

RISE Coastal Community Resilience Challenges

Powered by Brinc

Frequently Asked Questions

Last update: November 1, 2021

1. What are the main eligibility requirements?

The eligibility requirements are different for each Challenge. The eligibility requirements for the Urban Coastal Community Resilience Challenge and separately for the Rural Coastal Community Resilience Challenge are described below.

Urban Coastal Community Resilience Challenge 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 \$300,000) by June 30, 2023.
- 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 obtain a DUNS number and 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 the end of March 2022 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.

For detailed information about the Urban Coastal Community Resilience Challenge, please read the Applicant Guidelines posted on the Challenge webpage.

Rural Coastal Community Resilience Challenge Eligibility Requirements:

- Be a business entity (of any size)
- Your company must be able to test/pilot your solution in the rural Middle Peninsula region of 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 grant (up to \$200,000) by June 30, 2023.
- 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 your finalist status.
- Finalists will be required to register with the Virginia State Corporation Commission (SCC) and obtain a SCC identification number to demonstrate that they are authorized to transact business in the Commonwealth of Virginia.

Please note that you are not required to provide a SCC identification number by the application submission deadline on January 10, 2022. However, if selected as a finalist, you will be required to provide a SCC number by **February 18, 2022**. There is a charge for SCC registration. For more information visit: <https://scc.virginia.gov/pages/Businesses>.

2. Am I able to apply to the Urban Coastal Community Resilience Challenge 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 proposed to the Urban Coastal Community Resilience Challenge is led by you as the small business.

3. 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. Specific benefits vary by each Challenge. Winners of the Urban Coastal Community Resilience Challenge will receive a wrap-around support including:

- Up to \$300,000 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 accelerator curriculum
- 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
- 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
- Introductions to potential investors
- The only ecosystem (25+ previous Challenge winners) of coastal resilience entrepreneurs in the U.S.

Winners of the Rural Coastal Community Resilience Challenge will receive a wrap-around support including:

- Up to \$200,000 in non-equity/non-dilutive grant funding
- Real-world pilot sites in the rural Middle Peninsula region of Virginia
- Feedback from government pilot hosts and ongoing support throughout the duration of your project
- Assistance and support with permitting issues and questions
- University R&D assistance and apprentices
- Co-working office space in the Middle Peninsula of Virginia
- Fabrication facility in Hampton Roads of Virginia
- Customized business accelerator curriculum
- Government, technical and business mentors
- PR opportunities and media visibility
- Regulatory assistance with government funding
- Introductions to potential investors and customers
- The only ecosystem of coastal resilience entrepreneurs in the U.S.

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

This vary depending on whether you are applying to the Urban or Rural Coastal Community Resilience Challenge.

Urban Coastal Community Resilience Challenge:

Applicants can apply for up to \$300,000 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 product development, project setup in Hampton Roads, and Hampton Roads-focused use case discovery and development. All grant funds must be fully expended and closed out by **June 30, 2023**. 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 **June 30, 2023**.

Rural Coastal Community Resilience Challenge:

Applicants can apply for up to \$200,000 in non-equity grant funding.

Payments made to grantees under the agreement are made on a reimbursement basis for eligible costs. Grantee must incur costs and request reimbursement for eligible expenses. Reimbursements will be issued only for eligible expenses that are supported by the appropriate documentation and are directly linked to project milestones and deliverables. ^[SEP]

5. What is the source of funding for the grants and revenue-based loans from the Challenges?

Grants and revenue-based loans for the Urban Coastal Community Resilience Challenge come from the U.S. Department of Housing and Community Development (HUD) and the Virginia Department of Housing and Community Development (DHCD), an agency in the Commonwealth of Virginia government.

Grants for the Rural Coastal Community Resilience Challenge come from GO Virginia, a state-funded initiative administered by the Virginia Department of Housing and Community Development (DHCD) that strengthens and diversifies Virginia's economy and fosters the creation of higher wage jobs in strategic industries.

RISE provides extensive regulatory support to its awardees to ensure compliance with applicable local, state and federal government requirements.

6. What stage of companies are you looking for in the Urban Coastal Community Resilience Challenge?

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."

7. Are the Challenges open to foreign companies?

The Urban Coastal Community Resilience Challenge: Yes. As long as a foreign company is able to obtain a DUNS number, register on Sam.gov, and meet other eligibility requirements.

The Rural Coastal Community Resilience Challenge: Yes. As long as a foreign company is able to meet the eligibility requirements, register with the Virginia State Corporation Commission (SCC), and obtain a SCC identification number to demonstrate that the company is authorized to transact business in the Commonwealth of Virginia.

8. Do I have to relocate to the Hampton Roads region (for the Urban Challenge) or the Middle Peninsula region (for the Rural Challenge), Virginia if selected as one of the Challenge winners?

Businesses that are accepted into our program DO NOT have to locate in Hampton Roads or Middle Peninsula as long as COVID restrictions are still in place. However, you will still need to deploy your solution in Hampton Roads or Middle Peninsula (depending on which Challenge you're applying to) by either hiring someone or partnering with a local firm to deploy your solution. We can only select projects that provide a demonstrable benefit to the Hampton Roads or the Middle Peninsula regions while being scalable to other communities.

9. 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.

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

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

11. 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 associated with the Rural Coastal Community Resilience Challenge (such as Septic System Design etc.) pilot sites have been identified.

If your solution focuses on areas within the broad Flood Management, Data Analytics, Protection of Buildings, and Re-Establishing Critical Utilities topics associated with the Urban Coastal Community Resilience Challenge, pilot sites have not been pre-identified as they depend on proposed solutions.

12. 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.

13. 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.