

Worksheet — Funding & Milestones Planning

Use this worksheet to map out the critical steps that will make your company more attractive to funders and guide your resource allocation. Be realistic, specific and focused on activities that reduce risk and add value.

Step 1: Define Your Next Three Milestones

Think about what achievements would make your company significantly more valuable to investors, partners or customers

Milestone	Description	Why It Adds Value	Estimated Timeline

Step 2: Estimate Funding Needs

For each milestone, calculate the cost of reaching it. Consider research, prototyping, regulatory prep, IP and team needs.

Milestone #	Estimated Cost	Major Cost Drivers (ex. Lab work, regulatory, personnel, etc.)

Step 3: Identifying Potential Funding Sources

Match milestones with realistic funding options for your stage (ex. Grants, Angel Investors, seed VC, strategic partnerships, local grants)

Milestone #	Funding Source(s)	Pros	Cons

Step 4: Build A Value Proposition Statement

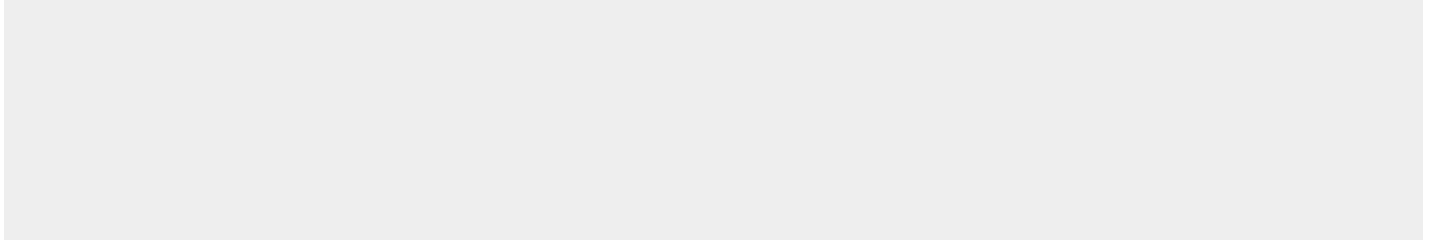
Create a one-sentence statement for each milestone linking funding -> milestone -> value creation.

Template: "With \$[X] in funding, we will achieve [milestone], which will [reduce risk/increase value] and position us for [next funding round/partnership/market step]."

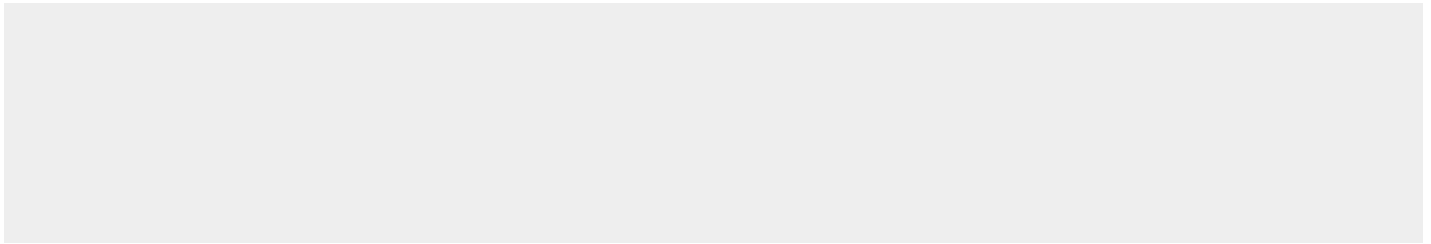
- "With \$500K in SBIR funding, we will complete animal proof-of-concept studies, reducing technical risk and preparing for a pre-IND FDA meeting."
- "With \$1M in seed funding, we will develop a functional device prototype and generate first-in-human safety data, paving the way for Series A investment."

Step 5: Reflection Questions

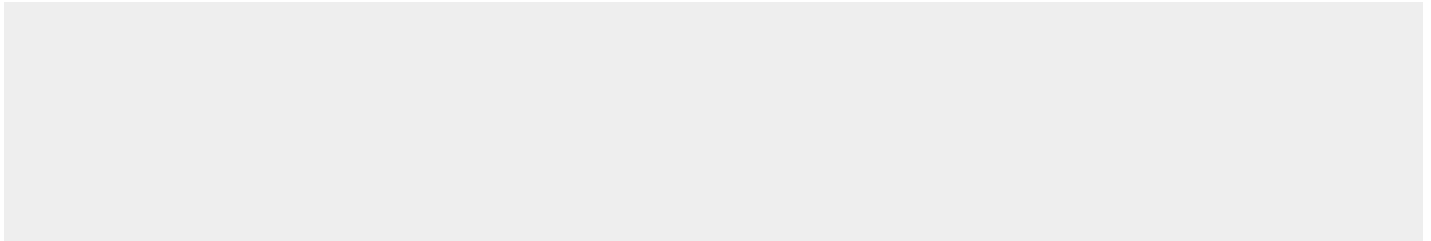
1. Which milestone is the most critical for advancing your company right now?



2. Are you aligning your funding ask with milestones that investors will find compelling?



3. If funding is limited, which activities could you prioritize or stage over time?



4. How do your milestones prepare you for the next funding round?

