

APPLICATION

Clean Energy Competition



76West

Answer all questions to the best of your knowledge. You can update your responses until March 2, 2020 at 5 p.m. EST by emailing updates to 76west@ststartup.com. **(*Indicates a mandatory question)**

I have read and agree to the Terms and Conditions and Location Requirement (refer to nysersda.ny.gov/All-Programs/Programs/76west/Competition-Details).

APPLICANT INFORMATION

*First Name _____ *Last Name _____ *Email Address _____

*Name of Company _____ *Phone (Include area code) _____

* Company Mailing Address _____ *City _____ *State or Province _____ *ZIP or Postal Code _____ *Country _____

* Company Physical Address _____ *City _____ *State or Province _____ *ZIP or Postal Code _____ *Country _____

Year Company Formed (2013-2020): _____

Company Website (enter a valid URL): _____

Company Logo – Email a PNG, JPEG or vector file to 76West@ststartup.com

If applicable, what is your company's US Federal Tax ID or EIN (Employee Identification Number)? _____

If applicable, what is your company's Dun and Bradstreet (DUNS) number? _____

Does your business hold an MWBE (Minority/Women's Business Enterprise) New York State Certification?

Yes No I have plans to apply in the future This does not apply to my company

Does your business hold an SDVOB (Service Disabled Veteran Owned Business) New York State Certification?

Yes No I have plans to apply in the future This does not apply to my company

Does your business hold any international, national, state, city certifications similar to the two listed above?

Yes No I have plans to apply in the future This does not apply to my company

If you answered, yes, please list the certifications below:

BUSINESS INFORMATION

*1. Provide a brief overview of your company. (150 words or less)

*2. What is the specific innovation for the product or service you are pitching? (150 words or less)

*3. Do you have a prototype, sample, or beta version of your product/service, or is your product/service commercially available? Please describe the stage of development of the primary product or service that you are applying to fund with 76West. Is your prototype on paper, in the lab, in testing in the field, or have you sold working versions of your product to customers who are using it today? (150 words or less)

*4. Has your product or service been tested or validated to confirm your claims? By whom? What were the results? What further testing or demonstration are you planning? (150 words or less)

*5. What is the clean energy impact of your product or service? How much energy is saved, generated, or fossil fuel displaced? How do you help the adoption or expansion of renewable energy? Quantify how greenhouse gases are reduced, captured, or mitigated? Explain the ones that apply. Refer to the website Competition Details, Defining Clean Energy for details. [nyserda.ny.gov/All-Programs/Programs/76West/Competition-Details](https://www.nyserda.ny.gov/All-Programs/Programs/76West/Competition-Details) (150 words or less)

*6. Tell us what makes your team qualified and special (150 words or less).

*7. Describe your target customers. Have you talked to them? How do you plan on reaching them? (150 words or less)

*8. What are the specific customer needs or problems you are working to address? How are these needs currently being addressed? How is your approach better than others? (150 words or less)

*9. Tell us about your target market, its size and growth. Have you validated your market with customer research? Please describe your method and results. (150 words or less)

*10. In words, how does your company plan on making money? (i.e. selling a product or service, licensing, subscription model, etc.) (150 words or less)

*11. Do you have sales of your product or service? Yes No
If yes, please describe below. If no, when is your target date?

*12. What are your initial thoughts on how your business will positively affect the economy of the Southern Tier of New York State? Provide an estimate of the kinds of jobs and the rough numbers that could be created with the growth of your company in the region. NOTE: to be successful in 76West, you need to pitch how winning 76West will have an economic impact on the Southern Tier. Job creation is a key objective of 76West. We will help you further develop this plan if you advance to the Finals. (150 words or less)

*13. Has your company raised any funding to date? Yes No NOTE: You do not need to have raised funds to be eligible for 76West. If yes, please name the source of funding and total funds raised to date. NOTE: ex. Grants such as NYSERDA, SBIR, NSF, DOE, DOD or equity investments such as venture capital, private equity, angel, or self-funded through founders, friends and family.

14. List any intellectual property relevant to your innovation owned by your company, including patents, trademarks, and copyrights. If you license a technology, please list what and with whom you are sharing rights with. If you have a patent, please list the status (ex. In process, pending, issued), type, number, and what it covers.

15. If you have a patent(s) relevant to your innovation, please attach to an email along with your completed application to 76West@ststartup.com.

16. If you have a video demonstrating your product or service, please include a URL. Note: Uploading a video is optional but is helpful for judges to understand your product/service. Videos are a maximum of 2 minutes in length. Please keep file names under 30 characters with no special characters in file name. (Optional upload of video, 300MB max file size)

*17. Bios of all core team members and founders. For each person whom you are including a bio for, please state their name, title, e-mail, cell phone, and if they are a company founder. Combine all bios into one document and attach to an email along with your completed application to 76West@ststartup.com. Mandatory fields for up to six team member bios that you are including.

				<input type="checkbox"/>
*Name	Title	*Email Address	*Phone (Include area code)	Founder?
<input type="checkbox"/>				
*Name	Title	*Email Address	*Phone (Include area code)	Founder?
<input type="checkbox"/>				
*Name	Title	*Email Address	*Phone (Include area code)	Founder?
<input type="checkbox"/>				
*Name	Title	*Email Address	*Phone (Include area code)	Founder?
<input type="checkbox"/>				
*Name	Title	*Email Address	*Phone (Include area code)	Founder?
<input type="checkbox"/>				
*Name	Title	*Email Address	*Phone (Include area code)	Founder?

*18. Names and contact information for one to two team members that will plan to attend the 3-day Competition Week tentatively scheduled for June 2020. Note: If your company is advanced to the Finals, we will invite up to two team members to attend Competition Week and Pitch in the Southern Tier.

*First Name	*Last Name	*Title	*Email Address	*Phone (Include area code)
*First Name	*Last Name	*Title	*Email Address	*Phone (Include area code)

*19. Is your research or intellectual property connected with a university and/or research facility? Yes No

20. If yes, please provide the name of the university and/or research facility and the nature of your involvement.

*21. Have you ever been part of a university's entrepreneurship program? Yes No

22. If yes, please name the university and program.

*23. Is your company a past or present member of an accelerator? Yes No

24. If yes, please name the accelerator and dates of participation.

25. Did you graduate or complete the accelerator program? Yes No

*26. Is your company a past or present member of an incubator? Yes No

27. If yes, please name the incubator, its location, and dates of participation.

*28. How did you hear about 76West? (Select all that apply)

- Referral Newsletter Press Release, News Article Social Media
 Conference or Event Other

29. For all referral sources checked in question #28, please describe.

*30. Did you apply to 76West previously? NOTE: We welcome past applicants to re-apply.

- Year 1, 2016** Yes No **Year 2, 2017** Yes No **Year 3, 2018** Yes No
Year 4, 2019 Yes No

*Signature

*Date

Email completed PDF to 76West@ststartup.com.