

AROOSTOOK INVESTMENT EXCHANGE (AIX)

*Modeled after the Maine Investment Exchange (MIX),
founded and operated by Maine & Company since 1996*

Entrepreneur Application for Investment Opportunity Presentation

This application and questionnaire are intended to capture the principal characteristics of your venture. If you are selected to be a presenter, photocopies of your Executive Summary will be provided to attendees of the Aroostook Investment Exchange Entrepreneur's Forum.

Instructions:

This application requires the submittal of the following items:

1. Completed Application/Questionnaire should be mailed to AIX along with our application fee of \$50.00 (Checks only-payable to Aroostook Investment Exchange)
2. Executive Summary of your Business Plan in Accordance with the instructions on Page 3 of this Application form (*e-mail the executive summary in Microsoft Word for Windows format to dwalton@nmdc.org.*)
3. The business plan must be emailed to AIX preferably as a .pdf file. (dwalton@nmdc.org.)
4. Prepare a Cash Flow Statement spreadsheet with your historical (for existing companies) results for the last two years and the Cash Flow Forecast for the next three years, with the first year by month. (Please include this as an integral part of our business plan or an addendum to the plan)

Please Note: Companies selected to present at a AIX Forum will be required to pay an additional \$200.00 Payment will be required before the Forum.

Please give us the address at which you would like to receive correspondence:

Name: _____ Title: _____

Name of Business: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Telephone: _____ Fax: _____ E-Mail: _____

My signature below signifies my interest in presenting at the next AIX forum. If accepted to present, I agree to provide a two to three page executive summary to be used, in part or in total, at the AIX forum and on the AIX website.

Signature: _____

How did you first hear about the Aroostook Investment Exchange (AIX)? _____

Mail Your Completed Application to:

Aroostook Investment Exchange
11 West Presque Isle Road
Caribou, Maine 04736

AROOSTOOK INVESTMENT EXCHANGE

Entrepreneur Questionnaire Your responses to questions are critical to an investor's decision to seek further information or attend a AIX Entrepreneur's Forum. Please be careful how you answer all questions>

1. Which business or industry best describes your venture? Check no More than TWO.
 Agriculture/Fishing/Forestry Natural Resource
 Communications/Publishing
 Education/Training
 Fuel Dealers
 Financial Services/Banking/Insurance
 Manufacturing – High Tech Products
 Manufacturing – Industrial and Commercial
 Manufacturing – Consumer Products
 Medical/Health Care
 Real Estate/Construction
 Recreation/Tourism
 Retail Trade
 Service – Technology Related
 Service – Other
 Transportation
 Wholesale Trade
 Environmental
 Biotech/Pharmaceuticals
 Other: _____
2. Please indicate which category best describes your venture. Check ONE only.
 Seed/Start-up – Venture in the idea stage or in the process of being organized.
 First/Second Stage – Venture that has been organized and operating less than two years.
 Third Stage – Venture that has been in existence two to five years
 Established Firm #1 – Venture that has been operating over five years and needs capital to maintain growth.
 Established Firm #2 – Venture that is over five years old and in need of turnaround assistance.
3. Approximately how much capital do you need to fulfill your immediate plans?
\$ _____
4. Is there a minimum investment you would accept from any one investor?
Describe:

5. How much ownership are you willing to give up?
Describe:

6. Please indicate which of these groups you would like most to be matched with.
 Professional venture capitalists, corporations, other institutional investors.
 Individual investors
 Any of the above
7. Do you have a complete written business plan?
Yes ___ No ___
8. What are your actual sales and earnings before interest & taxes for the last 12 months?
Sales \$ _____
EBIT \$ _____
9. What are your projected sales five years after receiving the financing you seek?
\$ _____
10. How soon after financing will your operating cash flow reach a break-even point?
_____ month/Years
11. Would you be interested in management or technical assistance in any of the following areas?
 Marketing
 Production/Manufacturing
 Finance/Banking/Capital Formation
 Research and Development
 Human Resource Management
 General Management/Strategic Planning
 Other
12. Assuming that an outside investor's training and experience were appropriate, what role or roles could such an investor plan in management of your venture?
 No involvement other than reviewing reports and attending stockholder meetings.
 Representation on the Board of Directors
 Providing consulting help as needed and requested
 Work part-time with the firm
 Work full-time with the firm