



## **EDGE Grant Competition Application**

The Delaware Division of Small Business offers the opportunity to apply for EDGE Grants to eligible Delaware small businesses.

Completed applications for the EDGE Grant Competition must be submitted as a PDF to **edgegrants@delaware.gov** before 5 p.m. on September 30, 2021. Proposals received after this deadline will not be considered.

The review committee will use the rubrics included in this application to evaluate projects seeking funding.

Should you have questions as you fill out the application, please contact the Division of Small Business at **business@delaware.gov** or 302-739-4271.

Good luck!

## EDGE Grant Application

Clear Form

### Applicant Information:


### Business Details:

Sole Proprietorship	General Partnership	Limited Partnership	S-Corp
C-Corp	LLC	Non-profit	Other
Date Business Established		State of Incorporation	
		NAICS Code	
		Industry	
Annual Revenue (format in \$)		Total Assets (format in \$)	
		Number of Full-Time Employees	
Project Contact	How did you hear about EDGE?*		
	Online	Print	Radio
		Social Media	Public Event
			Other

**MWVBE:**      Minority-Owned      Women-Owned      Veteran-Owned

### Management/Ownership:

Private      Public (Ticker Symbol: \_\_\_\_\_)      Subsidiary (Parent Company: \_\_\_\_\_)

Other (Explanation: \_\_\_\_\_)


### Have you received any state funding previously?


\* Data is used for internal purposes only

## EDGE Grant Application

### Program Information:

1. Please indicate which group the applicant wishes to be considered for:

Entrepreneur (max award = \$25,000)

STEM (max award = \$100,000)

2. Project Cost Summary:

<b>Grant Funds Requested</b>	
<b>Company's Match Financing</b>	
<b>Total Project Cost</b>	

3. Does the applicant maintain more than one business location? If yes, please provide the address of any additional business locations, as well as the number of employees at each location.

4. Please attach a project proposal to this application. The proposal should include each of the following items:

- a. Company background
- b. Owner/Management Bios
- c. Detail of business need for project
- d. Project impact statement
- e. Competitive advantage to be gained through project
- f. Financial Statements for most recent period completed
  - i. Income Statement
  - ii. Balance Sheet
- g. Financial projections, to include analysis of product cost and pricing
- h. Detailed project budget
- i. Copy of Delaware business license

## EDGE Grant Application

**Has the applicant or any person listed as an owner on page 1 of this application:**

Yes	No	
		Been the subject of, or party to, any formal or informal inspection, inquiry, investigation, administrative proceeding, criminal prosecution, or civil litigation by any federal or state agency administering, or private person seeking relief under, state or federal statutes, regulations, or rules governing collective bargaining, hours of labor, working conditions, industrial hygiene and safety, minimum wage standards, discrimination in wages, child labor, unemployment insurance, workers' compensation or other labor law matters?
		Been the subject of or a party to any formal or informal inspection, inquiry, investigation, administrative proceedings, criminal prosecution
		Been the subject of, or a party to, any formal or informal inspection, inquiry, investigation, administrative proceeding, criminal prosecution or civil litigation by any state or federal law enforcement, regulatory or administrative agency for the criminal or civil violation of any federal or state statute, regulation, rule or the terms of any license or permit issued by a federal or state agency, including the failure to hold such a license or permit?
		Been the defendant in any civil litigation in which any type of fraud, misrepresentation, unfair or deceptive trade practices were alleged?
		Been denied any license or permit or had any license or permit revoked or suspended by any federal, state or local agency or governmental body?
		Been convicted of a crime?
		Filed a voluntary petition in bankruptcy or had an involuntary petition in bankruptcy filed against the Applicant, in any bankruptcy court, or been subject to any other state or federal insolvency or receivership proceedings?
		Been an owner or manager of a manufacturing facility that was designated as a chronic violator by the Delaware Department of Natural Resources & Environmental Control?
		Do you have a family member who is currently employed in either the Delaware General Assembly and/or Executive Branch? Family member is defined as sibling, parent, aunt, uncle, cousin or second cousin.  If so by: _____

## Certifications and Notarization to Applicants

### Certification:

Eligibility for financial assistance from the Delaware Economic Development Authority is determined by the information presented in this application and in the required exhibits and attachments. Any change in the status of the proposed project from the facts presented herein could disqualify the project.

