ADVANCED INDUSTRIES ACCELERATOR PROGRAMS
GRANT GUIDELINES

Contents

This document provides an overview of the Advanced Industries (AI) Accelerator Programs. See the program fact sheets for high-level information on the program's purpose, criteria, rules, grant review process and other information. This program is administered by the Colorado Office of Economic Development and International Trade (OEDIT).

The AI Program's intent is to commercialize advanced technologies in Colorado that are at a stage of development where market funds are not available.

Colorado's seven advanced industries are: advanced manufacturing, aerospace, bioscience, electronics, energy and natural resources, infrastructure engineering, and technology and information.

The AI Program supports technology commercialization and industry development through the grants described in this document.

I. Proof of Concept (POC) Grant

POC grant funding is used to identify and pull technologies from research institutions where they were discovered and connect them to the private sector where they can be developed into commercialize-able products. These grants should provide significant economic impact or competitive advantage for Colorado and the advanced industries by accelerating the pace of applied research and leading to the rapid commercialization of products and services. Grants support the commercialization of technologies at research institutions at two distinct stages along the commercialization pathway: Pre-Commercial Research and Commercialization Preparation.

Awards of up to $150,000 may be awarded to projects in which the technologies impact a single advanced industry.

A. Project Scope

Projects must accelerate product or service commercialization through pre-commercial research and commercialization preparation. Funding cannot to be used for basic research. Funding can be used to support the following milestones:

- Proof of principle
- Intellectual property (IP) protection
- Prototypes and technical validation
- Market assessment
- Start-up and corporate formation costs

B. Funding

i. Approval

Once an application is approved, applicants must execute a formal grant agreement with OEDIT prior to obligating or spending any grant funds. Project milestones and budgets will be defined in the agreement.

Unused funds must be returned to OEDIT and the program fund.

ii. Matching Funds

A POC applicant must have dedicated money from the associated research institution that is at least 1/3 of the requested grant amount. Dedicated money is cash in an account held by the grantee or formally committed by a third party investor or granting organization; funds are traceable and committed to the execution of the project work. Dedicated funds are necessary at the time of grant execution.

In-kind contributions do not satisfy matching requirements.

Matching funds cannot be OEDIT funding or other State funding, neither directly received, nor received through a third-party.

iii. **POC Fund Allocations to Colorado Research Institutions**

Some of Colorado's public research institutions receive a pre-allocated amount of funding to support proof of concept projects within their institution. These funds are awarded by the institution's technology transfer office (TTO) using an internal review process. Please contact an OEDIT grant manager at oedit_aigrantmanager@state.co.us for a list of currently participating research institutions.

iv. **Grant Maximum**

A project or technology with a particular application, associated with a primary investigator, may receive grant awards up to $150,000, maximum, unless the award cap is lifted as described herein.

The award cap may be lifted for projects as follows:

- Joint Proposal

    o Two or more research institutions submit a joint proposal where the Research Institutions will share joint ownership of IP or patents, OR

    o Where commercialization activities will take place at more than one research institution and at least two of the joint applicants should receive a minimum of 25% of any program award

- A single research institution whose project impacts more than one advanced industry

    o If advanced manufacturing, electronics, or information technology (enabling industries) are among the identified industries, the application must directly address how the enabling technology will impact the scalability, process improvement, or market adoption of the commercial product for the non-enabling technology

    o To receive the full requested amount, all industries selected must support the application

v. **Use of Funds**

The expenditure of both grant and matching funds must comply with an approved project budget. Once an applicant has been notified of an award, they may begin spending matching funds. Grant funds may not be spent until a grant agreement has been executed (received final signature by the State Controller or designee).

vi. **POC Claw-Back Provision**

The intent of the AI Grant Program is to license technologies to organizations that will actively pursue commercial development of the product or technology with the majority of operations in Colorado. Therefore, in the event that a technology supported by a POC award is licensed to an organization NOT commercializing, developing, manufacturing or producing products or services based upon such licensed technology in Colorado, the research institution shall reimburse the AI Grant Program by payment of a sum equal to twenty percent (20%) of any gross licensing revenue resulting from such a license each year until the AI Grant Program is reimbursed for the full amount of the award. Such reimbursements shall be made to OEDIT and will be used to support future AI Grant Programs and activities.

vii. **Industry Selection**

The technology must directly impact the industries selected. The technology must represent a significant departure from the currently available technology available in the industry. The use of an industry's currently available technology does not constitute a significant impact (i.e. the use of currently available electronics components does not constitute an impact on the electronics industry). Applicants self-identify the industry or industries that the project will impact Industries selected will be verified by OEDIT staff and the applicable industry subcommittee leads. Failing to show a direct impact may result in a less favorable evaluation by the reviewers.

