

## CANNABIS BUSINESS GRANTPROJECT PROPOSAL DOCUMENTS

Please prepare a document that answers the questions outlined in the Scoring Rubrics below. The maximum score is 135 points. A higher score is more likely to be funded. This document cannot be more than **10 pages, including any figures, and minimum 11pt font.**

### SCORING RUBRICS

Please organize your submission in the same order as each section and prompt are presented in the rubric below. It is recommended that you label each section of your submission with the label listed on each section of the rubric below (i.e. Section A, Section B, etc.).

Section A: Business Details and Executive Summary (page limit: 1 page)		Possible Points
A1	Business name, owner name(s), email, funding path, amount requested	5
A2	Provide an executive summary of the submission	5

Section B: Business Strategy (page limit: 2 pages)		Possible Points
B1	Value proposition	5
B2	Target market identification	5
B3	Marketing strategy	5
B4	Identification of competitors	5
B5	Revenue streams	5
B6	In-house expertise required for success	5

Section C: Founder Experience (page limit: 1 page)		Possible Points
C1	Business and startup history	5
C2	Cannabis industry experience	5
C3	Capital raise experience	5
C4	Areas of weakness	5



Section D: Project Summary (page limit: 2 pages)		Possible Points
D1	Describe the project to be financed with the grant	5
D2	How will the project be implemented	5
D3	How will success be measured	5
D4	Anticipated challenges	5

Section E: Financial Rationale and Projections (page limit: 3 pages) <i>Note: This section should be supported with a quantitative analysis</i>		Possible Points
E1	Describe how this project will help business development and growth	5
E2	Breakdown of costs related to this project	5
E3	Sales or revenue projections once the project is implemented	5
E4	Rationale for these projections	5
E5	Discussion of anticipated challenges to meet these projections	5
E6	How long until you expect a return on investment and why	5
E7	Expected runway based on current funding plus grant funding	5
E8	Rationale for prioritizing this project over another potential project	5

Section F: Company's Industry Engagement (page limit: 1 pages)		Possible Points
F1	Involvement of the business within the cannabis industry	5
F2	Current contracts and/or strategic partnerships	5
F3	Identification of future contracts and/or strategic partnerships	5

