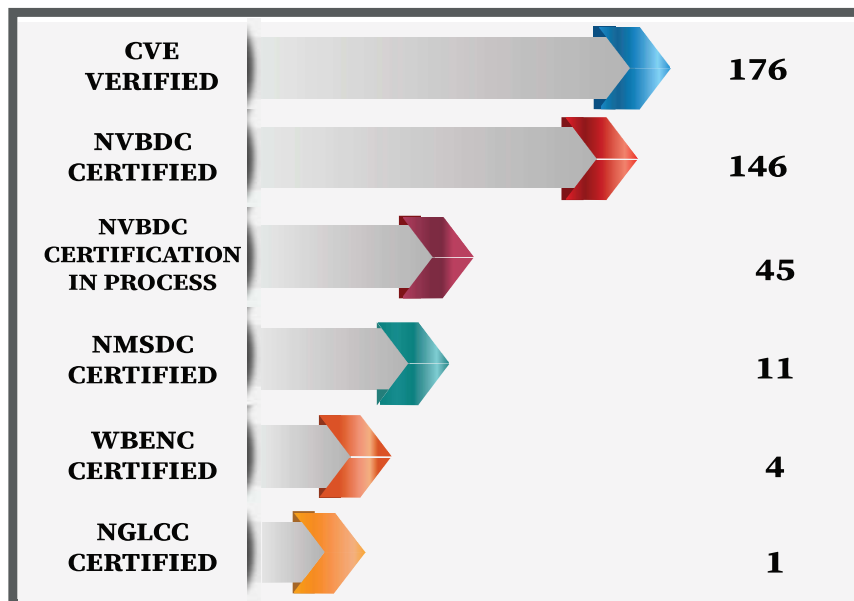
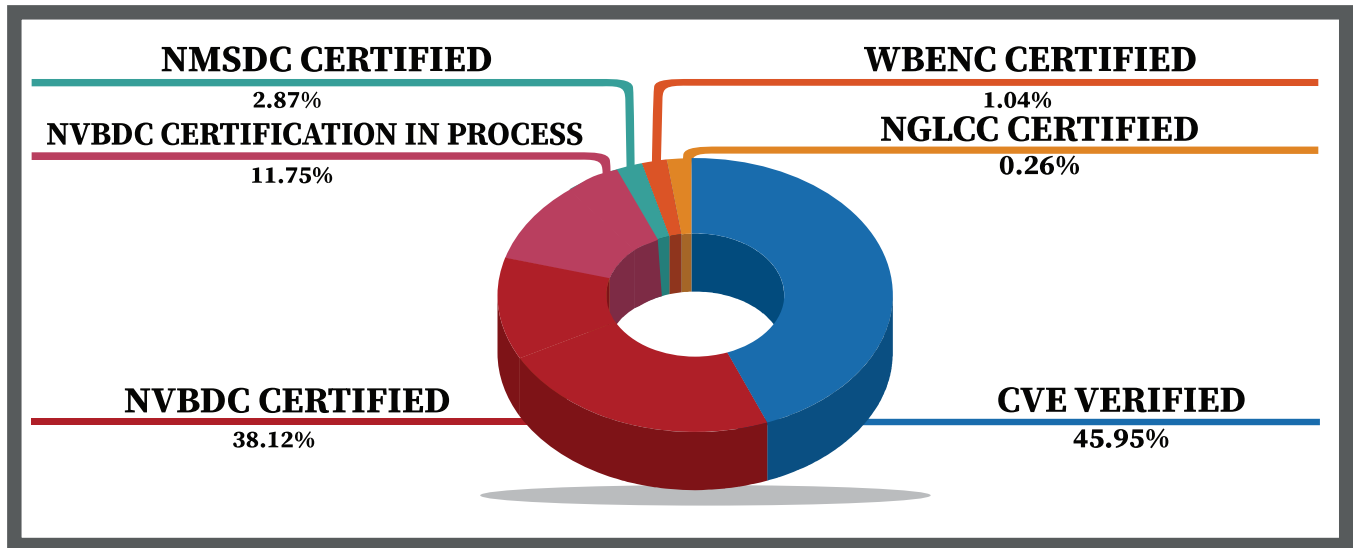


NVBDC SERVICE DISABLED/VETERAN OWNED BUSINESS SURVEY REPORT

CERTIFICATIONS

QUESTION: We asked respondents to select all certifications that would apply from the following list:

