

Startup Nitro's Guide to Non-Dilutive Funding

Why read me and what is non-dilutive funding?

This one-pager provides a quick review on the first funding opportunities founders typically pursue: Non-dilutive funding. Non-dilutive funding is an ideal method of capital sourcing to launch your health care startup because the funding organizations' mission is to support early stage innovation and do not take an ownership stake (equity) in your company. Majority of health care startups are incredibly capital intensive just to establish a proof-of-concept. Without a proof-of-concept, it is difficult to raise funds from private investors who provide larger (multi-million dollar) sources of funding in exchange for equity.

Types of Non-Dilutive Funding:

Type	Sources	Typical Value
Private grants	- Foundations (e.g. Altitude Lab , research foundations, family foundations) -Corporate foundations (Pfizer , Novartis)	\$50,000 - \$250,000
Government grants	NIH, NSF, SBIR, I-CORP, CDMRP, BARDA, DARPA, DoD, Joint Warfighter Program, USAMRA	\$100,000 - \$250,000
	NCI Innovate Award	Up to \$150,000
Government contracts	NIH, NSF, DoD, CDMRP, MTEC, ATI, USAMRA	~\$100k - \$20M
Early stage co-development partnerships	Loreal, Roche, Amgen, Eli Lilly, etc.	\$100,000 - \$1,000,000
Loans/Debt (typically for revenue generating business models)	SBA, Wells Fargo, Zions, Key Bank	\$50,000 - \$1,000,000