NC IDEA SEED 
Grants for growing innovative startups


NC IDEA SEED Grant Application

Spring 2024

NOTES:

* This document includes ONLY the free-form questions that are part of NC IDEA’s online application and can be used to draft your answers offline, as well as monitor character counts. This template may change slightly until the application opens.
* Each application also requires information on company founders, funding details, conflicts of interest, revenue, and a few other items.
* Remember to give yourself adequate time to enter your answers into the online application found at the NC IDEA Community Portal at <https://ncidea.my.site.com/> , as you cannot upload this document template.
* The character counts below include spaces.
* You may only apply to either [SEED](https://ncidea.org/nc-idea-seed/) or [MICRO](https://ncidea.org/nc-idea-micro/) (not both) during a grant cycle. Please review the eligibility criteria to decide which grant is the right fit for the current stage of your company.
  + [MICRO Eligibility Criteria](https://ncidea.org/nc-idea-micro/#bdt-tab-ELIGIBILITY-CRITERIA)
  + [SEED Eligibility Criteria](https://ncidea.org/nc-idea-seed/#bdt-tab-ELIGIBILITY-CRITERIA)
* For Spring 2024, the SEED application opens on Monday, January 29, 2024 and closes at 5pm on Monday, February 26, 2024.

COMPANY INFORMATION TAB

ELIGIBILITY: INDUSTRY AND COMPANY TYPE: The following companies are not eligible for NC IDEA SEED.

* Businesses that are illegal in NC, even if legal in other states or countries
* Companies in industries with high capital requirements and a long runway to commercialization, such as pharmaceutical companies
* Consulting practices or agencies
* Distributors
* Event venue and management companies
* Franchises
* Local, service-oriented small businesses (i.e. restaurants, retail stores, catering, cleaning companies)
* Not-for-profits
* Resellers
* Television/film production companies
* Traditional publishing companies
* Traditional staffing agencies
* Training companies
* Trucking, hauling, or freight companies
* Other “lifestyle” companies

By selecting “Yes,” you confirm that your company industry or company type is not listed above and is eligible for NC IDEA SEED.

COMPANY HEADQUARTERS IN NC (Required if all of the company founders do not reside in NC): If all of the company founders do not reside in North Carolina, explain how your company meets the geography eligibility criteria that “NC IDEA (SEED or MICRO) grants are specifically targeted at companies headquartered in and that conduct a majority of corporate operations in the State of North Carolina. All publicly facing materials, including their website, social media, and other marketing materials and channels should identify the business as a North Carolina company. Selected companies must agree to maintain the majority of corporate operations in the State of North Carolina for at least the 12-month period following completion of the grant.” (max characters: 500)

Questions with picklist or date answer choices.

* ELIGIBILITY: INDUSTRY AND COMPANY TYPE
* COMPANY STRUCTURE
* INCORPORATION DATE (if applicable)
* COMPANY LOCATION: NORTH CAROLINA COUNTY
* BUSINESS CATEGORY
* BUSINESS SUB-CATEGORY
* TARGET MARKET
* UNIVERSITY AFFILIATION

ADVISORS: List any formal and informal business or technical advisors (and their organizations, if applicable) who are actively engaged with the company. (max characters: 800)

SUPPORTING COMMUNITIES: Please name any programs or organizations that have been of assistance to you, including with current and past companies, in your entrepreneurial journey. (max characters: 800)

PREVIOUS APPLICANT: Has the company applying previously applied to an NC IDEA program(s) and/or grant(s)?

* If your answer is “Yes”, you will need to answer the following two questions.
  + PREVIOUS PROGRAM OR GRANT: When and to what program did this company apply? (max characters: 255)
  + COMPANY PROGRESS: What has measurably changed with the company since the previous application? Be sure to cover key issues/concerns received from feedback you may have received in the previous application process. Include progress on traction and key milestones that are evidence of the business's increased viability. (max characters: 750)

TEAM: COMPANY FOUNDERS TAB

Please provide the following information for EACH COMPANY FOUNDER. Note: Applicants must have at least one full-time founder living in NC. It is preferred that all founders live in NC.

