[RE]verse Pitch Competition: Finalist Application - Judge's Scoring Sheet

Name o	Name of Idea Pitched: Name of Judge:											
Categor	y (Circle one):	Seed Stage	Growth Stage									
Minimum Requirements:												
	Proposed business will locate its headquarters and manufacturing operation, if applicable, in the City of Austin											
	Proposed business reuses a byproduct material pitched during the [Re]Verse Pitch Competition as a main input											
	Proposed business would be able to legally operate in the State of Texas and would not produce any alcoholic beverage, or pornographic, or drug-related product											
1 = Poo	r 2 = Faiı	r 3 =	Satisfactory	4 = Good	ł	5 = E	xcellent					
Overall	Overall Impact											
1.	Rate the overall local imp	pact this idea is likely to	make.	1 2	2 3	4	5					

Viability (Criteria	Scorir	ng			
	low viable is the proposed business model? Please also consider the ubmitted prototype rendering, if applicable.	1	2	3	4	5
3. H	low scalable is the proposed business model?	1	2	3	4	5
4. H	low fundable is the proposed business model?	1	2	3	4	5
5. H	low innovative is the proposed business model?	1	2	3	4	5
6. R	tate the competitive advantage of the proposed business model.	1	2	3	4	5
	rate the capability of the entrepreneur and their team to execute the proposed plan.	1	2	3	4	5
8. D	Ooes the Contestant demonstrate a strong Execution Plan?	1	2	3	4	5

Zero W	Vaste & Sustainability Criteria	Scoring						
9.	Rate the likely environmental & zero waste impact of the overall business operations.	1	2	3	4	5		
10.	. Rate how well the product or business model design allows for materials to be diverted to their highest and best use at the end-of-life.	1	2	3	4	5		

Economic Development Criteria	Scoring						
11. Rate the impact that this business will have on local job creation including: creating living wage (or higher than living wage) jobs in Austin, and creating jobs for individuals with employment barriers (i.e. previously incarcerated individuals).	1	2	3	4	5		
12. Rate the impact that this business will have on other Austin businesses, such as through local supplier relationships.	1	2	3	4	5		

Financial Criteria						
13. How realistic and comprehensive is the competitor's Pro forma?	1	2	3	4	5	
14. Does the competitor plan to use the prize money effectively?	1	2	3	4	5	

Application Quality					
15. Rate the overall quality of the application itself.	1	2	3	4	5

Criterion Guidelines

Overall Impact

Does the proposed idea make a meaningful positive impact on the Austin community? How likely is it that the proposed idea will succeed? Consider the scope of the proposed project compared to the resources available. We don't want to choose ideas that are not likely to be implemented.

Viability

Is the proposed business model capable of working successfully? Can it be done and will people buy it?

Scalability

Does the proposed business model have the capability to grow and if so, will it be able to accommodate that growth?

Fundability

Is the proposed business model likely to generate additional capital from investors, lenders or donors/philanthropists?

Innovative

Does the business model incorporate new and/or creative ways to repurpose the material? Does the proposed business model offer a unique value proposition?

Competitive Advantage

Does the company propose a novel, disruptive or unique business concept? Has the entrepreneur researched their competition and defined how their business would stand out from its competitors?

Execution

Is the Company's execution plan coherent, feasible, and well-structured?

Capability of the Entrepreneur

Are the skillsets and of the entrepreneur and their team sufficient to successfully operate the proposed business model? Does the entrepreneur's team have the relevant experience needed to successfully launch this business model?

Zero Waste Impact

Does the proposed business model address highest and best use diversion, as adopted by The City of Austin's Zero Waste Hierarchy (copied from Appendix H of the City of Austin's Zero Waste Strategic Plan).

