

Business Growth Stages, Private Financing Sources & Business Event Table©

<u>Business Growth Stages</u>	<u>Private Financing Sources</u>	<u>Typical Funding Amount</u>	<u>Business Event</u>
Seed	Self-Funded or Friends and/or Family	\$10,000 - \$100,000	Initial operations stage of the company, where the founder is still fleshing out the proper business model or the product concept. Funds are needed, at least, to keep things moving forward until a concrete business strategy can be developed and implemented.
Start-Up	Business Angel	\$250,000 - \$1,000,000	The company starts to take shape: A few dedicated/committed individuals utilize their skills, experience, and knowledge, combined with limited resources, work together to build and test a product prototype. The company's business strategy is starting to take shape.
Growth & Expansion	Bank Business Angel Venture Capital Small Business Investment Companies (SBICs)	\$250,000 – \$5,000,000	The company begins to produce and sell small quantities of the final product to an identified targeted market. Funds are needed to keep the organization going until it can either reach a break-even point and/or establish a solid foothold in the marketplace. The company is producing and shipping products on a regular basis. Market acceptance for the product is rising steadily. However, more cash is needed to support growth. The company is stable, profitable and expanding. Cash is needed to sustain growth.
Mezzanine	Private Placement Investment Bankers	\$10,000,000 – Multi-Millions	The company is a year or eighteen months away from going public through a Initial Public Offering (IPO), or positioning itself as an acquisition candidate.

Learn more about the four different types of private financing sources, Banks, Business Angel, Venture Capital and Small Business Investment Companies, and how to access them in Eighteen Ventures' publication, ***Raising Money For Your Company: Private Capital Funding Sources©***.