

National Veterans Entrepreneurship Program (VEP)

Overview

The VEP is designed for veterans with service-connected disabilities who are either aspiring entrepreneurs or in the early stages of launching a venture and looking to achieve financial independence through the creation of a sustainable venture and small business ownership.



Problem & Solution

Problem

2008

A record # of Veterans with serviceconnected disabilities were returning from overseas and the economy was at an all-time low.

The veteran unemployment rate was higher than the national average.

Lack of education and/or disability was the most cited barrier.

Lack of financial resources hindered continuing education.

Solution

National Veterans Entrepreneurship Program (VEP)

Free education in entrepreneurship/small business ownership, providing an alternative to traditional employment.



VEP Consortium



Oklahoma State University **2009**



University of Tennessee at Chattanooga **2012**



University of Florida **2014**



Program Structure

Designed around **TWO** central elements.

- 1. Focused, practical training in the tools and skills of new venture creation and growth.
- 2. Establish a support structure for graduates of the program.

Eight months, Three Phases

Phase One	Phase Two	Phase Three		
Concept Development/Self-Study	VEP Bootcamp	Advising and Venture Development		
Initial five-weeks	Eight-day residency	Five months of ongoing advising		
Online discussion & assessment model	Intense, rigorous, and demanding	Feedback specific to ventures		
Weekly topics, deadlines	"Nuts and bolts" starting or expanding business	Extended hands-on learning		
Group introductions	Experiential workshops and lessons	Resource access		

Saturday Feb. 22	Sunday Feb. 23	Monday Feb. 24	Tuesday Feb. 25	Wednesday Feb. 26	Thursday Feb. 27	Friday Feb. 28	Saturday Feb. 29
DECIDENCY DECING	Breakfast - Hotel	Breakfast - Hotel	Breakfast - Hotel	Breakfast - Hotel	Breakfast - Hotel	Breakfast - Hotel	Breakfast - Hotel
RESIDENCY BEGINS WITH REGISTRATION	(7 0 AM)	(7—8AM)	(7 OATT)	(7 OAM)	(7 8AM)	(/ 8AM)	(7 - 0AM)
OPENING AT 1 PM	SU 416 (8:30-10AM)	SU 416 (8:30-10AM)	SU 416 (8:30-10AM)	SU 416 (8:15-9AM)	SU 416 (8:30-10AM)	SU 416 (8:30-10AM)	SU 412 (9 – 10:45AM)
(Atherton Hotel)	Personality Workshop Tom Westbrook	Feasibility Kyle Eastham	Creative Experiences Jonathan Butler	Military vs Civilian Communication Marc Tower	Understanding Financial Accounting Roy Martin	Veteran Entrepreneur Lending through Community Development Financial Institutions (CDFIs)	Final Pitch Work
				SU 416 (9-11:00AM)		Grant Bennett	
				<mark>Negotiations</mark> Andy Urich			
	Break (10 – 10:15AM)	Break (10 – 10:15AM)	Break (10 – 10:15AM)	Break (11 – 11:15AM)	Break (10 – 10:15AM)	Break (10 – 10:15AM)	
	SU 416 (10:15 – 11:45AM)	SU 416 (10:15 – 11:45AM)	SU 416 (10:15 – 11:45AM)	SU 416 (11:15AM – 12:30PM)	SU 416 (10:15 – 11:45AM)	SU 416 (10:15 – 11:45AM)	
	Personality Workshop Tom Westbrook	Lean Model Canvas & Workshop Kyle Eastham	Customer Discovery Jonathan Butler	Unit Value Proposition David Thomison	Ideation Tom Westbrook	The Veteran Advantage & Resources Sue Malone	
Lunch – Panera Bread (1:30 – 3PM)	Lunch – Louie's (NOON – 1PM)	Lunch – BWW (NOON – 1PM)	Lunch – Jersey Mike's (NOON – 1PM)	Lunch – Pizza Hut (12:30 – 1:30PM)	Lunch – Chick-fil-A (NOON – 1 PM)	Lunch – Meditations Riata Center	Lunch – Celebrations (10:45 – 11:15AM)
,	SU 416 (1 – 2:30PM)	SU 416 (1 – 2PM)	SU 416 (1 – 2:30PM)	SU 416 (1:30 – 2:45PM)	SU 416 (1 – 2:30PM)	(NOON - 1:45)	SU 412 (11:30AM – 2:30PM)
	First 100 Days Bruce Barringer	The Idea of Failure Kyle Eastham	Operations Marc Tower	Organizational Structure Marc Tower	Financing Made Easy Sue Malone	Lunch & Learn/Guest Entrepreneur Mike Burns	Round One Poster Competition
		SU 416 (2 – 2:30PM)		Marc Tower			
		Student Team Presentations					
	Break (2:30 – 2:45PM)	Break (2:30 – 2:45PM)	Break (2:30 – 2:45PM)	Break (2:45 – 3PM)	Break (2:30 – 2:45PM)	Break (1:45 – 2PM)	
SU 416 (5 – 6PM)	SU 416 (2:45 – 4PM)	SU 416 (2:45 – 4PM)	SU 416 (2:45 – 4PM)	SU 416 (3 – 4:15PM)	SU 416 (2:45 – 4PM)	Riata Center (2 – 3PM)	SU 416 (2:45 – 4:15PM)
VEP Welcome/Introduction Chad Mills	Guest Entrepreneur	Marketing Your Venture Kevin Voss	Scaling Your Venture Justin Hazzard	Building A Team/HR Bryan Edwards	Financing Small & Family- Owned Businesses Matt Rutherford	Phase II Recap & Phase III Intro Chad Mills & Sarah Teague	Final Six Pitches
6:30 - 8:30PM	5 – 6PM	SU 416 (4-5:15PM)	SU (4PM - 5:15)	SU 416 (4:15 – 5:15PM)	SU 416 (4 – 5:15PM)	SU 416 (3:45 -6PM)	
Opening Reception	Private Time/Optional	Pitch & Poster Preparations	Pitching	Pitch & Poster Preparations	Social Media	Visit Iron Monk Brewery –	6 – 9PM
ConocoPhillips OSU Alumni Center	Church Service		Richard G <mark>a</mark> jan	·	Kris Murray	Local Entrepreneurs Group Outing	CLOSING AWARDS CEREMONY
	Dinner (6 – 7PM)	Dinner (6 7PM)	Dinner (5:30—6:15PM)	Dinner & Packethall Game	Dinner (6 – 7DM)	Dipper (6:15 – 7:15PM)	ConocoPhillips OSU
	Olive Garden at Spears Business	Rib C at vars I inc	Fuz s T Shop siness	at Gallagh Iba Ar	Barr er' pus	ad Brad's BBQ at the Business	Alumni Center
			Event: Daymond John (Shark Tank)				
Hospitality Room	Hospitality Room	Hospitality Room	Hospitality Room	Hospitality Room	Hospitality Room	Hospitality Room	Hospitality Room
8:30 – 11:30PM	7:30 – 10:30PM	7:30 – 10:30PM	7:30 – 10:30PM	7:30 – 10:30PM	7:30 – 10:30PM	7:30 – 10:30PM	9 – 11:30PM

