

FREQUENTLY ASKED QUESTIONS

About Flinn Foundation’s Bioscience Entrepreneurship Program

Q: What does participation in the Bioscience Entrepreneurship Program involve?

A: For the two selected companies:

- \$100,000 in project costs, professional development, and consulting services administered through [Arizona Bioindustry Association](#).
- Membership on Arizona’s Bioscience Roadmap Steering Committee.
- Invites to bioscience-related events and other networking opportunities.

For the eight remaining finalist companies:

- Option to work with Flinn to leverage network and advisor benefits.
- Membership on Arizona’s Bioscience Roadmap Steering Committee.
- Invites to bioscience-related events and other networking opportunities.

Q: Is the support provided to the finalists comprised of structured events, or is it given as needed?

A: The support provided to the finalists will be tailored to the desires and needs of individual companies, although some of the recommended engagements may be cohort-based.

Q: Following the announcement of the winners, how long will it be before the funds are distributed?

A: Funding is administered by our nonprofit partner (AZBio), but generally speaking, the funds will be immediately available for your use after companies are selected and onboarded.

Eligibility

- Q:** Are previous Flinn grantees and participants eligible to apply?
- A:** Yes, past Flinn Foundation Bioscience Entrepreneurship Program participants and Flinn Foundation Seed Grants to Promote Translational Research Program awardees are eligible to apply.
- Q:** Is a company that is registered in a different state, but operates in Arizona, eligible to apply for the program?
- A:** Yes, companies that fall under these parameters are eligible to apply, assuming that they have up-to-date foreign registration statements from the Arizona Corporation Commission to verify that their operations occur in Arizona. Forms are filed through the Arizona Corporate Commission [website](#) using the “Foreign Registration Statement” for LLCs or the “Application for Authority to Transact Business or Conduct Affairs in Arizona” for corporations. Please consult your accountant for concerns about how foreign registration may affect your Arizona tax liability.
- Q:** What kind of companies are encouraged to apply?
- A:** Arizona-based bioscience companies engaged in the commercialization of bioscience research and biotechnology in the following areas are encouraged to apply:
- Medical devices and equipment;
 - Medical technologies;
 - Drugs, pharmaceuticals and diagnostics;
 - Agricultural feedstock and chemicals; or
 - Research, testing and medical labs.

Check out [our website](#) for a comprehensive list of all previous participant companies.

Application

Q: What goes into my application?

A: In the Flinn Foundation Application Portal, you will complete:

- 1) A “contact information” form
- 2) A “demographic information” form
- 3) An “about your business” form
- 4) An application form, consisting of:
 - a. A one-page executive summary
 - b. A 15-slide pitch deck
 - c. A letter of support

Q: Why are my demographics captured?

A: The Flinn Foundation collects demographic information to track diversity metrics, which helps us understand the environment in which we work and improve equity across our organization and programs.

Diversity drives innovation. While the term is often used in reference to race, ethnicity, and gender, we understand it to also include diversity in background, life experiences, skill set, and self-identification. We encourage all to apply.

Please note that the demographic section of your proposal is not visible to the reviewers.

Q: Is one Letter of Support the maximum or minimum for the requirement?

A: The maximum quantity allowed for letters of support is one.

Q: Does Flinn have a preference relating to the author of the Letter of Support and their relationship with the company applying?

A: No, there is no preference concerning the author. The author should be an individual who can best advocate for the company’s merits and admittance into the program. This letter can come from consultants, customers, collaborators, etc. It cannot come from an employee.

Q: What goes into my application deck?

A: Application decks **must not exceed 15 slides** and must include the following topics (**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. Solution & Venture Traction
8. Intellectual Property Strategy
9. Regulatory Strategy
10. Manufacturing / Scale Up Strategy
11. Business Model / Commercial Strategy
12. Financial Information
13. Risk Analysis
14. Detailed Use of Flinn Funds
15. What else should the Review Panel know?

Q: Should the pitch deck focus on the company with its whole spectrum of solutions, or should there be a focus on one indication, product, or technology?

A: The pitch deck should focus on the whole of the company and its strengths.

Q: How much of the \$100,000 needs to be budgeted?

A: You have \$90,000 to budget. \$6,250 is earmarked for consulting hours to experts in the field who meet your growing company's needs; \$3,750 is allocated for professional development.

Q: Are there specific uses of the budget that are more attractive to the reviewers?

A: Not really. The budget should reflect what the company needs to succeed.

Q: What are the limitations surrounding the use of funds?

A: Funds cannot be used to pay the founders' salaries or to settle previous debts. Please reference the Info Session slides for more information.

Q: Can Flinn provide an example pitch deck?

A: No, Flinn will not be providing an example pitch deck. The information contained in the pitch decks we receive is proprietary, and we cannot release sensitive information relating to the operations of previously awarded companies. There is also great variability in effective ways to convey your team and your company's strengths. We don't want to limit your imagination!

Q: Are there any limitations to what I can include in my first-round pitch deck?

A: You are welcome to embed or link **one video no longer than 2 minutes** as part of your pitch deck. Please be cognizant of file size if you're embedding. Links to LinkedIn profiles are recommended. Otherwise, do not assume that reviewers will click on other outside links.

Review

Q: What is the review process?

A: We utilize a two-tiered review process.

Expert panels will be assigned to review eligible applications in Round 1. Evaluation components are outlined on the scoring rubric (available online). Assessments will be made, and feedback will be generated.

The first-round reviewers will select up to 10 companies to move to the second interview round.

The final review panel will select up to two companies for full program participation and funding administered by AZBio.

All considered applicants will be provided with feedback from the reviewers.

Q: How will my application be judged in the first round?

A: View the scoring rubric on our website! Note that the numerical score is only a jumping point for deliberations. Finalists are selected independently of their numerical score, but the categories and relative weights of the slides should guide your content.

Q: Are there any special expectations from the judges related to previous program participants? Do they want to see any specific progress?

A: While it is highly likely that some reviewers will remember details from the prior work of Flinn's grantees and participants, reviewers will not be provided with documentation of prior work as part of our review process. We do encourage you to demonstrate growth and progress made during the Program period and beyond.