To the extent permitted by Delaware’s Freedom of Information Act, all information contained in this application or obtained by the Authority in investigating or considering this application will be kept confidential, except for disclosure to the staff and attorneys of the Authority and the Delaware Division of Small Business (“DSB”).

I, the undersigned, being duly sworn upon my oath say:

1. The Applicant as listed is the recipient of the funds. 2. The Applicant hereby agrees, if this application is approved, to comply with all federal, state, and local laws affecting the grant to be issued and the operation of the proposed project. The Applicant further agrees to comply with all of the terms of the Agreement that governs the financial assistance. As part of this agreement, the Applicant agrees to use its best efforts in good faith to meet all employment projections set forth herein and to give the first opportunity of employment to qualified Delaware residents for all unskilled and semi-skilled workers employed by the applicant. The Applicant agrees to report to the Authority, no later than June 30 of the year following the start of its operation of the project, the total number of its unskilled and semiskilled employees and the number of its unskilled and semi-skilled employees who were residents of Delaware at the time of their employment. 3. The Applicant hereby agrees that any officers, employees, agents or attorneys of the Authority or the Delaware Division of Small Business (“DSB”) may have access to and copy any and all information in any form pertaining to Applicant, including, but not limited to, tax returns and information from tax returns as used in 30 Del. C. §368, in the custody of any State of Delaware, or other State, department, agency, instrumentality, division, office, board, bureau, council, commission, committee, panel or “public body,” as that term is defined in the Delaware Freedom of Information Act, 29 Del. C. § 10002(a), including, but not limited to, the Departments of Finance, State, Labor, and Natural Resources and Environmental Control of the State of Delaware, the United States Environmental Protection Agency, the United States Department of Labor, the National Labor Relations Board or any other agency of the federal government having custody of information deemed pertinent by DSB or the Authority staff or attorneys in evaluating Applicant’s application for assistance. 4. This application, with all attachments & exhibits, is the product of diligent and reasonable investigation that I have either overseen or been personally involved. 5. I have carefully read this application, including all attachments and exhibits, and the information contained in this application, including all attachments and exhibits, is true, accurate and complete to the best of my information and belief. 6. I am a director or officer acting within the scope of my employment and authorized to act on behalf of the Applicant. 7. I understand that if I have intentionally made a false statement in this application, or someone else has made a false statement herein that I know or believe to be false, I am subject to criminal prosecution. Further, the Authority, at its option, may terminate its financial assistance. 8. That the information reported herein is true, accurate and complete. I understand that these reports are made in support of claims for government funds. 9. I understand the Authority may also require additional information as determined by Authority staff.

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### Applicant Information:

\_\_\_\_\_  
 Name of Applicant (Business)

\_\_\_\_\_  
 Signature of Representative of the Applicant

\_\_\_\_\_  
 Title

\_\_\_\_\_  
 Signed

### Notary Form:

\_\_\_\_\_  
 State of

\_\_\_\_\_  
 County of

\_\_\_\_\_  
 Signed and sworn (or affirmed) before me on

\_\_\_\_\_  
 by (Representative of Applicant, not Notary)

