Champion for Veteran Entrepreneurs

G.L. Lindner Colonel, USAF(ret)  
President & CEO
Who We Are

- Texas registered Non-Profit 501(c)3
- U.S. Treasury certified Community Development Financial Institution (CDFI)
- SBA microloans to $50,000
- SBA 7a CA loans up to $250,000
- Loans to small businesses, nonprofits and startups up to $350,000
- Commitment to economic and social inclusion for Texas small business owners
Why We Lend to Veteran Businesses

- Honorably served our nation
- 2 times more likely to be an entrepreneur than general population (1/7 vs 1/14)
- Nike, FedEx, Chick-fil-A, Little Caesar’s

Characteristics
- Dependable
- Team player
- Goal/Mission oriented (24/7)
- Honor commitments
U.S. Veterans

U.S. has **21.4 million** veterans

- 6.1 Million Gulf War era I and II veterans
- States with >1 million or more veterans -> California (1.9m), Texas (1.8m), and Florida (1.6m)
- Veterans own **9% (2.4m)** of all U.S. Businesses
  - **$1.2 trillion** generated by these businesses
  - **5.8 million** employed by veteran owned businesses
- **8.7 million** veterans are age 18 to 64 in the labor force
- Initial source of capital -> Personal or family savings **(61.7%)**
Texas Veterans

Texas has **1.76 million** veterans
8.6% population

- 572,355 Gulf War Era I and II veterans
- Over 50% of veterans live in 10 Texas counties
- In next 10 years, **35,000 new veterans annually**
- 878,060 working – **90,208 (10.2%) self employed**
Veteran Entrepreneur Challenges

- Frequent moves PCS/TDY – $$$
- Most are startups
- Limited capital
- Collateral shortfall
- Some credit challenged
PeopleFund Partners for Veterans

- President & CEO – Vietnam combat veteran
- Partner with existing organizations
  - Governor’s Office – Texas Economic Development Bank
  - Texas Veterans Commission
  - Veteran Business Outreach Center
  - SBA, SBDC’s, SCORE
  - VetFran (IFA)
- Today $3 million+ in loans to veterans
- Another $1 million+ each year
Capital Support to PeopleFund for Veterans

- USAA Federal Savings Bank - Grant
- Capital One – 1% Interest Rate Loan
- State of Texas – 0% Interest Rate Loan
- Meadows Foundation - Grant
- Oryx Foundation - Grant

People VET
PeopleVET Eligibility

- Military active duty
- Retired Military
- Honorably discharged veterans.
- Military spouses
- Texas resident
- Active Duty – Military ID
- Retired or discharged – DD214
PeopleVET Training Program

- Ideal Program for Start-Ups
- Partner with Small Business Development Centers
  - Regional SBDC – Dallas, San Antonio, Houston, Lubbock
  - 66 SBDCs in Texas
- Three Month Program
  - Use PeopleFund Curriculum
  - 12 Contact Hours
  - 2 hours every other week
- Program Graduates
  - 5% Interest Rate
  - Eligible for $20,000 loan or more
PeopleVET Curriculum

- Business Planning
- Budget & Projections
- Profit & Loss Statements
- Balance Sheet Statements
- Cash Flow
- Perfecting your Pitch
# Loans to Veterans

<table>
<thead>
<tr>
<th>Veteran Loans Originated</th>
<th>2012-2013</th>
<th>2014</th>
<th>2015 YTD</th>
<th>Total</th>
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<tbody>
<tr>
<td>#</td>
<td>22</td>
<td>32</td>
<td>26</td>
<td>80</td>
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<tr>
<td>$</td>
<td>$851,300</td>
<td>$1,135,360</td>
<td>$1,349,590</td>
<td>$3,336,250</td>
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<table>
<thead>
<tr>
<th>Use of Funds (2012-2015 YTD)</th>
<th>#</th>
<th>%</th>
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<tbody>
<tr>
<td>Asset Purchase</td>
<td>12</td>
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<tr>
<td>RE Acquisition</td>
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<tr>
<td>Start-up Capital</td>
<td>31</td>
<td>39%</td>
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<tr>
<td>Working Capital</td>
<td>36</td>
<td>45%</td>
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<tr>
<td>Total</td>
<td>80</td>
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PeopleFund Salutes You

THANK YOU FOR YOUR SERVICE