



## Student Division Application Form Questions

### Background Questions

1. Will your Business be located in the United States [Yes/No response]
2. Will your business be located in Monterey, San Benito, or Santa Cruz County? [Yes/No response]
3. Has your company been in operation for more than 2 years? [Yes/No response]
4. School, college, or university you are attending (You must be a current student to apply to compete in this division)
5. Company Website URL
6. Do you have any additional team members? If so, provide their name(s) and email(s).
7. How did you hear about the Startup Challenge?

### Your Business Model

8. Provide a brief description of your company, including the product/service you sell.
9. What is the customer problem you are solving? Who has the problem? Why is it important for them to solve it?
10. What is your solution (product/service) and how does it address the problem?
11. Who will your early customers be and why will they buy?
12. Who are your main competitors and what is your competitive advantage?
13. How will your business generate revenue?
14. What is your go-to-market strategy?

### Financing and Financial Projections

15. What do you expect your revenues will be in each of your first three years? Explain how you made your projections.
16. What do you expect your margins to be?
17. How much do you think it will cost to launch your business and when do you expect to reach cash flow breakeven?

18. How much money will you need to get to the market or to your next stage of development?
19. What sources of financing do you intend to use to fund your business? Include personal funds, friends and family, borrowing sources, and investors.
20. How will these funds be used?
21. How much money have you raised or invested so far? Including personal funds, family and friends' contributions, etc.

## Team, Accomplishments & Milestones

22. Who are the key members of your team and what does each of them bring in expertise and experience?
23. What have you accomplished so far in the development of your company?
24. What are the key milestones (with approx. dates) you need to achieve to start your business?