*** LIST OF CERTIFICATIONS:** NVBDC, WBENC, NGLCC, NMSDC
NVBDC in process & CVE Verified



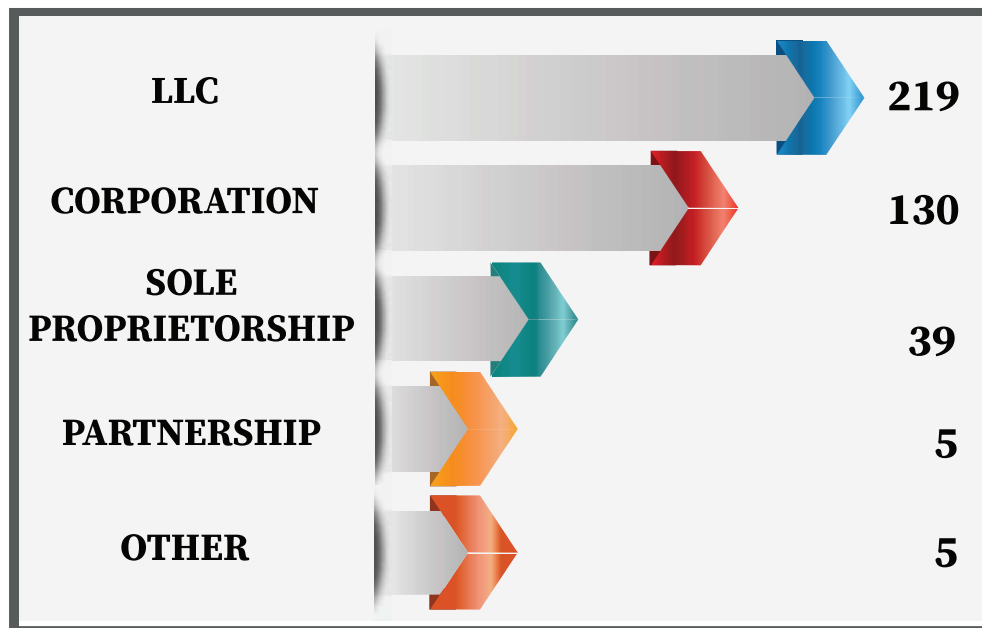
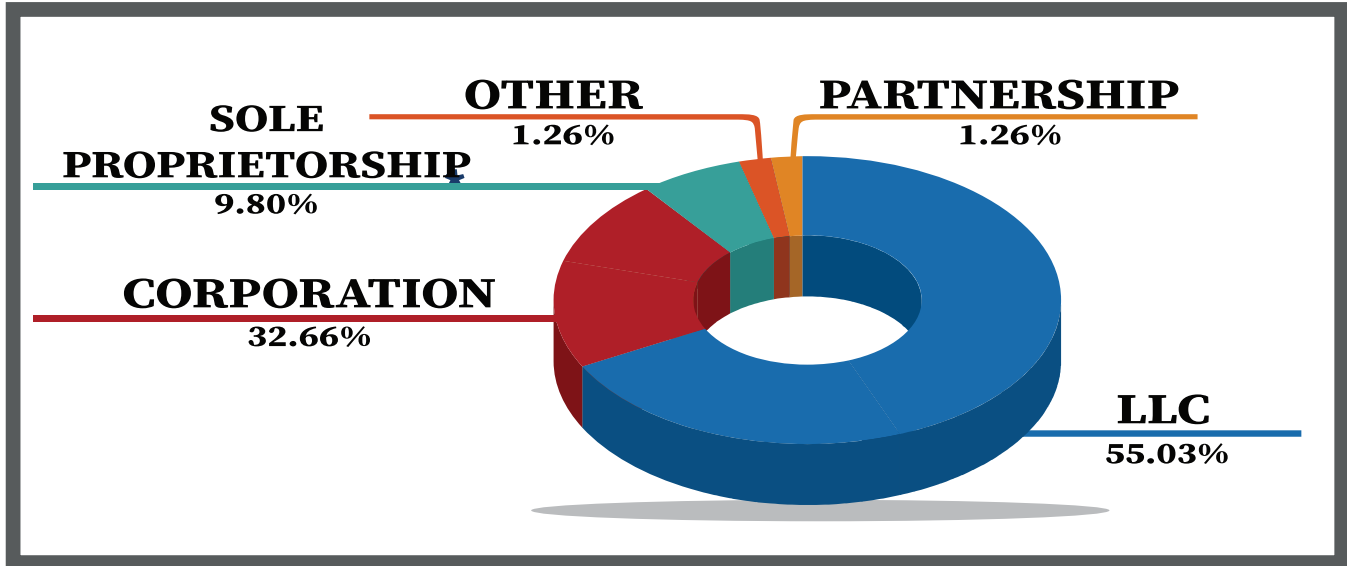
*** Information was captured on other certifications.
Contact NVBDC to obtain additional survey statistics.**



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LEGAL STRUCTURE

QUESTION: What is the legal structure of your company?



