



Missouri Technology Corporation

Advanced Manufacturing Resiliency Grant

Seeking grant proposals to fund projects creating infrastructure for industries that are fundamental to national security, including advanced and innovative manufacturing of active pharmaceutical ingredients and semiconductors.

Fiscal Year 2023

Key Dates:

Application Period Open – Friday, December 23, 2022

Final Submission Deadline – Tuesday, January 17, 2023

1. Introduction and General Information

1.1. About the Missouri Technology Corporation

The Missouri Technology Corporation ("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. 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.

For more information on the MTC, visit www.missouritechnology.com.

1.2. Submission of Proposals

Proposals must be submitted no later than **11:59 p.m. CDT on Tuesday, January 17, 2023**, to be considered. Late proposals will not be accepted. It is the responsibility of the applicant to ensure that MTC receives all required materials by the deadline. Final Grant Proposals should be submitted by completing the application in Google Forms (linked below) and submitting all required supporting documents. Grant Applications that do not submit all required supporting documents may not be considered for funding at MTC's discretion.

Direct Link to online application- <https://forms.gle/UFQ5fUdh4R1PX6Sd8>.

2. Program Description

The Fiscal Year 2023 Missouri state budget included a \$15 million General Revenue appropriation for the MTC to establish a grant program dedicated to creating infrastructure for industries that are fundamental to the national security of the United States and where the manufacturing of essential products has become reliant on production outside of the United States.

2.1. Background & Goals

Excerpt from House Bill No. 3007, 101st General Assembly 2022:

For the purpose of providing grants to state based organizations creating infrastructure for industries that are fundamental to the national security of the United States where the manufacturing of essential products have become reliant on production outside of the United States which potentially jeopardizes a reliable supply chain for domestic consumption. Furthermore, grants shall focus on such manufacturing where Missouri has an inherent connection or advantage creating an environment for significant growth

in Missouri's economy. Relevant investment sectors shall include but not be limited to advanced and innovative manufacturing of active pharmaceutical ingredients and semiconductors. Grants shall provide for investment and infrastructure focused on creating a hub of such industries in Missouri.

2.2. Eligibility

Each Applicant Organization must reside in, or propose a material relocation of its business to, the state of Missouri and be engaged in creating infrastructure for industries that are fundamental to national security. Eligible sectors to receive grant-based funding will be sectors where Missouri has an inherent connection or advantage creating an environment for significant growth in Missouri's economy and include, but not be limited to, advanced and innovative manufacturing of active pharmaceutical ingredients and semiconductors.

Grant Applications that do not meet all of the eligibility requirements will not be considered for funding at MTC's discretion.

2.3. Term of the Grant Program

Grant proposals submitted should demonstrate that all grant funding awarded will be utilized by the Applicant Organization no later than December 31, 2024.

2.4. Budget Restrictions

The request for financial support should be specifically and narrowly tailored to the proposed project(s) submitted to the grant program and reflect the actual funding needs of the Applicant Organization to support the proposed project(s). **MTC will not award grants over \$9,900,000 to a single Applicant Organization.**

3. Proposal Submission Requirements

3.1. General Proposal Requirements

- (i) Each Applicant Organization must complete the Grant Application and submit a digital copy (PDF) of its Grant Proposal and the required supporting documents by the submission deadline. Hard copy submissions or submissions received after the submission deadline will not be considered. A link to the Grant Application can be found at <https://www.missouritechnology.com/grants/advanced-manufacturing-resiliency-grant>.
- (ii) All Grant Proposals must include the subject matter outlined below in Section 3.2.
- (iii) Any information included in the proposal that an Applicant Organization wishes to request to be treated as confidential during the evaluation process should be

clearly marked as confidential. All proposals submitted will become public records once the awarding process is completed.

- (iv) All responses must be accompanied by a certification that (a) to the best of the Applicant Organization's knowledge and belief, the information contained in the proposal is complete, true and correct, (b) if any information requires alteration or supplementation, the Applicant Organization will provide that information in writing to the MTC as soon as practical, and (c) the Applicant Organization acknowledges that submitting false or misleading information in connection with the proposal may be punishable by law. That certification will be as set forth in Section 3.4 below.

3.2. Proposal Form and Content

3.2.1. Cover Letter

The cover letter should include the name and contact information for the Applicant Organization, the amount of funding being requested, a brief summary of why the Applicant Organization is interested in the opportunity as well as a brief summary of the organization, its goals, and the projected economic development impact of the proposal if funding is awarded. The cover letter may not exceed one page in length and should be included in the Grant Proposal and is not included in the 25-page Grant Proposal limit.

