RISE 2021 Coastal Community Resilience Challenge
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Frequently Asked Questions

Last update: March 3, 2021

What are the main eligibility requirements?

- Your company must meet the definition of a small business, as defined by the U.S. Small Business Administration and found under 13 CFR Section 121.201, or qualify as a 501(c)(3) non-profit entity.
- Your company must be able to test/pilot your solution in Hampton Roads, Virginia (if you are unable to travel due to COVID restrictions, this can be achieved by hiring locally and/or via a partner).
- You have to be able to deploy your solution and spend all of the revenue based loan or grant (up to $350,000) within a 12 month period after being accepted into the program (by May 31, 2022).
- Your technology has to be post the prototype stage or already have customers using your technology.
- If you are accepted as a finalist, you will be required to submit further documentation such as technical details of your solution, a work plan, and financial projections within 14 calendar days of being notified of you finalist status. Finalists will be also required to register on Sam.gov.

Applicants are not required to be incorporated as a business or a non-profit entity by the application submission deadline. However, applicants must be a small business or a non-profit entity and provide a DUNS number and sam.gov registration by **May 31, 2021** which is the deadline for signing a contract with RISE if selected as a winner of the Challenge.

The DUNS number can be typically received within a week. The SAM.gov registration can take 4-6 weeks to receive, and applicants are strongly encouraged to begin this registration as soon as possible. There are no charges for either DUNS or SAM.gov registrations.

Am I able to apply if I have a strategic partner that doesn't meet a small business definition?

You can partner with a larger company if needed as long as your project is led by you as the small business.

What does RISE offer to the Challenge winners?

RISE offers one-stop-shop resources and a living testbed to innovators in the coastal resilience sector. Winners of the Challenge receive a wrap-around support including:

- Up to $350,000 in non-equity funding from the RISE Resilience Innovation Fund in a form of a government-funded Revenue Based Loan and/or a Grant
- Customized business curriculum from the RISE Resilience Innovation Accelerator
- Technical, government, and business mentors
- Assistance with securing real-world pilot and test sites in Hampton Roads region's cities
- Co-working office space & fabrication work space
- A network and community of previous 15+ resilience Challenge winners
- PR and media visibility
- Technical assistance with government regulatory compliance
- Ongoing support throughout the duration of your project
- Introductions to leaders, experts, and other stakeholders in Hampton Roads and broader coastal Virginia

What kind of funding does RISE offer? Are you taking an equity?

Applicants can apply for up to $350,000 in non-equity funding. RISE Resilience Innovation Fund awards come in two forms: 1) Revenue Based Loan and 2) Grant. Grant awards may be combined with the Revenue Based Loan. The award type and amount is determined by the RISE Executive Director based on the scoring and recommendations of the RIF Investment Committee.

Grants are awarded for the costs of initial tasks associated with project setup and Hampton Roads-focused use case discovery and development. All grant funds must be fully expended and closed out by **May 31, 2022**. Payments made to the awardee under the grant are made on a reimbursement basis for eligible costs.

Revenue Based Loans are awarded to selected applicants who already have a product and seek funding to launch or grow their revenue generation by refining, expanding and/or piloting their resilience-building solution, launching or scaling marketing, sales, fabrication and other capacity.

Companies are awarded an amount based on their capital needs and projected revenue stream. Payments are made monthly to RISE based on the company's monthly gross revenue from sales (as defined by GAAP). Key features of this loan include:

- No equity
- No collateral required
- No board seats or personal guarantees
- Return caps of 1.0x – 2.0x
- Repaid over up to 5 years
- Up to 20% of monthly revenues

Terms may vary according to agreement between teams and RISE. Only those revenues associated with the product or service proposed are considered. Terms of this loan (e.g., percentage of monthly gross

revenues, term, cap) will all be negotiated individually between RISE and the company based on the financial model. No traditional underwriting will be required to receive this loan. This loan is non-dilutive. The Revenue Based Loan must be fully expended by **May 31, 2022**.

What is the source of funding for the grants and revenue-based loans from RISE?

Grants and revenue-based loans for the 2021 RISE Coastal Community Resilience Challenge come from the Virginia Department of Housing and Community Development, an agency in the Commonwealth of Virginia government. Challenge winners receiving funding from RISE must meet applicable government requirements. RISE provides extensive regulatory support to its awardees to ensure compliance with applicable government rules and regulations.

What stage of companies are you looking for?

We are looking for startups, small businesses (as defined by the U.S. Small Business Administration) and non-profit entities that are at the post prototype stage. Please see the definitions below:

Prototype: An entity building and testing its product, service, 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."

Is the Challenge open to foreign companies?

Yes. As long as a foreign company is able to obtain a DUNS number, register on Sam.gov, and meet other eligibility requirements.

Do I have to relocate to the Hampton Roads region, Virginia if selected as one of the Challenge winners?

Businesses that are accepted into our program DO NOT have to locate in Hampton Roads as long as COVID restrictions are still in place. However, you will still need to deploy your solution in Hampton Roads by either hiring someone or partnering with a local firm to deploy your solution. RISE can only select projects that provide a demonstrable benefit to the Hampton Roads region while being scalable to other communities.