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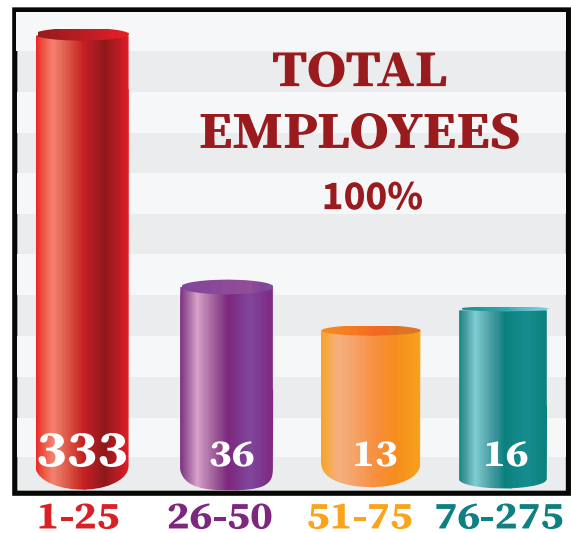
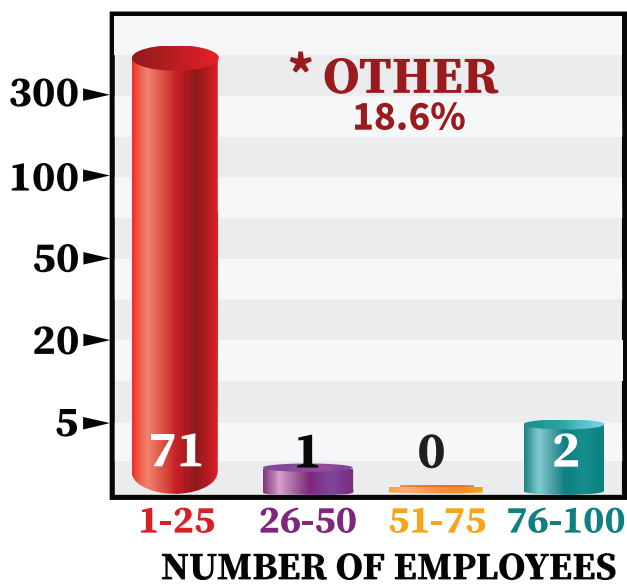
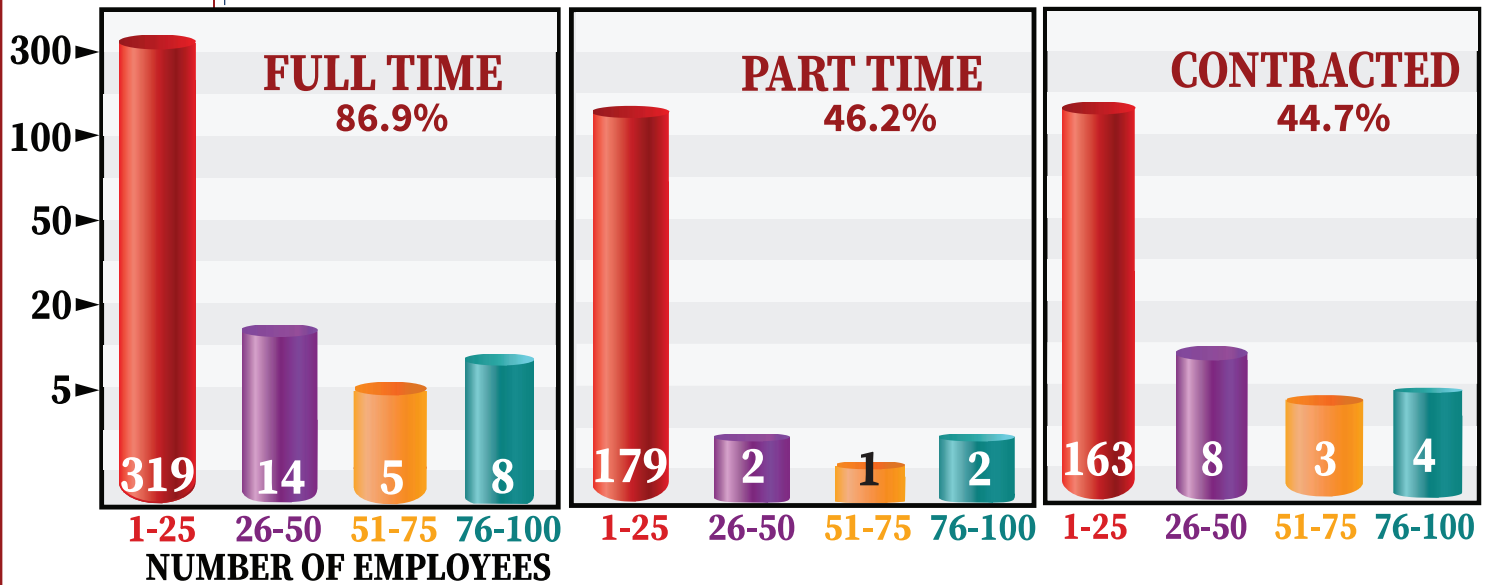
* Information was captured on other legal structures.
Contact NVBDC to obtain additional survey statistics.



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EMPLOYEE CATEGORIES

QUESTION: How many employees do you have in each category listed?



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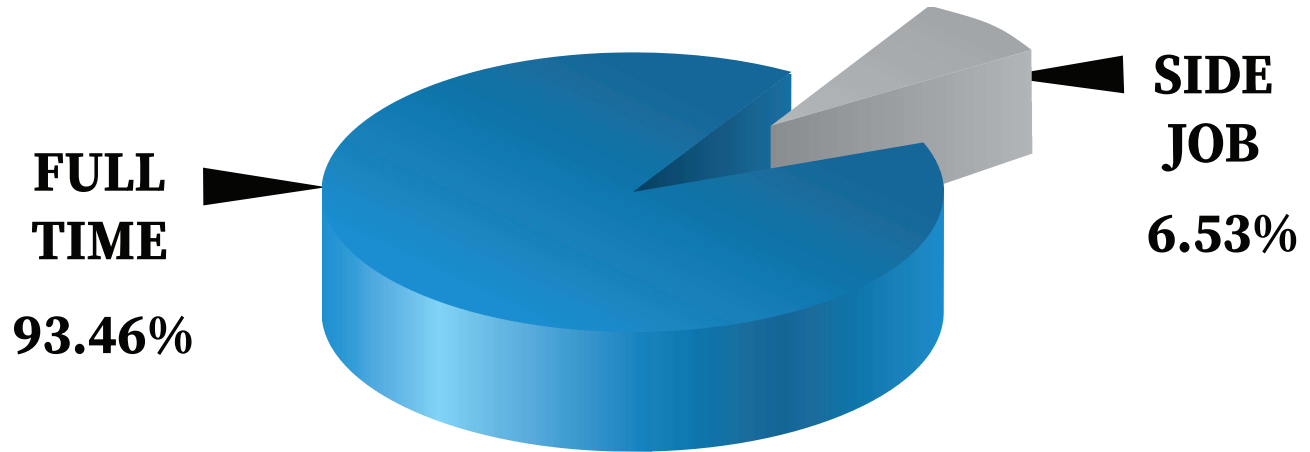
* Information was captured on other types of employees.
Contact NVBDC to obtain additional survey statistics.



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FULL TIME OR SIDE JOB

QUESTION: Do you work full time for your Veteran Business or is it a side job?



