



FIRST FLIGHT

VENTURE CENTER

ELIGIBILITY AND REQUIREMENTS

LiftOff supports select scientific entrepreneurial companies that:

- Develop a technology with strong potential for high societal impact
- Present a multi-platform technology and strong value proposition likely to result in grant funding

Companies are vetted by the LiftOff Leadership team for admittance. Applicants must:

- Complete an application that will be reviewed based on the company's fit for non-dilutive funding
- Commit to working with professional Grant Writing experts to prepare and submit grant applications

All LiftOff participants will:

- Be a Full "resident member" of First Flight or join as a Co-Working member (*Membership fees outlined in Co-working program*).
- Commit to a Strategic Non-Dilutive Funding Plan.
- Commit to grant writing support for either the individual proposal preparation or retainer plan, per the LiftOff pricing schedule.

PROGRAM BENEFITS

LiftOff allows startup leadership to focus on research and commercialization, while expert Consultants develop and implement a grants strategy.

Participants receive:

- Professional support developing and implementing a strategy for securing non-dilutive funding
- All benefits associated with the First Flight Co-working membership level chosen
- Grant writing support for submission plan selected per LiftOff pricing schedule

PROGRAM ELEMENT DETAILS

I. Strategic Non-Dilutive Funding Plan – To be completed within 45 days of company enrollment in the LiftOff Program.

LiftOff companies are paired with a Scientific Consultant who will:

- Develop a deep understanding of the Company's scientific and business development objectives.
- Research, identify and prioritize non-dilutive funding opportunities for the Company. Provide list of opportunities to include:
 - Granting Agency (NSF, NIH, DoD, Other Government Agencies, Private Foundations, etc.).
 - Description of the scope of opportunity and how it aligns with Company's strategic goals.
 - Pros and cons of each opportunity (total funding available, restrictions on terms of award, estimated probability of Company winning the award, etc.).
 - Timeline for applications and receipt of funding.
 - Recommend strategies to streamline and accelerate grant submissions and awards.

Consultants will also provide:

- Strategic Non-Dilutive Funding Plan (~ 10 pages) that provides a comprehensive strategy for maximizing non-dilutive funding opportunities for the Company.
- Follow-up meeting or teleconference with Company management to discuss recommended strategies and steps for implementation.

Information to be provided by Company:

- Business Plan (if available)
- Scientific/Product Development Plan: Provide a list of research and development topics, priorities, timelines, and funds needed to achieve development milestones
- Documents/Presentations describing business and technology development objectives
- Prior grant proposal submissions and reviewer comments (if applicable)
- Discussions with Scientific Consultant

II. Full-Service Proposal Preparation

Once the Company and Scientific Consultant finalize a Grant Proposal Submission strategy, the Scientific Consultant will manage the entire proposal preparation process, including:

- Assist company with all agency registrations
- Oversee drafting of Research Plan
- Provide critical review of company's preliminary data and select data for inclusion in Research Plan
- Conduct literature search to include appropriate references in research plan
- Prepare company's budget and justification
- Assist Company with contacting Program Officers as necessary to address any questions that arise as the submission is prepared
- Coordinate with sub-awardees and subcontractors, as applicable
- Write draft Letters of Support
- Prepare Commercialization Plan, including market research, financial information, and competitive landscape (Phase II SBIR/STTR only)
- Prepare and assemble the entire application, in collaboration with Company
- Submit proposal*

*Once Companies submit their proposal and are being considered by the agency for an award, grant management services available directly with Eva Garland Consulting through separate contract.

For additional information, contact Lydia Bjorklund at lbjorklund@ffvcnc.org

The logo for LiftOff, with "Lift" in blue and "Off" in red.