Program Eligibility & Cost

Eligibility

Have separated from active-duty service (or are in the process) with an honorable discharge.

Preference is given to applicants who are identified as disabled by the Veterans Administration based on a service-connected disability.

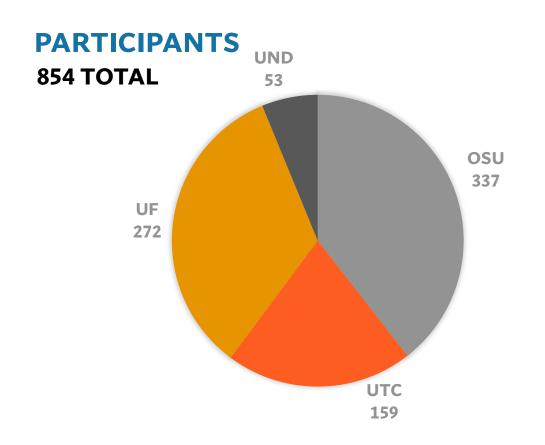
Demonstrate intense motivation to start or grow a business.

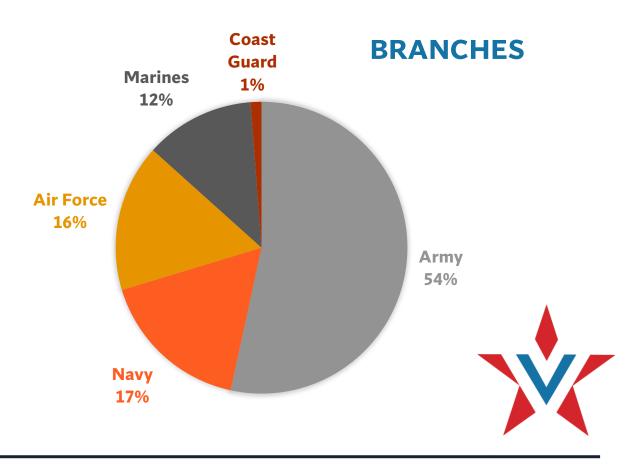
The VEP is completely *FREE* to all veterans accepted into the program. Costs are underwritten by the SBA, sponsors, and private donors. The cost for one accepted veteran is approximately *\$5,000*.