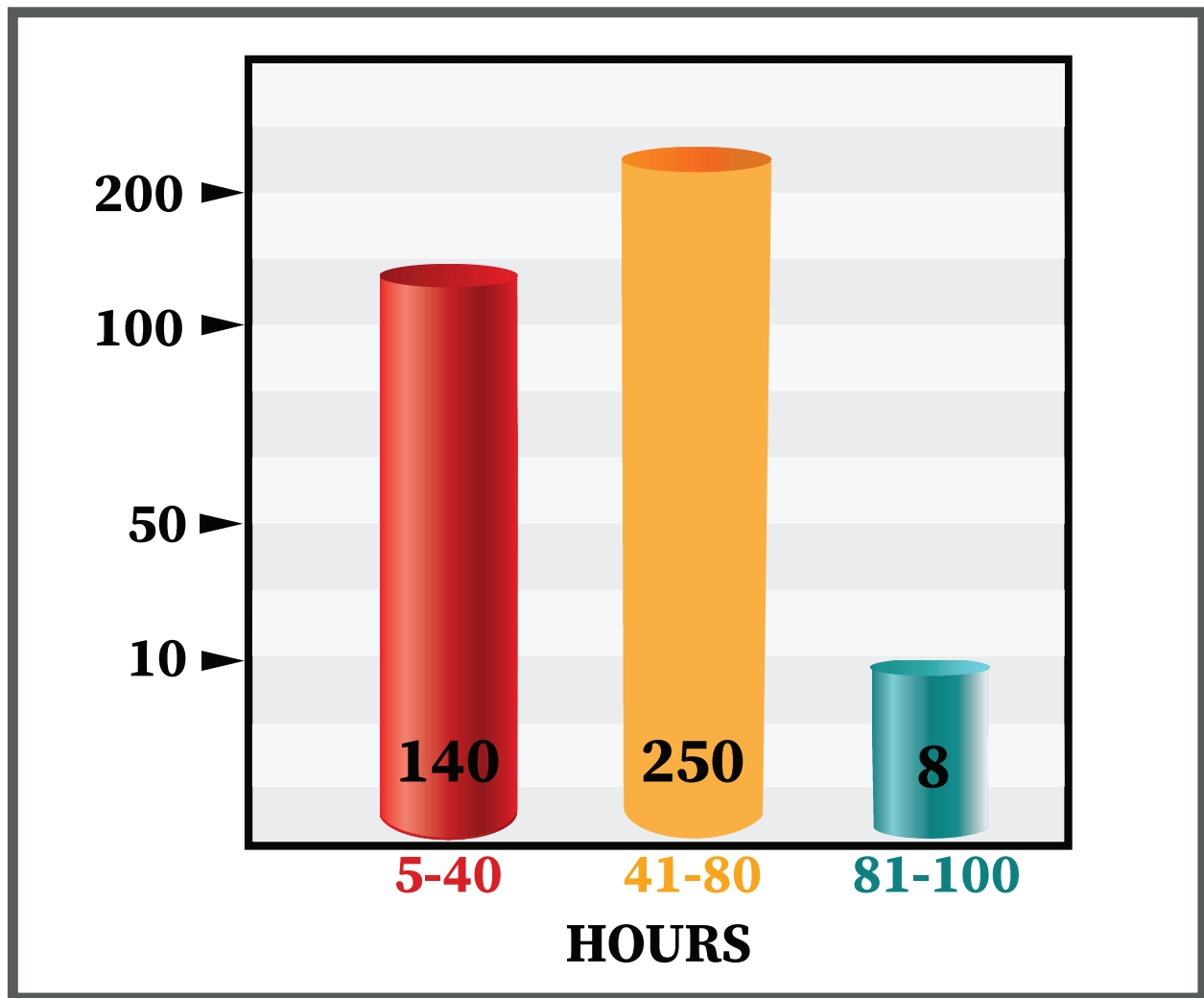
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HOURS PER WEEK

QUESTION: How many hours per week do you work?



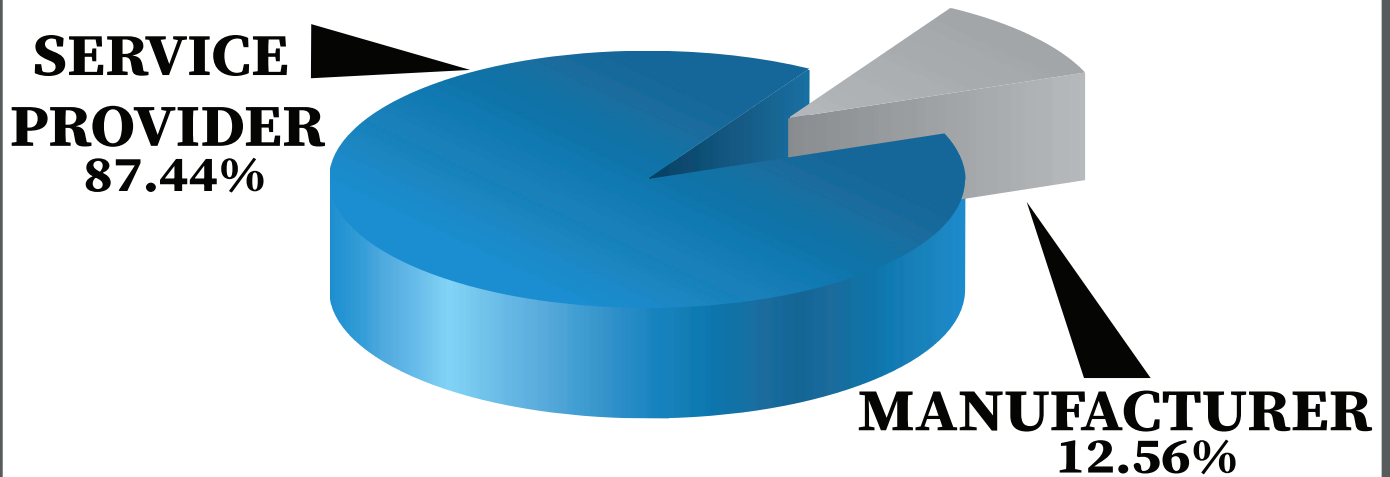
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SERVICE PROVIDER OR
MANUFACTURER

QUESTION: We asked respondents to identify their type of business with a choice of Service Provider or Manufacturer.



