Finance Worksheet B

Stage B: Production

Funding

This round, my company raised funding from

- ☐ VC

  (and/or)

- ☐ Bank loan

VC:

$_______BB for ______ (# of shares)

(and/or)

Bank loan amount:

$_________BB at 10% interest

Shares of Stock

	from after Stage A	
− *(minus)*	# sold in Stage B	
=	**Total** *on hand*	

Cash Flow

Cash In	
Stage A cash on hand	$ BB
VC, round 2	$ BB
Bank loan	$ BB
(other)	$ BB
(other)	$ BB
(other)	$ BB
(other)	$ BB
Total Cash In	$ BB

− *(minus)*

Cash Out	
(BizMart)	$ BB
(BizMart)	$ BB
(BizMart)	$ BB
rent	$ BB
salaries	$ BB
interest	$ BB
(other)	$ BB
Total Cash Out	$ BB

=

Stage B Cash *on hand*

$ BB

Review

1. What is the difference between getting **funding from the VC** and taking out a **bank loan**?

2. Why should a company come up with a strong **production strategy**?

3. What factors affect a company's **pricing structure**?