

Capabilities Statement

Organization Information

FAVOB is a volunteer organization of veteran-owned businesses (VOBs) and patriotic supporters who inform, connect, and advocate on behalf of our members. We create opportunities for our members and businesses to THRIVE in the State of Florida

Our vision is ***to be the leading state-wide organization and recognized voice for Veteran-Owned businesses that positions Florida as the "Veteran State of Choice" to own and operate a business***

FAVOB is a Florida Corporation, Non-Profit 501(c)6

Who We Are

- 400+ veteran business owner (VOB) members and patriotic supporters across Florida in five chapters – Orlando, Greater Tampa Bay, Space Coast, NE FL Jacksonville, NW FL Panhandle
- An organization that creates VOB success. +\$5M in revenue generated for, and between members with numerous published Success Stories
- Trustee Members who support and help direct the organizations' effort
- Formal relationships with veteran-focused organizations such as Veterans Florida, FL Office of Supplier Diversity, and a state-wide Strategic Alliance Memorandum with the US Small Business Administration
- Members who have been formally recognized for business success and community service
- VOB focused legislative agenda and host of congressional events
- Strong and active social media presence
 - ✓ <https://FAVOB.net>
 - ✓ <https://www.linkedin.com/company/favob/>
 - ✓ <https://Facebook.com/favob>
 - ✓ Instagram photos, videos FAVOB @_favob
 - ✓ Florida Association of Veteran Owned Businesses (@FAVOB) / Twitter

Company Address

Physical Address: 835 Bennett Rd. Orlando, FL 32803
Mailing Address: PO Box 540447 Orlando, FL 32854-0447
Phone: (407) 221-0286
Web: <https://FAVOB.net>

Organization Company Data

Our 350+ statewide members represent a wide variety of businesses and industries. FAVOB member's businesses include B2G, B2B and B2C businesses. Many FAVOB members are minority– and supplier– diversity certified. Members are listed with NAICS codes and can be searched by certifications, industry, and branch of service on FAVOB.net. Certifications include (2022):

- 47 Service-Disabled Veteran Owned Small Business (SDVOSB)
- 31 Veteran Owned Small Businesses
- SBA Verified Woman Owned Small Business (WOSB)
- Certified Minority-owned Business
- 8(a) Certification, HUBZone and GSA Schedule

What We Do

We create opportunities for FAVOB members to thrive as business owners in the State of Florida

Galvanize our members and others in support of achieving our Vision ***to be the recognized voice for veteran-owned businesses that positions Florida as the "Veteran State of Choice" to own and operate a business***

Inform and educate everyone about our Vision, Mission, and Value Proposition. Inform others of the "value of a veteran" business. Inform our members about the value of membership. Educate members on how to successfully operate a business

Connect our members to opportunities that increase revenue and profitability. Connect our members to opportunities to enhance their professional life

Advocate for our members. Inform legislators and stakeholders about the "value of the veteran business" and the benefit of creating VOB business opportunities for the state of Florida

Network with each other to build business "net-worth." Host in-person and virtual networking events for members and Trustees. Maintain a network of supplier diversity certified VOBs and connect them with supplier diversity professionals

Contact info

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Why you should “Do Business with America’s Best”

Florida is home to +187,000 Veteran-Owned Businesses (“VOBs”) that generate over \$57 billion in annual revenue across all counties in Florida (2017 SBA). FAVOB is the only Florida organization singularly focused on advocating for and supporting VOBs to do business with each other while creating opportunities for VOBs to do business with local government agencies and for-profit supplier diversity programs. Although Florida is home to the most VOBs in the nation, there are no SBA or state-level economically-disadvantaged set-asides for veteran-owned businesses

Our Success Stories

This is a representative listing of partnerships, clients and revenue generated through FAVOB member partnerships and referrals:

B2B

- 11 Series Energy and Eau Gallie Electric. Client US Dept. of Interior, \$570k contract revenue
- CitruSolution Carpet Cleaning Brevard and Brevard Achievement Center. Client Port of Canaveral, \$144k annual contract revenue for 5 years

B2C

- Island Direct Primary Care and Verus Health Partners partnered to offer low-cost healthcare alternatives to businesses and individuals. Examples: Couple realized a \$700/month (\$8,400/year) cost savings compared to their previous health insurance plan. Family of 3 realized a \$500/month (\$6,000/year) cost savings compared to their previous health insurance plan

Incubator

- April Caldwell of fayVen LLC pitched and won the State College of Florida-Manatee-Sarasota Veterans Business Incubator's Cohort 2001 Pitch Competition

Impact

- Mack Sasser, 11 Series Energy and Stu Smith, CEO recognized by the SBA for business operations and veteran advocacy

The Value of Doing Business with FAVOB

In addition to our strong supplier diversity program and access to numerous certified VOB businesses, we have established a network of veteran-focused organizations to provide opportunities for our members and supporters to include but not limited to:

A Strategic Alliance Memorandum with the SBA to provide educational services and business support to FAVOB members

An agreement with the Cocoa Beach Regional Chamber of Commerce to “Do business with America’s Best” initiative and create a single list of all VOBs in Brevard County, Florida estimated at ~4000 businesses

Attending and/or sponsoring (sample listing):

- Veterans Florida Expo
- OBJ Veteran of Influence Award
- Congressman Posey’s Federal Contracting Conference
- Supplier Diversity Exchanges
- Synapse Summit
- Florida GovCon
- Bunker Labs and Action Zone
- Space Coast Women in Defense

In addition, FAVOB is a proud supporter and financial contributor to the Camaraderie Foundation

Trustee Partners