* Name
* Title
* Email
* Phone
* LinkedIn profile URL
* Include a BRIEF description of how this person’s background relates to your company.
* Full-time or part-time status at your company
  + NC IDEA defines a full-time founder as one who works 40+ hours a week on their startup and does not spend more than 15 hours a week, either 1) working at another company; 2) working at a different startup run by the founder(s); or 3) on school-related activities (including class time and homework).
  + If a founder is part-time, you will be asked to briefly describe what milestone(s) would need to be realized for this person to go full-time, if that is their intent.
* Full-time or part-time status at any other company
  + If a founder is working at another company, you will be asked to briefly describe what milestone(s) would need to be realized for this person to work solely on their startup and not work at any other company/companies, if that is their intent.
* Residence: Does this individual reside in North Carolina?
* Please provide further detail if this person does not reside in North Carolina (max words: 50)
* Primary Contact
* University Affiliation: does this individual have a current or historical connection (student, faculty, or employee) with a North Carolina college or university?
  + University Name
* Gender
* Ethnicity
* Veteran status

TEAM: STAFF (NON-FOUNDER) TAB

If your startup has paid or unpaid non-founder staff, please include the following information for each person.

* Name
* Title
* LinkedIn profile URL
* Include a BRIEF description of how this person’s background relates to your company.
* Full-time or part-time status at your company
  + If a person is part-time, you will be asked to briefly describe what milestone(s) would need to be realized for this person to go full-time, if that is their intent.

BUSINESS DETAILS TAB

VIDEO URL (OPTIONAL): You are welcome to submit a video that you feel would complement or enhance your application. Submitting a video is optional but encouraged. The video could include an elevator pitch, product demo (highly encouraged for software companies), customer story/validation or other type of pitch. Videos should be submitted via a link to the video on YouTube, Vimeo, etc.

* We cannot accept separate URLs.
* Videos should be no longer than 3 minutes. Videos that are over the 3-minute limit will not be reviewed or considered.
* NOTE: Only include ONE URL, and DO NOT include additional text in this field. Additional text will break the link and prevent reviewers from viewing your video.

VIDEO URL DETAILS (OPTIONAL): If needed, provide additional information regarding your video link, such as a password. (max characters: 200)

ELEVATOR PITCH: Give us your elevator pitch. What makes your product/service unique? (max characters: 500)

STAGE OF DEVELOPMENT (picklist)

PROBLEM & SOLUTION

PROBLEM: What specific problem is your company trying to solve for your customers? How severe is this problem for them? (max characters: 1,500)

SOLUTION: Briefly describe how your solution is uniquely addressing this problem. Include a use case for clarification, if needed. (max characters: 2,000)

DEFENSIBILITY IN THE MARKETPLACE: What is your company’s defensibility in the marketplace? Highlight your company's intellectual property, innovation, technology, or market advantage. Note, if your company has filed, been issued or licensed patents, please list those details in PATENT DETAILS section directly below. (max characters: 1,500)

PATENT DETAILS: If the company has filed, issued or licensed patents, please list the associated number(s) and who owns each of the patents. (max characters: 800)

RISK: Looking across all aspects of your startup - technology, adoption, marketing, sales - what is your riskiest assumption, what keeps you up at night, and what are you doing to mitigate that risk? (max characters: 1,000)

CUSTOMER & MARKET

CUSTOMER DISCOVERY: Tell us about your customer discovery. How many potential customers/users have you talked to? From these interviews, what evidence do you have that you are solving a problem? What else have you learned? What do you still need to learn? (max characters: 1,200)

CUSTOMER DESCRIPTION: Who is the company's (ideal) customer/user? (max characters: 1,500)

CUSTOMER ACQUISITION: How do you plan to acquire customers/users? Be sure to include all distinct customer/user groups. What is your company’s go-to-market strategy? How will you reach customers/users at launch and at scale? (max characters: 2,000)

REVENUE MODEL: What is the company’s framework for generating revenue? What user group(s) will be paying for your product/service? (max characters: 2,000)

MARKET OPPORTUNITY: Given the number of customers and revenue model, what is the dollar value of your market opportunity at launch and at scale? Please be specific and include figures and sources of data. (max characters: 2,000)

COMPETITION: List the company’s direct competitors, indirect competitors, potential competitors and alternative solutions. How is your product/service differentiated from your competition’s product/service? Is it better, faster, cheaper? (max characters: 3,000)

TRACTION

TRACTION: What progress has the company made, specifically in the past 6 months, that indicates market traction for your product/service?