C. **Eligibility**

Research institutions located and operating in Colorado that have a TTO are eligible to submit POC grants for consideration in a competitive process that is administered by OEDIT. Research Institutions must be located and operating in Colorado and are a:

- Public or private, nonprofit institution of higher education or teaching hospital;
- Federal Laboratory
- Private technology and research center, or
- Private, nonprofit medical and research center

Such TTO must arrange for the sale or licensure of technologies on behalf of the research institution to private entities that will develop and manufacture resulting products in Colorado.

Though dedicated funds are required to execute a grant, a TTO may apply to the program with only a commitment for matching funds. A typical

commitment is a grant award notice, or a pledge of departmental or investigator funds on research institution letter-head.

D. **Selection Preferences**

Selection preference is given to proposals that:

- Impact more than one advanced industry
- Involve more than one research institution
- Involve research sponsored by an AI Colorado company at the applying research institution
- Originate from a nonprofit research institution

E. **Application Process**

i. **Pre-Qualification Questionnaire**

The TTO must submit a pre-qualification questionnaire on behalf of the applicant. Once submitted, the applicant will have access to the full application.

ii. **Application**

The intent of the application is to provide enough information to a group of reviewers so that they can sufficiently evaluate the commercialization potential of a technology and the value of the proposed project in advancing the technology toward commercialization. Applicants should draft their applications with the assumption that the reviewers have an undergraduate/master's level education in both business and the relevant scientific discipline.

iii. **Timing**

Applications may be submitted during open application windows. Application rounds will open on the 1st business day of the month two times each year (January and July). Online applications are available 2 months prior to each application deadline. The full review process takes 10-12 weeks.

Contact participating research institutions directly for the timing of the internal application and review process.

iv. **Format**

All applications must be submitted using OEDIT's online submission system. Applicants are not required to complete the application in one sitting. All required fields must be completed. Incomplete applications will be rejected.

Contact participating research institutions directly for the format of the internal application format.

v. **Review Process**

Applications will be reviewed in a 10-12 week review process organized by OEDIT. Applications are first vetted through an internal compliance review. External industry, business, and finance experts in the seven advanced industries review the applications in a multi-stage review process:

- Independent review
- Industry subcommittee review meeting
- Full committee pitch day

Contact participating research institutions directly for the process of the internal application format.

Applications recommended for funding will be presented to the Colorado Economic Development Commission (EDC) for final approval.

vi. **Rejected Applications**

Rejected applications may be re-worked and resubmitted in the next grant cycle. There is no appeals process, but applicants can request feedback

F. Application Instructions

In applying for this grant, you are providing information to the State of Colorado. As the submitter, you have an obligation to carefully review all information provided to ensure it is accurate to the best of your knowledge and it does not contain any omissions, misrepresentations or factual errors. The reviewers of this application reserve the right to validate or check any information provided by the applicant, and if errors, omissions or misrepresentations are found, to modify the responses to correct for these deficiencies in evaluating the application and/or cancel any grant awards based on such deficiencies. Deliberately providing factual errors, omissions or misleading information to the State of Colorado as part of this application may be subject to penalties and sanctions as allowable by law.

i. **Executive Summary**

This is a single question section requesting a single page high level overview of your technology and this project. This section is not scored, but will serve as an introduction for your application during the review process.

ii. **Applicant Information**

This section consists of identifying information on the applicant.

iii. **Project Summary & Grant Amount**

This section gives a brief overview, identifies the milestones already accomplished and those to be achieved during the project, summarizes the project proposal, and identifies total grant dollars requested. Identify source of matching funds available at the research institution, which can be any grants, federal funds or personal investments.

In composing the project milestones, utilize the template located in the POC section on the AI webpage. This should be customized to reflect the specifics of the proposal.

Applicant must identify the advanced industry applicable to the technology. Explain how the technology being developed impacts each AI selected.

