



**Founders First**  
CAPITAL PARTNERS

## Success Stories

### CASE STUDY: VETERANS SECURITY OPERATIONS

Veteran-owned security firm in Washington has goals to expand operations nationally through steady growth.



“It was imperative to seek funding so we were able to better equip our veteran workforce with the tools needed to be successful and update our fleet of vehicles so those on patrol are fully protected.”

**Christian Tomlinson**  
**Chief Operating Officer**  
**Veterans Security Operations**

### THE PROBLEM

The firm realized their armed and unarmed security personnel needed additional protection and training to meet the demands of the job. As well, growth capital was desired to meet company goals of expanding nationally and offering competitive pay to ensure retention.

### THE SOLUTION

Founders First invested in Veterans Security Operations through a term loan in December 2022, giving them the capital needed to purchase new security vehicles and boost morale through additional security training.

### THE END RESULT

Since Founders First invested, Veterans Security Operations has been able to phase in more secure vehicles and held training. Despite the COVID-19 challenges many businesses faced, the company flourished and capitalized on market need with plans to grow 25-30% in 2023:

- **Offering competitive pay**
- **Held additional security training**
- **Purchased retired police vehicles**

### WHAT THIS MEANS FOR YOU

Term loans are a good fit for your security business:

- **Profitable, break-even or on the clear path to profitability**
- **Recurring or predictable revenues or repeatable customer contracts**
- **Seeking \$50k to \$2M in growth capital**

Interested in pursuing term loans or revenue-based financing for your veteran-owned company? Send us an email at [rbfinfo@flstcp.com](mailto:rbfinfo@flstcp.com).