Please include key traction metrics that your company is tracking. Key metrics will vary by company type and industry, but examples include:

* Paying customers
* Unpaid users
* Conversion rate
* Engagement rate
* Customer acquisition cost
* Customer lifetime value
* Length of sales cycle
* For CPG
  + COGS (cost of goods sold)
  + Profit margins
  + Reorder rate

(max characters: 2,000)

REVENUE: Does the company already have a product/service on the market currently generating revenue? (yes/no)

EXPECTED REVENUE: In how many months does the company expect to have a product/service on the market generating revenue? If already generating revenue, please enter 0.

For the following three questions, please enter whole numbers. If your company is pre-revenue, please enter 0.

* Total Revenue Generated To-Date Over the Life of the Company
* Time Period of Total Revenue (in months)
* Last 12 Months Gross Revenue

EQUITY INVESTMENT TAB

Which of the following best describes the company's current fundraising status? (picklist)

* The company is not currently engaging with new investors and has no plans to raise money in the next 12 months.
* The company is not actively fundraising but plans to in the next 12 months.
* The company is actively fundraising at this time.
* The company is in negotiations and currently has a term sheet(s).

EQUITY-BASED INVESTMENT: Equity-based investments include angel investors, institutional VCs, convertible notes, equity crowdfunding, and money from friends & family (excluding loans and gifts). (picklist)

* The company has received equity-based investment
* The company has NOT received any equity-based investment to-date

EQUITY-BASED INVESTMENT DETAIL (Report only if company has received equity-based investment): Please separate each fundraising event by both the event and by the source of funding. If the investment listed is with an accredited investor/institutional firm, please include the organization's full name under "Source". Founder contributions should be listed on the "Additional Funding" tab.

* Funding Type
* Date of Funding
* Amount ($)
* Source

ADDITIONAL FUNDING TAB

ADDITIONAL FUNDING: Please enter whole numbers below for the additional types of funding sources. Please do not leave any spaces blank, enter 0 if applicable.

* FOUNDER(S) CONTRIBUTION
* GRANTS
* LOANS
* GIFTS
* AWARDS/PRIZE MONEY
* OTHER FUNDING

PAST FUNDING DETAIL: Briefly describe how the above funds (including any equity-based investment(s) listed on the previous tab) have been or are being used and how much is still available for your company to use. (max characters: 1,500)

GRANT REQUEST TAB

GRANT TRANCHE SCHEDULE: SEED grant recipients receive grant funds in four tranches (payments), spread out over 6-12 months. The schedule is reviewed and agreed upon by the recipient and NC IDEA after the grant is awarded. Typically, first payments are made in June for the Spring Grant cycle and late December/early January for the Fall Grant cycle. Companies cannot use SEED funds to cover expenses incurred before the grant agreement is signed.

IMPACT: What impact will this NC IDEA grant have on your company and what goal(s) will it help you achieve by the end of the grant cycle to extend the financial runway for the company? Please be specific, and describe how this grant can help the company advance its commercialization strategy. (max characters: 500)

MILESTONES: Describe 3-8 concrete milestones that your company plans to accomplish over the grant period to achieve the goal(s) listed above in the IMPACT section. Include what outcomes and key metrics your company is tracking. (max characters: 1,200)

USE OF FUNDS: How and over what time period will your company spend the SEED grant to achieve the Milestones and Impact goals? Please review the Grant Tranche Schedule note above, so that your team is clear on when grant funds become available. (max characters: 1,200)

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