When two or more advanced industries are selected, if one of the industries selected is advanced manufacturing, electronics or information technology (enabling industries), the application must directly address how the enabling technology will impact the scalability, process improvement, or market adoption of the commercial product for the non-enabling technology.

iv. **Stakeholder Collaboration**

This section determines the statutory application selection preferences. OEDIT will review and confirm accuracy. OEDIT may modify the applicants' answer for scoring purposes if the answer is not accurate.

v. **Commercial, Market & Economic Potential**

Questions are self-explanatory.

vi. **Personnel, Budget & Plan**

Questions are self-explanatory

In composing the project budget, utilize the template located in the POC section on the AI webpage. This should be customized to reflect the specifics of the proposal.

Please note that the total indirect costs associated with the grant funding cannot exceed 8% of the total direct costs associated with the grant funding. This does not apply to the matching funds.

II. Early-Stage Capital and Retention (ESCR) Grant

ESCR grant funding is used to fund companies using technologies developed in proof of concept grants and other early stage start-ups that have created viable products that meet a market need and that can be created or manufactured in Colorado and exported globally. These grants should enhance the commercialization of advanced industry products or services in Colorado. Grant funding will not compete with existing marketplace funding opportunities, but rather is meant to supplement and fill an existing void or capital market's tendency to under-invest in early stage technologies.

Awards of up to $250,000 may be awarded to companies whose technologies impact a single advanced industry.

A. Project Scope

ESCR grants support technology commercialization and product development in preparation for a product launch; or the advancement of a product or technology to achieve a commercial milestone that significantly increases the company's value and stability, and better positions the company for follow-on investment. The resulting product or service must be manufactured or performed in Colorado.

Milestones that can be supported by ESCR funding include:

i. **Model Refinement:**
- Further refinement of prototype
- Strategic marketing plan
- Strategic business plan

ii. **Market Introduction:**
- Pre-production prototype
- Market validation
- Business start-up

iii. **Commercial Activity:**
- Production
- Sales and distribution
- Business growth

B. Funding

i. **Approval**

Once an application is approved, applicants must execute a formal grant agreement with OEDIT prior to obligating or spending any grant funds. Project milestones and budgets will be defined in the Agreement.

Unused funds must be returned to OEDIT and the program fund.

ii. **Matching Funds**

An ESCR applicant must have dedicated money that is at least 2x the requested grant amount. Dedicated money is cash in an account held by the grantee or formally committed by a third party investor or granting organization; funds are traceable and committed to the execution of the project work. Dedicated funds are necessary at the time of grant execution.

In-kind contributions do not satisfy matching requirements.

Matching funds cannot be OEDIT funding or other State funding, neither directly received, nor received through a third-party.

iii. **Grant Maximum**

A company may receive a grant award up to $250,000 maximum, unless the award cap is lifted as described herein.

The award cap may be lifted for projects that impact more than one advanced industry. If advanced manufacturing, electronics, or information technology (enabling industries) are among the identified industries, the application must directly address how the enabling technology will impact the scalability, process improvement, or market adoption of the commercial product for the non-enabling technology

To receive the full requested amount, all industries selected must support the application

iv. **Use of Funds**

The expenditure of both grant and matching funds must comply with an approved project budget. Once an applicant has been notified of an award, they may begin spending matching funds. Grant funds may not be spent until a grant agreement has been executed (received final signature by the State Controller or designee).

v. **ESCR Claw-Back Provision**

The intent of the AI Grant Program is to provide support to businesses that will actively pursue commercial development and manufacture of the product or technology within Colorado. In the event that a company supported by a ESCR Program award relocates or moves outside of the state (and therefore no longer meets the original grant eligibility criteria listed below) within 24 months of the conclusion of a grant, the company shall be obligated to reimburse the AI Grant Program for the full amount of the award, over a payback period of no more than 60 months. Such reimbursements shall be made to OEDIT and will be used to support future

AI programs and activities. For purposes of the foregoing, a company will be deemed to have moved its operations out of Colorado if:

1. the company does not have a headquarters in Colorado and
2. less than 50% of its employees reside in Colorado.

vi. **Industry Selection**

The technology must directly impact the industries selected. The technology must represent a significant departure from currently available technology available in the industry. The use of an industry's currently available technology does not constitute a significant impact (i.e. the use of currently available electronics components does not constitute an impact on the electronics industry). Applicants self-identify the industry or industries that the project will impact Industries selected will be verified by OEDIT staff and the applicable industry subcommittee leads. Failing to show a direct impact may result in a less favorable evaluation by the reviewers.