\_\_\_\_\_  
 Name of Notary Public

\_\_\_\_\_  
 Commission Expiration Dates

## Entrepreneur Class Rubric

Business Need				
0 - 10	11 - 15	16 - 20	21 - 25	26 - 30
<p>- Proposal shows little to no justification of why the grant will address a business need.</p> <p>- No project budget is included with proposal.</p>	<p>- Proposal makes some effort to describe how the grant will meet a need of the business.</p> <p>- Proposal fails to adequately explain how grant will directly improve the business in order to address stated need, or fails to adequately explain the importance of the stated business need.</p> <p>- Budget and business need are not clearly aligned and insufficient effort is made to explain the link, or items in budget are not clearly explained.</p>	<p>- Proposal provides an adequate explanation of how the grant will address an important need of the business.</p> <p>- Business need is clearly stated, but is overly broad and/or not specific to a direct business improvement plan.</p> <p>- Proposal fails to consider alternative solutions to the Business need that would not require grant funds.</p> <p>- Budget and business need are not sufficiently aligned- budget items seem unaligned with the stated need or just loosely tied to accomplishing the need.</p>	<p>- Proposal provides a compelling explanation of how the grant would address an important need of the business, and includes some data to support this claim. This may include an estimation of market size, market growth, company projected sales growth, and competitive analysis.</p> <p>- Proposal considers some alternative ways to accomplish business need but fails to provide adequate justification for why the stated project is the most effective way of doing so.</p> <p>- Business need is completely tied back to proposed project budget- all items in budget are explained and shown to be consistent with fulfillment of targeted business need.</p>	<p>- Proposal provides a compelling explanation of how the grant would address a unique business need or business opportunity that cannot be easily accomplished using current resources. Data, including an estimation of market size, market growth, company projected sales growth, and competitive analysis is provided to justify these claims.</p> <p>- Proposal considers multiple alternative ways of accomplishing the business need and clearly justifies why the grant proposal is the most effective and efficient way of doing so.</p> <p>- Business need is completely tied back to proposed project budget- all items in budget are explained and shown to be consistent with fulfillment of targeted business need.</p>

Return on Investment				
0 - 10	11 - 15	16 - 20	21 - 25	26 - 30
<p>- Company did not submit adequate information to make a determination of the ROI of the grant.</p>	<p>- Company shows little or no data to support a positive ROI for state over a 5 year time period, or cannot show positive ROI over this time frame.</p> <p>- Significant downside risks of business are unaddressed in proposal</p>	<p>- Company shows some data to support a positive ROI for state over a 5 year time period, though projections are unsupported.</p> <p>- Business attempts to demonstrate that it can survive even if projections are not met.</p>	<p>- Company shows compelling data to support a positive ROI for state over a 5 year time period, though projections are questionable and/or overly aggressive.</p> <p>- Potential for growth or sustainability of business is significant.</p> <p>- Business explores how it may perform under different levels of sensitivity in key projections (sales are low, costs are higher).</p>	<p>- Company shows compelling data to support a positive ROI for state over a 5 year time period using conservative assumptions.</p> <p>- Potential for growth of business is significant.</p> <p>- Risk of failure of business is mitigated with explanation of how business would perform even if top line projections are not met. Demonstrated through thorough sensitivity analysis.</p>

Competitive Advantage Gained			
0 - 5	6 - 10	11 - 15	16 - 20
<p>- Proposal contains little or no data analysis of firms marketplace and competition.</p> <p>- Proposal fails to adequately analyze the competitive advantage gained from the grant award.</p>	<p>- Proposal contains little or no analysis of the firms marketplace.</p> <p>- Proposal does not consider why the solution presented is the most effective and efficient way of gaining the competitive advantage sought.</p> <p>- Proposal contains no customer insights.</p>	<p>- Proposal contains some analysis of the firms marketplace and attempts to break down major competitors and future of market (potential for new entrants, technological disruption, etc).</p> <p>- Proposal considers why the solution presented is the most effective and efficient way of gaining the competitive advantage sought.</p> <p>- Proposal contains some customer or potential customer insights to support its claim to be able to win and sustain a competitive advantage in their defined market.</p>	<p>- Proposal contains a thorough analysis of the firms marketplace and breaks down major competitors as well as any dominant national firms, and how each would pose challenges. Also analyzes future of market (potential for new entrants, technological disruption, etc).</p> <p>- Proposal considers why the solution presented is the most effective and efficient way of gaining the competitive advantage sought.</p> <p>- Proposal contains thorough customer or potential customer insights to support its claim to be able to win and sustain a competitive advantage in their defined market.</p>