How is the Hampton Roads region defined?

The Hampton Roads region is defined as: The City of Chesapeake; The City of Franklin; The City of Hampton; The City of Newport News; The City of Norfolk; The City of Poquoson; The City of Portsmouth; The City of Suffolk; The City of Virginia Beach; The City of Williamsburg; The Town of Smithfield; Gloucester County; Isle of Wight County; James City County; Southampton County; Surry County; and York County.

Where can I find datasets, engineering studies, and other background information about flooding challenges in Hampton Roads?

Please reach out to katerinaoskarsson@riseresilience.org with your data requests. We will provide you with available information.

Have pilot sites been identified for the Challenge to minimize lead time implementation and permitting issues?

It depends on your solution and the problem you're addressing. For instance, for specific use cases such as FM1: Tidal Backflow Prevention, FM2: Stormwater Debris & Litter Control, FM3: Rainbomb Flooding Reduction and BP1: First Floor Elevation Mapping & Integration, the City of Norfolk has identified pilot sites. If your solution focuses on other areas within the broad Flood Management Infrastructure, Data Analytics, Protection of Buildings, and Re-Establishing Critical Utilities topics, pilot sites have not been pre-identified as they depend on proposed solutions.

Can my project be scaled to just cover a certain city in Hampton Roads, or does it need to cover the whole Hampton Roads region?

This depends on the scale of your project, costs, and coverage. Many of our teams use only one city within the region as a testbed.

Where can I find testimonials from previous winners and projects they completed for review?

Please look under *Our Solution Builders* tab on the website to see testimonials from our past challenge winners and links to their websites to view current and past projects.

Does my solution have to fall within the specific use cases listed under the four main topic areas?

No, it can fall in another category as long as it addresses solving problems that face Hampton Roads and other coastal cities as a result of flooding and sea level rise.

City Stormwater department mentioned they are always interested in more flooding forecasting but it's only a small part of what he's looking for. Would an application purely focused on forecasting could be successful?

From a stormwater department perspective (which the first three focused Challenges are), the solutions being sought are those that solve the problem. In the rainbomb case, giving the stormwater department a forecast of flooding is of limited use as the stormwater dept would still have to deal with the flooding. There may be some things that could be done with the forecast (like warning drivers etc.) but that does not alleviate the flooding. What is sought in the rainbomb challenge case is a solution for better use of the existing infrastructure (e.g., pump out stormwater pipes to increase storage, or other performance improvements, etc.). A forecast would be useful here, but the stormwater solution of increasing storage capacity is key

In the rainbomb challenge, are you looking for an infrastructural intervention or threat analysis software/alert? We are hoping to provide the best proposal/ value for the project, hence the inquisition.

We are looking for infrastructural intervention (which may include threat analysis) – we want some solution to make a difference in the floodwater from rainbombs.

It is unclear about the 4 main challenge/s versus the broader issues outlined, is there room for technology that addresses beyond the challenges or only those specified?

To clarify, our Challenge areas fall into the four main categories on the website:

- Flood management

- Data Analytics

- Protection of Buildings

- Re-establishing critical utilities

On the webpage and attachments are details of the resilience-related problems in these technical areas our region, and other coastal communities, are experiencing. Teams may submit to any/all these topics areas even if the solution is spread across several categories – that's ok. In addition, we have found 4 areas of specific problems that cities want solutions to; and they are described in topics FM1, FM2, FM3, and BP1. Some teams may have solutions that can be directed at these solutions. You can submit to address any of the broader or focused topic areas – or even solution(s) across any number of them.

Noting the previous partners, are there ways to engage/leverage or continue to build off of their concepts and offerings?

Yes. Reach out to them yourself (their websites are linked on our website) – we can always make an introduction. While we encourage it, we do not require any of our teams to partner with anyone.

What is City of Norfolk's average annual spending on storm water improvements and funds generated annually from storm water utility fees.

Capital Improvement (Major upgrades, maintenance, and new features)- $16,715,000.

Operating Budget (Routine maintenance, salary, equipment, etc., plus debt repayment towards capital expenditures)- $21,408,868.

Funds from Stormwater Fee- $16,715,000.

Norfolk Flood Insurance Coverage Assessment and Coverage Improvement Plan

https://www.norfolk.gov/DocumentCenter/View/62690/-R-1-Program-for-Public-Information-and-Flood-Insurance-Coverage-Improvement-Plan?bidId=

DHS City of Norfolk Sensor Locations

Sensor Locations

ID	LOCATION
1	Virginia Beach Blvd and Tidewater Dr
2	South Brambleton Pond
3	E Charlotte St and Walker St
4	Tidewater Gardens Elementary Parking Lot
5	Park Avenue under I-264
6	Anne Outten Pond
7	The Hague
8	Boush-Onley Avenue Intersection
9	City Hall Avenue-Pump Station
10	Shore Drive-Little Creek Inlet
11	Larchmont Library-Edgewater Haven

○ DHS Sensor Location

△ Existing City Sensor Location (SCADA)

▲ Existing NOAA Gauge - Sewells Point

■ Water