



McGlothlin Legal is pleased to announce its Reg CF Award for an eligible "high-growth business" entry in this year's Buchanan County Business plan. The Reg CF Award consists of Reg CF offering services performed by McGlothlin Legal, whereby a business will have the opportunity to raise capital from the public in exchange for equity in an amount of up to \$1,070,000. The value of these legal services is approximately \$10,000.

Criteria for Reg CF Award:

The business plan must:

- 1) Be Scalable. Scalability, within a context of business strategy, describes a company's ability to grow without being hampered by its structure or available resources when faced with increased production. The idea of scalability has become more and more relevant in recent years as technology has made it easier to acquire customers, expand markets and scale.
- 2) Address a large potential market (compete in an industry that generates revenues in the U.S. in excess of \$5 billion)
- 3) Be designed to generate revenue from outside the community (e.g. web-based businesses, model that can be franchised, consumer product company selling products throughout the country, etcetera)
- 4) Present a defensible strategy for achieving \$1,000,000 in revenues in 12-months

Any business that seeks to generate revenues from a regional or national audience are a likely candidate, but possible candidates are:

- Biotechnology
- Branded Consumer Products
- Internet/Mobile Applications
- Breweries
- Vineyards
- Service Businesses (e.g. outdoor outfitters marketed to those outside the region, etc.).
- Technology
- Restaurants
- Cryptocurrency
- Online Auction Websites

Learn more at <https://www.mcglathlinlegal.com/services/reg-cf-raise-1mm>.

Applications to participate for the 2020 Buchanan County Business Challenge can be downloaded at <https://vastartup.org/downloads/> and must be submitted or postmarked no later than 4:00 p.m. on **March 2, 2020** and received at the **Buchanan County Chamber of Commerce at P.O. Box 2818 or physical address at 1025 Walnut Street, Grundy, VA 24614** or by email at bcvachamber@gmail.com.

Disclaimer: McGlothlin Legal may determine whether to award the "High-Growth Award," in its sole discretion, and may choose not to make the award even if there are eligible candidates.