



# LEON COUNTY RESEARCH AND DEVELOPMENT AUTHORITY

*Supporting Research and Economic Development at Innovation Park in Tallahassee*

## 2012 Technology Commercialization Grant Program

The **Leon County Research and Development Authority Technology Commercialization Grant** program is designed to support the development of innovation technology into commercial products or services. By providing **up to \$15,000** per grant, the Leon County Research and Development Authority will support local technology research and development efforts, while fostering economic development in the community. Grant funds are available to entrepreneurs and individuals from local businesses, universities and research labs on a competitive award basis.

### FINANCIAL SUPPORT

The Technology Commercialization Grant Program benefits new and expanding businesses through financial support to help secure matching funds from other grants, bank loans and angel investments.

### PRODUCT DEVELOPMENT

The Technology Commercialization Grant can be utilized for laboratory and analytical services, patent consultation and research instrumentation. The grant program also allows funding to be used for prototype development, production equipment and test marketing.

### BUSINESS AND COMMERCIALIZATION SERVICES

The Technology Commercialization Grant can also be used for unique marketing and strategic planning assistance such as accounting, licensing and legal services. Facilities within Innovation Park can also be leased based upon availability.

### USE OF FUNDS

**Grants may not be used for the following purposes: Payroll, travel expenses, indirect cost recovery or administrative overhead.** College and University employees should seek approval from their organizations to apply for a Technology Commercialization Grant prior to submitting an application.

Grant funding may be used for the following purposes:

- Product Development – such as production equipment, test marketing, prototype development, product evaluation and testing, research instrumentation, and patent consultation.
- Financial Support Leverage –matching funds for SBIR or STTR grants, bank loans, or angel or other investment
- Business and Commercialization Services – such as accounting, legal, licensing, marketing, facility leasing within Innovation Park
- Other uses approved in writing by the Leon County Research and Development Authority

### OWNERSHIP RIGHTS

The Authority is not seeking rights for patents, licenses, ownership or equity positions in the Company.



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## 2012 TECHNOLOGY COMMERCIALIZATION GRANT PROGRAM

### SELECTION AND AWARD PROCESS

The Leon County Research and Development Authority will establish a Selection Committee to review all applications. Committee members will have expertise in technology, business development, and finance. The members will review and rank the applications for potential for commercialization and business success. The Committee will select those with the greatest potential and request a presentation of their proposal to the committee. The Committee will then make final recommendations to forward to the Authority for awards. The Authority reserves the right to accept or reject any or all recommendations. Grant recipients will be notified of the award during the second quarter of 2012.

### PRIOR GRANT AWARD RECIPIENTS

Between 2005 and 2010, the Authority awarded seventeen grants totaling \$247,000 to thirteen companies through its Technology Commercialization Grant Program. Eleven of the companies are still in business in Leon County.

	<b>Award Recipient &amp; Purpose</b>	<b>Year</b>	<b>Amount</b>
1	Innovations Inc. (now Avocare), Automated Medication Delivery System	2005 2006	\$15,000 \$15,000
2	nanoStrata Inc, Robotic Multi-layering Tech for Laboratory Slides	2005	\$15,000
3	Intellectual Property Solutions, To create a virtual Technology Transfer Office	2006	\$15,000
4	Tai-Yang Research Company, High Temperature Superconducting Magnets	2006	\$15,000
5	Comm-Engines, Anti-shoplifting RFID for retail	2007 2008	\$15,000 \$15,000
6	DiscovRx, Pharmaceutical Start-up	2007 2010	\$15,000 \$15,000
7	Seva Technologies, IT firm developing database driven web enabled software for data collection and reporting	2007	\$15,000
8	TEAM Simulations, Technology for Disaster Risk Analysis and Simulation Training	2008	\$15,000
9	Transformational Technologies Innovations, Commercialize Bucky Paper	2008	\$7,000
10	Elections by the People Foundation	2009	\$15,000
11	Baycom Diagnostics, Veterinary Diagnostic Test	2009	\$15,000
12	Florida Custom Synthesis, Service Laboratory for Organic Molecules	2009 2010	\$15,000 \$15,000
13	Clean and Green Enterprises, Renewable Energy and Alternative Water Systems	2010	\$15,000



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### ELIGIBILITY REQUIREMENTS

The Technology Commercialization Grant Program is for innovative early stage companies located in Leon County, Florida. The Leon County Research and Development Authority created the grant program to serve as a springboard to propel small technology businesses into the marketplace.

