



**Missouri Technology Corporation
Soybean Research and Commercialization Grants
Fiscal Year 2016
Request for Proposals**

Key Dates:

RFP Release Date – February 1, 2016

Written Questions – February 22, 2016

Final Submission Deadline (Proposals Due by 4:30 p.m. CDT) – March 2, 2016

Proposal Review and Award approximately – April 22, 2016

1. Introduction and General Information

1.1 About the Missouri Technology Corporation

The Missouri Technology Corporation (the "MTC") is a public-private partnership created by the Missouri General Assembly to promote entrepreneurship and foster the growth of new and emerging high-tech companies. The MTC focuses on 21st Century industries that build on Missouri's rich history in agriculture and technology. The MTC is governed by a 15-member board of directors, which is appointed by Missouri's Governor, Speaker of the Missouri House, and President Pro Tem of the Missouri Senate. The President of the University of Missouri System and the Director of the Department of Economic Development are *ex officio* members of the board.

1.2 Intent of RFP

The intent of this RFP is to identify and select qualified organizations to receive grant funding for soybean production research and for commercialization of high-yield and/or high oleic soybeans. This funding opportunity is newly developed pursuant to a one-time source of funding and this RFP represents the MTC's effort to implement it. The MTC reserves the right in its sole discretion to award funds to any proposal in whole or in part, award funds to multiple proposals, request additional information to assist in the review of proposals, reject any or all proposals, reissue this RFP and accept new proposals, or make no awards under this solicitation. All awards made under this RFP are subject to the availability of appropriated funds. Any awards made pursuant to this RFP do not guarantee future funding support for the proposals beyond this solicitation.

1.3 The RFP Process

Subject to possible modification as described above, the MTC expects to use the following process to solicit and fund proposals: (i) Release of RFP; (ii) Questions and Answers; (iii) Submission of Proposals; (iv) Review and Evaluation of Proposals; and (v) Approval of Award for Submissions.

1.3.1 Release of RFP

This RFP will be posted on the MTC's website (www.missouritechnology.com). The RFP will also be otherwise distributed to widely disseminate notice of the solicitation within Missouri.

1.3.2 Questions and Answers

Potential Respondents may submit questions regarding this RFP. Questions must be submitted in writing via email to tori.benson@ded.mo.gov. The MTC

plans to post substantive questions and answers on its website. The MTC may edit questions and may not post duplicate questions. Questions must be submitted by February 22, 2016.

1.3.3 Submission of Proposals

Proposals must be submitted by **4:30 p.m. CDT on March 2, 2016** to be considered for funding. Late proposals will not be accepted. It is the responsibility of the Respondent to ensure that the MTC receives all required materials by the deadline. Proposals should be sent to:

Missouri Technology Corporation
Attn: Dawn Overbey
301 West High Street, Suite 680
PO Box 2137
Jefferson City, MO 65102

2. Program Description

2.1 Program Overview

Supporting research and innovation in agriculture is a critical component of the long-term economic development strategy for Missouri. This funding opportunity is designed to provide grants to eligible organizations to facilitate and support cutting edge research and commercialization of new technology and innovations related to soybeans in Missouri.

Through this funding opportunity, the MTC will provide financial support to eligible organizations which exhibit the capacity to achieve the objectives of commercializing research and innovation related to high yield/high oleic soybeans and/or supporting research related to soybean production.

2.2 Goals and Objectives

The goal of the Program is grow the Missouri economy through technology innovation and research while simultaneously creating pathways for those innovations to benefit Missouri soybean farmers. The goal of the Program will be reached through one or more of the following objectives:

- (i) Build capacity and pathways to commercialize soybean varieties which have high yield or high oleic traits;
- (ii) Support innovative research related to soybean production; and
- (iii) Create positive, sustainable job growth in Missouri.

2.3 Eligibility

Qualified Respondents must be Missouri-based, not-for-profit corporations which have the experience and capacity to do the following:

- (i) Develop and implement pathways to commercialization of agricultural research, especially related to soybeans.
- (ii) Conduct basic, applied and/or translational research related to soybeans with a specific emphasis on soybean production.
- (iii) Provide network connections and collaboration between stakeholders such as farmers, researchers, service providers, investors, corporate partners and potential customers.
- (iv) Provide assistance in the development and commercialization of innovative, new technologies.

Ideal Respondents also will have the following qualifications:

- (i) A successful track record of commercializing technology and innovation, including but not limited to securing risk capital, advancing research and development, and ensuring regulatory compliance.
- (ii) A successful track record of developing new technologies and innovations through basic, applied and/or translational research.
- (iii) A successful track record of attracting private and federal funding resources for its research and commercialization programs.
- (iv) A strong track record of collaboration with other organizations that support research, technology commercialization or related economic development initiatives.

