# Entrepreneurial Finance

### **FOURTH EDITION**

#### J. CHRIS LEACH

The University of Colorado at Boulder

#### RONALD W. MELICHER

The University of Colorado at Boulder



## **Brief Contents**

PART 1	
	and Environment 1
CHAPTER 1	Introduction and Overview 3
CHAPTER 2	From the Idea to the Business Plan 37
202	
PART 2	and Operating the Venture 79
_	· -
CHAPTER 3	Organizing and Financing a New Venture 81
CHAPTER 4 CHAPTER 5	Measuring Financial Performance 119
CHAPTER 5	Evaluating Financial Performance 151
PART 3	
Planning fo	r the Future 187
CHAPTER 6	Financial Planning: Short Term and Long Term 189
CHAPTER 7	Types and Costs of Financial Capital 231
CHAPTER 8	Securities Law Considerations When Obtaining Venture Financing 26
PART 4	
	d Recognizing Venture Value 313
CHAPTER 9	Valuing Early-Stage Ventures 315
CHAPTER 10	Venture Capital Valuation Methods 361
0	Tenture Suprime Variation French Sol
PART 5	
Structuring	Financing for the Growing Venture 405
CHAPTER 11	Professional Venture Capital 407
CHAPTER 12	Other Financing Alternatives 431
CHAPTER 13	Security Structures and Determining Enterprise Values 457
PART 6	
Exit and Turnaround Strategies 493	
CHAPTER 14	Harvesting the Business Venture Investment 495
	Financially Troubled Ventures: Turnaround Opportunities? 529
	,
PART 7	
Capstone C	
CASE 1	Eco-Products, Inc. 565
CASE 2	Coral Systems, Inc. 595
CASE 3	Spatial Technology, Inc. 621