

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### POLICY WAIVER

**\*Privacy Notice Waiver**

SFU Coast Capital Venture Connection and the Chang Institute for Entrepreneurship collects and uses information from third parties and integration partners, where applicable to our services. By submitting your personal information, you consent to its collection, use, and disclosure for event registration and participation. This may include your name, contact information, and any other information provided. We may disclose your personal information for event organization and administration. The University has general authority to collect personal information under the University Act (RSBC 1996, c. 468). By choosing to use this service you consent to the collection of your personal information in this manner and for the purposes described above. Your personal information will be retained as necessary or required by law. If you have any questions about the collection, use or disclosure of your personal information please contact Coast Capital Venture Connection at [eec\\_changinstitute@sfu.ca](mailto:eec_changinstitute@sfu.ca). Thank you for your interest in the Coast Capital Venture Prize.

1. I agree to the terms and conditions.

☐ Yes

☐ No

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### COMPETITION ELIGIBILITY

\*\* Ventures do NOT need to be incorporated in order to compete. \*\*

Applicants to Coast Capital Venture Prize must comply with all the following criteria to be eligible for the competition:

- All submissions to Coast Capital Venture Prize must live up to the **higher ideals of Simon Fraser University**. Your idea or business must be appropriate for a university-sponsored event that celebrates local founders and early startups. SFU reserves the right to disqualify any entry that in its judgment violates the letter or the spirit of the competition or exceeds the bounds of social convention.
- If the applicant represents a formal business, that entity must be **privately held, incorporated/registered less than 5 years from application closing date, and BC-based**. All business structures are encouraged in this Competition: sole proprietorship, partnership, corporation, co-op, society. Teams do not need a formal business structure to apply.
- Only **BC-based applicants** are eligible to earn prize money. No payments will be made to individuals or business entities outside of the province (exception, co-op students on work terms).
- Businesses will have received **less \$1 million in total investment-** and grants-to-date (research funds received prior to company formation are excluded) at the time of application. If the business is revenue positive, **total revenue-to-date cannot exceed \$500k** (some exceptions apply, ie flow-through revenue models).
- For the purpose of this competition, eligible **SFU members include current staff, students at any level, faculty members and alumni within 2 years of graduation**, and/or teams that participated within the SFU Coast Capital Venture Connection **Incubator Program** during 2022.
- **Applicant teams can include non-SFU members** if there is also at least (for teams of 4 or fewer co-founders) one eligible SFU member who holds a min. 25% ownership stake / management control or (for teams with more than 4 co-founders) total ownership/management stake by eligible SFU members. Some exceptions apply where there has been significant SFU involvement by non-SFU members.
- **The lead applicant /contact must be an eligible SFU member** and an eligible SFU member must participate in the pitch rounds.
- While a team member may participate in one or more entries, such person **may not be the lead for more than application**.
- Applicants **cannot be directly involved in the judging process** for the competition.

- Applications **cannot infringe on the intellectual property** of other groups or individuals. We strongly encourage any team with concerns regarding intellectual property such as patent or copyright potential to either contact SFU's Technology Licensing Office (for university-developed discoveries) or competent legal counsel (for non-university related discoveries) before submitting their application.
- Previous year participant eligibility:
  - Individuals who were part of a winning team in previous years CAN apply with a NEW Idea or Venture as long as other eligibility/criteria is met.
  - Previous Idea Prize winners ARE eligible to compete for Venture Prize Category Prizes as long as other eligibility/criteria is met.
  - Previous Attribute Award winners ARE eligible to re-apply (as long as no other excluding conditions apply)
  - Previous year 1st place or Category winning teams cannot reapply with the same venture.
- Within 10 days of application closing date, applicants will be notified of eligibility to move forward in the competition, with entry to either the Idea Stream or Venture Stream. At least one eligible SFU team member must be available to participate in the preliminary pitch date and final date for their designated stream and category, as well as to attend the reception and awards ceremony (see Key Dates)

*Note: The Director of Coast Capital Venture Connection reserves the right to make the final determination of the eligibility of submitted ideas and business ventures.*

## KEY DATES

Venture Prize 2023 Workshops: Tuesday, February 28, 2023.

