

C E L E B R A T I N G 1 5 Y E A R S

[COFFEE]

GROUND POUNDER

**GREEN BERET BOOTSTRAPS
BLACK RIFLE COFFEE WITH GRIT,
DETERMINATION AND EDGY HUMOR.**

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Warm Weather Warriors

It's been a long, hard winter for much of America. With summer weather finally here, we warmed up to some veterans whose businesses thrive in warm weather.



Grillin' and Chillin'

Even with an indoor eatery, there's something extra savory about ice cream in the summertime. After a long winter in the Northeast, Army buddies Damon Draught and Will Dailey opened the first DQ Grill & Chill in Rhode Island in April 2018.

"Initially I wasn't sure about becoming a franchisee," says Dailey. "I never really thought about it as a career option."

After serving with Dailey in Afghanistan, Draught opened a Dairy Queen in Watertown, N.Y., in 2012. Four years later he was at a football camp with his son in Rhode Island and had lunch with Dailey, whose duty station is nearby. "While we were at lunch there was a commercial for Dairy Queen and I asked Will if there were any Dairy Queen locations in Rhode Island," Draught says. There were a few regular stores, but no Grill & Chills.

The rest, as they say, is history.



Rolling Along

When the weather gets warm, the grills fire up and the lawn games come out. One of them might be Rollors, a game invented by an Air Force vet that combines bowling, bocce and horseshoes into one portable package. Retired Lt. Col. Matt Butler's business has seen 30 percent growth each year over the last four years.

In February Butler got a grant that will help his small business keep rolling in the right direction: He earned a grant from the Institute for Veterans and Military Families (IVMF) after winning the D'Aniello Family Foundation Challenge and placing third in the VetSmallBiz Growth Challenge 2.0 at the IVMF Veteran EDGE Conference in February 2018.

"This grant not only helps put my mind at ease but is essential to furthering my business," says Butler. "I am very honored to have been awarded this grant."



Earning His Stripes

Army and Air Force veteran Jack Child offers a franchise concept to fellow veterans interested in becoming small business owners.

Last year Child launched G-FORCE, a parking lot striping franchise open exclusively to veterans. He sold a similar concept in 2009 that was open to all.

"I decided to jump back into the industry, but this time with the focus exclusively on military veterans," Child said during a recent interview from the National Pavement Expo & Conference in Cleveland. "This time, I'm building the brand around the franchise owner, instead of the other way around, which is how most franchises evolve."

The franchise has low overhead and can be operated from home.