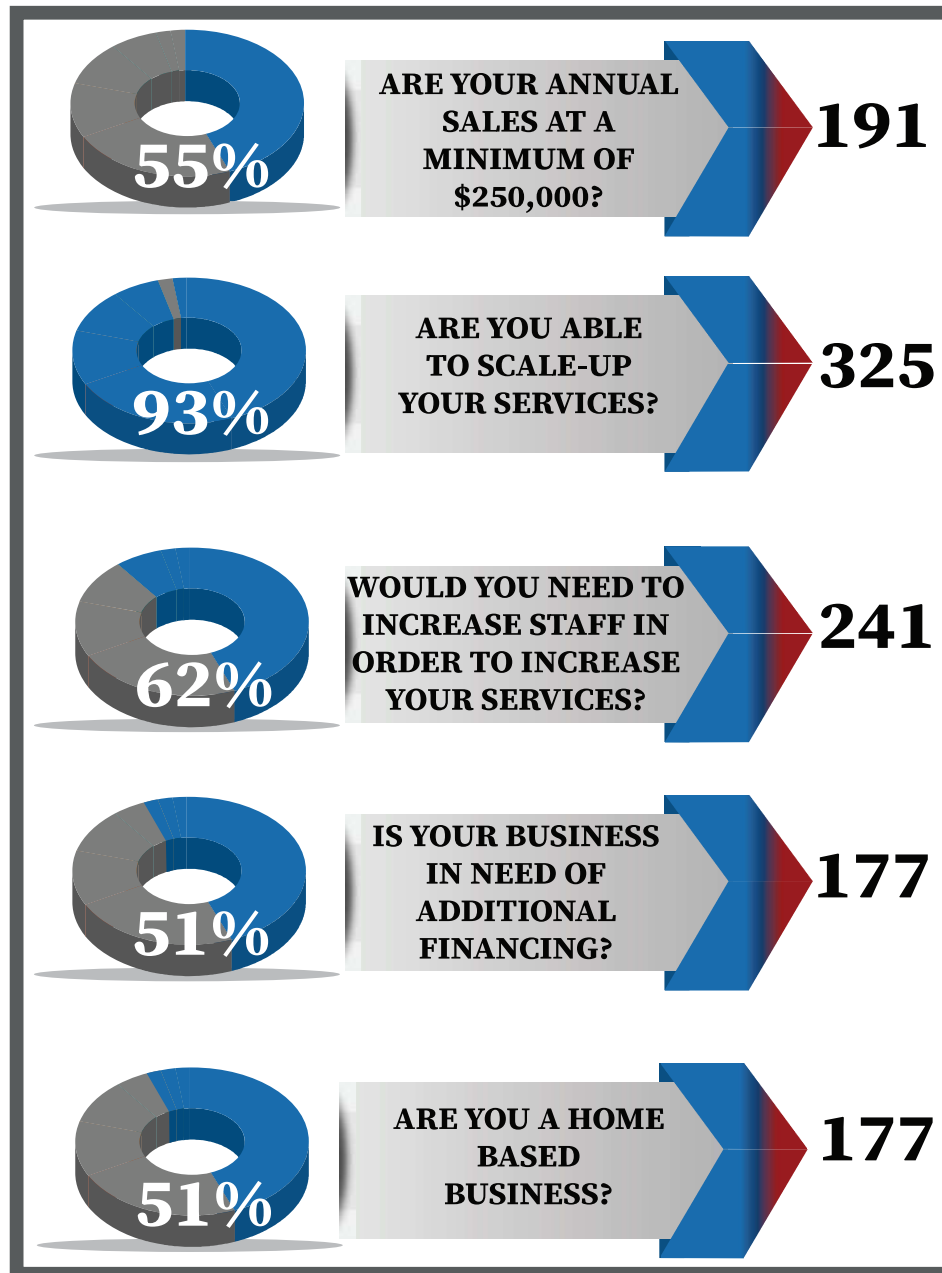
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SERVICE PROVIDER QUESTIONS

QUESTION: We asked Service Provider respondents specific questions that applied to their business. **348 Service Providers answered.**