Community Impact				
0 - 2	3 - 4	5 - 6	7 - 8	9 - 10
<p>- Proposal does not include a significant explanation of the impact the business will have on its local community.</p>	<p>- Proposal gives some explanation of how the success of the business will have a positive impact on the surrounding community.</p>	<p>- Proposal gives some explanation of how the success of the business will have a positive impact on the surrounding community.</p>	<p>- Proposal gives a compelling explanation of how the success of the business will have a significant positive impact on the surrounding community, whether through job opportunities, economic growth, or other means.</p>	<p>- Proposal gives a compelling explanation of how the success of the business will have a significant positive impact on the surrounding community. This extends beyond job growth and economic activity to include philanthropic and/or local contributions to improve the surrounding community.</p>

MWVBE Status Bonus	
0	5
- Business cannot demonstrate MWVBE status.	- Business demonstrates MWVBE status.

Geographical Bonus	
0	5
- Business will not be located in a priority geographical area.	- Business will be located in a priority geographical area (Opportunity Zone and/or Downtown Development district), or plans to locate there in the near future.

## STEM Class Rubric

Return on Investment				
0 - 10	11 - 20	21 - 27	28 - 35	35 - 40
<p>- Company did not submit adequate information to make a determination of the ROI of the grant.</p>	<p>- Proposal shows that the company would be utilizing the grant as part of a crucial funding source in the development of a new product or service, but does not explain convincingly why this is a major innovation in the field.</p> <p>- Proposal attempts to show some ROI to the state for the grant investment, though more detail is needed and/or the defined ROI is not appropriate.</p> <p>- Proposal fails to show a coherent path for fundraising beyond EDGE grant to meet significant capital needs associated with a development lifecycle.</p> <p>- Proposal fails to explore alternatives for the company to succeed if stated research or innovation does not succeed.</p>	<p>- Proposal shows that the company would be utilizing the grant as part of a crucial funding source in order to develop a new innovation or disruptive technology in a given field. This innovation and its impact on the given field is explained, though not in a clear or convincing manner.</p> <p>- Proposal shows that a successful development of technology or successful research discovery may lead to a potential ROI for the state's grant investment, either through direct or indirect means. This is not unsupported with convincing data however, or the horizon is more than 10 years.</p> <p>- Proposal attempts to show how an EDGE grant would enable the company to attract additional fundraising over the coming years, though an end goal is undefined or unrealistic given supporting explanation.</p> <p>- Proposal fails to explore alternatives for the company to succeed if stated research or innovation does not succeed.</p>	<p>- Proposal shows that the company would be utilizing the grant as part of a crucial funding source in order to develop a new innovation or disruptive technology in a given field. This innovation and its impact on the given field is explained adequately with data, though some questions remain.</p> <p>- Proposal shows that a successful development of technology or successful research discovery would lead to a significant ROI for the state's grant investment, either through direct or indirect means.</p> <p>- Proposal attempts to show how an EDGE grant would enable the company to attract additional fundraising over the coming years, though an end goal is undefined or the level of funding needed for commercialization appears unrealistic.</p> <p>- Proposal explores alternatives for the company to succeed, though not in any great detail or in a convincing fashion.</p>	<p>- Proposal shows that the company would be utilizing the grant as part of a crucial funding source in order to develop a new innovation or disruptive technology in a given field. This innovation and its impact on the given field is explained thoroughly with data.</p> <p>- Proposal shows that a successful development of technology or successful research discovery would lead to a significant ROI for the state's grant investment, either through direct or indirect means.</p> <p>- Proposal maps out in a clear and coherent manner how an EDGE grant would enable the company to attract additional fundraising over the coming years to a level that supports commercialization of the product within ten years..</p> <p>- Proposal explores alternatives for the company to succeed even if the initial goal of research or initial aim of discovery fails to be achieved.</p> <p>- Research or innovation pursued aligns with strategic goals of other Delaware stakeholders such as public institutions of higher education, economic development efforts of the community, and other community organizations.</p>