3.2.2. Grant Proposal

Each proposal should include a section that clearly and concisely addresses the topics below and should not exceed twenty-five (25) pages in length. Please clearly label each section with the title in parentheses.

- (i) Summary: A brief summary or overview of the entire grant proposal (Abstract).
- (ii) Applicant Organization: An overview of the Applicant Organization, including a brief summary of the Applicant Organization's progress, if any, to date related to the grant proposal subject project(s).
- (iii) Project(s) Description: A detailed description of the project(s) proposed to receive grant funding. The description should address the following items:
 - overview of the current state of manufacturing within the project's sector – including where the majority of the manufacturing is taking place and the current manufacturing capabilities within the United States;
 - how the project is projected to enhance the manufacturing capabilities of the sector within the United States; and
 - how that enhancement is fundamental to U.S. national security.
- (iv) Budget & Budget Narrative: See Section 3.2.3 Program Budget for requested information.

- (v) Timeline & Milestones: A description of the specific milestones and projected dates of completion that the project seeks to achieve using the grant-based funding, including a description of how such milestones may align with any of the broader initiatives of the Applicant Organization or its key partners.
- (vi) Experience: A description of the experience of the Applicant Organization's leadership team that will be responsible for the successful development, implementation, and management of the proposed project.
- (vii) Collaborative Approach: A description of how the Applicant Organization plans to collaborate with partners, specifically those with ties to the state of Missouri, to ensure the project has a transformational impact on the manufacturing capabilities of the sector within the state of Missouri.
- (viii) Advantage & Economic Development Impact: A description of how Missouri has an inherent connection or advantage within the manufacturing sector that the project will build upon, including a description of the anticipated economic development benefits of the project to the state of Missouri and its citizens.
- (ix) Creation of Manufacturing Hub: A description of how the project will lead to the creation of a hub of advanced manufacturing industries within the State or a specific region.

3.2.3. Program Budget

The response should include a proposed budget, spending timeline, and supporting budget narrative for the project, including:

- A brief narrative that describes the specific uses of funds, including how much funding will be spent each quarter during which grant funding will be expended.
- A description of the Applicant Organization's plan to sustain the project after the grant funds are exhausted. The Applicant Organization's plan to secure additional funds from the private sector, including the potential sources and status of such funding.

Additionally, the proposed budget should be constructed of "blocks" of funding representing a maximum of \$4,950,000 requested funding per block. For proposals requesting more than \$4,950,000 the proposal should include at least two blocks of funding. The blocks should be developed so that MTC can decide to award funding for a single block or multiple blocks (*i.e.*, the milestones and actions within each block should be independent of each other).

Each block of funding should contain clearly defined milestones that can be used by MTC to develop a tranche-based approach to deploying the grant funding.

For example, in the scenario below MTC may decide to award funding to Block 1 but not Block 2, Block 2 but not Block 1, or award funding to both Blocks.

Additionally, if MTC were to award funding to Block 1, the initial funding awarded would be \$2,600,000 and the remaining funding for Milestone B (\$2,250,000) would not be distributed by MTC until all of the Actions included in Milestone A were accomplished.

- Block 1 - \$4,950,000
 - Milestone A - \$2,700,000
 - Action 1 – \$1,000,000
 - Action 2 - \$700,000
 - Action 3 - \$1,000,000
 - Milestone B - \$2,250,000
 - Action 1 – \$750,000
 - Action 2 - \$500,000
 - Action 3 - \$500,000
 - Action 3 - \$500,000
- Block 2 - \$4,950,000
 - Milestone A - \$2,000,000
 - Action 1 – \$1,000,000
 - Action 2 - \$1,000,000
 - Milestone B - \$2,950,000
 - Action 1 – \$500,000
 - Action 2 - \$950,000
 - Action 3 - \$1,000,000
 - Action 5 - \$500,000

3.2.4. Affirmation and Signature Page

The MTC Grant Program Affirmation and Signature Page Form is available on the MTC website at <https://www.missouritechnology.com/grants/advanced-manufacturing-resiliency-grant>.

The Affirmation and Signature Page should be included in the Grant Proposal and is not included in the 25-page proposal limit.

3.2.5. Required Supporting Documents

Governance and Organization Supporting Documents

- Submit copies of the following for the Applicant Organization:
 - Articles of incorporation
 - Organizational chart *

- List of officers, directors, and management team *
- List of all direct and indirect parent entities of the Applicant Organization *
- List of all direct and indirect subsidiaries of the Applicant Organization *

* Documents may be submitted as a single file or up to four (4) individual files.

