

DEFINITIONS OF CATEGORIES OF FUNDING

Please use the following funding types when describing your sources of funding on the next page.

Category	EQUITY INVESTMENTS
Sweat Equity	Estimated value of uncompensated labor.
Personal/Mgt Team	Personal funds and those from the development team.
Informal Equity Investment by friends and family	Equity investment from friends and relatives who are not associated with formal investment organizations and who are not professional private investors. May involve distribution of private stock.
Venture Capital	Equity investments from formal venture capital organizations. This includes funding from SBDICs and venture partnerships developed to invest in the technology, as well as professional or sophisticated private investors.
Public Stock	Public stock offerings.
Federal R&D Contracts & Grants other than the ERIP grant	Federal R&D contracts and grants, such as SBIR, DOE, DOD etc. This does not include the grant you got from the Energy-Related Inventions Program.
State & Local Grants & R&D Contracts	Grants and R&D contracts from State and local agencies.
Retained Earnings from Sales	Reinvested profits from sales. This is that portion of profits from sales that is reinvested in the company.
Other Equity	Equity funding from other sources, e.g., preferred stock subordinated debentures.
Category	DEBT INVESTMENTS
Supplier and Customer Credit	Trade credit from suppliers and Work-in-Progress payments from customers.
Banks	Commercial bank loans. This would include long-term loans to cover development costs, real estate purchases, etc., as well as short-term loans to cover inventory, etc.
Federal, State, & Local Guaranteed Loans	Loans guaranteed by State, local, and Federal agencies, including loans guaranteed by the Small Business Administration.
Informal Debt Investment	Debt investment from friends and relatives who are not associated with formal investment organizations.
Other Debt	Debt funding from any other source, e.g. operating or capitalized leases.