Business Need				
0 - 10	11 - 15	16 - 20	21 - 25	26 - 30
<p>- Proposal shows little to no justification of why the grant will address a business need.</p> <p>- No project budget is included with proposal.</p>	<p>- Proposal makes some effort to describe how the grant will meet a need of the business.</p> <p>- Proposal fails to adequately explain how grant will directly improve the business in order to address stated need, or fails to adequately explain the importance of the stated business need.</p> <p>- Budget and business need are not clearly aligned and insufficient effort is made to explain the link, or items in budget are not clearly explained.</p>	<p>- Proposal provides an adequate explanation of how the grant will address an important need of the business.</p> <p>- Business need is clearly stated, and data is given to support why the need is important.</p> <p>- Proposal fails to consider alternative solutions to the Business need that would not require grant funds.</p> <p>- Budget and business need are not sufficiently aligned- budget items seem unaligned with the stated need or just loosely tied to accomplishing the need.</p>	<p>- Proposal provides a compelling explanation of how the grant would address an important need of the business, but does not include significant or compelling data to support this claim.</p> <p>- Proposal considers some alternative ways to accomplish business need but fails to provide adequate justification for why the stated project is the most effective way of doing so.</p> <p>- Business need is completely tied back to proposed project budget- all items in budget are explained and shown to be consistent with fulfillment of targeted business need.</p>	<p>- Proposal provides a compelling explanation of how the grant would address a unique business need or business opportunity that cannot be easily accomplished using current resources. Data, including an estimation of market size, market growth, company projected sales growth, and competitive analysis is provided to justify these claims.</p> <p>- Proposal considers multiple alternative ways of accomplishing the business need and clearly justifies why the grant proposal is the most effective and efficient way of doing so.</p> <p>- Business need is completely tied back to proposed project budget- all items in budget are explained and shown to be consistent with fulfillment of targeted business need.</p>



Competitive Advantage Gained			
0 - 2	3 - 5	6 - 8	9 - 10
<p>- Proposal contains little or no data analysis of firms marketplace and competition.</p> <p>-Proposal fails to adequately analyze the competitive advantage gained from the grant award.</p>	<p>- Proposal contains little or no analysis of the firms marketplace.</p> <p>- Proposal does not consider why the solution presented is the most effective and efficient way of gaining the competitive advantage sought.</p> <p>- Proposal contains no customer insights.</p>	<p>- Proposal contains some analysis of the marketplace that the new innovation may disrupt or enter in to. Current capabilities of leading products in this market are explained, though not to a level that allows evaluator to feel they fully understand the landscape.</p> <p>- Proposal explains why, if research or innovation is successful, a new competitive advantage over incumbent firms would be created, and how it can be sustained, but does not consider threat of new entrants and/or copy cats.</p> <p>- Proposal contains some customer or potential customer insights to allow some validation of business opportunity.</p>	<p>- Proposal contains a thorough analysis of the marketplace that the new innovation may disrupt or enter in to. Current capabilities of leading products in this market are explained, and reasons are given why they are inadequate relative to the proposed innovation or research.</p> <p>- Proposal explains why, if research or innovation is successful, a new competitive advantage over incumbent firms would be created, and how it can be sustained.</p> <p>- Proposal contains thorough customer or potential customer insights to support its claim to have a profitable business opportunity.</p>

Community Impact			
0 - 2	3 - 5	6 - 8	9 - 10
<p>- Proposal does not include a significant explanation of the impact the business will have on its local community.</p>	<p>- Proposal gives some explanation of how the success of the business will have a positive impact on the surrounding community, though this is largely generic (i.e. job growth will be a good thing for community).</p>	<p>- Proposal gives a some explanation of how the success of the business will have a significant positive impact on the community, This may include the civic community, but may also include the STEM community through partnerships with institutions of higher education and/or interdisciplinary research.</p> <p>- The explanation lacks convincing reasoning- either it seems too hypothetical, or unlikely to be something the business sustains over time.</p>	<p>- Proposal gives a compelling explanation of how the success of the business will have a significant positive impact on the community, This may include the civic community, but may also include the STEM community through partnerships with institutions of higher education and/or interdisciplinary research.</p>

MWVBE Status Bonus	
0	5
- Business cannot demonstrate MWVBE status.	- Business demonstrates MWVBE status.

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-Business will not be located in a priority geographical area.	-Business will be located in a priority geographical area (Opportunity Zone and/or Downtown Development district), or plans to locate there in the near future.