Quarterly Report

As part of receiving funding or support from the MSU Entrepreneurship Center, you agreed to maintain and update milestones for your company's growth.

Quarter: ○ Jan-Mar (Q1) ○ Apr-Jun (Q2) ○ Jul-Sept (Q3) ○ Oct-Dec (Q4)

Year: ○ 2016 ○ 2017 ○ 2018 ○ 2019 ○ 2020 ○ 2021

Category: ○ Incubator Client ○ Startup Grant Awardee ○ eWeek Awardee

General Business Profile

Legal Business Name: _____

Contact First Name: _____ Last Name: _____

Email Address: _____ Phone: _____

Quarter-end Activity

Estimated values are permissible, but please be conservative if not using actuals.

Financial

[a] Mo. Revenue: $_____ *Total revenue over quarter, divide by 3*

[b] **Mo. Cash Burn:** **$_____** ***Total expenses over quarter, divide by 3***

[c] **Cash on Hand:** **$_____** ***Current cash balance(s)***

[d] Sales Pipeline: $_____ *Current value of all potential deals*

[e] Capital Invested: $_____ *Any new cash injected during quarter*

Customers

[f] Users / Clients Served: _____ *Number of customers served*

[h] Customer Conversations: _____ *Prospective customers engaged*

Milestone Achievements

List any major accomplishments your company had during the reporting period

1: _____

2: _____

Pain Points

List any struggles you are facing, so we can help find resources to assist you:

1: _____

2: _____