Important Dates (*may be updated*)	
<b>February 1, 2012:</b>	Grant Applicant Orientation, at the Knight Administrative Center
<b>March 1, 2012:</b>	Complete Applications Due – includes Technology Grant Program Application Form, Company Profile, Signed Applicant Agreement, and 10 page Business & Commercialization Plan
<b>March 15, 2012:</b>	Top 6 Companies invited to present to Selection Committee
<b>April 3, 2012:</b>	Grant Award Recipients Announced at the Leon County Research and Development Authority's Board of Governors Meeting

### RULES

- Each company/individual must complete a Technology Grant Program Application Form, Company Profile, Signed Applicant Agreement, and a Business & Commercialization Plan (10 pages maximum) on or before **March 1, 2012** to enter the competition. Please submit documents as PDF files to [LCRDA@inn-park.com](mailto:LCRDA@inn-park.com).
- Proposals must be based on original work: creating a new business or substantially improving an existing business.
- Incomplete applications and those where the Business and Commercialization Plan exceeds 10 pages will not be reviewed.
- The top 6 companies must be able attend a meeting with the Selection Committee.

If you have any questions, contact us at (850) 575-0343 or [LCRDA@inn-park.com](mailto:LCRDA@inn-park.com)



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## 2012 TECHNOLOGY COMMERCIALIZATION GRANT PROGRAM

### HOW TO APPLY

Applicants for the Technology Commercialization Grant Program must submit an Application, Company Profile, Applicant Agreement, and a detailed proposal to the Leon County Research and Development Authority. The proposal, a brief Business and Commercialization Plan, should define the project objectives and the commercialization opportunities for the technology.

The following elements must be included in your proposal or your application will not be considered. Please limit the number of pages submitted to ten (10). Additional attachments are acceptable.

#### I. **Overview of the Project**

What company does; technology solution; uses of the technology; market size and growth; positioning of company relative to competitors.

#### II. **Management Team**

This would include the biographies of the management team and key team members, their relevant experiences for this venture, and their roles in the company.

#### III. **Business Structure and Company Background**

Describe the current business structure and the proposed structure if it is different than the current. Will this be a for-profit or not-for-profit venture? Is/will it be organized as a sole proprietorship, corporation, partnership etc.

#### IV. **Business Assets/Intellectual Property**

Describe the tangible and intangible business assets including patents and technology licenses.

#### V. **Commercialization Plan**

Describe the potential for the product/service you are proposing to develop. Why is this product/service offering is superior to existing technologies? Include any information you have gathered on the market potential, pricing etc.

#### VI. **Business Development Schedule**

Outline a timetable of events including the use of requested funding.

#### VII. **Business Location**

Describe the current physical location of the project and what the future needs are for a facility.

#### VIII. **Project Funding**

List any university, government or industry collaborations and/or funding. Include a detailed budget for the project. This should include an operating budget and a pro forma statement. Detail the amount of the grant request including schedule of draws. What other funding, current or future, will be needed to grow the business? How will the Technology Commercialization Grant accelerate the company's success?



