



# Bioscience Entrepreneurship Program

2025 – 12<sup>th</sup> Cycle  
Info Session

# Welcome

- We are recording
- Recording will be posted online at [flinn.org/entrepreneur](http://flinn.org/entrepreneur)

# History

## Arizona's Bioscience Roadmap 2002

### Strategy #2:

*Build a critical mass of bioscience firms by increasing the number of bio startups formed, and supporting them through commercialization.*

## Arizona's Bioscience Roadmap 2014

### Strategy #1:

*Form a hub of bioscience entrepreneurs and new enterprises across Arizona.*





**11 Program Cohorts, 66 Companies, ~\$2 million funding support**

# Benefits:



## (Up to) Two selected companies

- (Up to) \$100,000 non-dilutive grant for project costs, professional development, and consulting services
- Membership on Arizona's Bioscience Roadmap Steering Committee
- Invites to bioscience-related events and other networking opportunities

## (Up to) Eight remaining finalist companies

- Option to work with Flinn to leverage network and advisor benefits
- Membership on Arizona's Bioscience Roadmap Steering Committee
- Invites to bioscience-related events and other networking opportunities

# Eligibility:

Must be based in Arizona

- S-Corp
- LLC
- C-Corp



Registered outside AZ?

- “Foreign Registration Statement” from ACC

Must be Pre- or Early- Revenue

(roughly sub \$500,000 in revenue)

No research-only projects

## Five Categories

- ✓ Medical Devices and Equipment
- ✓ Medical Technologies
- ✓ Drugs, Pharmaceuticals, and Diagnostics
- ✓ Agricultural Feedstock or Chemicals
- ✓ Research, Testing, and Medical Labs

## Any Questions?

Please ask Joanna at [jyangyowler@flinn.org](mailto:jyangyowler@flinn.org)

# Application requirements:

1. Applicant contact information
2. Executive Summary (1 page max)
3. Slide deck – 15 slides, in order, as described
4. Letter of Support [from a partner, customer, investor, or stakeholder]

# Pitch Deck (15 slides in this order):

1. Company Overview / Purpose
2. Value Proposition (Problem and Solution)
3. Product / Service Specifics (*Do not include proprietary information*)
4. Team & Advisors
5. Market Size
6. Competition
7. **Solution & Venture Traction** What real-life proof, including customer feedback, do you have that (i) your solution is more than just a concept and will attract customers and profits and (ii) your venture is able to pull this off?



# Pitch Deck (15 slides in this order):

8. **Intellectual Property Strategy** List IP (in general terms without revealing details) and describe your IP strategy (considering patents, trademarks, methods of manufacture and doing business, etc.).
9. **Regulatory Strategy** (If applicable)
10. **Manufacturing / Scale Up Strategy**
11. **Business Model / Commercial Strategy**
12. **Financial Information** List funding to date, seed round/investment highlights, and anticipated revenues less expenses for the next three years.
13. **Risk Analysis**
14. **Detailed Use of Flinn Funds**
15. **What else should the Review Panel know?**

# Use of funds:

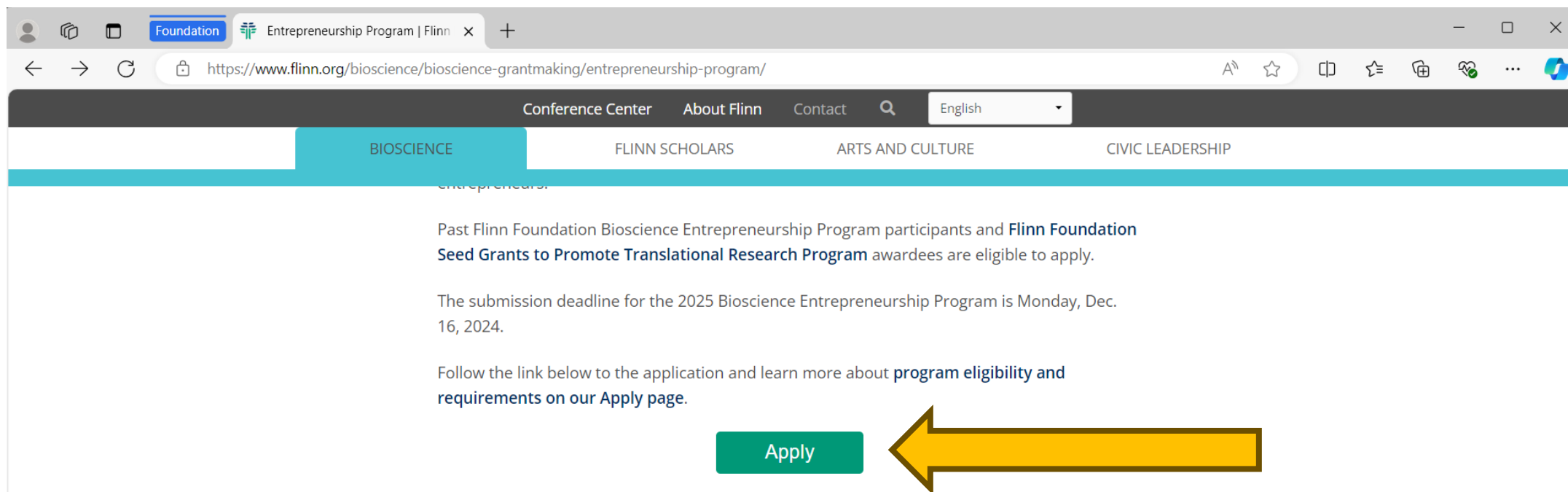
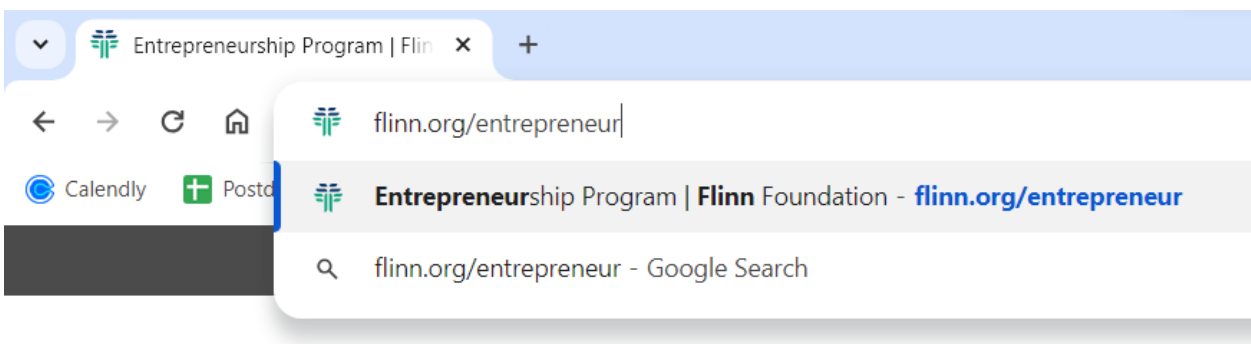
## \$90,000 to be budgeted