Financial Related Supporting Documents

- Submit financial statements for the three most recently completed fiscal years of the Applicant Organization.
- Submit the most recent balance statement and profit & loss statement at the time this application is submitted.
- Submit pro forma financial projections for the Applicant Organization for at least a five (5) year period.

Note, Applicant Organizations that are applying as a private or public university, or part of a larger organization, are required to submit the requested financial documents, including pro forma, for the project(s) seeking funding. Without the financials for the project(s) seeking financial support, the grant proposal cannot achieve a maximum score in the Finance Plan and Sustainability scoring categories.

Example - An Applicant Organization directly associated with a university should submit the requested financial documents for the Applicant Organization or the proposed project(s) and not for the entire university.

3.2.6. Additional Supporting Documents

The Applicant is encouraged to include additional supporting documents (up to 10 documents), including but not limited to the Applicant Organization's business/operating/strategic plan, letters of support from collaborators, or commitment letters from the source of any matching funds.

The documents described in Sections 3.2.1 through 3.2.5 should be combined into a single file and uploaded as a PDF. Supporting Documents described in Sections 3.2.6 and 3.2.7 should be uploaded as individual files - preferably in PDF format and with easily identifiable file names.

All files submitted should be named using the following naming convention - OrgName documenttitle i.e., MTC articlesofincorporation.

4. Evaluation Criteria

Grant Proposals submitted by eligible Applicant Organizations will be evaluated based on the five criteria outlined below:

- **Alignment with Goals and Objectives:** Grant proposals should include a clear articulation of alignment with the creation of infrastructure for industries that are fundamental to the national security of the United States and where the manufacturing of essential products has become reliant on production outside of the United States. More specifically, the infrastructure should be focused on the creation of a hub for advanced manufacturing industries, including but not limited to active pharmaceutical ingredients and/or semiconductors, where Missouri has an inherent connection or advantage over other regions or states. As well as other objectives identified within House Bill No. 3007, 101st General Assembly 2022 (Section 2.1).
- **Collaborative Approach:** Grant proposals will be assessed on the relative strength of the Applicant Organization's collaborative approach. Proposals that clearly articulate how the Applicant Organization plans to collaborate with partners, specifically partners with economic development ties to the state of Missouri, to ensure the project has a transformational impact on the manufacturing capabilities of the sector within the state of Missouri will score the highest.
- **Applicant Experience:** Grant proposals will be assessed on the relative strength of the Applicant Organization's experience and prior success, including the management team of the Applicant Organization and the management teams of all partners involved. The assigned score will reflect the strength of the team's experience and ability to achieve the outcomes described in the grant proposal.
- **Accomplishments to Date:** Grant proposals will be assessed on the relative strength of the Applicant Organization's achievements accomplished to date related to the proposed project(s). Applicant Organizations that have achieved significant accomplishments towards the grant proposals goals will score the highest.
- **Advantage & Economic Impact:** Grant proposals will be assessed on the relative strength of the Applicant Organization's current economic development ties to the state of Missouri and the proposed economic development impact of the project(s) within the state of Missouri. Proposals focused on such manufacturing sectors where Missouri has an inherent connection or advantage toward creating an environment for significant growth in Missouri's economy will score the highest.
- **Timeline & Milestones:** Grant proposals will be assessed on the appropriateness of the timeline and milestones presented for the proposed project(s). The assigned score will reflect the appropriateness of the proposed timeline (funding must be utilized by December 31st, 2024), and proposals that have clearly defined and achievable milestones will score the highest.

- **Finance Plan & Sustainability:** Grant proposals will be assessed on the relative strength of the Applicant Organization's proposed budget and the financial sustainability of the project. The assigned score will reflect the appropriateness of the budget, the amount of the matching funds presented relative to the MTC funds requested, and the strength of matching funds (secured, committed, cash vs. in kind). Additionally, grant proposals will be assessed by the relative strength of the Applicant Organization's plan to obtain additional financing required to complete the project from non-state sources.

5. Additional Notes

In order to submit an online application, you will need to have a Google account. Anyone with a Gmail email address has a Google account. However, you do not need a Gmail email address to have a Google account. If you do not have a Google account, you can create one with your existing non-Gmail email address.

Questions related to the Advanced Manufacturing Resiliency Grant Program, including eligibility or online application issues, should be directed to Erika Fiola (Erika.Fiola@missouritechnology.com).

Awards authorized by MTC are contingent upon the Applicant entering into a binding contractual agreement with MTC. The binding contract will require that the MTC be given appropriate oversight of its award.