



Frequently Asked Questions Flinn Foundation Bioscience Entrepreneurship Program

If you have any additional questions to those found below, please email them to Juliet Gomez at jgomez@flinn.org or call 602-744-6839. As appropriate, those questions and answers will be added to this document. All questions, except for those of a routine nature, must be received at least seven days prior to the application deadline.

1. Does my business have to be incorporated in Arizona or is it sufficient to have my primary place of business be in Arizona?

If your business is not incorporated in Arizona, it needs to be registered as a foreign corporation with the state, and as long as the business is in good standing, you may apply for the program. You can find the appropriate forms here: <http://www.azcc.gov/divisions/corporations/forms/formsindex.asp>.

2. Can I apply if I currently do not have an affiliation with a nonprofit/public university/community college/governmental organization or am not currently a client of an incubator or accelerator?

Yes, you can apply. If you do not have an affiliation or cannot find an appropriate one, the Northern Arizona Center for Entrepreneurship and Technology (NACET) or the Center for Entrepreneurial Innovation (CEI) will be happy to assist you or help you secure an affiliation. Please indicate this on Question 10 of the online application. If you are selected for the program, you are under no obligation to become a formal client of the affiliated organization if you are not already a client or do not wish to become one beyond the year-long affiliation through the Bioscience Entrepreneurship Program. For the Flinn Foundation's purposes, the affiliation relationship simply needs to be such that the nonprofit/public university/community college/governmental organization is willing to administer the program for you on behalf of the Foundation and is authorized by the Foundation to do so.

3. If my business is announced by February 20 as one of the six firms accepted into the program, when would the funds be disbursed?

If your firm is selected for the program, a grant check will be awarded as soon as the paperwork is signed, then returned to the Foundation by the nonprofit/public university/community college/governmental organization with which you are or become affiliated. That organization will administer the program on behalf of the Flinn Foundation, and will, in turn, disburse the funding to you on a reimbursement basis in accordance with the grant awarded by the Foundation. At that time, you

may wish to check with your affiliated organization to understand their reimbursement processing schedule. The Bioscience Entrepreneurship Program year will begin April 1, 2019.

4. I plan to propose the funding be used for a specific project; however, between the time I apply and when the funds are available, I may go forth with the project using other funding. Would that pose a problem?

Depending on the nature of the project change, the Flinn Foundation may be willing to authorize use of the funds for purposes other than those presented in the proposal. However, since all applicants are being evaluated and selected through a competitive process, the Foundation will not guarantee that such authorization will be granted, particularly in those cases where the review committee's assessment would have been different if they had been assessing a different project. To ensure continued eligibility for the program, the Foundation would advise against a change in projects.

5. Who will be on the review committee and what are their qualifications?

Names of review committee members are kept confidential. However, we can say that the committee consists of individuals who are very familiar with the bioscience industry. Most have bioscience backgrounds or have worked with bioscience companies, and many of them have worked directly with companies to help them commercialize products.

6. Is the timeline for product commercialization a concern for the reviewers?

As long as your firm can show progress along a path to commercialization, the length of time it will take for product commercialization generally will not be an issue, except in those situations where the reviewers believe that the timeline is so long that it is exceedingly difficult to ascertain the potential for commercialization.

7. What is a typical profile of the companies you'd like to see apply for the program? Do you have a company's value or size in mind?

Any firm that meets the criteria outlined in the program brochure may apply for the program. There is no typical profile that is being sought and no size or value eligibility requirement.

8. Are there any areas that the review committee scrutinizes more than others on the application?

While the review committee is meticulous when judging applications, the one area that seems to be lacking more than others on the applications each year is the financials. It would be to your advantage to provide a financial model table – much like the one requested on the Arizona Commerce Authority's Innovation Challenge application (see below).

Financial model summary (you may not be able to fill every box – this is ok)

	2016	2017	2018	2019	2020
Number of Units Sold					
Avg. selling price					
Gross margin %					
Below in (\$000s)					
Revenues					
EBITDA					
Cash burned / created					
Funding required					

Note – Dollar amounts in the Financial Model Summary above should be in thousands. For example, \$1,000,000 would be written as \$1,000 and \$10,000 would be written as \$10.

9. Can the funding be used for travel, such as for travel to present to potential investors?

The decision to permit use of funds for travel will be made on a case-by-case basis and at the Flinn Foundation’s discretion. If you are proposing to use any or all of the funds for travel, please be as specific as possible with details on your application or executive summary, indicating the purpose of the travel, the amount that would be used for this purpose, and the value you expect to gain from the travel relative to commercialization of your product and/or the sustainability of your firm. Generally speaking, the Foundation does not envision authorizing use of the funds for travel to bioscience-related events intended for the purpose of general education or general networking. However, the Foundation would consider authorizing the use of funds for travel for scheduled meetings with potential investors or for other activities that might be similarly beneficial.

10. We have two projects in the works. One would involve using some of the grant money to test samples. The other would go for the production of an assay. Would either of these be eligible for the program?

As long as you can demonstrate that both projects further your commercialization efforts, they would both be eligible. You are also not restricted to only one application, so it is suggested that you consider submitting both projects for the program.

11. May grant funding be used to purchase equipment?

Purchase of equipment will be considered if the equipment is specifically integral to the project. It is preferred that no more than 50% of the funds be used for such purposes. Purchase of equipment for normal administrative operations, such as office furniture, laptops, etc. or other equipment not specifically integral to the project, will not be considered.

12. I am having trouble with the online application. Any suggestions?

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