Highest Use

Redesign Manufacturing & Supply Chain

Mandate Extended Producer Responsibility (EPR)

Produce durable, reusable, recyclable, and recycled-content products

Use environmentally sustainable feedstocks & materials

Design for repair, reconditioning, disassembly, deconstruction and recycling

Make brand owners/first importers responsible to take back products & packaging

Reduce/Refuse/Return

Reduce Toxicity

Reduce toxic materials in products

Replace toxic materials in products with less toxic or non-toxic alternatives

Reduce Consumption

Purchase and use less

Apply Environmentally Preferable Purchasing (EPP) standards to purchasing

Reduce Packaging

Purchase products with less packaging

Incentive durable, reusable packaging

Reuse/Preserve Form & Function

Repair and recondition products

Deconstruct and salvage buildings and building products

Support thrift stores and charity collection

Recycle/Compost/Digestion

Recover & return materials to economic mainstream for remanufacture to like-value products

Recover & return materials to economic mainstream for composting to value-added soil amendment products

Ambient temperature (<200 degrees) processing of organic materials for recovery of fuels and energy, with composting of residue

Down Cycle

Recover & return materials to economic mainstream for remanufacture to non- or marginallyrecyclable products, such as office paper to tissue paper, or soda bottles to toys or clothing

Waste-Based Energy

Biological energy recovery technologies, including anaerobic digestion

Thermal energy recovery technologies including gasification, plasma arc, pyrolysis

Bury/Incinerate

Bioreactor landfilling, when design incorporates sufficient safety & environmental protections "Beneficial" landfill use, such as alternative daily cover (ADC) or landfill construction

Traditional landfilling

Lowest Use

Economic Development

Living Wage Jobs in Austin

Please use the table below as a reference for living wage jobs in Austin:

Hourly Wages	1 Adult		1 Adult 2 Children	1 Adult 3 Children	2 Adults (1 Working)		2 Adults (1 Working) 2 Children	2 Adults (1 Working) 3 Children	2 Adults (1 Working Part Time) 1 Child*	2 Adults		2 Adults 2 Children	2 Adults 3 Children
Living Wage	\$11.87	\$24.62	\$27.69	\$34.95	\$19.67	\$23.27	\$26.12	\$29.51	\$17.17	\$9.84	\$13.13	\$15.32	\$17.78
Poverty Wage	\$5.80	\$7.81	\$9.82	\$11.83	\$7.81	\$9.82	\$11.83	\$13.84		\$3.90	\$4.91	\$5.91	\$6.92
Minimum Wage	\$7.25	\$7.25	\$7.25	\$7.25	\$7.25	\$7.25	\$7.25	\$7.25		\$7.25	\$7.25	\$7.25	\$7.25

Source: MIT's Living Wage Calculator

Individuals with Employment Barriers

Some examples of people who might be facing employment barriers include, but are not limited to those: with learning or physical disabilities, with mental health conditions, previously incarcerated, in recovery from drug or alcohol addictions, with limited English or non-English speakers.

Locally-Sourced

Local, in this context, refers to the Austin Metropolitan Statistical Area, which includes Travis, Bastrop, Caldwell, Hays and Williamson counties.

Pro Forma

Is the Pro-Forma well thought out and does it take into account all possible areas of income and expense?

Use of Funds

Does the Pro-Forma reflect the best use of funds at this stage of their business?

Application Quality

Was the application error-free? Was the writing clear, professional, and grammatically correct? Do any included graphics, logos, or photographs add value to the application?

[RE]verse Pitch Competition Pitch Event Finalist Application - Material Supplier Score

iva	me o	r Idea Pitched: Name of Su	Name of Supplier:											
		0 = No Possibility* 10 = Highe	st Po	ssik	oility	/								
M	ateria	al Supplier Score												
	1.	How likely are you to do business with the applicant based on their proposed business plan?	0	1	2	3	4	5	6	7	8	9	10	

^{*}Please note that a score of "0" would disqualify the contestant from the competition.

[Re]Verse Pitch Competition: Final Pitch Event - Judge's Scoring Sheet

Name of	Idea Pitched:		Name of Ju	dge:					
Category	(Circle one):	Seed Stage	Growth Stage						
1 = Poor 2 = Fair			3 = Satisfactory	4 =	Good		5	nt	
Pitch Qu	uality								
1.	How well did the Fin	alist present the ma	terial?	1	2	3	4	5	
	How well did the Fin the contest criteria?		information directly related to	1	2	3	4	5	
3.	How likely are you to	o fund or recommen	d funding this business?	1	2	3	4	5	
		Finalist Appli	cation Judge's Score (out of 7	5):					
		Material Sup	plier Score (out of 10):			_			
		Finalist Pitch	Score (out of 15):						
		TOTAL SCOR	E (out of 100)						