



**By Scotty Fletcher, LocalBusiness.com**

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MARIETTA, Ga., Feb. 7 (LocalBusiness.com) -- VetJobs.com is going to Washington, D.C.

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The Marietta-based online job board for U.S. military veterans announced today that it has signed a partnership with dcmilitary.com, a military services site and subsidiary of The Washington Post.

The Marietta company hopes to use the partnership to reach the District of Columbia's 13 military installations and 230,000 active and retired members of the armed forces.

As a result of the deal, VetJobs.com will have access to the dcmilitary.com site -- and vice versa -- through an embedded link. The two companies also plan to develop joint advertising, public relations, branding and marketing campaigns.

"We're very excited about the deal because D.C. is the third largest market for military personnel in the U.S.," Stephen Tompkins, spokesperson for VetJobs.com, told LocalBusiness.com. "Plus, the Pentagon is there. Any exposure we get in the D.C. area will help us tremendously in the long run."

Financial terms of the deal were not disclosed.

In addition to servicing officers and enlisted personnel in the military services, both sites will also launch various programs and services to help veterans' spouses and direct dependents.

The company has a similar partnership with Virginia Beach, Va.-based MilitaryMoves.com, which it signed late last year. The Virginia company offers military personnel and their families discounted services -- such as real estate, mortgage, utility, telephone and shopping assistance -- when they are transferred to new duty stations.

VetJobs.com is sponsored and partly owned by the 1.9 million Veterans of Foreign Wars of the United States (VFW). The resume database and job posting site for military personnel, their spouses and dependents is operated by U.S. military veterans.

VetJobs.com has more than 600 companies -- including airlines, power companies and technology firms -- posting jobs on its site. Companies pay to post jobs, but the service is free for veterans to use.

The 11-employee company launched its site on Veteran's Day 1999 and has not taken any venture capital or angel funding, Tompkins said.

"We're still doing it all by ourselves," he said.

Dcmilitary, headquartered in Gaithersburg, MD, is part of Comprint Military Publications group. Comprint, which publishes 19 weekly newspapers and annual guidebooks for military installations in the Washington, D.C., area, is owned by Gazette Newspapers, a Washington Post Co. affiliate.

Scotty Fletcher covers Atlanta for LocalBusiness.com. E-mail her with story ideas and comments.



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