C. **Eligibility**

To be eligible, companies must:

- Operate within the advanced industries

- Have headquarters located in Colorado or have at least 50% of its employees based in Colorado

- Have received less than $20 million from grants and third-party investors, since inception

- Have annual revenues of less than $10 million

- Demonstrate that the technology is adequately through the Proof of Concept Phase (proof of principle study, owns valid IP, completed prototype and technical validation and commercialization plan that includes a market assessment confirming market need and opportunity, and initial start-up activities)

- Demonstrate the required matching funds.

  - Though dedicated funds are required to execute a grant, an otherwise eligible business may apply to the program without dedicated matching funds. A conditional grant award may be given to an applicant without dedicated matching funds. Should an ESCR applicant received a conditional award, the business will have to obtain the required dedicated match within six months of the award notice. If the required dedicated match is not raised within the six month period, the award is forfeited.

D. **Selection Preferences**

Selection preference is given to proposals in which the company:

- Is developing technology or R&D that impacts more than one advanced industry;

- Is developing technology licensed from a research institution operating in Colorado

- Is or has participated in an entrepreneurship program, or engaged with incubator/accelerator program; or

- Is referred by a VC/Angel investor group that has prepared a written analysis (submitted with the application) that the subject technology has commercial potential, but is too early for their investment criteria.

E. Application Process

i. Pre-Qualification Questionnaire

This pre-qualification questionnaire is designed to verify that you meet the program's basic eligibility requirements before you take the time to complete the full application.

Please note that after you answer the four screening questions in the questionnaire, you will receive an automated email informing you that your screening answers were submitted and are pending review.

Your responses will be reviewed for compliance by an automated system. This review should be completed the same business day following your submission of the pre-qualification questionnaire.

If you are in compliance, you will receive a second automated email telling you that your pre-screen was approved and then you can then log back into the application portal to complete your full application.

ii. Application

The intent of the application is to provide enough information to a group of reviewers so that they can sufficiently evaluate the commercialization potential of a technology and the value of the proposed project in advancing the technology toward commercialization. Applicants should draft their applications with the assumption that the reviewers have an undergraduate/master's level education in both business and the relevant scientific discipline.

iii. Transition Request

Previous applicants awarded funding less than the $250,000 maximum are able to reapply for the remaining funds up to the maximum amount.. Applicants must have successfully completed the milestones for their previous award, still meet program eligibility, and are now pursuing later milestones to continue the project.

iv. **Timing**

Applications may be submitted during open application. Application rounds will open on the 1ˢᵗ business day of the month two times each year (January and July). Online applications are available 2 months prior to each application deadline. The full review process takes 10-12 weeks.

v. **Format**

All applications must be submitted using OEDIT's online submission system. Applicants are not required to complete the application in one sitting. All required fields must be completed. Incomplete applications will be rejected.

vi. **Review Process**

Applications will be reviewed in a 10-12 week review process organized by OEDIT. Applications are first vetted through an internal compliance review. External industry, business, and finance experts in the seven advanced industries review the applications in a multi-stage review process:

- Independent review
- Industry subcommittee review meeting
- Full committee pitch day

Applications recommended for funding will be presented to the Colorado Economic Development Commission (EDC) for final approval.

vii. **Rejected Applications**

Rejected applications may be re-worked and resubmitted in the next grant cycle. There is no appeals process, but applicants can request feedback

F. Application Instructions

In applying for this grant you are providing information to the State of Colorado. As the submitter, you have an obligation to carefully review all information provided to ensure it is accurate to the best of your knowledge and it does not contain any omissions, misrepresentations or factual errors. The reviewers of this application reserve the right to validate or check any information provided by the applicant and if errors, omissions or misrepresentations are found, to modify the responses to correct for these deficiencies in evaluating the application and/or cancel any grant awards based on such deficiencies. Deliberately providing factual errors, omissions or misleading information to the State of Colorado as part of this application may be subject to penalties and sanctions as allowable by law.

i. **Executive Summary**

This is a single question section requesting a single page high level overview of your technology and this project. This section is not scored, but will serve as an introduction for your application during the review process.

ii. **Company Name and Contact Info**

This section consists of identifying information on the applicant. Questions are self-explanatory. Some questions will populate with data you've already entered to complete the pre-qualification step.

iii. **Project Information and Grant Amount**

This section identifies the AI sector, checks for eligibility, identifies the technology's stage of commercialization and milestones to be accomplished through the grant work.

Upload documents that verify the commitment of matching funds. These may be a commitment letter, or an award letter that may proceed funds being deposited in the applicant's accounts. If matching funds have not been secured, must provide expected timeline.

