



REQUIRED FORMAT FOR PROPOSALS TO THE MESA GRANDE BUSINESS DEVELOPMENT CORPORATION

In order to give fair consideration to any project proposals submitted to the Board, it is necessary to ensure that we have some essential information. Proposals should be submitted in presentation form, with 15-20 slides saved in PDF format.

The BDC will give preference to projects in three primary areas of development interest: 1) Rural tourism development; 2) Renewable energy development; 3) Community-based agriculture. The BDC will NOT consider proposals involving the production or sale of cannabis, or the production and/or slaughter/processing of livestock.

- I. Project Summary Statement
 - Summarize the proposed project in one or two complete sentences.

- II. Company
 - Company Name
 - Company Website URL
 - State or Tribe of Incorporation
 - Key Project Contact (Name, phone, email)
 - Current federal contractor?

- III. Company's Products/Services
 - Describe product(s)/service(s) currently offered by the company
 - Pricing
 - Sales/distribution model
 - Primary markets
 - Market share
 - New products/services under development

- IV. Management Team/Leadership
 - Founders and Senior Management
 - Board of Directors/Advisors

- V. Financials
 - Profit & loss
 - Balance sheet (incl tangible & intangible assets)
 - Cash flow
 - Capitalization table (ownership analysis/equity)

- VI. The Proposed Deal
 - Start-up?
 - Acquisition?
 - Product Marketing and/or Distribution?
 - Franchise?
 - Other?