

SAMPLE EXECUTIVE SUMMARY

Management:

- Rhys L. Williams, CEO
- Jessica Beaver, CTO
- Megan Moore, COO
- MK Morales, CFO

Key Advisors:

- Phil Voluck, Ph.D.
- Bridgette King, Ph.D.

Corporate Structure:

- Minority
- Woman Owned
- Public, 5013C

Industry:

- Startup High Education

Number of Employees:

- FTEs = 5

Capital Request:

- \$2,000,000

Current Investors:

- State of Florida
- FAU/Donors

Use of Funds:

- Establish critical business infrastructure
- Staff expansion
- Expansion
- Programming

Innovators in Startup Higher Education: FAU Tech Runway creates entrepreneurs and launches businesses. The hub supports, educates, mentors and funds startup from ideation thru venture funding.

Company Background: FAU Tech Runway was formed in late 2014, by founders Dennis Crudele and Kimberly Gramm to fulfill a need in the marketplace to provide much needed resources to entrepreneurs and create a culture of innovation at FAU to benefit the economy.

Problem/Solution: The community and the state of Florida are known for primarily the hospitality and healthcare industries. In addition, the state of Florida does not attract funding, institutional funding, and angel funding to support the startup community. FAU Tech Runway funds \$25,000 grants to approximately 8-10 companies per year. The focus is to educate the youngest minds on campus, create awareness in the investment community, and stimulate innovative minds to commercialize their ideas. FAU Tech Runway is a catalyst to support innovation and inspire the next generation of entrepreneurs in south Florida to solve big problems and create new markets.

Market: In 2016, the entrepreneur index is ranked number two in south Florida second to Austin, Texas for the number of entrepreneurs per 100,000 residents. The market is high volume and underperforming because of the reduced investment funding the state of Florida receives to date. {The logo should illustrate financials or market, TR logo is a place holder.}



Technologies: The Tech Runway logo is trademarked and should not be used without permission. This segment should describe the technology associated with the business and its current status.

Competition: In this area clearly describe who your competition is and what they are or aren't doing to solve the problem listed above.

Business Model and Distribution Channels: Describe WHO your customer is and the revenue model. Clearly state how the business makes money, be concise.

Financial Summary: Snapshot

Financials (\$000's)	FY15 Fcst	FY16 Fcst	FY17 Fcst	FY18 Fcst	FY19 Fcst	FY20 Fcst
Revenue	\$ 397	\$ 3,708	\$ 4,596	\$ 8,372	\$ 19,686	\$ 32,981
EBITA	-\$ 86	-\$ 990	-\$ 841	\$ 176	\$ 4,906	\$ 11,905
EBITA %	-22%	-27%	-18%	2%	25%	36%