In composing the project timeline, utilize the sample outline in the ESCR section on the AI webpage. This should be customized to reflect the specifics of the proposal.

iv. **Stakeholder Collaboration**

This section determines compliance with the statutes, and eligibility for preferences. OEDIT will review and confirm accuracy. OEDIT may modify the applicants' answer if they are not accurate for scoring purposes.

v. **Product and Technology**

Questions are self-explanatory.

vi. **Business Strategy, Financials**

Questions are self-explanatory. You must upload the following:

- The budget for the grant and matching funds. In composing the project budget, utilize the template located in the ESCR section on the AI webpage. This should be customized to reflect the specifics of the proposal.
    - Please note that the total indirect costs associated with the grant funding cannot exceed 8 percent of the total direct costs associated with the grant funding. This does not apply to the matching funds.

- Business plans, pitch-decks or other materials that have already been created to promote your business.

- Business financials

vii. **Company Management**

Questions are self-explanatory. You must upload the following:

- CVs or resumes for key project and company personnel.
- Support letter(s) or recommendation from a business advisor, industry partner, customers, or other relevant stakeholders

viii. **Benefits to Colorado**

This section determines the expected benefits for the State should the project be funded. You must provide the following:

- Estimate of full time equivalents (FTE) retained
- Estimate of FTEs to be created
- Estimate of the value of new capital investment
- Estimate of the value of retained capital investment
- Explain how this technology will accelerate the product commercialization or economic growth of the advanced industries

ix. **Documentation**

Questions are self-explanatory. You must upload the following:

- CVs or resumes for key project personnel
- Business financials

x. **Compliance**

Insufficient answers can cause the application to be rejected. The primary purpose of this section is to establish eligibility for the grant program and the amount requested.

III. Collaborative Infrastructure (INFR) Grant

INFR grant funding is used to accelerate commercialization and innovation of advanced industry products and services by building capacity and workforce for the advanced industries ecosystem. This program aligns private industry and research institutions to create public goods for the development of the advanced industries in Colorado.

Awards of up to $500,000 may be awarded for projects that impact a single advanced industry.

A. Project Scope

INFR projects must fill important gaps in the advanced industries ecosystem or supply chain, and provide public goods that support advanced industry researchers and companies in commercializing products. Projects must substantially increase alignment between private companies within an advanced industry and research institutions to accelerate commercialization and innovation in Colorado.

B. Funding

i. Approval

Once an application is approved, applicants must execute a formal grant agreement with OEDIT prior to obligating or spending any grant funds. Project milestones and budgets will be defined in the Agreement.

Unused funds must be returned to OEDIT and the program fund.

ii. Matching Funds

An INFR applicant must have dedicated money that is at least 2x the requested grant amount. Dedicated money is cash in an account held by the grantee or formally committed by a third party investor or granting organization; funds are traceable and committed to the execution of the project work. Dedicated funds are necessary.

In-kind contributions do not satisfy matching requirements.

Matching funds cannot be OEDIT funding or other State funding, neither directly received, nor received through a third party.

iii. Grant Minimum and Maximum

A project may receive grant awards of a minimum $50,000 up to the $500,000 maximum, unless the award cap is lifted.

The award cap may be lifted for projects that impact more than one advanced industry.

iv. **Use of Funds**

The expenditure of both grant and matching funds must comply with an approved project budget. Once an applicant has been notified of an award, they may begin spending matching funds. Grant funds may not be spent until a grant agreement has been executed (received final signature by the State Controller or designee).

v. **Industry Selection**

The project must directly impact the industries selected. The project must represent a significant gap from currently available resources and services in the industry.

Applicants self-identify the industry or industries that the project will impact Industries selected will be verified by OEDIT staff and the applicable industry subcommittee leads. Failing to show a direct impact may result in a less favorable evaluation by the reviewers.

C. Eligibility

To be eligible for funding, projects must:

- Significantly impact one or more advanced industries
- Collaborate with multiple industry partners
- Originate from or partner with a nonprofit
- Demonstrate the required matching funds
    - o Though dedicated funds are required to execute a grant, an otherwise eligible project may apply to the program without dedicated matching funds. A conditional grant award may be given to an applicant without dedicated matching funds. The conditional award may support the project in attracting or otherwise securing the required dedicated match for grant execution. Should an INFR applicant receive a conditional award, the applicant will have to obtain the required dedicated match within 6 months of the notice of the award notice. If the required dedicated match is not raised within the six month period, the award is forfeited.

