North Carolina Biotechnology Center

**Collaborative Funding Grant (CFG)**

**COMPANY BACKGROUND FORM**

### This form should be completed by the Company representative. It is strongly recommended that the Company representative thoroughly review the CFG guidelines at <www.ncbiotech.org/cfg>.

This information will be used to evaluate the company’s eligibility, its ability to provide matching funds, and the potential impact of the proposed project for the company and the state of North Carolina.

### **Company Eligibility Criteria (for more information, see the CFG guidelines.)**

Eligible partnering companies must:

1. Maintain a significant operating presence in North Carolina, including company headquarters and/or research and development and manufacturing facilities.
2. Be engaged in life science research, development or manufacturing to develop a product or technology with commercial potential.
3. Have clear rights to IP owned or licensed by the company that is relevant to the CFG project.
4. Have an experienced management team with demonstrated expertise in commercializing technology products and in soliciting company funding. At least one management team member must be significantly engaged, dedicating at least 30 hours per week to the company and focusing on the company as his/her primary employment.

# Applicant Information

1. Name of University/Non-Profit Research Institute:
2. Name of Principal Investigator at University/Non-Profit:
3. Project Title:

# Company Partner Information

1. Company name and headquarters address:
2. Address of North Carolina corporate site (if different from above):
3. Total number of full-time employees:       Current Full Time Employees in NC:

Number of part-time employees:

1. Briefly describe the company in the space provided:
2. Describe the company’s operating presence in North Carolina (e.g., place of principal business operations; CEO resides in NC; NC is a regional headquarters; etc.):
3. Amount Contributed by Company for Project for the project duration as indicated below:

One-year project (a minimum of $20,000)

Two-year project (a minimum of $20,000 per year for a total of $40,000)

1. Has the Company previously been a CFG partner?
2. **Company Business Plan or Pitch Slide Deck**

**Note:** Publicly-traded companies may provide a link to an annual report or 10-K filing in place of an executive summary and business plan.

Submit the Company Business Plan/Pitch Deck as a separate attachment according to the CFG guidelines.

*The Business Plan/Pitch Deck will be evaluated on intellectual property; company management, structure, financing, and expertise; market potential; business model; and competition and commercialization strategy.*

# Company Management Team

1. **Company’s management and key personnel (list):** To be eligible for a CFG, the management team must include at least one North Carolina-based employee **who devotes** **a minimum of 30 hours per week** to the company as his/her primary professional commitment. This employee may not be the PI or scientific founder.

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| --- | --- | --- | --- |
| **Name** |  | **Time Commitment to Company (hours/week)** |  |
| **State of Residence** |  | **Is Company Primary Focus?** | **Yes**  **No** |
| **Title** |  |
| **Relevant Education  and Experience**  **(attach CV optional)** |  | | |

|  |  |  |  |
| --- | --- | --- | --- |
| **Name** |  | **Time Commitment to Company (hours/week)** |  |
| **State of Residence** |  | **Is Company Primary Focus?** | **Yes**  **No** |
| **Title** |  |
| **Relevant Education  and Experience**  **(attach CV optional)** |  | | |

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| --- | --- | --- | --- |
| **Name** |  | **Time Commitment to Company (hours/week)** |  |
| **State of Residence** |  | **Is Company Primary Focus?** | **Yes**  **No** |
| **Title** |  |
| **Relevant Education  and Experience**  **(attach CV optional)** |  | | |

1. **Project Representative(s) : Please list the key company personnel involved** in the project and **include their CVs**. Indicate who will be managing the company’s involvement in the project with University/Non-Profit Applicant.

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| --- | --- | --- |
| **Name** | **Title** | **State of Residence** |
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1. **Describe how the company-university partnership will be managed** in terms of communication, data sharing, access to partner resources, and assignment of new intellectual property developed in the course of the project.

# Demonstration of Intellectual Property

1. List key patent(s) or patent application(s).

|  |  |  |  |
| --- | --- | --- | --- |
| **Patent or Application #** | **Status** | **Ownership**  Note: license agreement(s) must be  fully executed. | **Related to Project** |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |
|  | Pending  Issued | Owned by the company.  Licensed from | Yes No |

1. Briefly describe the strategic value of the above patents and additional IP that is relevant to the proposed project, including freedom to operate and barriers to entry for potential competitors, as well as the company’s IP strategy moving forward.

1. Provide additional documentation as appropriate (e.g., copy of licensing agreement for IP relevant to the CFG project) as part of the Supplementary Confidential Business Information attachment.

**Note:** This additional confidential documentation is for Center use only and will not be shared with outside reviewers.

# Technology Background

1. Describe the company’s product(s), technologies, and/or service offering(s) that are relevant to the proposed project.

1. Provide information on key upcoming scientific or business milestones of the company that are relevant to the proposed project. Will the project contribute to key scientific and/or business milestones for the Company?

# Project Impact

1. Provide a brief overview of the project and projected outcome.

1. Describe the strategic value of the **proposed project** to the company’s commercialization efforts. Explain how the goals of the project are in alignment with the Company’s Business Plan.

1. Provide information on the **target market** for the product or technology to be developed under this proposal, and present a reasonable forecast of the **commercial potential** of the product or technology.

1. Discuss the company’s business model for commercializing the product or technology, its competitive advantage(s) and potential barriers to commercialization **including potential competition**.

1. If this project is successful, describe how the company will advance the project to the next stage of commercial development, including the company’s infrastructure for further development and commercialization and how the work will be financed.

1. Describe the **proposed project’s expected impact** on North Carolina’s economic development, and how the proposed project will strengthen the industry-academic partnership.

# Current or Pending Grants

List any current or pending company grants (including SBIR/STTR). Indicate how this project is distinct from other grant-funded projects. (Indicate None if not applicable).

# Company CFG Matching Dollars

This form is accompanied by a letter of support, signed by the President or CEO or Authorized Company Official, which verifies that the company has and will commit funds for the program in accordance with the following:

One-year project (a minimum of $20,000)

Two-year project (a minimum of $20,000 per year for a total of $40,000)

# Financial Information

This form is accompanied by:

(1) the company’s most-recent financial statements (balance sheet, income statement and cash flow statement)

**or**

(2) for public companies, a link to most recent quarterly report : *provide link*.

**Note:** Confidential information may be submitted in the Supplementary Confidential Business Information file and will not be shared outside of Center staff. For more information, please see our non-disclosure policy:

<http://www.ncbiotech.org/sites/default/files/pages/Non-Disclosure%20Statement.pdf>

1. **Describe the Company’s financial strategy** including revenue model, current sources of funds, and projections for future funding needs along with potential targets.

1. **Describe the additional internal or external investments** that the team expects to receive if the project is successful.

1. **Describe the Company’s growth projections** (i.e., employees, revenue). Include information on how successful completion of this project will impact the status of the company in North Carolina.

Thank you for your interest in the CFG program. This grant application is subject to review and approval by the North Carolina Biotechnology Center in its sole discretion.

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| **Authorized Company Official** |  |
| **Title** |  |
| **Phone** (include area code) |  |
| **Email** |  |

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(Signature of Authorized Company Official)