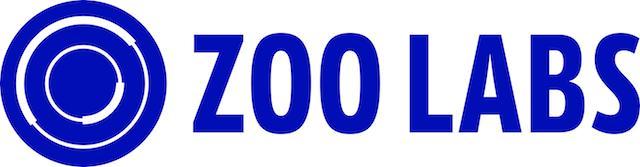
**ZOO LABS: FUND | BUSINESS MATRIX**

***Business Matrix may not exceed one (1) page. Additionally, use only an 11-pt font or larger.***

**Lead Team Member Name: Business Name:**

| **MISSION:** What is the mission behind the overall business? | **PRODUCTS/SERVICES:** What products or services are you creating to achieve your mission? |
| --- | --- |
| **PROBLEM:** What is the problem your products/services aim to address? | **INNOVATION:** How does the business solve this problem in a unique way? |
| **SOCIAL IMPACT:** How does the business contribute in positive ways to the Bay Area’s arts and culture ecosystem? | **MARKET:** Who is the target audience for the business? |
| **MARKETING/SALES STRATEGY:** How do you intend to popularize your products/services? | **TRACTION:** What traction has your business already achieved? |
| **FINANCIAL GOALS:** What are the hoped-for (and realistic) financial goals for the business? | **CONTINGENCIES:** If the business requires additional funds or does not secure a Zoo Labs: FUND grant, explain contingency plans. |
| **CHALLENGE:** What is the biggest hurdle or challenge? | **OPPORTUNITY:** What makes this moment the right time to receive a Zoo Labs: FUND grant? |