

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

Welcome to the [NC BIONEER Venture Challenge](#), for Biotech Pioneers bringing life sciences innovations to the marketplace in North Carolina.

The North Carolina Biotechnology Center Southeastern Office has launched this life-sciences-based, innovation-focused venture challenge for Southeastern North Carolina, with lead partner UNCW Center for Innovation and Entrepreneurship and other supporting partners including the New Hanover Regional Medical Center Innovation Center and the Greater Wilmington Business Journal, to raise the profile, increase the volume, and enhance the success of life science commercialization, entrepreneurs, and companies in the region.

**BENEFITS**

The [NC BIONEER Venture Challenge](#) benefits for the selected finalists include the following:

- A 2-month period of intense **mentoring** assistance and networking opportunities.
- Public and private events to enhance our connected **networks** of entrepreneurs, investors, and others in the region and beyond, especially as they relate to biotech innovation and commercialization.
- Targeted assistance from the **NC Biotechnology Center Life Science Intelligence** team--e.g., industry and market research.
- A **pitch challenge** at the end of the assistance process, which will yield significant monetary awards, in addition to the invaluable mentoring and networking each venture will experience during the assistance phase.
- **Monetary Awards:**
  - Top Award, **\$20,000**
  - Second Award, **\$10,000**
  - Third and Fourth Awards, **\$5000** each
- **UNCW CIE Tenancy:** For the venture winning the top award, UNC Wilmington will offer a one-year co-working tenancy at the **UNCW Center for Innovation and Entrepreneurship**. This benefit includes 24-hour card-key access for two members of the winning team to use the co-working space, meeting rooms, equipment, mail services, and media team (additional per-project costs may apply).
- Promotion in the region and beyond of our impressive community of biotech innovators, entrepreneurs, and ventures.

**ELIGIBILITY**

**To be considered for the NC BIONEER Venture Challenge, applicants must meet the following criteria:**

- Physical presence in one of the following Southeastern NC counties: Bladen, Brunswick, Columbus, Cumberland, Duplin, Hoke, New Hanover, Onslow, Pender, Robeson, Sampson, Scotland.
- Life Sciences/Biotech-related business ventures, including ventures that support life sciences and biotech through equipment, technology platforms, and software applications. For example, ventures may be related to a broad range of biotech-related innovations and applications including agriculture, bioenergy, health, advanced materials, industrial biotech, technology, or marine biotech.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Application Period: February 4 – February 28, 5:00 pm EST**

Because building professional networks to strengthen our entrepreneurial ecosystem is critical to venture success, selected finalists and mentors will be expected to attend the following events, to be held in Wilmington, NC:

- March 5, 2020                      Kickoff event (all applicants, mentors, presenters, others)
- March 12, 2020                    Notifications to Selected Candidates
- March–May 2020                  Assistance Period
  - March 19, 2020                  Networking and Mentoring Session #1
  - April 16, 2020                  Networking and Mentoring Session #2
  - May 14, 2020                    Networking and Mentoring Session #3
- May 18, 2020                      Judging Phase (private meeting with pitches to judges)
- May 19, 2020                      Pitch Competition (public event)

*(\*Greater Wilmington Business Journal's Coastal Entrepreneur Awards is May 21, 2020)*

**INSTRUCTIONS**

- Please use this Word **TEMPLATE** to draft your answers offline and monitor **character counts (including spaces!)**.
- **NO SAVING:** The application must be completed and submitted in a single sitting. A partially completed application may not be saved for later revisions.
- There may be additional fields in the online application that require simple short responses, so ensure you have allowed sufficient time to **transfer (copy and paste)** your answers from the **WORD TEMPLATE** into the [online application](#) portal at [NCBIONEER.com](http://NCBIONEER.com) and fill in any additional information requested.
- Any field marked with an asterisk (\*) is **REQUIRED**.
- Double check that your Organization and Contact information in the Applicant section is current.
- Applications must be completed and submitted online via the following link, [NC BIONEER Venture Challenge Application Form](#), no later than 5:00 p.m. EST on February 28, 2020.
- **CONFIDENTIALITY:** While we treat all information in the application as confidential, we ask that you not disclose any proprietary or sensitive information in your answers.
- An expert panel of reviewers will select finalists to participate in the mentoring assistance process, which begins March 19, 2020 and ends with the pitch competition in May 2020.
- If you have questions or experience technical issues, please contact Deb Mosca at [Deb@NCBIONEER.com](mailto:Deb@NCBIONEER.com)

