

Exhibit B

Sources of Funding

Personal Resources

- Savings
- Retirement funds -IRA and 401(K)
- Insurance policy loans
- Home mortgage
- Home equity line of credit
- Credit cards
- Personal line of credit from bank
- Sale of assets and investments
- Loans secured by personal assets
- Stock margin loans
- Sublease living space
- Tax credits, deductions, and incentives
- Whistleblower awards (2010 Dodd-Frank Act)
- Patent or other infringement litigation
- Consulting fees for services
- Royalties or fees for technology

Friends & Family

- Relatives
- Business colleagues
- Social media contacts
- Friends past and present
- Neighbors
- Associations' members

Government Grants & Incentives

- Small Business Innovation Research (www.sbir.gov)
- Small Business Administration (www.sba.gov)
- Federal government grants (www.usa.gov):
 - Dept. of Energy
 - Dept. of Defense
 - Army
 - Navy
 - Air Force
 - Defense Advanced Research Projects Agency
 - Missile Defense Agency
 - Office of the Secretary of Defense
- City or County new-business incubators
- City, County, or State new business incentives
- City and County tax incentives
- State enterprise zone incentives (Chapter four)

Specialty Financing

- Crowd funding (eg. www.kickstarter.com)
- Peer-to-peer (www.fansnextdoor.com)
- Factoring (selling receivables)
- Royalty based (www.royalty-capital.us)
- SaaS (www.saas-capital.com)
- Convertible debt
- Customer financing

Angel Funding

- Angel investors
- Super angel investors
- Strategic investors
- High net-worth individuals

Venture Capital

- Venture capital firms
- Public pension funds
- Corporate pension funds
- Insurance companies
- High net-worth individuals
- Family offices
- Endowments
- Foundations
- Fund-of-funds (pooled investment vehicles)
- Sovereign wealth funds

Business & Corporate Funding

- Corporate venture capital
- Corporate funding or loans
- Private equity
- Business incubators
- Partnership
- Alliances
- Joint development

Banking & Finance

- Asset based lending
- Unsecured loans
- Equipment leases
- Small Business Administration(SBA) loans
- Loans guaranteed by other individual