Acceptance on a rolling basis



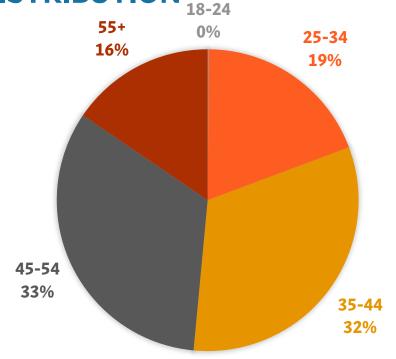
Program Statistics



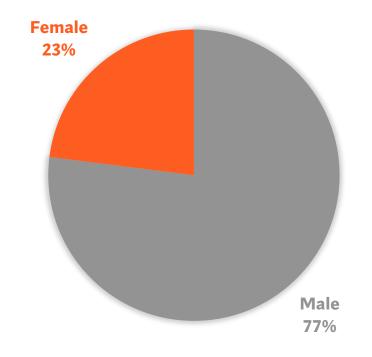


Program Statistics

AGE DISTRIBUTION

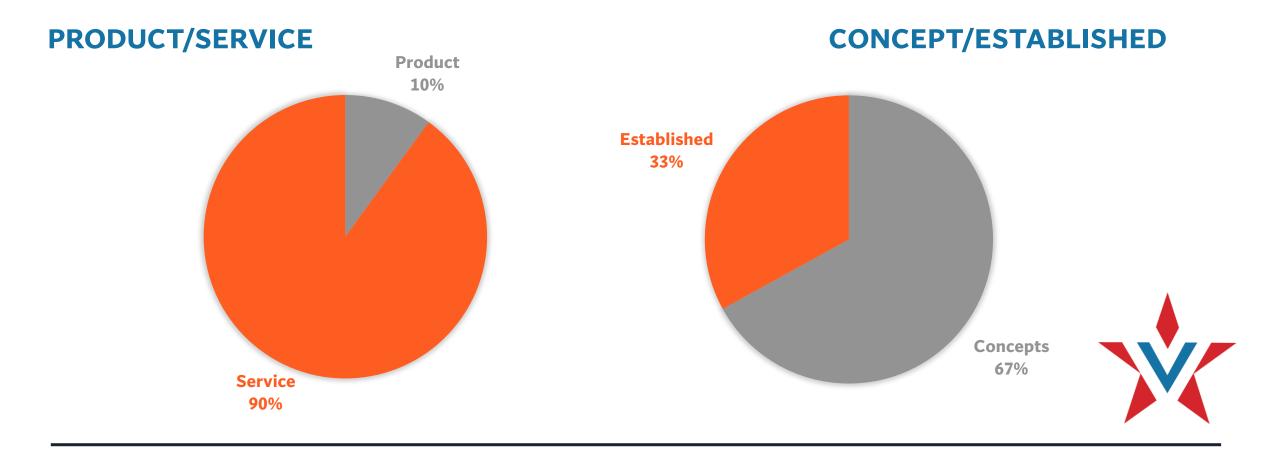


GENDER DISTRIBUTION





Program Statistics



VEP Outcomes

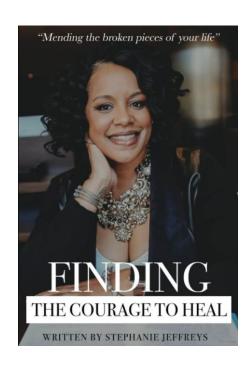
UTC

46% of Graduates Launched Businesses

400+ Jobs Created, 35% are Veterans

\$13.6m of Capital Acquired

\$121m Total Revenue



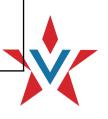
OSU

52% of Graduates Launched Businesses

175 Experienced Sustained Growth

36 Employed Other Veterans

16 Exceeded \$1m Revenue



VEP Businesses Launched

Catering & Cooking School

Accounting Services

Mental Health Care

Food Truck

Woodworking

Welding & Fabrication

Trucking/Logistics

Software Development

Cyber Security

Winery & Brewery

Bed & Breakfast

Local Goods Market

Charter School

Security & PI Services

CBD Distribution Co.

Composting Services

Architecture Firm

HVAC Services



Frequently Asked Questions

FAQ		
Do I need a college degree to participate?		
Can veterans' spouses and dependents apply?		
Is this program only for the local community?		
What about travel costs?		
Can I bring my spouse with me to Bootcamp?		
Are members of the National Guard eligible?		
Can you accommodate my special dietary needs?		
Do I need a business plan when I apply?		
How many spaces are available?		



The VEP is Growing!

New Programming is Coming

Fall 2024
VEP Consortium Entrepreneurship
Conference

Spring 2025
OSU First Female Cohort





How to Apply







Application Deadline **December 10, 2023**



Application Deadline February 1, 2024



Application Deadline April 30, 2024



Thank You! Q&A

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