

# Capkiro Funding Strategy Report

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## Overview

This report outlines proven strategies for securing small business funding based on analysis of 50+ federal, state, SBA, and private funding programs.

### 1. Leverage Federal R&D Programs

SBIR/STTR grants provide non-dilutive funding for technology companies. Phase I awards (\$50K-\$275K) require no matching funds and can lead to Phase II awards up to \$2M.

*Best for: Technology, healthcare, manufacturing, clean energy companies with R&D focus*

### 2. Explore SBA Loan Guarantees

SBA 7(a) loans (\$50K-\$5M) offer favorable terms for working capital, equipment, and real estate. The SBA guarantee reduces lender risk, making approval easier for creditworthy businesses.

*Best for: Established businesses (2+ years) with solid credit and clear business plan*

### 3. Target State and Regional Programs

Many states offer matching grants, tax credits, and loan guarantees with less competition than federal programs. Economic development zones provide additional incentives.

*Best for: Businesses creating local jobs or investing in economically distressed areas*

### 4. Utilize Set-Aside Contracts

If your business qualifies for 8(a), HUBZone, Women-Owned, or Veteran-Owned certifications, federal set-aside contracts provide a pathway to \$100K+ revenue without traditional capital raising.

*Best for: Businesses owned by underrepresented groups or in underserved areas*

### 5. Combine Multiple Funding Sources

The most successful funding strategies layer multiple sources: state matching grant + SBA loan + industry-specific grant. This diversified approach reduces risk and maximizes capital.

*Best for: Growth-stage businesses ready to scale operations*

## Recommended Next Steps

1. Complete your business profile at Capkiro.app to receive personalized funding matches
2. Prioritize opportunities with 80%+ match scores and shortest application timelines
3. Prepare standard documents: business plan, financials, pitch deck
4. Apply to 3-5 programs simultaneously to maximize chances of approval

5. Track deadlines and follow up on pending applications monthly

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