- Budget From The Bottom Up
- Pitch Perfect

Pitch Socials: March 3, 2023 and March 31, 2023 (optional)

Idea Prize Preliminary Virtual Pitch-Offs: Tuesday, March 14, 2023

Venture Prize Preliminary Virtual Pitch-Off #1: Monday, March 13, 2023

Venture Prize Preliminary Virtual Pitch-Off #2: Wednesday, March 15, 2023

Venture Prize Preliminary Virtual Pitch-Off #3: Thursday, March 16, 2023

Idea Prize Finals: Tuesday, April 4, 2023

\*Venture Prize Finals & Reception/Awards Ceremony: TBA. Events will run between April 17 - 28.

**\*Dates are tentative, subject to change, and times are TBA**

To be eligible to receive award(s), applicants (including at least one SFU-connected founder) MUST be available to compete in the in-person Final Round on April 4 for the Idea Prize Finals and sometime during the week of April 17-28 for the Venture Prize Finals, as well as be able to attend the in-person reception/awards ceremony on the same day as Venture Prize Finals if they become a finalist.

\* 2. I confirm my venture is eligible to apply based on the criteria above, can participate in key events as scheduled, and will provide additional information to clarify eligibility if requested.

☐ Yes

☐ No

\* 3. Signature of Primary Contact (please type) \*Note: By typing your name you are providing Coast Capital Venture Prize with your legal digital signature

\* 4. Date of signing

Please enter todays date

Date

MM/DD/YYYY

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### VENTURE/CONCEPT

All questions are required, blank responses will be considered an incomplete application.

If you cannot answer a question, please provide a reasonable explanation within the text field provided. Incomplete applications will not be considered for the competition.

\* 5. Venture/Idea Name

\* 6. Please fill in any company specific contact information. Use "n/a" if not applicable:

Website URL

Social Media  
Handles

Company Email  
Address

Company Phone  
Number

7. What is the date of incorporation or registration? (if applicable)

Date / Time

Date

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### TEAM

\* 8. Number of Founders?

\* 9. Primary Contact for Team (Founder or Co-Founder #1) - must be eligible SFU member:

Name

Company  
Title/Role

SFU Affiliation  
Status (If alum  
please include  
year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

Phone Number

Email Address

% Ownership

\* 10. Faculty

11. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

12. Are you under 30?

- ☐ Yes
- ☐ No

\* 13. List their founder experience



## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM TEAM MEMBER 2

### \* 14. Contact for Team (Founder or Co-Founder #2)

Name	<input type="text"/>
Title/Role	<input type="text"/>
SFU Status (If alum please include year of graduation)	<input type="text"/>
Program or Department (e.g. Mechatronics; Student Services)	<input type="text"/>
% Ownership	<input type="text"/>

### \* 15. Faculty

16. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

17. Are you under 30?

- ☐ Yes
- ☐ No

\* 18. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM TEAM MEMBER 3

**\* 19. Contact for Team (Founder or Co-Founder #3)**

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

**\* 20. Faculty**

21. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

22. Are you under 30?

- ☐ Yes
- ☐ No

\* 23. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### TEAM MEMBER 4

\* 24. Contact for Team (Founder or Co-Founder #4)

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

\* 25. Faculty

26. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

27. Are you under 30?

- ☐ Yes
- ☐ No

\* 28. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM TEAM MEMBER 5

\* 29. Contact for Team (Founder or Co-Founder #5)

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

\* 30. Faculty

31. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

32. Are you under 30?

- ☐ Yes
- ☐ No

\* 33. List their founder experience



## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### TEAM MEMBER 6

\* 34. Contact for Team (Founder or Co-Founder #6)

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

\* 35. Faculty

36. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

37. Are you under 30?

- ☐ Yes
- ☐ No

\* 38. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM TEAM MEMBER 7

\* 39. Contact for Team (Founder or Co-Founder #7)

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

\* 40. Faculty

41. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

42. Are you under 30?

- ☐ Yes
- ☐ No

\* 43. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### TEAM MEMBER 8

\* 44. Contact for Team (Founder or Co-Founder #8)

Name

Title/Role

SFU Status (If  
alum please  
include year of  
graduation)

Program or  
Department  
(e.g.  
Mechatronics;  
Student  
Services)

% Ownership

\* 45. Faculty

46. What best describes this person's gender? Select any or all that apply.  
(Optional)

- ☐ Male
- ☐ Female
- ☐ Non-binary
- ☐ Transgender female
- ☐ Transgender male
- ☐ Prefer not to say
- ☐ A gender not listed here (please specify)

