

PROGRAM: Mesa Capital Ventures **Via Partner Organization**

AGENCY: Mesa Capital Partners

All information here was contained in a PowerPoint document which is property of Mesa Venture and was provided on a confidential basis. Any reproduction or distribution of this content, whole or in part, or the divulgence of any of its contents, without the prior written consent of mesa venture is prohibited.

DESCRIPTION: Mesa's mission is to "provide equity capital for business expansion, invest in, restructure, and grow small businesses in a 3-5 year investment cycle, and target industries and geographic areas underserved by other capital providers."

ELIGIBILITY: Early stage, underserved, small business sector
In New Mexico, there are

- 30,000 firms < 20 employees
- 5,000 firm births annually

STRUCTURE: Mesa Venture

- Focuses on cash flow generation sustainability where traditional venture focus on explosive, break-out opportunities,
- Targets 70% success rate where traditional venture look have 10 to 20% success rate, and
- Has a 3 to 5 year investment cycle where traditional venture have 8 to 10 year investment cycles.
- Mesa invests \$250,000 to \$500,000 in low-tech/no-tech manufacturing, service, and distribution.

QUALIFICATIONS/CRITERIA: For investment, Mesa looks for

- High potential small businesses
- Proven product and revenue
- A sizeable and dynamic market
- A competitive differentiation,
- An unrealized growth potential, and
- Multiple exit opportunities.

For more information, visit www.mesaventure.com or call (505) 428-2990.