

*Veterans Entrepreneurship Advantage*



WAKE || TECH

Lead the way.

# Quick Facts

- **We are more than you can see:**
  - 3<sup>rd</sup> largest community college in the country.
  - Largest in the state.
  - Seven campuses. Morrisville under construction.

	Gender		
	Curriculum	Continuing ED	Overall
Female	55.21%	49.01%	51.56%
Male	44.79%	50.99%	48.44%

	Average Age		
	Curriculum	Continuing ED	Overall
Female	29	39	34
Male	27	38	32.5

	Headcount
Curriculum	28,564
Continuing Ed	40,290

	Ethnicity
White	69.3%
Minority	30.7%
Black	21.4%
Hispanic	10.0%

# Veteran Enrollment

- **Approximately 2,882 over the past three years (self-reported).**
  
- **Accelerated Career Transformation Services (ACTS)**
  - Began in the fall of 2014.
  - Full scholarships funded by Wal-Mart.
  - Programs to provide highly-sought-after certifications.
    1. CISCO Certifications
    2. CompTIA Cyber Security
    3. Certified Apartment Maintenance Technician training
    4. Basic Emergency Medical Technician
    5. Hospitality Management
    6. Hospital Administration
    7. Professional Administrative Assistant
  - Veterans and spouses

# Veteran Enrollment

- **ACTS by the numbers**
  - Over 200 applicants since 2014.
  - Approximately 130 students enrolled.
  - More than 70 students completed certification testing.
  - 25 students have reported finding jobs.

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## **Proof-of-Concept in Summer of 2015**

- 24-hour, eight-week business planning course using VetToCEO curriculum.
- All student veterans (10 male, 5 female).
- All veteran guest speakers.
- Food provided by veteran business owners.
- Veteran instructors:
  - Annette Stevenson, SAS
  - Scott Brown, Stonehouse Consulting

## **Lessons Learned:**

- This is an idea worth keeping.
- Veterans communicate well with Veterans.
- We need to pay special attention to our female Veterans.
- A decision NOT to start a business is still a success story.
- We need to create a community for our Veterans.

# Veterans Entrepreneurship Advantage

- **Wake Tech Student Veterans Association (SVA) formed**
  - Twice monthly meetings
    1. General topics
    2. Business & Entrepreneurship topics
  - Open to all Veterans
    - Free to enrolled students
    - Small fee for non-students
  
- **Sam Strickland named Sr. VP for Military and Veterans Programs**
  - Wake Tech Veterans Center should open in the fall of 2016 to provide streamlined support and services for veterans.
    - Enrollment
    - Financial aid
    - Entrepreneurship and small business information
    - Community support and information

# Veterans Entrepreneurship Advantage

- **Entrepreneurship Program refunded by Wells Fargo**
  - 4 Veteran business planning classes
  - Female Vets Focus Group
  - 1 For-Female-Vets-Only

	Male	Female	Total
Fall 2015	9	6	15
Spring 2016 - 1	5	1	6
Spring 2016 - 2			15
Summer 2016			15
Fall 2016			15
Female Class			12

# *We Are Better Together*

- How can we be visible to more younger and more recent Veterans?
- Are there ideal locations to conduct classes for Veterans?
- How can we find the female Veterans?
- We need a comprehensive list of Veteran-Owned Businesses in North Carolina.



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