Bioscience Entrepreneurship Program

2024 – 11th Cycle
Welcome

• We are recording
• Recording will be posted online at flinn.org/entrepreneur
Arizona’s Bioscience Roadmap 2002

Strategy #2:

*Build a critical mass of bioscience firms* by increasing the number of bio startups formed, and supporting them through commercialization.
Benefits:

- $30,000 non-dilutive grant
- Arizona’s Bioscience Roadmap Steering Committee
- AZBio Membership
- Mentorship
- Professional Development Funds
- Bioscience-Related Events
- Networking Opportunities
Eligibility:

✓ Medical Devices, Medical Equipment and Technologies
✓ Diagnostics
✓ Therapeutics, Drugs, Pharmaceuticals
✓ Agricultural Innovations
✓ Research, Testing and Medical Laboratory Technology
✓ Bioscience-Related Distribution

If you’re not sure, ask us.
Eligibility:

Must be based in Arizona

- S-Corp
- LLC
- C-Corp

Registered outside AZ?
- “Foreign Registration Statement” from ACC
Eligibility:

- Pre-revenue
- Early-revenue

No research-only projects
Application requirements:

1. Applicant contact information
2. Executive Summary (2 pages max.)
3. Slide deck – 15 slides, in order, as described
4. Letter of Support [from a partner, customer, investor, or stakeholder]
Pitch Deck - 15 slides in this order:

1. Company Overview / Purpose
2. Value Proposition (Problem and Solution)
3. Product / Service Specifics (*Do not include proprietary information*)
4. Team / Advisors
5. Market Size
6. Competition
7. Customer Feedback / Validation
Pitch Deck - 15 slides in this order:

8. Intellectual Property Strategy
9. Regulatory Strategy
10. Manufacturing / Scale Up Strategy
11. Business Model / Commercial Strategy
12. Financials: pro forma, funding to date, seed round/investment highlights
13. Risk Analysis
14. Use of Flinn Funds
15. What else should the Review Panel know?
Use of funds may include:

- Develop/refine business plans
- Marketing plans
- SBIR grant proposals
- Patent analysis
- Patent filings
- Lease of equipment
- Prototype development
- Third-party validation
- Testing equipment
- Legal costs related to patent work
- Creation of Private Placement Memo
- Regulatory consultants
- Trade show registrations/travel

May not include past debt or founders’ salary.
How to apply:
Apply

Program Eligibility

To be eligible for the program, an entity must be an Arizona-based bioscience company engaged in the commercialization of bioscience research and biotechnology and/or the sale of products in the areas of:
Complete all 3 sections

Your tasks:
- Contact Information
  - Completed on Nov 28 2023 03:40 PM (MST)
- About Your Business
  - Completed on Dec 11 2023 10:29 AM (MST)
- Application Submission
  - Completed on Nov 28 2023 03:44 PM (MST)
Review Process:

Deadline to apply: January 29 at 5:00 p.m.

First round: Review panels - February 1-28

Finalists notified on or around March 1

Second round: In-person Interviews – 15 min pitch + 10 min Q&A March 19.

Awardees announced: Mar 30.
Scoring Rubric

- Company Purpose and Value Proposition
- Team and Advisors
- Market and Competition
- IP, Regulatory, and Manufacturing Strategies
- Business Model
- Financials
- Risk
- Use of Funds
- Executive Summary and Overall Proposal

Available soon at www.flinn.org/entrepreneur
Grant Administrator

- 100% award funds go to your company
- Final Report
- Data – annually for 5 years after selection year
Apply:  www.flinn.org/entrepreneur

Open office hours on Zoom:
Jan. 16  2:00-4:00 p.m.
Jan. 23  12:00-2:00 p.m.
No appointments necessary, just jump on.

Contact information:
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