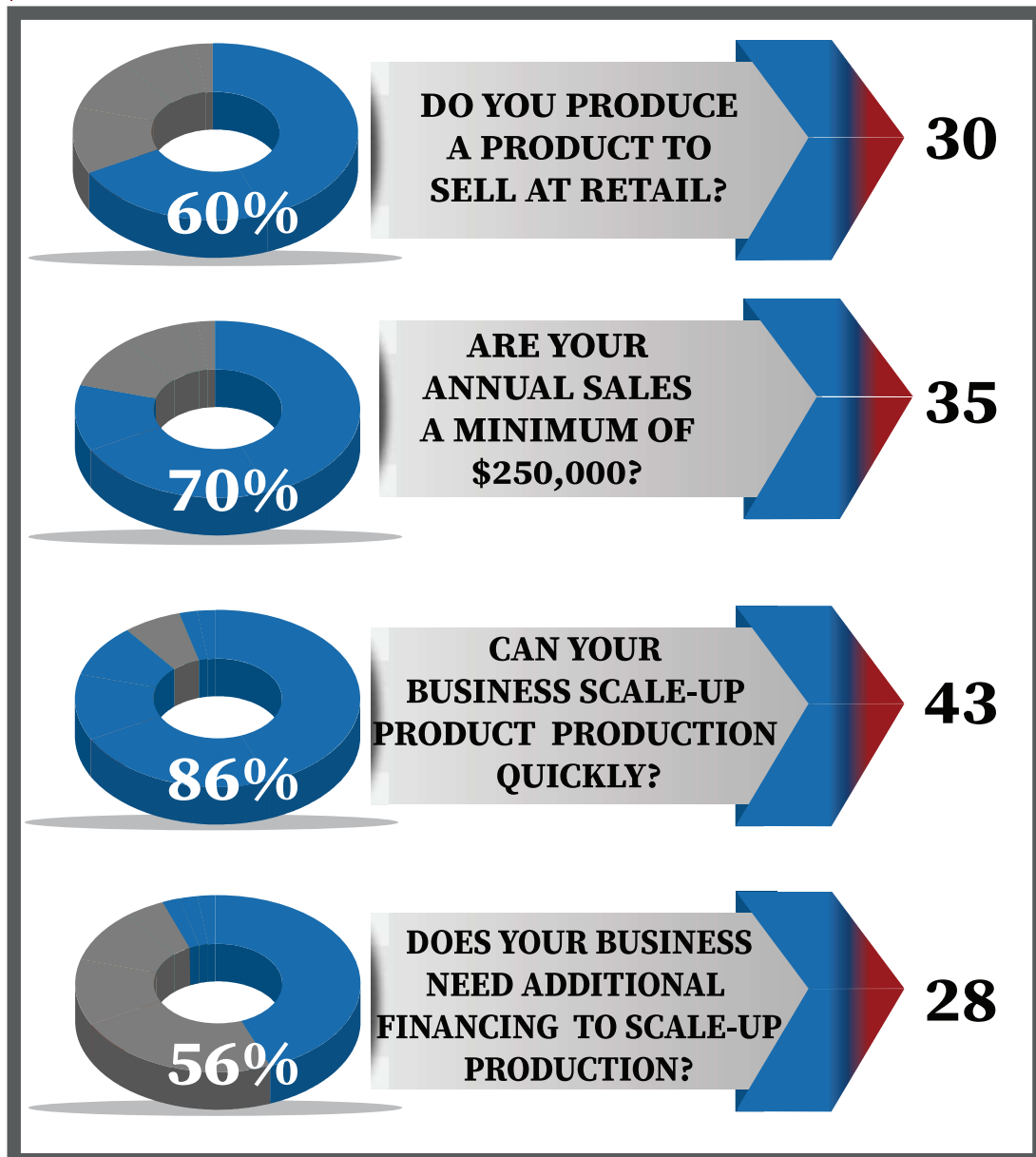
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MANUFACTURER QUESTIONS

QUESTION: We asked Manufacturer respondents specific questions that applied to their business. **50 Manufacturers answered.**



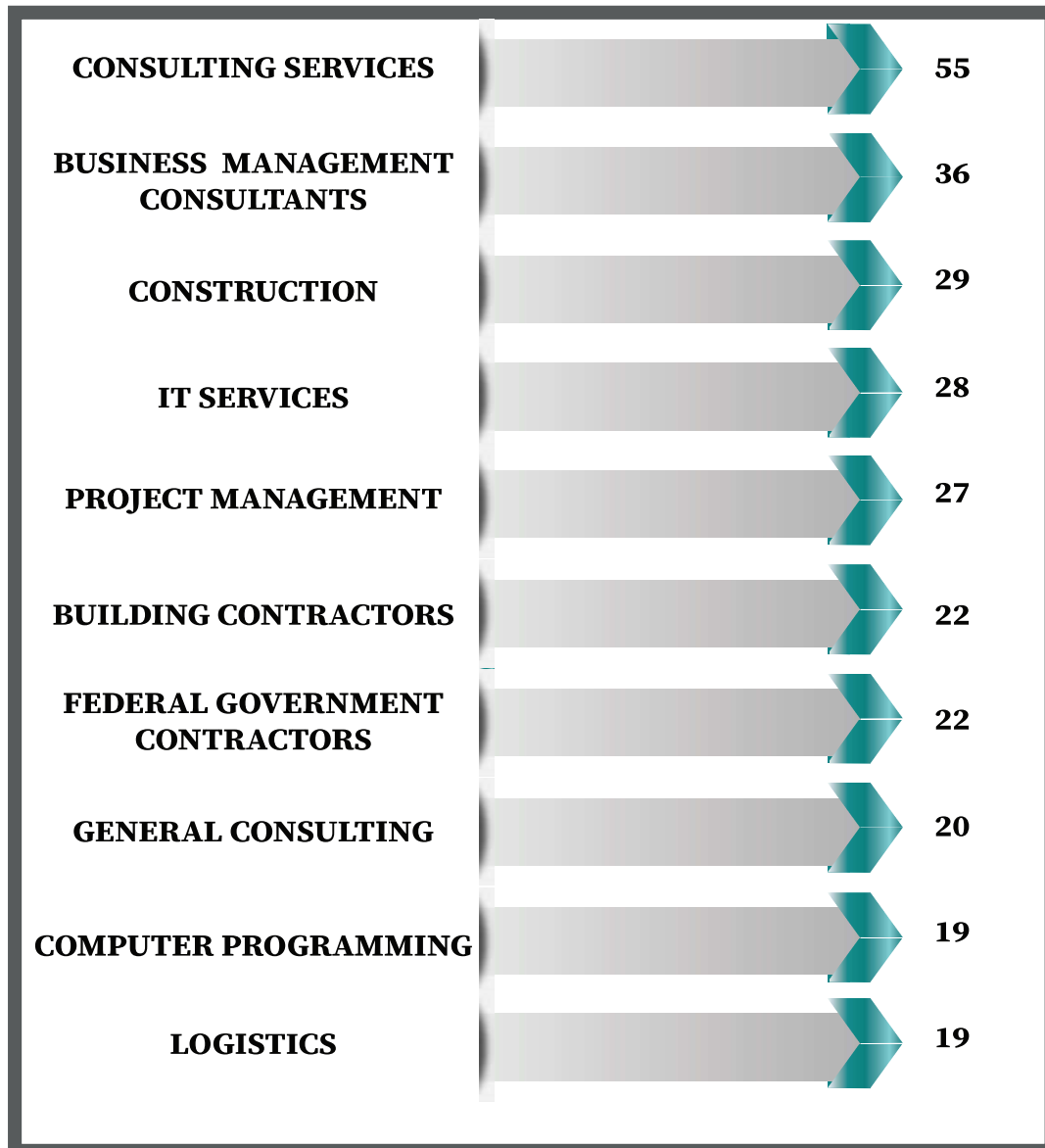
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SERVICE PROVIDER BUSINESS TYPE

