

Coastal Community Resilience Challenge Application

Application Submission Deadline: March 15, 2021, 12pm EDT

Thank you for your interest in the RISE Coastal Community Resilience Challenge. This form cannot be changed or edited and should be treated as your final submission. Please see the Challenge details on [the 2021 Challenges page](#).

Responses to the Challenge application questions will be kept confidential. Only the responses to the questions #8, 9, and 10 will be made public.

RISE will only accept COMPLETED APPLICATIONS. All questions must be answered and all requested documents attached.

Please send all application related questions to: Katerinaoskarsson@riseresilience.org.

Attachments

- 1 Please upload a technical report(s) and/or presentation describing your solution. (Max file size 30MB).

CHOOSE A FILE

- 2 Please upload a business plan for your venture. [Click here](#) for content guidance for your business plan. (Max file size 30MB.)

CHOOSE A FILE

- 3 Please upload a work plan and a workbook (with budget, schedule, and milestones) for your solution [click here](#) to download the workbook and [click here](#) for content guidance for your work plan. (Max file size 30MB).

CHOOSE A FILE

- Please upload your pitch presentation summarizing your solution, business plan and workplan. (Max file size 30MB).

CHOOSE A FILE

Basic Information

- Tell us about your group: Are you an individual, group of individuals, a for-profit small business or a non-profit organization? Please include your entity's **DUNS** number if you have one.

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- List all of the members of your team, their relevant experience, and their role in the company (if you have one) or the non-profit entity. Please indicate whether any members have prior entrepreneurial experience (HINT: Do not simply provide a link to your website or LinkedIn Profile)

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- Team/Entity name

This response will be made public.

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- Solution name

This response will be made public.

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- Where is your solution team headquartered or located?

This response will be made public.

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About Your Solution

10 At what stage is your solution currently? Here are the definitions of the five stages of development. Please select the appropriate stage for your solution below. **Idea:** We welcome you to submit your solution to participate in the discussion, but please note that solutions proposing the development of new technologies that are still only at the concept stage are unlikely to be selected. **Prototype:** An entity building and testing its product, service (including a workforce development program), or business model. Typically described as "Pre-Seed" if For Profit. **Pilot:** An enterprise deploying a tested product, service, or business model in at least one community. Hybrids and For Profits would typically be in a "Seed" round and generating revenue (whether or not they are cash flow positive). **Growth:** An entity with an established product, service, or business model rolled out, which is poised for further growth in multiple communities or countries. Organizations at this stage should have a clear path to sustainability. For Profits at this stage would be "Seed" or "Series A." **Scale:** A sustainable entity working in several communities or countries and that is looking to scale significantly, focusing on increased efficiency. For Profits in this stage would be "Series A" or "Series B."

- Idea
- Prototype
- Pilot
- Growth
- Scale

11 What makes your solution innovative? Explain whether this is a new technology, a new application of an existing technology, for solving the Challenge. Can intellectual property be protected; is it patentable?" If the applicant feels that their solution has particular performance that you wish to emphasize to the judges (e.g., enhanced road closure capability, enhanced spatial resolution of hazards, predictive capabilities, etc.), please provide a write-up (5 pages maximum) describing the performance expected and if this performance can be seen in the data from the provided final flood dataset and the time of occurrence(s). Please upload this write-up together with Attachment #1: JSON Incidents and Closure Reports. Please do not provide proprietary information.

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12 What is your vision over the next three to five years to grow and scale your solution?

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13 If your solution already has a website, YouTube or Vimeo link, provide links.

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About Your Team

14 What type of organization is your solution team?

- For-profit
- Nonprofit
- Not Registered as Any Organization
- Hybrid of For-profit and Nonprofit
- Other (Please explain below)

15 If you selected "other" for the organization question, please explain here.

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16 For how many years have you been working on your solution?

- Just started for this challenge
- Less than 1 year
- 1-2
- 3-4
- 5-10

17 With what organizations are you currently working if any? How are you working with them?

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18 Do you want to be considered for partnership incentive points?

- Yes
- No

18a If yes: Please describe in detail the levels of participation of each in the partnership.

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18b If yes: Please describe in detail the relevance of the partnership to the success of the proposed project.

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Business Model

19 What are your ultimate strategic goals?

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20 What is your revenue model? Explain why you are positioned for long-term sustainability, profitability (if for-profit), and expansion.

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21 Do you have revenue from this or a similar product?

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22 If you have revenue from the proposed solution's product or service, how much revenue have you earned since you started your company/entity? In the last month?

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23 From where have you received funds since you started working on your solution?

- Revenue from sales of products or services
- Grant Funds
- Gifts
- Equity
- Debt
- Other

24 If you answered that you have other sources of funding, please explain them below.

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25 Would you be leveraging other funding sources against receiving funds from the RISE Resilience Innovation Fund?

- Yes
- No

- 26 How much funding are you requesting from RISE Resilience Renovation Fund if selected as one of the challenge winners? RISE provides funding up to \$350,000 in grants and loans (please see the Applicants Guidelines for details).

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- 27 What are some of the key barriers for your solution to succeed?

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- 28 What are the three biggest risks to your business/non-profit?

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- 29 Are there any legal or regulatory risks to your company/non-profit?

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- 30 With what organizations would you like to partner, and how would you like to partner with them?

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Market

- 31 Please quantify the magnitude of the problem and the potential market for your product/service (including a workforce development program) and how you calculated it.

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- 32 Which segment(s) of the market do you plan to target first (private vehicles, commercial vehicles, emergency vehicles, public transportation, other)

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- 33 Who is your target customer?

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34 How did you hear about the RISE Coastal Community Resilience Challenge?

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35 Please provide names, affiliations, and contact information for three relevant professional references for the applicant. These may include partners, clients, and past institutional funders.

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Demonstration Site and Facility Needs

36 What type(s) of indoor and/or outdoor location(s) in Hampton Roads do you need to develop, prototype, pilot or otherwise demonstrate your innovative resilience-building technology, product or service? Do you have a preference for a particular city(ies) in Hampton Roads for your solution demonstration? Please note that RISE provides access to a suite of Resilience Innovation Hub resources in Hampton Roads including 1) a co-working office space, 2) a co-working workshop/warehouse space and 3) real-world pilot sites and infrastructure for pilots/demonstrations.

37 Completed Application for Records to be Sent To