Money To Invest

Bob Martin
We do **three things:**

1. We **fund**;
2. We **grow**;
3. We **connect**.
Our Elevator Speech:

We **fund** Maine entrepreneurs and companies who engage technology to develop innovative products and **connect** them to resources to help them **grow** profitable enterprises.
$94 million portfolio.
Our Suite of Opportunities

- Tech Start Grants
- Seed Grants
- Development Loans
- Equity Capital Investments
- Cluster Initiative Program
Tech Start Grants: $5,000

- Offered monthly.
- Intended for small projects that lay basic business groundwork for future technology-based ventures;
  - Business Plan Development
  - Market Research
  - IP Filings
  - Assistance with SBIR/STTR Phase I applications.
- Limited to 6-month projects; one 60-day extension.
- May not exceed two within 12-month period.
Seed Grants: ↑ $25,000

- Offered 3x per year.
- Intended for early-stage, specific R&D projects that will:
  - Lead to commercialization; or,
  - Lay groundwork for securing additional capital.
- Projects limited to 12-month duration.
- Limits: Organization or Principal Investor:
  - Can’t exceed $50,000 for one technology;
  - Can’t exceed $50,000 in a 24-month period.
Development Loans: $30,000 to $500,000

- Offered 3x per year.
- Funds R&D projects that lead to commercialization.
- Terms vary by applicant type.
- Requires repayment and may be secured by equipment or IP.
# Development Loans

<table>
<thead>
<tr>
<th>Applicant Type</th>
<th>Description</th>
<th>Funding</th>
<th>Repayment Terms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Academic or Research Institutions</strong></td>
<td>Institutions must have a realistic expectation that research will be commercialized or further developed by a partner or licensee.</td>
<td>$30,000 - $100,000</td>
<td>Percentage of license fees accrue to MTI until loan is paid.</td>
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| **Start-Up or Early Stage Company** | • Founded < 5 yrs. Ago;  
• Little or no revenue;  
• No completed capital raise >$250k  
• Inexperienced entrepreneur or team | $50,000-$250,000* | Must repay within 7 years of commercializing:  
• 0% interest if paid within 3 years;  
• After 3 years, balance increases 30% and 10% annually thereafter. |
| **Established Corporation**      | • Founded > 5 years ago;  
• $1M in annual sales;  
• Completed capital raise >$500k | $50,000-$500,000 | Subordinated 5 year note at project inception.  
• 5% interest rate  
• Deferred payments of 3-5 years |

*Note: Additional conditions or restrictions may apply based on individual case evaluations.
Equity Capital Investments

• Offered on an on-going basis.
• Available only to prior MTI & SBIR/STTR awardees (no TechStart).
• Provides support in attracting initial early-stage outside investment necessary to grow the company.
• Either equity or convertible debt.
Required.

- Maine organization.
- Intent to commercialize.
- Fits into sectors.
- Strong economic impact.
- Matching funds.
The Seven Sectors.

- Biotechnology
- Composites & Advanced Materials
- Environmental Technologies
- Forest Products & Agriculture
- Information Technology
- Marine Technology & Aquaculture
- Precision Manufacturing