2.4. Funding

In each of fiscal year 2015 and fiscal year 2016, the MTC received one-time, state appropriations of \$500,000 for grants to not-for-profit organizations to commercialize research related to high yield/high oleic soybeans and \$800,000 for grants to not-for-profit organizations to support soybean production research. Total funding available for grants to commercialize research related to high yield/high oleic soybeans is \$970,000. Total funding available for grants to support soybean production research is \$1,552,000.

2.4.1 Matching Funds

Matching funds are not necessarily a requirement for receiving grants under this funding opportunity, but clearly the ability to enhance and

leverage state funds will be a factor in determining funding priorities given the limited resources available to the MTC. Proposals that demonstrate an ability to secure additional private funds to deploy the Program will be viewed most favorably.

2.4.2 Compliance with Section 196.1127 RSMo.

No portion of any grant may be used for any prohibited purpose outlined in Section 196.1127 RSMo.

2.5 Term of Project

The term of the Project shall be for the period from execution of the award agreement until the completion of the Project and will be subject to earlier termination at the MTC's option and sole discretion. Respondents may submit proposals that contemplate use of awarded funds over multiple years; however no program proposal should include awarded funds for more than three years.

3. Proposal Submission Requirements

3.1 General Proposal Requirements

- (i) Respondents must submit one original and three copies marked "Copy" of the proposal. Respondents must also submit an electronic copy of their complete proposal. Both the electronic copy and all hard copies must be *received* by the MTC by the deadline.
- (ii) All proposals must include the sections outlined below in Section 3.2.
- (iii) All proposals must be submitted on 8.5 X 11-inch paper.
- (iv) All margins should be at least 1 inch.
- (iv) Font size must be at least 12 points with no more than 6 lines per inch and should be consistent throughout the proposal.
- (v) All pages must be numbered using the format, "Page [#] of [Total Pages]."
- (vi) Any confidential information included in the proposal should be clearly marked as confidential. All proposals submitted will become public records once the award process is completed.
- (vii) All proposals must be signed by an officer of the Respondent who is authorized to enter into contractual relationships on behalf of the Respondent. The officer signing the proposal must certify that (a) to the best of such officer's knowledge and belief, the information contained in the proposal is complete, true and correct, (b) if any information requires alteration or supplementation, the officer must agree to provide that information in writing to the MTC as soon as

practical, and (c) the officer acknowledges that submitting false or misleading information in connection with the proposal may be punishable by law.

- (viii) All proposals must include Letters of Support from each collaborator included in the proposal. If the collaborator will receive funds through the potential award, its Letter of Support must be signed by an officer of the collaborator who is authorized to enter into contractual relationships on its behalf.

3.2 Proposal Sections and Content

3.2.1 Cover Page

The cover page should include the Project name, the name and contact information for the Respondent and a list of the names and contact information for any collaborators included in the proposal.

3.2.2 Table of Contents

Each proposal should include a table of contents which lists each section of the proposal with the appropriate page number.

3.2.3 Executive Summary

Each proposal should include an executive summary of the proposal which describes in lay terms the Respondent's approach to achieve the goals of the Program. The executive summary should be no longer than 300 words.

3.2.4 Experience and Qualifications

Respondents should provide a detailed description of their qualifications and experience in research and/or commercialization related to agriculture, especially soybeans. The qualification of any collaborators should also be included.

3.2.5 Program Description

Respondents should include a detailed description of their method of performance to achieve the desired outcomes of the Project. The description should include a detailed timeline of activities and key milestones. The Respondents should also describe how it will handle any potential conflicts of interest that may arise in implementing the Project. The description should also explain the reasoning behind the proposed approach and disclose any potential drawbacks that may mitigate Project outcomes.

3.2.6 Collaboration and Coordination

The proposal must provide a detailed description of collaborators, their respective roles in the project, and how their inclusion will maximize Project outcomes. Respondent should also describe any opportunities its proposal presents for further leverage of Project funds.

3.2.7 Budget

The proposal should include a detailed budget narrative and line-item budget for the total budget requested in the proposal. To the extent that Project funds are proposed to be allocated to other collaborators of the Respondent, a detailed narrative and line-item budget should be included for each such collaborator. Project funds may not be used to reimburse Respondent for any costs expended prior to the award date. All Project funds should be used to supplement existing efforts. All budgets should include a proposed schedule for disbursement of funds based on the Respondent achieving key milestones.

