



Demonstration Grant Application

Demonstration Grants are designed provide a valuable solution to the corporate partner and a significant growth opportunity for a small business and/or academic partner by developing a new product, distribution channel, customer or research. A demonstration grant supports a matching monetary or in-kind investment by a corporate entity into a project at a small business or academic institution. The grants are designed to lower technical or business risk by accomplishing a technology/testing milestone or opening a new distribution channel, sales pipeline, market, etc.

- Qualifications:
 - Sole proprietorships or individuals working alone are not eligible.
 - The company must be either incorporated in South Carolina or registered to conduct business as a foreign corporation in the State of South Carolina as authorized by the Office of the Secretary of State.
- Funding amount:
 - Demonstration Grants are limited to \$50,000 with rare exceptions.
 - All Demonstration Grants require an equal or greater match by a corporate entity. Demonstration projects with greater than one to one match and that benefit multiple South Carolina companies or academic institutions will be given preference.
- Use of funds:
 - A successful demonstration project will provide a valuable solution to the corporate partner and a significant growth opportunity for a small business and/or academic partner by developing a new product, distribution channel, customer or research.
- Application process:
 - The Demonstration Grant Application can be found below or on the SCRA website: <http://www.scra.org/funding/>
 - Submit completed application with required attachments to apply@scra.org
 - Attachment A-Company Summary
 - Attachment B-Market Research Summary
 - Attachment C-Use of Funds Statement
 - Applications should include the following elements
 - A description of benefits to South Carolina
 - A business and/or commercialization plan, if available
- Review procedure:
 - Qualified applicants will be invited to discuss their intentions with the SCRA Industry Programs Team. Results of the review will be provided in writing to the applying company or academic institution within two weeks of presenting to the SCRA Industry Programs Team.
- Review criteria:
 - Relevance of the Demonstration project to SCRA key sectors (Advanced Materials and Manufacturing; Life Sciences; and/or Information Technology)
 - Use of funds to accelerate development and commercialization of technology at an academic institution or accelerate growth of a small or startup company through new products, distribution channels, expanded markets or other significant growth opportunities.
 - Viability of the technology with substantiated commercial potential
 - Recommendation of the Director of Industry Programs
 - The successful demonstration project will achieve critical commercialization milestones.

- The company or technology must possess, or completion of the Demonstration project must lead to, a competitive value proposition and a compelling go-to-market strategy.
 - If the applicant is a small company, the owners/founders must have an appreciable amount of their own money invested in the company.
 - If the applicant is a small company, the owners/founders must devote 100% of their time to running the company for the foreseeable future or have highly qualified people dedicated to managing and operating the company.
- Funds distribution:
 - SCRA will possibly choose to distribute Grant funding in a stage-gate manner based on milestones mutually agreed to by the applicant and the SCRA Director of Industry Programs.
 - The second distribution of funds will depend on successful completion of milestones funded by the first distribution.
 - All milestones should be achieved within one year of project funding.

4. Strategic Effect on Company of Demonstration Grant

a) How will successful completion on the demonstration grant milestones accelerate the company’s growth?

5. COMPANY’S REVENUE AND HIRING EXPECTATIONS

What are your projections for revenue and personnel growth over the next three years:

	CURRENT YEAR	NEXT YEAR	YEAR 2	YEAR 3
1- Revenue	\$	\$	\$	\$
2- Personnel				
- Management				
- Technical/Scientists				
- Other				
TOTAL SC PERSONNEL				

6. COMPANY’S CURRENT STATUS IN SOUTH CAROLINA

a) Have you filed with the South Carolina Secretary of State? Tax ID Number:
 C corporation; S corporation; LLC; Sole proprietor; Other:

b) Are you already a South Carolina operation? If so, what is located in South Carolina?:
 Headquarters; Manufacturing; Office/management personnel; Research and Development;
 Sales/marketing; Everything (all company operations).

c) Are you currently working with any South Carolina suppliers or customers? If so, list them below:

7. COMPANY’S FUNDING PLAN

a) What are the company’s plans for further equity investments into the company or taking on additional debt?

b) What is the status of raising any anticipated equity or debt financing?

Person completing grant application:

Title:

Please return this application and any supporting attachments to apply@scra.org.