

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 1 Team: FloridaHemp		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	3		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	4		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	2		
Sub-Total	30	9		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2		
A prototype is available and has been tested.	5	2		
A company has been established.	5	4		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	2		
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	13		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	3		
Local publicity will help the company significantly.	5	2		

The company will foster economic development (job creation) in Leon County	5	4	
Sub-Total	20	9	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	2	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	1	
Sub-Total	20	5	
TOTAL POINTS (Max = 100)	100	36	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 2 Team: FloridaHemp		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	6	It was unclear how differentiated this business model was from competitors in the industry. It seemed like the Panhandle geographic location was the only niche. Is there anything preventing another Florida processor from doing this as well?	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	5		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	4	It was not clear whether there was anything significantly different about the technology.	
Sub-Total	30	15		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	2		
A prototype is available and has been tested.	5	1		
A company has been established.	5	2		
A patent application has been filed or granted.	5	1		
The commercialization strategy is logical and feasible.	5	4	Identification of the opportunity to serve the local market, created by the Interstate commerce law was a smart find.	
The management team has the expertise to execute the commercialization plan.	5	3		
Sub-Total	30	13		

Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	4	
Local publicity will help the company significantly.	5	3	
The company will foster economic development (job creation) in Leon County	5	1	
Sub-Total	20	8	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	5	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	1	
Sub-Total	20	8	
TOTAL POINTS (Max = 100)	100	44	
Additional Comments			Your team seems to have a very strong understanding of the hemp market and the identification of the need for a processor to serve the Panhandle area was a smart find. What was unclear were the differentiating factors you were bringing to the table and the demand. You also pointed out that due to a saturation of suppliers that the prices of hemp have dropped; will this not effect demand for hemp processors as well? Thank you for your submission. It does seem like the Hemp market is still strong and attracting a lot of attention; it's just also clear that there will be a Darwinian fight for survival the next few years to see who still stands ... making your differentiating characteristics / competitive advantages that much more significant. I wish you all the best.

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 3 Team: FloridaHemp		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	2	This application does not include a clear business plan, expectations for future investment, ability to secure raw materials, etc. This will likely be problematic if the cost for equipment higher than expected, other innovators already working on processing facilities and equipment	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	8	The emerging Hemp industry will require innovation and new businesses in the supply chain	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	5	If there was a good business plan to develop, test and produce processing equipment and/or provide processing services, then yes this could be disruptive, but others are exploring this market	
Sub-Total	30	15		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	0		
A prototype is available and has been tested.	5	0		
A company has been established.	5	5		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	1		
The management team has the expertise to execute the commercialization plan.	5	1		

Sub-Total	30	7	
Impact of Technology Commercialization Grant (20 Points)			
\$15,000 will make a substantial difference to the project.	10	2	The cost for processing equipment and/or ability to test, innovate and produce equipment will be substantial and a sound business plan is needed to identify if/how this business will scale up
Local publicity will help the company significantly.	5	1	This would need to be a regional approach
The company will foster economic development (job creation) in Leon County	5	1	The applicaiton is not specific regarding if/when/how local jobs would be created
Sub-Total	20	4	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	5	
The whole project "feels" good.	5	1	
I want to invest in this business.	5	0	
Sub-Total	20	6	
TOTAL POINTS (Max = 100)	100	32	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 4 Team: FloridaHemp		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	3		
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	6		
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	2		
Sub-Total	30	11		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	0		
A prototype is available and has been tested.	5	0		
A company has been established.	5	5		
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	2		
The management team has the expertise to execute the commercialization plan.	5	2		
Sub-Total	30	9		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	8		
Local publicity will help the company significantly.	5	4		

The company will foster economic development (job creation) in Leon County	5	2	
Sub-Total	20	14	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	2	
The whole project "feels" good.	5	2	
I want to invest in this business.	5	1	
Sub-Total	20	5	
TOTAL POINTS (Max = 100)	100	39	
Additional Comments			

Leon County Research and Development Authority 2020 Technology Commercialization Grant Judge: 5 Team: FloridaHemp		10 Point Scale	5 Point Scale	
	Outstanding	9 to 10	5	
	Excellent	7 to 8	4	
	Very Good	5 to 6	3	
	Fair	3 to 4	2	
	Deficient	1 to 2	1	
	Fails	0	0	
Judging Criteria	MAX SCORE	SCORE	Questions/Feedback for Applicants	
Innovative Quality (30 Points)				
Compared to competitors in its field, the idea is clearly different, better, or will cost far less	10	3	There are very strong competitors this year	
The problem to be solved is significant in terms of the number of people affected and the quality of the benefit produced	10	3	Very difficult to evaluate	
The technology is potentially disruptive or very risky, but also of potentially high reward if successful.	10	2	Processing is not a new technology	
Sub-Total	30	8		
Commercialization Plan (30 Points)				
Product development has been initiated.	5	0	This is an equipment essential business (capital intensive)	
A prototype is available and has been tested.	5	0		
A company has been established.	5	3	A LLC is indicated, but no paid employees	
A patent application has been filed or granted.	5	0		
The commercialization strategy is logical and feasible.	5	4	If the necessary equipment is purchased, then it possible to enter the market	
The management team has the expertise to execute the commercialization plan.	5	4	Good market knowledge	
Sub-Total	30	11		
Impact of Technology Commercialization Grant (20 Points)				
\$15,000 will make a substantial difference to the project.	10	3	I do not think \$15k will make a difference when a processing plant costs millions	

Local publicity will help the company significantly.	5	2	
The company will foster economic development (job creation) in Leon County	5	2	I do not see Leon Co. job numbers estimated
Sub-Total	20	7	
Image and "Gut Feel" (20 Points)			
The project fits the mission of the Authority to help commercialize technology and its success will reflect positively on the Authority	10	2	Not really a hard science proposal
The whole project "feels" good.	5	2	
I want to invest in this business.	5	0	Not in my area of interest or expertise
Sub-Total	20	4	
TOTAL POINTS (Max = 100)	100	30	
Additional Comments			