(\$6,250 consulting fees, \$3,750 professional development)

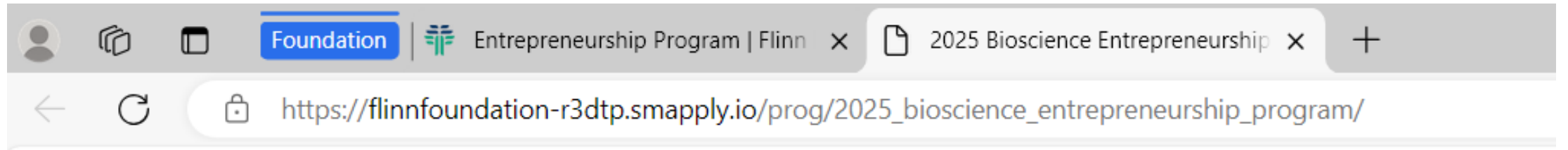
- Develop/refine business plans
- Marketing plans
- SBIR grant proposals
- Patent analysis
- Patent filings
- Lease of equipment
- Prototype development
- Third-party validation
- Testing equipment
- Legal costs related to patent work
- Creation of Private Placement Memo
- Regulatory consultants
- Trade show registrations/travel

May not include past debt or founders' salary.

# How to apply:



# >> Survey Monkey Apply



**BOOKMARK ME!**

Don't have a SurveyMonkey Apply account?

REGISTER



Log in with

f

t

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OR

Email

Password

[Forgot your password?](#)

LOG IN

# Complete all 4 sections

**Flinn Foundation Application Portal** Programs My Applications Joanna Yang Yowler

0 of 4 tasks complete

Last edited: Nov 4 2024 08:14 PM (GMT)

**REVIEW** **SUBMIT**

Deadline: Dec 17 2024 12:00 AM (GMT)

**JY** Joanna Yang Yowler (Owner)  
jyangyowler@flinn.org

**Collaborators** **Add**

jyangyowler@gmail.com  
Invited: Nov 4 2024  
View & edit

2025 Bioscience Entrepreneurshi... Preview

### Test Application JYY

ID: 0000000001    Status: Application Stage

**APPLICATION**    ACTIVITY

Your tasks Instructions

- Contact Information**  
Last edited: Nov 4 2024 08:07 PM (GMT)
- Demographic Information**  
Last edited: Nov 4 2024 08:08 PM (GMT)
- About Your Business**  
Last edited: Nov 4 2024 08:14 PM (GMT)
- Application Submission**

# Review Process:

Deadline to apply: **December 16 at 5:00 p.m.**

First round: Review panels, December 17–January 23

Finalists notified on or around January 24

Second round: In-person Interviews, early February

15 min pitch + 10 min Q&A

Notifications in late February

Companies announced on March 6 (Flinn Bio Capital Conference:

Managing growth and capital needs as you scale)

# Scoring Rubric

- Company Purpose and Value Proposition
- Team and Advisors
- Market and Competition
- IP, Regulatory, and Manufacturing Strategies
- Business Model
- Financials
- Risk
- Use of Funds
- Executive Summary and Overall Proposal

Available soon at [www.flinn.org/entrepreneur](http://www.flinn.org/entrepreneur)



# Grant Administrator



- 100% of award funds go to your company
- Final Report
- Data – annually for 5 years after selection year

# Important Dates

Nov. 18, 2024: [Virtual Group Office Hours](#) (1-2 p.m.)

Dec. 2–4, 2024: [Virtual 1:1 Office Hours](#) (by appointment)

Dec. 5, 2024: Live Biopreneur Storytellers Event at Venture Café Phoenix



Apply: [www.flinn.org/entrepreneur](http://www.flinn.org/entrepreneur)  
Now through Dec. 16

## Got Questions?

Joanna Yang Yowler: [jyangyowler@flinn.org](mailto:jyangyowler@flinn.org)

Mary O'Reilly: [moreilly@flinn.org](mailto:moreilly@flinn.org)



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