



Competitive Innovation Accelerator Solicitation

Technology Development and Business Counseling Grants

Competitive Solicitation Opens February 1, 2012

Competitive Proposals Accepted through March 23, 2012

Objective

The Center for Innovation and Enterprise Engagement (CIEE) will provide competitive technology development and business counseling grants to innovators and entrepreneurs for qualifying expenses related to expanding their ability to conceive, develop, and/or produce new green technologies and to deploy new manufacturing processes and/or to improve the energy efficiency of processes that already exist within their firm. The grant amount is subject to availability of funds. Grant applications are subject to a competitive review, evaluation and approval by the CIEE technical advisory panel and board of directors.

Innovators and entrepreneurs must align new innovation research activity to the following strategically targeted areas:

<ul style="list-style-type: none"> ○ Advanced manufacturing and advanced materials to reduce cost and improve performance ○ Systems approach for <ul style="list-style-type: none"> ▪ Energy recovery ▪ Energy self-sufficiency ▪ Conservation at the water/energy nexus ○ Sustainable drinking and waste water management 	<ul style="list-style-type: none"> ○ Renewable Energy ○ Energy Efficiency ○ Reuse/Recycling/Restoration ○ Green Building Technology
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Program Guidelines and Requirements

- Applications are open to all South Central Kansas¹ manufacturing companies.
- Manufacturing company must:
 - Employ at least one full-time employee or have a written business plan to establish an enterprise.
 - Demonstrate financial viability and must be current on all federal, state, and local obligations.
 - Comply with existing employment, health, and safety laws and regulations.
 - Provide an option for employee health benefits.
- Fully executed contract must be received prior to start of any technical assistance.
- Third party contracts are prohibited; innovator's enterprise must benefit from successful commercialization of innovation.
- Scope of services should be for the purpose of increasing businesses competitive and/or to promote growth and/or avoid layoffs.
- Technology development and business intelligence activities can be conducted at the business's own facility, at a provider's facility/laboratory, or at a combination of sites.

¹ South Central Kansas includes Butler, Cowley, Harper, Harvey, Kingman, Marion, McPherson, Reno, Sedgwick and Sumner Counties. Applications from beyond the initial region will be considered at the discretion of the board.

Reimbursable Expenses

- Technical assistance
- Feasibility studies
- Planning activities
- Market intelligence
- Laboratory fees
- Technology or process development
- Faculty/researcher, graduate or undergraduate student fees/wages
- Training software and information technology
- Domestic travel

Costs Not Eligible For Funding

- Firm's wages (including benefits)
- Costs incurred prior to the approval of the contract
- Construction or purchase of capital equipment², facilities or buildings
- Business relocation expenses
- Bonuses to an individual

Grant Awards

- Businesses/innovators are eligible for grant awards up to \$50,000 per year for technology development and business counseling that will be completed within one year or no later than September 30, 2013.
- Businesses/innovators approved for funds enter into a contract with WSU CIEE which commits³ the business to complete the innovation plan as proposed in its application.
- Approved budget items are reimbursed upon presentation of adequate documentation and evidence that the technology development/business counseling has been incurred and paid.
- Businesses/innovators will provide a *matching contribution (cash or in-kind leverage)* to the scope of work. The business reimbursement for innovation acceleration costs will be based upon the size of the employer as follows:
 - 1-25 employees: up to 90%
 - 26-250 employees: up to 75%
 - 251+ employees: up to 50%
- Businesses/innovators will keep accurate records of the project's implementation process and certify that all information provided for the purpose of requesting reimbursements and reporting is accurate and true.
- Businesses/innovators will submit monthly or quarterly reimbursement requests with required support documentation, to the CIEE.
- Kansas Industrial Training (KIT), Kansas Industrial Retraining (KIR) and or Small Business Innovation Research (SBIR) program funds should be used whenever possible.

Project Completion

- All grant projects shall be performance based with specific measurable performance outcomes.
- Business/innovator shall provide sufficient documentation to CIEE for identification of metrics defined in the scope of work and any other outcomes deemed pertinent to the grant administrator.

² Capital equipment refers to already-produced durable goods used in production of goods or services with per unit cost of \$5,000 or greater.

³ Contractual provisions will determine who will do post-award monitoring and how it will be conducted and documented to provide audit-ready evidence of completion.

- Final payment for business/innovator receiving grants shall be made when the final report is submitted and all performance criteria specified in the grant have been achieved.
- When a grant award is made, it is for the completion of specific scope of work. If the business/innovator does not complete those components by the end of the 12-month contract period or no later than September 30, 2013, its final reimbursement will be pro-rated to bring the total reimbursement for the project in line with the actual scope of work completed.

Application Instructions

Contact the CIEE director of operations if you need assistance with completion of and or submission of this application. Innovation@wichita.edu

Please submit your proposal to innovation@wichita.edu by 11:50 p.m. on March 23, 2012.