QUESTION: We asked Service Providers to select the best match from a list of over 500 business types; Below are their top 10 selections.*



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* All respondents provided their business types; This represents the top 10 we captured.
Contact NVBDC to obtain additional survey statistics.

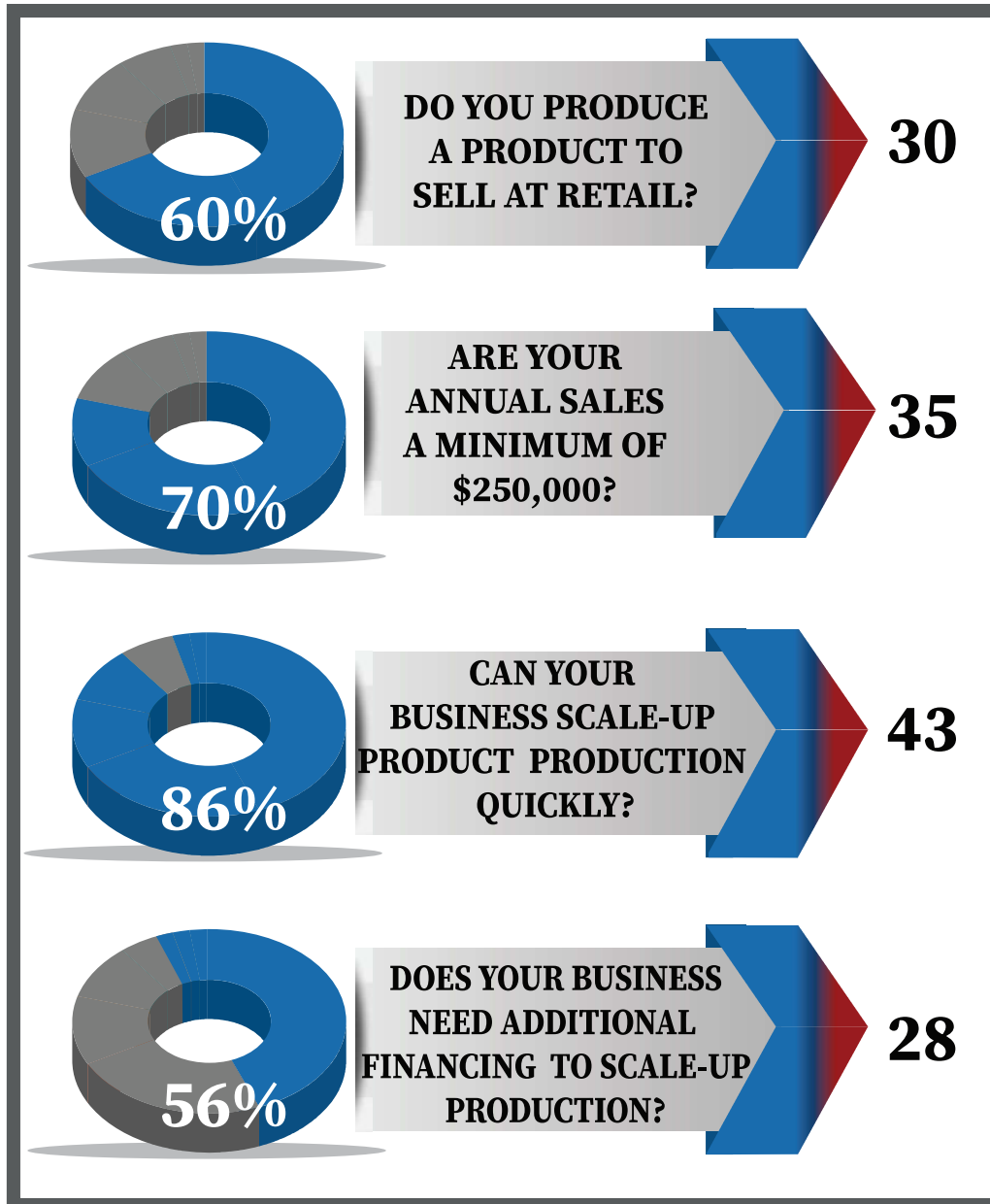
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MANUFACTURER BUSINESS TYPE

QUESTION: We asked Manufacturers to select the best match from a list of over 500 business types; Below are their top 10 selections.*



2020

*All respondents provided their business types; This represents the top 10 we captured.

Contact NVBDC to obtain additional survey statistics.

