

Small Business Bootcamp

March 11-13, 2025



Raising Capital

Spark
GROWTH

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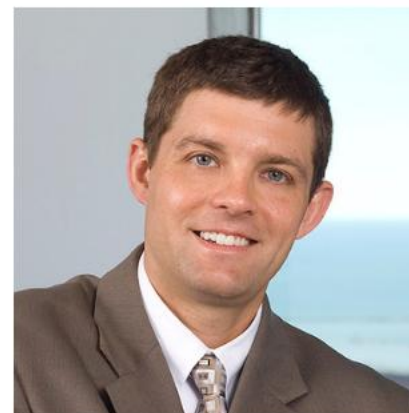
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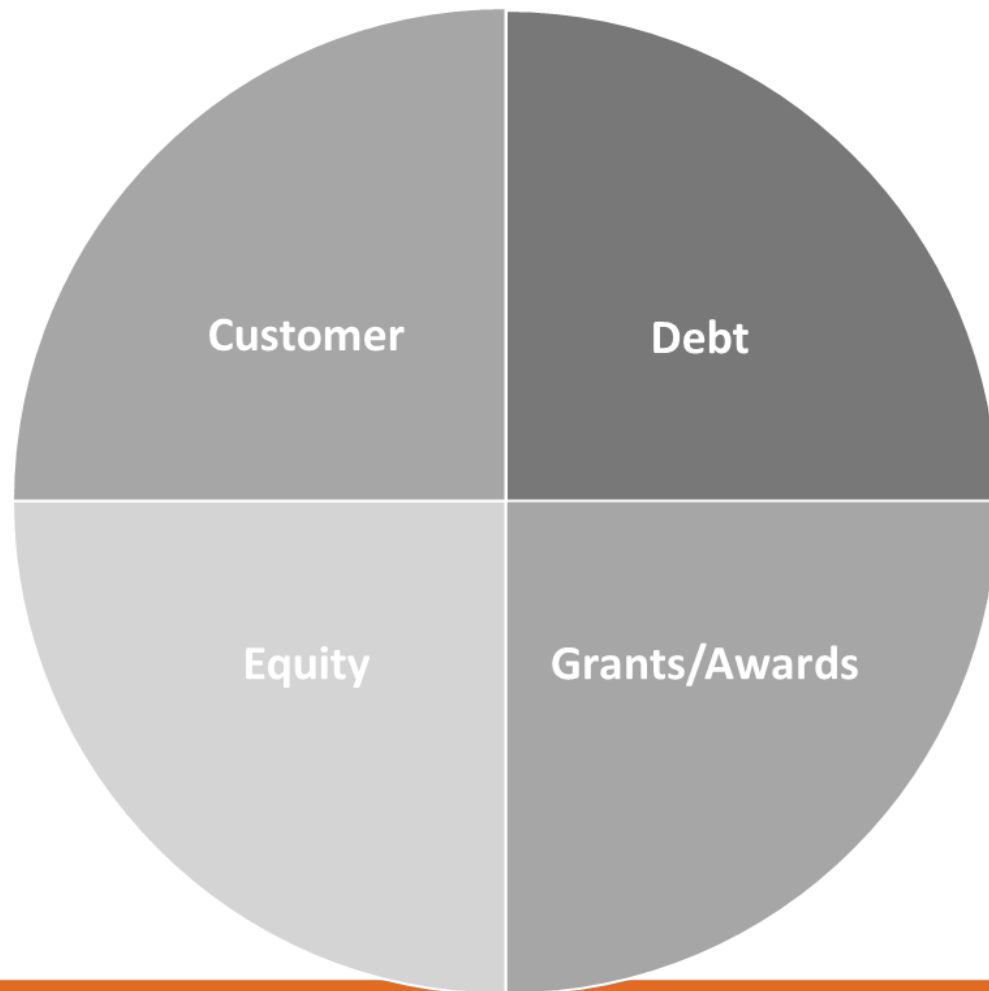
Will You “Really” Need Funding?

Raising capital is tough. If you will need funding, cash flow buys you time to survive until you make it.

Customers are Good: Go lean and bootstrap when possible.

Think dual-use: Government and Civilian prospects have different acquisition timeframes that could provide stability together.

