

Presentation to  
Montclair State University  
Entrepreneurship Workshop CSAM

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# **Have an Idea? – Where to Start**

**Casabona Ventures, LLC**  
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Founder

Casabona Ventures, LLC

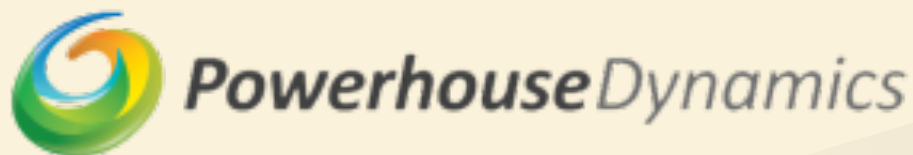
# Casabona Ventures LLC

New Jersey based Company providing business advice, strategic planning, and early stage investment capital to technology driven early stage companies.

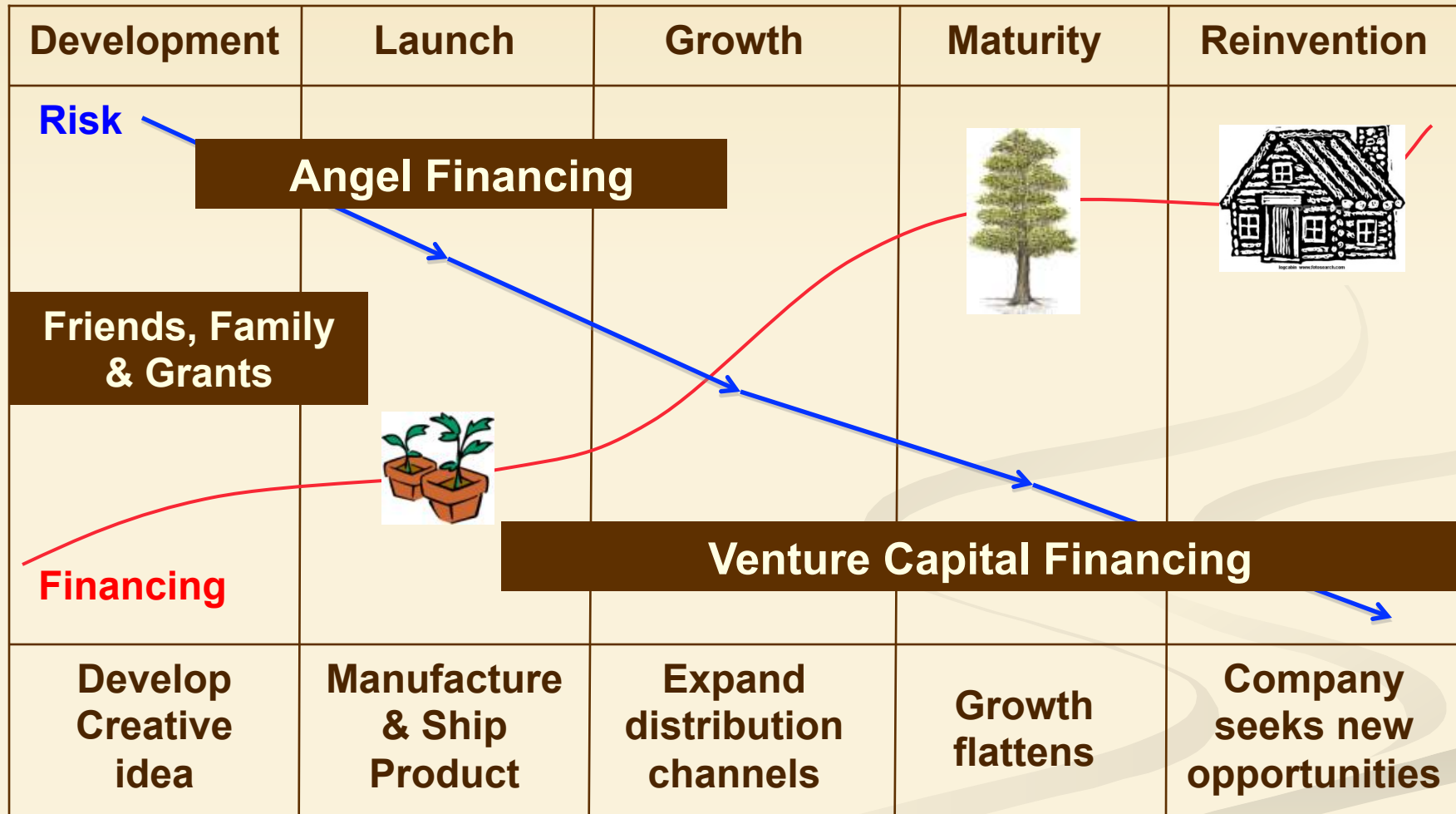
# Industry Experience

- 25+ Year Career in Defense Electronics Industry
- Electronic Engineer with 12 Patents issued.
- Industry experience at ITT, Raytheon, ERI, Honeywell
- Founder & CEO of Electro-Radiation Inc. (ERI)
- 1998 SBA National Tibbett Award winner
- 2004 sold ERI to Honeywell
- 2010 NJTC Financier of the Year
- Member IEEE, VANJ, NJTC, NDIA, AOC...
- Chairman, Jumpstart NJ Angel Network
- Board Member of For-Profit and Non-For-Profit Organizations
- Currently Angel Investor and Business Advisor

# Portfolio Companies



# Typical Company Evolution & Funding

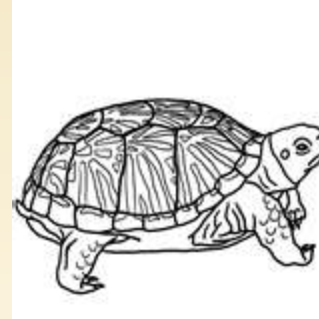


# Develop Creative Idea – Stage I

- Document your idea
- Research Internet for Uniqueness and for Competition
- Determine Cost to Build a Demo
- Is Idea Patentable?
- Generate a Business Plan
- Raise Seed Capital to Build Demo
  - Bootstrap
  - Shareholders (Seed Stage)
  - Loan

# Typical Funding Process

- Introduction to Investor
- Pitch to Investors
- Term Sheet
  
- Due Diligence Process
- Agreements
- Funding Begins
- Start Development, manufacturing,...
- Next Round of Financing
- Possible Exit in Sight



# Good Luck

Hope this helped.

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