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## 2012 TECHNOLOGY COMMERCIALIZATION GRANT PROGRAM APPLICATION

<b>Name</b>	
<b>Company Name</b>	
<b>Company URL</b>	
<b>Street Address City, State, Zip</b>	
<b>Phone</b>	
<b>Fax</b>	
<b>Email</b>	

<b>University Affiliation if any – faculty, staff, student, alumni</b>	
<b>How did you learn about the Technology Grant Program?</b>	
<b>Industry of business? biotech, manufacturing, software/IT, clean tech, energy, etc.</b>	

**Which best describes your project?**

\_\_\_\_\_ Product \_\_\_\_\_ Service

**Please indicate the amount of grant money you are applying for:**

\_\_\_\_\_ \$2,500 \_\_\_\_\_ \$5,000 \_\_\_\_\_ Other: \_\_\_\_\_  
 \_\_\_\_\_ \$10,000 \_\_\_\_\_ \$15,000

Did you attach a Business and Commercialization Plan?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Did you attach a signed Applicant Agreement?	<input type="checkbox"/> Yes	<input type="checkbox"/> No



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## 2012 TECHNOLOGY COMMERCIALIZATION GRANT PROGRAM COMPANY PROFILE

Please complete the following profile on your company. Grant recipients will be required to update this information annually for 5-years as part of the grant award.

<b>Company Name:</b>	
<b>Date:</b>	
How many people currently are employed full-time (at least 32 hours per week) at your business?	
How many people currently are employed part-time (less than 32 hours per week) at your business?	
What is the dollar amount of total salaries and wages your company paid last month?	
What is the dollar amount of your company's gross revenues for the most recent full year?	
What is the dollar amount of debt capital (bank loans, loans from family and friends, and other loan sources) raised in the most recent full year?	
What is the dollar amount of equity capital raised in the most recent full year? (Include funds from angel investors, venture capitalists, seed funds, or other sources of equity capital.)	
What is the dollar amount of grant funds (SBIR, state grants, etc.) raised in the most recent full year?	
Is your company preparing to undergo a merger, acquisition or closure in the next six months?	



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## 2012 TECHNOLOGY COMMERCIALIZATION GRANT PROGRAM APPLICANT AGREEMENT

By signing below and submitting an Application to the Technology Commercialization Grant Program by the Leon County Research and Development Authority, each Applicant agrees to the following conditions and terms:

- A. ORIGINALITY OF PLAN: The ideas and concepts set forth in the Application are the original work of the Applicant signing below. The Applicant is not under any agreement or restrictions that would prohibit or restrict his or her ability to disclose or submit such ideas or concepts to the Technology Grant Program.
- B. COMPLIANCE WITH THE RULES OF THE PROGRAM: Each Applicant has reviewed the Technology Commercialization Grant Program rules and certifies that this entry complies with the rules and each Applicant, by signing below, certifies that he or she understands and agrees to abide by the Technology Grant Program rules.
- C. WAIVERS AND RELEASES: Each Applicant understands and agrees that the Leon County Research and Development Authority, and its directors, officers, partners, employees, committee members, consultants and agents (collectively "Organizer Representatives") are volunteers and are under no obligation to render any advice or service to any Applicant. The views expressed by the Organizer Representatives are their own and not those of the Leon County Research and Development Authority or any person or entity for whom they work or with which they are associated.

Each Applicant understands that the Leon County Research and Development Authority is a public body subject to Florida's public record laws. The Applicant should take steps to protect confidential information when applying to the Technology Commercialization Grant Program. Each Applicant also understands and agrees that the legal protection of the ideas and plans submitted by the Applicant to the Technology Commercialization Grant Program is the sole responsibility of the Applicant. In consideration of the time, expertise and other resources provided by the Organizer Representatives to the Technology Commercialization Grant Program, each Applicant hereby voluntarily releases each Organizer Representative from any and all liabilities, responsibilities, and accountabilities relating to or arising out of such Organizer Representative's participation on the Technology Commercialization Grant Program.

Company Name: \_\_\_\_\_

Applicant Signature: \_\_\_\_\_

Applicant Printed Name: \_\_\_\_\_

Date: \_\_\_\_\_

*Applicant is responsible for signing and informing all business partners of this agreement.*