47. Are you under 30?

- ☐ Yes
- ☐ No

\* 48. List their founder experience

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM EXECUTIVE SUMMARY

\* 49. When did you start operations? (month/year)

50. Did your Idea/Venture develop or receive supported through an SFU certificate or course? If so, please list them.

51. Did your Idea/Venture get support from a Chang Institute for Entrepreneurship Program? Check all that apply:

- ☐ SPARK
- ☐ Mentor Meet
- ☐ Coast Capital Venture Connection Incubator
- ☐ Science Entrepreneur Accelerator (SEA)

52. This is a BC-based venture (Incorporated or registered in BC and/or majority of team resides in BC)

- ☐ Yes
- ☐ No

\* 53. Business Structure (choose one)

\* 54. Venture/Idea Status (check all that apply)

- ☐ Idea Basic principles observed
- ☐ Concept: Business Model Canvas started; Design (e.g. wireframe or first specifications determined)
- ☐ Proof-of concept: critical functions tested / sufficient market interest
- ☐ Repeatable, bench-tested in laboratory or with Beta users
- ☐ Revenue from product sales or paid pilots
- ☐ In early customer acquisition
- ☐ Growth company attempting to scale by adding customers
- ☐ Scaling both marketing and technical resources to match sales

\* 55. How many FTEs (Full Time Equivalent) employees or contractors do you currently have on staff? (They can be founders, but MUST be paid at least min. wage) e.g. 40hrs/wk = 1FTE and 20hrs/wk = 0.5FTE



## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM INVESTMENTS/GRANTS

\* 56. Investment to-date from Friends & Family, Angels or Accredited Investors in CDN Dollars

57. Grants or Awards to-date in CDN Dollars

\* 58. Is your company customer ready? eg. Can you sell your service/product today?

☐ Yes

☐ No

\* 59. What was approx. Gross Revenue Mar 2022 to Feb 2023? (for financial flow-through ventures, disclose approx. Net Revenue instead of Gross)

\* 60. Of this revenue what type was it? (Check all that apply)

☐ One-time sale(s)

☐ SAAS

☐ Subscription

☐ Enterprise Sale

☐ Other (please specify)

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### ONE PAGER

\* 61. Give us your elevator pitch (Venture/Idea description). May be used for social media or other publications (250 words max.)

\* 62. Product and Market (200 words max.) [Description of your product, customers, and market, current or future (if Idea stage)]

\* 63. Value Proposition [How do/will you create value - what makes you different from your competitors?]

\* 64. Target Segments: Marketing Plan (250 words max.) [What is your customer profile?]

\* 65. What partnerships do you have?

\* 66. Name 5 potential clients in your sales funnel

\* 67. How are you going to win in the marketplace?

68. Anything else we should know about your venture or idea?

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM ADDITIONAL DOCUMENTS

### 69. Company Logo

Vector format preferred; .png or .jpeg accepted. If you don't upload a company logo we will use a text-image as a placeholder. If you have trouble uploading multiple images, please email them to [eec\\_changinstitute@sfu.ca](mailto:eec_changinstitute@sfu.ca).

Choose File

Choose File

No file chosen

### 70. Product Photos (if any)

.jpeg or .png only

Choose File

Choose File

No file chosen

### 71. Additional Documents for consideration (if any)

Choose File

Choose File

No file chosen

### \* 72. Team/founder photo

.png or .jpeg only. If you don't have a team photo, you can submit individual founder photos for us to create a collage. If you would like to do this please email the other photos to [eec\\_changinstitute@sfu.ca](mailto:eec_changinstitute@sfu.ca).

Choose File

Choose File

No file chosen

### 73. If you have a completed or partially completed the SPARK workbook or Business Model canvas, please upload it here.

Choose File

Choose File

No file chosen

## COAST CAPITAL VENTURE PRIZE 2023 APPLICATION FORM

### THANK YOU FOR APPLYING

We will review your application and contact you through the email address that you have provided.

By clicking the "DONE" button below you have successfully submitted your application.

Connect with us on social media to stay updated about Coast Capital Venture Prize and entrepreneurship at SFU!

Instagram: [@sfu\\_vc](#)

Twitter: [@SFUVC](#)

Facebook: [/SFUVC](#)

LinkedIn: [/VentureConnection](#)

[www.sfu.ca/vc](http://www.sfu.ca/vc)

*\* Any misuse of access, permissions, and privileges could result in disqualification of this years Venture Prize competition and any future Venture Prize Competitions.*