

4 Access Partners Entrepreneur Stage



Company Attributes	Bronze	Silver	Gold	Platinum/401
Time in Business	Pre-revenue	< 1 year	1 - 3 years	3+ years
Commitment	Hobby	Lifestyle Business	Actively Growing	All in/Exit
Sales	\$0 - \$50k	\$50k - \$250k	\$250k - \$500k	\$500k - \$1M
Product/Package	Prototype +	Working Standard	Gold Standard	Gold Standard +
Manufacturing	Cottage Food License @ home/Shared Kitchen	Commercial Kitchen	Commercial kitchens or small/mid stage facility	Co-manufacture or Self Manufacture
Staffing	Solo	Part Time Employees	1 - 3 Additional Staff	Team
Funding	Self Funded	\$50k	\$50k - \$250k	\$250k+
Channel/ Distribution	Farmer's Market/Pre-Retail(N/A)	Retail/ Local Distributor(s)	Multiple Stores/ Local and Regional Distributors	Multiple Channels/ Local, Regional and National Distributors
Scale	Local (<20 stores)	Local -> Regional (20-100 stores)	Regional -> National (100-500+ stores)	National -> International (1000+ stores)
Units	5 units per store per week 100 units per week total Turns target: upper 1/3 of category	5 Units per store per week 500 units per week total Turns target: upper 1/3 of category	5 units per store per week 2500 units per week total Turns target: upper 1/3 of category	5 units per store per week 5000 units per week total Turns target: upper 1/3 of category