



The Fayette-Washington Keystone Innovation Zone (“FWKIZ”) can provide grant money to qualified KIZ clients to support a project that promotes innovation and job creation. Eligible applicants can receive grant funding on future projects up to \$10,000. Eligibility:

**Applicants must meet the following criteria:**

- The product or process being developed must be classified into at least one of the following industry sectors: Defense/Homeland Security, Information Technology, or Energy.
- A company interested in applying for the KIZ Grant must be a start-up business less than 8 years old that is located within the physical boundaries of the Fayette-Washington KIZ.
- Current registered students at Penn State Fayette, California University and Washington & Jefferson College are encouraged to apply.

**Project examples include, but are not limited to:**

- Market analysis/research
- Patent applications
- Product design/development
- Prototype development and testing
- Feasibility analysis
- Specialized consulting services
- Purchase of equipment/ software that can specifically help the business create jobs
- Partial salary to hire a graduate from one of the FWKIZ participating universities to specifically help the company with a project that can help the business create jobs.
- Marketing materials

**Grant funding can NOT be used for:**

- Facilities (rental payments or purchase costs/ renovation expenses)
- Insurance

- legal fees except for Intellectual Property and Patents
- Delinquent Taxes or Debt

**Scoring Guidelines**

- Fewer than 51 points: No funding awarded.
- 51 – 67 points: Applicant can receive a maximum of 50% of the funding requested, up to \$5,000 on the availability of funds.
- 68 – 84 points: Applicant can receive a maximum of 75% of the funding requested, up to \$7,500 on the availability of funds.
- 85 – 100 points: Applicant can receive a maximum of 100% of the funding requested, up to \$10,000 on the availability of funds.

**Detailed Technology Description (Technical Merit: 20 points)**

What is the applicant’s technology?  
 (What does the technology consist of and what does it do?)  
 What is its intended use? (Discuss what problems the technology solves?)  
 Does the applicant have a functioning prototype?  
 Does the applicant have any ownership of intellectual property rights?  
 If the Technology that the applicant is using is already in the Market place how will it help you increase jobs within the FWKIZ?  
 Reviewer Score: \_\_\_\_\_ Initials: \_\_\_\_\_

**Market (Return on Investment: 20 points)**

What is the size of the anticipated market?  
 Who are the applicant’s competitors and what is the applicant’s competitive advantage?  
 Reviewer Score: \_\_\_\_\_ Initials: \_\_\_\_\_

**Company (Management: 20 points)**

Has the applicant provided a good brief history of its products and services and its successes to date. (What is the applicant’s company in business to do? Who are the principals? What milestones has the applicant accomplished?)  
 Has the applicant provided a timeline for bringing its product to its full market potential?  
 Reviewer Score: \_\_\_\_\_ Initials: \_\_\_\_\_

**Funding Need (20 points)**

Has the Applicant adequately described what the funding will be used for?  
 Item Description Total Cost

Has the applicant described how the funding will impact its business? (To what extent will the grant improve the applicant's competitiveness, profitability, productivity, customer relations, technical performance, sales, cost-effectiveness, etc...? What if any deliverables will be produced by the applicant?)

Describe your matching funds. (What are the sources and types of your matching funds?)

Reviewer Score: \_\_\_\_\_ Initials: \_\_\_\_\_

**Economic Impact (Job Creation: 20 points)**

Has the applicant described the number, type, and average salary of the jobs that will be created in the FWKIZ by the applicant's activities in the next three years?

Reviewer Score: \_\_\_\_\_ Initials: \_\_\_\_\_ Total Score: \_\_\_\_\_