**Business Venture Name\***

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Elevator Pitch\***

We want to know your business story here. Briefly describe the problem your business solves for your customer, how your solution works, and why your product/solution/company is unique. (max characters: 1000)

The Life Sciences/Biotechnology field encompasses a broad range of applications, including in the sub-sectors of biopharmaceuticals, energy generation, agricultural biotech, marine biotech, industrial biotech and many others. Below are some examples:

**Advanced Materials:** Fiber production from novel materials, Biotextiles, Bioplastics, Composites, Nanobiotechnology, Consumer Materials, and other applications.

**Agriculture:** Plant Improvements, Animal Health, Food Processing, Food Safety, and other applications.

**Energy:** Algae, BioEnergy/Biofuels, Sustainability-focused solutions, and other applications.

**Health:** Clinical Research, Diagnostics, Digital Health, Health IT, Medical Devices, Precision Health, Regenerative Medicine, Therapeutics, Biodefense, Drug Discovery, and other applications.

**Industrial:** Waste Remediation, conversion of waste and by-products to useful products, and other applications.

**Marine:** Aquaculture, including Fish Farming, Shellfish Production, Algae Cultivation; Pathogen Identification; Drug Discovery, and other applications.

**Technology:** Big Data (clinical research), Blockchain, Mobile Apps/Software, B2B Applications, SAAS, Virtual Reality, Machine Learning, Artificial Intelligence, Robotics, IoT, and other applications.

**Other Innovations:** Other life science/biotech-related technologies not listed above.

**Business Category\***

Please select from the list above the sector that best describes your business

In the online form, click on the arrow to reveal the drop-down menu

**Business Category -- Other Innovations**

If you selected "Other Innovations", describe how you categorize the sector that best fits your venture.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

## Describe Your Company

### Type of Company\*

In the online form, click on the arrow to reveal the drop-down menu:

LLC  
S-Corp  
C-Corp  
Sole Proprietorship  
Partnership  
Non-Profit  
Other

### If Type of Company is "Other", please describe

### Incorporation Date (if applicable)

Click on calendar icon and select date

### Company Website

### County\*

In the online form, click on the arrow to reveal the drop-down menu:

Bladen  
Brunswick  
Columbus  
Cumberland  
Duplin  
Hoke  
New Hanover  
Onslow  
Pender  
Robeson  
Sampson  
Scotland

### University Affiliation (if any)

### Business Owner Diversity

Indicate if the venture is woman-owned, minority-owned, and/or veteran-owned. Check all that apply.

In the online form, click on the arrow to reveal the drop-down menu:

Woman-owned  
Minority-owned  
Veteran-owned

**NC BIONEER VENTURE CHALLENGE APPLICATION  
APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

## Tell Us About Yourself

Please provide the following information about yourself as the applicant.

**Applicant Name\***

**Applicant Role/Title\***

**Applicant Email Address\***

**Applicant Phone\***

**Applicant LinkedIn Profile URL\***

**Applicant Primary Address Number and Street \***

**Applicant Address City/Town \***

**Applicant Address State \***

**Applicant Address Zip Code\***

**Is the Applicant a Resident of North Carolina? \***

In the online form, click on the arrow to reveal the drop-down menu:

Yes

No

**Applicant Residence, if not North Carolina**

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Applicant University Affiliation\***

In the online form, click on the arrow to reveal the drop-down menu:

Yes  
No

**Applicant Affiliated University Name**

**Applicant Other University Name (prior)**

## Describe Your Team

**Number of Full-time Employees\***

**Number of Part-time Employees\***

**Number of Contractors/Consultants/Advisors\***

## Team Resource Allocation

Please provide the following details for each of your team members and their effort to support the business.

**Founders and Current Status**

Provide name(s) of business founder(s) and indicate current status, including for example “Active-Heavily involved”; “Active-not heavily involved”; “Not Active”; or “Exited”.