3.2.8 Projected Economic Impact

The proposal must include a detailed analysis of the projected economic impacts of the Respondent's proposal, including but not limited to jobs created, capital investment raised to support commercialization, research grants obtained by Awardees, companies created, and technologies commercialized. The proposal should also address potential impacts and benefits to Missouri farmers. Additional economic impact metrics may be included at the option of the Respondent.

3.2.9 Performance Measures

The proposal should include a detailed plan for tracking outcomes of the Respondent's approach to achieving Project objectives.

3.2.9 Organizational Information

The proposal should include a listing of the Respondent's board of directors, management and staff. Proposals must also include the Respondent's financial statements for the last three years and a current certificate of good standing from the Missouri Secretary of State.

4. Award Process and Post-Award Monitoring

4.1 Proposal Review Process

After each submission deadline, the MTC staff will review all proposals received to determine whether they meet the eligibility criteria and complies with the requirements of this RFP. All proposals deemed to comply will be forwarded to a review committee selected by the MTC. The MTC reserves the right to solicit the review and advice of external evaluators. The MTC may also request additional information to assist in their evaluation of proposals. The MTC Board of Directors will make the final awards of available Program funds.

4.2 Evaluation Criteria

Proposals will be scored using the five criteria outlined below:

4.2.1 Quality of the Proposed Project (25 points)

Respondent must exhibit the potential to achieve the Project's goals and objectives. The proposal must also include a feasible method to achieve the Project goals, objectives, and the proposed economic impacts described by the Respondent.

4.2.2 Quality of the Experience of the Respondent (20 points)

Proposals must exhibit a strong track record of the Respondent and collaborators with successfully commercializing new technologies, including business plan development and raising private capital investment and/or successful developing new technologies and innovations through basic, applied and/or translational research, including attracting external research funding from federal and private sources.

4.2.3 Appropriateness of Budget to Implement the Proposed Project (20 points)

Respondent submissions must exhibit an appropriate budget for implementing the proposed Project. Proposals that demonstrate an ability to secure additional private or federal funds to deploy the Project will be viewed most favorably. Additionally, MTC will consider the level of administrative costs requested to implement the Respondent's proposal.

4.2.4 Strength of Plan to Evaluate Performance (10 points)

Proposals must exhibit a robust methodology for tracking Project results and complying with the reporting requirements of the Project.

4.3 Final Awards

Upon review and approval by the MTC Board of Directors, the successful Respondents will be notified by the MTC staff. The MTC staff will subsequently prepare and distribute a grant agreement. No funds will be distributed until such an agreement is duly executed.

4.4 Contract Requirements and Post-Award Monitoring

4.4.1 Reporting Requirements

All Respondents must agree to submit annual reports to the MTC during the term of the grant agreement with the MTC. The MTC reserves the right to request additional or different reporting at any time during the contract period. Annual reports must include at least the following information required by law and such additional information as deemed necessary by the MTC in its sole discretion:

- (i) Number of technologies developed or commercialized
- (ii) Types of technology commercialized
- (iii) Jobs created
- (iv) Capital investment raised (For commercialization projects only)
- (v) Research funding attracted
- (vi) Sales Revenue generated (For commercialization projects only)
- (vii) Additional Funds raised to support the Respondent's project

4.4.2 Post-Award Monitoring

In addition to the annual reporting requirements in Section 4.4.1, for a period of ten years after the date of the MTC's final payment to Awardee, Awardee shall provide a written annual report to the MTC regarding the Project and its economic impact. A reporting form will be provided by the MTC, which will be required to be completed annually and within 30 days from the request date. The report will include, but not be limited to, responses satisfactory to the MTC in its sole discretion with respect to the following: (a) financial reporting; (b) description of the activities arising out of the Project; (c) detailed information on work toward achieving the objectives set forth in the Project; (d) full-time and part-time jobs created and retained, separately, including associated wages; (e) identification of strategic partners; (f) number of patents applied for and granted; (g) start-up companies created; (h) number of commercial products developed; (i) services

provided; (j) private capital attracted; and (k) indirect outcomes, including taxes paid in Missouri.

4.4.3 Public Disclosure, Media and Publications

The Respondent shall obtain the written consent of the MTC prior to making any press release or public statement which refers to the terms and conditions of this Project award and the Respondent shall provide appropriate attribution to the MTC in any such press release or public statement related to the Project established by this grant. The Respondent shall give appropriate attribution to the MTC and the Project award set forth herein in any publication, writing or visual work produced in whole or in part using the Project funds.