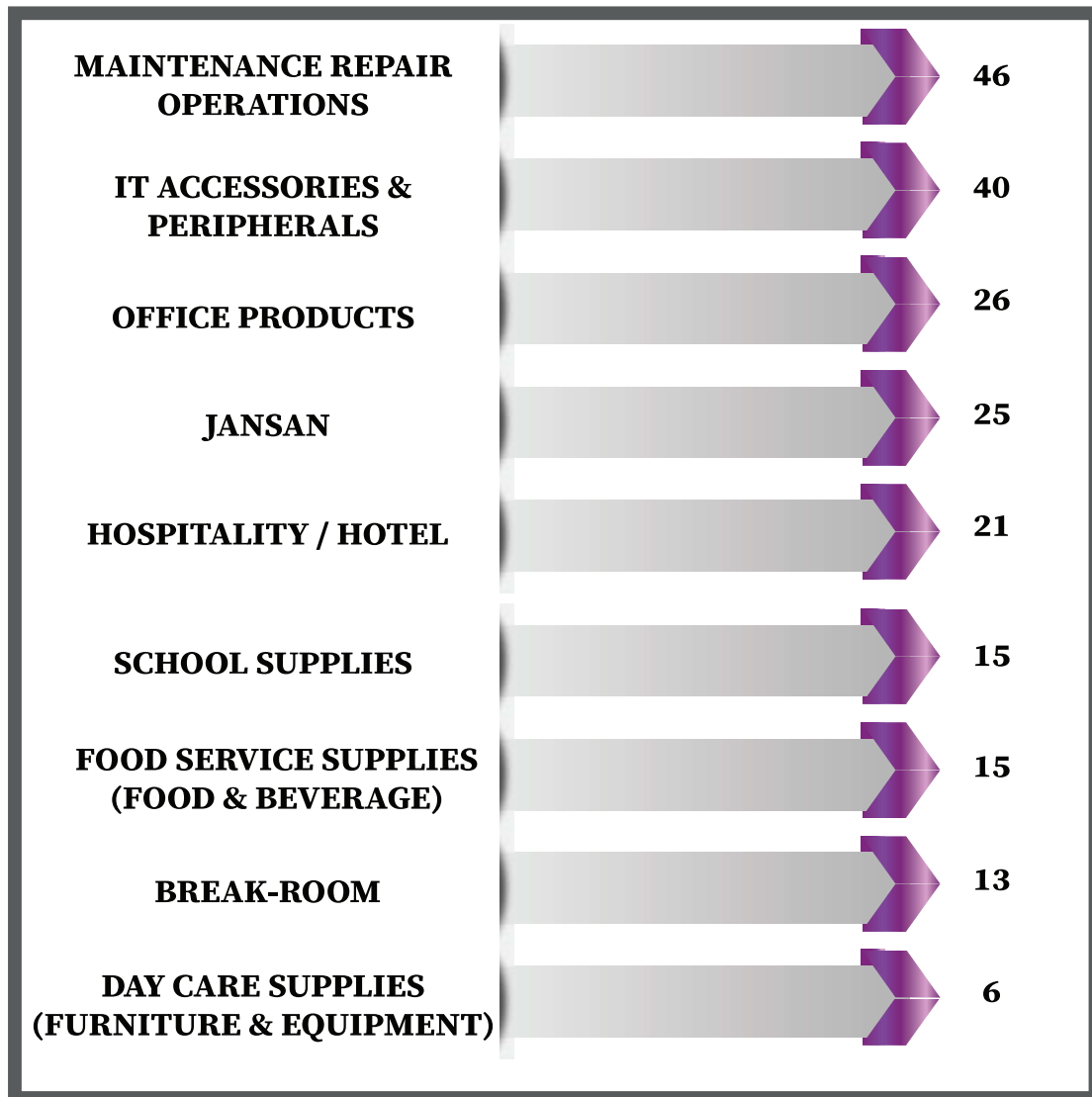
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SPECIFIC REQUESTED PRODUCT TYPES

QUESTION: NVBDC Corporate Members are looking for specific products. We asked respondents if their business applied to any of the categories from the following list:



2020

* Information was captured on other product types that applied to respondents business. Contact NVBDC to obtain additional survey statistics.

NVBDC PROPRIETARY INFORMATION



NVBDC SERVICE DISABLED/VETERAN OWNED BUSINESS SURVEY REPORT

SUMMARY

National Veteran Business Development Council (NVBDC) conducted a nationwide survey with Veteran business owners to capture statistics of their business operations.

DISTRIBUTION:	29,497 Veteran Business Owners
OPEN EMAIL:	6,816 (23.11%)
SURVEY VIEWS:	1,149 (16.86%)
STARTED SURVEY:	646* (56.22%)
COMPLETED SURVEY:	398 (61.60%)

*96.85% of respondents that started the survey gave NVBDC permission to add their information to our database for future opportunities.

NVBDC IS THE SOURCE

“Changing How American Businesses Perceive Veteran Owned Companies”



Total Annual Revenue of NVBDC Certified Companies: \$7.2 Billion

TOP NVBDC VOBS BY NAICS

541511: Custom Computer Programming
561320: Temporary Help Services
541512: Computer Systems Design Services
236220: Commercial & Institutional Construction
541330: Engineering Services
484110: General Freight Trucking Local
493110: General Warehousing & Storage
541519: Other Computer Related Services
541611: Admin Mgmt General Mgmt Consulting
561910: Packaging & Labeling Services

TOP 10 REVENUE NVBDC CERTIFIED COMPANIES

\$1,626,471,629.00
\$603,000,000.00
\$486,194,710.00
\$452,000,000.00
\$314,663,805.00
\$178,000,000.00
\$152,000,000.00
\$149,105,000.00
\$135,000,000.00
\$128,151,269.00

TOP NVBDC VOBS BY INDUSTRY SECTOR

Professional Services
Manufacturing
Administrative and Support
Construction
Transportation & Warehousing
Wholesale Trade

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NVBDC STATEMENT OF INCLUSION, DIVERSITY AND EQUITY



By the nature of the U.S. Military our clients represent every element of American society. Veterans have a unique culture and language that in many cases only another prior service member understands and appreciates. NVBDC strives to represent and hire our fellow veterans and non-veterans across race, gender, age, religion, identity and life experiences that helps our veteran clients feel comfortable when they are interacting with us and each other.

www.NVBDC.org



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