- ❖ **Proposal maximum length is seven pages**
 - **Cover page**
 - Applicant(s)
 - Point of contact, name, phone number and email
 - Anticipated team members
 - Project title
 - Brief description of project
 - Funding request
 - **Six page narrative must include a budget with budget justification**
 - **Use one-inch margins, 12-pt times new roman font, and single-spaced text.**
- ❖ **Send a pdf file of the complete proposal to innovation@wichita.edu by March 23, 2012.**
- ❖ **Projects will be evaluated by the CIEE Technical Advisory Panel (TAP) using the scoring rubric provided.**
- ❖ **If project advances to the semi-final round, innovator will be required to make a 10-minute presentation on Friday afternoon, April 6, 2012. Please save the date on your calendars; semi-finalist will be notified on April 5, 2012.**
- ❖ **The results of competitive process will be communicated on April 11, 2012.**

Selection Criterion

- Potential for economic impact as assessed through:
 - Number of jobs created and/or retained
 - Value of capital investment
 - Leveraged dollars
 - Creation of new products or business lines
- Student involvement.
- Strength of the partnership – assessment of work plan for the company, organization or innovator requesting and/or providing assistance and history of collaboration.
- Company match.
- Plans for long term collaboration with the center.
- Technical merit as presented by firm and evaluated by the technical advisory panel and board.

Innovation Accelerator Scoring Rubric

	Low (0 points)		High (10 points)
Strategic innovation objectives (weight x 2)	Does not address objectives	May have an impact on strategic objectives	Clearly addresses strategic research objectives
New novel innovation opportunities (weight x 2)	Fundamentally a continuation of current work	A new area of innovation / research for the applicant	An innovative research activity that marks KS as uniquely qualified.
Technical merit as presented by firm and evaluated by TAP and board (weight x 2)	None	Low and unlikely to be commercialized	Meaningful and likely to be commercialized
Creation of new products or business lines (weight x 2)	No	Incremental improvement or energy savings	New or significantly improve product or process that is environmentally sustainable
Number of jobs created and/or retained	No impact within 5 year	Growth of less than 10 percent	Growth of more than 10 percent
Strength of the partnership – assessment of work plan for the company or organization requesting and/or providing assistance and history of collaboration (weight x 2)	Unknown or poor	Weak	Quality reputation and successful history
Plans for long term collaboration with the center	None	Vague	Extended partnership likely
Student involvement	None	Student support	Significant student involvement
Leveraged dollars for project scope of work (cash or in-kind)	Minimum required by guidelines	More than the minimum but less than double	More than double the required guidelines
Company cash match leverage for project scope of work	None	Less than 20 percent	More than 20 percent
Adequacy of budget for scope of work	Insufficient budget detail	Insufficient, incomplete or inadequate budget expenditures	Adequate detail and expenditure amounts
Angel investment and/or venture capital	None received and no potential	Received funds	Significant funding received given scale of operation
Value of capital investment anticipated with successful commercialization	No impact within 5 year	Growth of less than 10 percent of current capital	Growth of more than 10 percent of current capital
Company/innovator cash and capital investment toward innovation project to date	None	Limited	Significant given the scale of operation

Maximum score 190

WSU receives nearly \$2 million federal jobs and innovation grant

Friday, September 23, 2011 11:56 AM

Wichita State's Center for Innovation and Enterprise Engagement will receive a nearly \$2 million federal interagency grant to create more jobs by supporting advanced manufacturing innovators to get commercially viable processes and products into production faster.

The Sept. 22 announcement was made by Acting U.S. Secretary of Commerce Rebecca Blank, U.S. Secretary of Labor Hilda L. Solis, Small Business Administration Administrator Karen Mills and U.S. Assistant Secretary of Commerce John Fernandez, as part of the Obama administration's \$37 million Jobs and Innovation Challenge, a multi-agency competition to support the advancement of 20 competitively selected, high-growth industry clusters across the country.

Economic development

First announced in May, the challenge aims to accelerate innovation-fueled job creation and global competitiveness by awarding grants to regions that demonstrate the existence of high-growth industry clusters that support a range of economic and workforce development activities.

"The Jobs and Innovation Accelerator program meshes economic development and workforce objectives with WSU's academic mission and empowers faculty, students and staff to employ assets and brainpower with the private sector to make innovation accessible, achievable and executable," said Zulma Toro-Ramos, dean of WSU's College of Engineering and director of the WSU center.

The funds awarded to Wichita State can be used to support and accelerate a range of measurable outcomes, including innovation, commercialization, business formation and expansion, development of a skilled workforce, job creation, exports, sustainable economic development and global competitiveness in enterprises that exhibit high growth development potential. These successful innovators will promote growth that is inclusive of the region's population.

"Receiving this grant and doing the work made possible by the funds provided is an excellent example of how Wichita State University contributes to the economic development of the region," said Keith Pickus, interim provost at Wichita State University.

Wichita State established the Center for Innovation and Enterprise Engagement in November 2010 to provide the expertise and infrastructure needed to help accelerate development of the advanced manufacturing industry cluster in Kansas.

The programs, laboratories and expertise of the College of Engineering, in collaboration with the center's partners and institutions, will build on WSU's reputation as a trusted industry partner engaging to tackle problems with passion and objectivity. The center provides help with engineering support, workforce training and business planning. More than 200 small and medium sized companies are part of the economic cluster.

The center will be opening a competitive solicitation for technology development and business counseling grants to innovators. Interested parties should contact the center at innovation@wichita.edu to receive additional information.

[Read more about the Jobs and Innovation Accelerator Challenge.](#)

Contact: Debra Franklin, director of operations, WSU Center for Innovation and Enterprise Engagement, (316) 978-5209 or debra.franklin@wichita.edu.