

Austin Foodshed Investors New Venture Engagement Checklist



The information here is intended to provide small business owners information regarding the criteria and information required to be considered by Austin Foodshed Investors (AFI). This checklist is intended to be a general guideline and is not a hard and fast set of rules. AFI works with all kinds of companies, as long as they can demonstrate their ability to strengthen our local economy or food security therein.

QUALIFICATION CRITERIA:

Region

- Located in, source from and/or serve members of the greater Austin, Texas area (Travis, Williamson, Hays, Blanco, Caldwell, Burnet, Lee, Bastrop) or its Foodshed.

Business Type

- "For-profit"
- Post revenue
- Small – less than 50 employees or \$10M in sales

Impact

- Have mission and practices of "impact/sustainability" in your DNA: good, clean, fair
- Local sourcing; fair wages; fair working conditions; care of the commons

Industry

- Food; farming; ranching; distribution; CPG; retail; restaurant; food tech; water; timber/fiber

Maturity

- Established companies with the opportunity to grow both business & impact of business
- Early stage, established businesses with paying customers or contracts
- Start-up management teams with significant experience, a great product and great plan

Use of Funds

- Equipment, special projects or well defined milestones
- Growth in current product lines, creating additional product lines or new sales channels
- Capital projects to reduce expenses; create efficiencies; improve quality; enhance impact
- Operating capital to support/meet existing market demand

ITEMS NEEDED AT TIME OF ENGAGEMENT:

Bootstrap+ Documents

- Clearly defined milestone trying to be attained through the raise of capital
- Operational Plan showing key steps to be taken to achieve the milestone identified
- Financial Plan tied to Operational Plan showing financial requirements to achieve milestone
- Intellectual Plan listing key expertise – intellectual capital – required to achieve milestone
- Clear definition of impact company has/will have in our community at milestone

Other Documents

- 5-year P&L (2 historical, current and 2 year forecast); Balance Sheet; Cash Flow Statement
- Company formation, operation and governance documents

If the company is determined to be a good fit for AFI, we will ask the company to apply via our website and we can begin working through our process. We do not take companies in "cohorts" or "rounds". We work with companies as they apply and treat each company as the unique opportunity that it is. We offer Small Batch Capital.

Questions, please contact Jarred Maxwell at: 512-827-7471 or jarred@austinfoodshedinvestors.com