D. Selection Preferences

Selection preference is given to proposals where the project:

- Has significant impacts on multiple advanced industries
- Focuses on applied R&D, technology development, or product/manufacturing facilities to support the identified industry or industries

- Focuses on supply chain gaps and supports capability growth within the identified industry or industries
- Directly assists with the State's recruitment or retention efforts
- Demonstrates the ability to deploy the funding and create significant impacts within a 12-month time frame
- Demonstrates the project's sustainability beyond grant funding
- Demonstrates that the project is not duplicative of existing programs or initiatives
- Has secured the required match as of the application submission

E. Application Process

i. Application

The intent of the application is to provide enough information to a group of reviewers so that they can sufficiently evaluate the commercialization potential of a technology and the value of the proposed project in advancing the technology toward commercialization. Applicants should draft their applications with the assumption that the reviewers have an undergraduate/master's level education in both business and the relevant scientific discipline

ii. Timing

Applications may be submitted during open application. Application rounds will open on the 1st business day of the month once each year (February). Online applications are available 2 months prior to each application deadline. The full review process takes 10-12 weeks.

iii. Format

All applications must be submitted using OEDIT's online submission system. Applicants are not required to complete the application in one sitting. All required fields must be completed. Incomplete applications will be rejected.

iv. Review Process

Applications will be reviewed in a 10-12 week review process organized by OEDIT. Applications are first vetted through an internal compliance review. External industry, business, and finance experts in the seven advanced industries review the applications in a multi-stage review process:

- Independent review
- Multi-disciplinary committee review meeting

Applications recommended for funding will be presented to the Colorado Economic Development Commission (EDC) for final approval.

v. **Rejected Applications**

Rejected applications may be re-worked and resubmitted in the next grant cycle. There is no appeals process, but applicants can request feedback

F. Application Instructions

In applying for this grant you are providing information to the State of Colorado. As the submitter, you have an obligation to carefully review all information provided to ensure it is accurate to the best of your knowledge and it does not contain any omissions, misrepresentations or factual errors. The reviewers of this application reserve the right to validate or check any information provided by the applicant and if errors, omissions or misrepresentations are found, to modify the responses to correct for these deficiencies in evaluating the application and/or cancel any grant awards based on such deficiencies. Deliberately providing factual errors, omissions or misleading information to the State of Colorado as part of this application may be subject to penalties and sanctions as allowable by law.

i. **Executive Summary**

This is a single question section requesting a single page high level overview of your technology and this project. This section is not scored, but will serve as an introduction for your application during the review process.

ii. **Organization and Contact Info**

This section consists of identifying information on the applicant. Questions are self-explanatory.

In composing the project timeline, utilize the sample outline in the ESCR section on the AI webpage. This should be customized to reflect the specifics of the proposal.

iii. **Project Info and Grant Amount**

This section identifies the AI sector, checks for eligibility, identifies the technology's stage of commercialization and milestones to be accomplished through the grant work.

Upload documents that verify the commitment of matching funds. These may be a commitment letter, or an award letter that may proceed funds being deposited in the applicant's accounts. If matching funds have not been secured, must provide expected timeline.

iv. **Preferences**

This section helps determine compliances with the statutes and eligibility

v. **Project Team**

This section provides an overview of the project team.

vi. **Industry Engagement**

This section provides an overview of the partnering organization and industry stakeholder involvement

vii. **Statewide and Regional Impacts**

This section details the anticipated impacts for the local and statewide communities.

viii. **Sustainability**

This section details the project's plan for sustainability beyond the grant.

ix. **Documentation**

Questions are self-explanatory. You must upload the following:

- CVs or resumes for key project personnel
- Support letter(s) or recommendations from project partners, venture capitalists, incubators, accelerators, training programs, advisors, customers, or other relevant stakeholders
- The timeline for the project milestones. In composing the project timeline, utilize the sample outline in the ESCR section on the AI webpage. This should be customized to reflect the specifics of the proposal.
- The budget for the grant and matching funds. In composing the project budget, utilize the template located in the ESCR section on the AI webpage. This should be customized to reflect the specifics of the proposal.
  - Please note that the total indirect costs associated with the grant funding cannot exceed 8 percent of the total direct costs associated with the grant funding. This does not apply to the matching funds.
- Business financials

x. **Compliance**

Insufficient answers can cause the application to be rejected. The primary purpose of this section is to establish eligibility for the grant program and the amount requested.

For more information or to apply for a grant, visit

https://choosecolorado.com/doing-business/incentives-financing/advanced-industries