**Employees\***

For each **key** employee, provide full name, role in the company, location, and indicate if F/T or P/T. In **25 words** or fewer, convey what specific skills or talents that each employee bring to the organization that will help advance your business.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Consultants\***

Provide names and companies for any current consultants that provide business or technical advice to your venture. If none, indicate "none".

**Directors and Advisors\***

Provide names and companies for any members of your board of directors (if established) and/or scientific advisory board (if established). If none, indicate "none".

**Describe Your Business**

**Stage of Development\***

- **Level 1 – Concept** - You have an idea you’ve been investigating. You’ve done some basic research on the market and competitive products, and informally bounced the idea off potential customers and advisors. You may have obvious knowledge or skill gaps.
- **Level 2 – Development** – You are committing significant resources (time, money, relationships, equipment, etc.) to the active development of the business idea. You are working on a Minimum Viable Product, low-fi prototype, website, or other method to test the product or service with prospective customers and get feedback. You are researching the market and competition. You are gathering information required to develop financial projections (material costs, pricing, staffing, etc.).
- **Level 3 – Launch** - You have a Minimum Viable Product (an actual prototype, app, customer interface vehicle and/or website) being tested with early adopters or being used in an active sales effort. You will have well-defined, realistic financial projections, a clear understanding of the competitive landscape, an established delivery mechanism, and have marketing and staffing plans included in their completed business plan.

Level 1: Concept			Level 2: Development		Level 3: Launch
Stage 1	Stage 2	Stage 3	Stage 4	Stage 5	Stage 6
Team Vision Idea	Basic market research	Confirmed value prop w/customers	Business plan Resources Freedom to operate	Prototype design	Minimum viable product Detailed financial projections Competitive landscape Staffing for marketing & sales

**FINANCING**

**PreSeed:**  
Grants, Family, Friends,  
Personal savings

**Seed Rounds**  
Angel investors, Competitions

**Series A:**  
Page 7 of 14  
Angel investor follow-on, VCs

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Level 4- Expansion.** You have an established business and are seeking to improve profitability, expand market into other geographical areas, or launch a new product line.

In the online form, click on the arrow to reveal the drop-down menu:

- Level 1 - Concept
- Level 2 – Development
- Level 3 - Launch
- Level 4 - Expansion

**Current Revenue\***

Does the company already have a product/service on the market currently generating revenue?

In the online form, click on the arrow to reveal the drop-down menu:

- 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.

## Describe the Problem and Your Solution

**Problem\***

Describe the problem that your company is trying to solve (max characters: 750)



**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Solution\***

Tell us about your solution and focus on how its properties will alleviate your customer's pain. Highlight benefits, not features. Explain what the perfect solution looks like, not all the details about what you have built. Provide a real-life example for clarification, if appropriate. (max characters: 1,500)

**Patent Details\***

List any **relevant** filed, issued, or licensed patents, patent subject/title, associated number(s), and name of owner for each patent. If you have no relevant patents, enter "0".

## Describe Your Customer and Market

**Customers\***

Describe the target customer and why they might want to use your product/service. (max characters: 750)

**Market Size\***

Provide your estimate of the current market size and whether you believe your product/service may increase the market based on the benefits it offers. (max characters: 750)

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Sales Strategy\***

Are you currently or planning to sell with a direct sales force, over the web, through partners, through distributors? Where are these customers and how can you locate them, talk to them, and bring them on board cost-effectively? (max characters: 750)

**Competition\***

Identify any competitors in your industry and the advantage of your solution. (max characters: 750)

## Describe Your Funding

Have you received any external funding from any of the following sources:

**Founder(s) Contributions\***

In the online form, click on the arrow to reveal the drop-down menu:

- Yes
- No

**Founder(s) Contribution Amount**

If founders have contributed funds to the venture, enter the amount contributed by each founder.

**Grants\***

In the online form, click on the arrow to reveal the drop-down menu:

- Yes
- No

**Grants Amount**

If the venture has received any funding from grants, enter total amount.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Grant Sources**

If the venture has received funding from grants, including from the NC Biotechnology Center, enter the funding source(s).

**Loans\***

In the online form, click on the arrow to reveal the drop-down menu:

- Yes
- No

**Loan Amount**

If the venture has received any funding from grants, enter total amount.