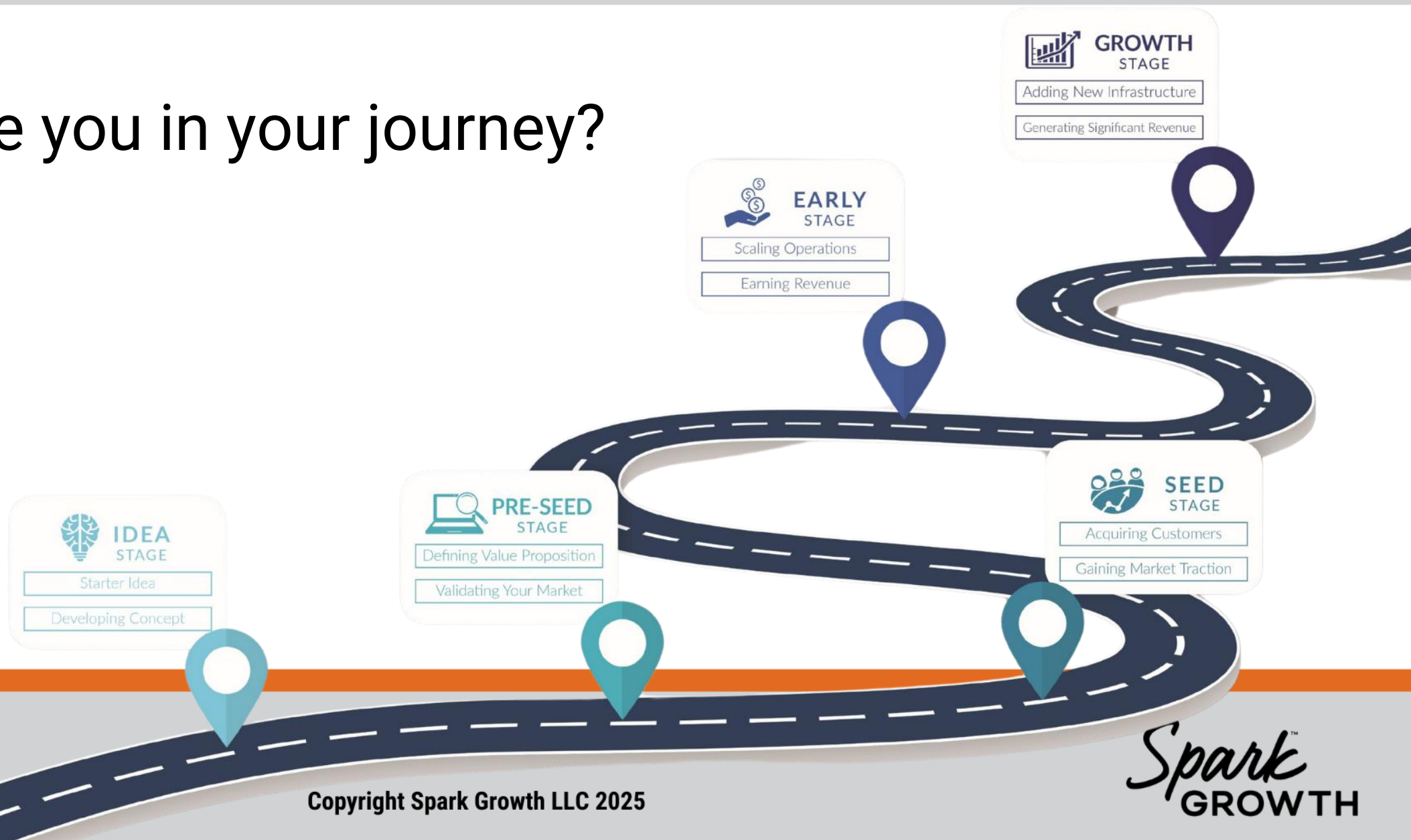
Debt, lines of credit, and factoring may be options.



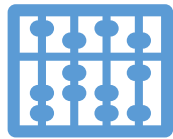
Where are you in your journey?



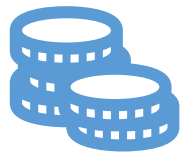
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Ask Better Questions, Get Better Answers



What systems and process will need to be in place or growth



What will you need in financial/business model



What will be required in your legal structure



What are your capital options

Raising Capital – Subjective Timeline

Raise: \$500K \$1-2M \$2-5M \$5-15M <\$25M >\$50M

Time: 0 1.5 yrs 3 yrs 5 yrs 7 yrs 10 yrs

Series: R&D Seed Series A Series B,C Series D Exit

Stage: Idea Start-up Early Expansion Later IPO

Source: Self,
F&F,
SBIR,
STTR F&F,
Angels Angels,
Venture
Capital Venture
Capital,
Strategic
Partners Mezzanine I-Banks

***Welcome to the Mix Foundations, Family Offices,
Corporate Innovation and Diversity Funds***

Terms of the Deal: Vocabulary

Terms of the Deal | Resources | Taft Stettinius & Hollister LLP

<https://www.taftlaw.com/resources/terms-of-the-deal/>



Stories & Questions: When it Works and When it Doesn't



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