**Loan Sources**

If the venture has received funding from loans, enter the funding source(s).

In the online form, click on the arrow to reveal the drop-down menu:

- NC Biotechnology Center
- Bank
- Friends and Family
- Specialty lender such as SBA or Self-Help
- Other

**Equity Investments\***

In the online form, click on the arrow to reveal the drop-down menu:

- Yes
- No

**Equity Investments Amounts**

If the venture has received any funding from equity investors, enter total amount.

**Equity Investments Sources**

If the venture has received funding from equity investors, enter the funding source(s).

**Gifts\***

In the online form, click on the arrow to reveal the drop-down menu:

- Yes
- No

**Gifts Amount**

If the venture has received any funding from gifts, enter total amount.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Awards/Prize Money\***

In the online form, click on the arrow to reveal the drop-down menu:

Yes  
No

**Awards/Prize Money Amount**

If the venture has received any funding from Awards/Prize Money, enter total amount.

**Other Funding\***

Has the venture received any funding from sources not listed above?

In the online form, click on the arrow to reveal the drop-down menu:

Yes  
No

**Other Funding Amount**

If the venture has received any funding from sources not listed above, enter total amount.

**Other Funding Sources**

If the venture has received funding from sources not listed above, enter the funding source(s).

## Impact

**Funding Uses\***

Describe how you will use the funds from this award. What impact will the funding have on your company and what goal(s) will it help you achieve? (max characters: 500)

**Mentoring Needs\***

Describe the types of questions you hope to answer and issues you intend to address, with the assistance of you company's mentoring team. What impact will this mentoring guidance have on your company? (Max characters: 500)

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

**Your Awesomeness**

Tell us anything about yourself or company that you feel is important for us to know that is not covered in the sections above. (max characters: 500)

## Agreements and Waivers

**Mentoring Participation Agreement\***

I agree to receive mentoring assistance from a team of experts assigned to my venture for a period of two months, if selected as a Challenge finalist.

Because building professional networks to strengthen our entrepreneurial ecosystem is critical to venture success, selected finalists and mentors will be expected to attend the following events:

- March 5, 2020                      Kickoff event (all applicants, mentors, presenters, others)
- March 12, 2020                  Notifications to Selected Candidates
- March–May 2020                Assistance Period
  - March 19, 2020    Networking and Mentoring Session #1
  - April 16, 2020    Networking and Mentoring Session #2
  - May 14, 2020     Networking and Mentoring Session #3
- May 18, 2020                    Judging Phase (private meeting with pitches to judges)
- May 19, 2020                    Pitch Competition (public event)

I agree to participate in all **NC BIONEER** Venture Challenge mentoring, networking, and informational events, including private mentoring sessions and the final public pitch award event, as described at [www.NCBioneer.com](http://www.NCBioneer.com).

**Photo Waiver\***

I grant and authorize representatives of the NC BIONEER Venture Challenge, the NC Biotechnology Center, and University of North Carolina Wilmington the right to take, edit, alter, copy, exhibit, publish, distribute and make use of any and all pictures or video taken of me to be used in and/or for legally promotional materials including, but not limited to, newsletters, flyers, posters, brochures, advertisements, fundraising letters, annual reports, press kits and submissions to journalists, websites, social networking sites and other print and digital communications, without payment or any other consideration. This authorization extends to all languages, media, formats and markets now known or hereafter devised. This authorization shall continue indefinitely, unless I otherwise revoke said authorization in writing.

I understand and agree that these materials shall become the property of NC BIONEER Venture Challenge and the NC Biotechnology Center and will not be returned.

**NC BIONEER VENTURE CHALLENGE APPLICATION**  
**APPLICATIONS MUST BE COMPLETED AND SUBMITTED ONLINE**

I hold harmless, and release representatives of the NC BIONEER Venture Challenge, the NC Biotechnology Center, and University of North Carolina Wilmington from all liability, petitions, and causes of action which I, my heirs, representative, executors, administrators, or any other persons may make while acting on my behalf or on behalf of my estate.

To receive a confirmation that your application was submitted, please click the box below and then enter your email address.

Send me a copy of my responses