



NextCycle

Beyond Recycling: Design. Renew. Revive

COLORADO NEXTCYCLE JUMPKIT

Colorado Department of Public Health and Environment (CDPHE), through NextCycle, is looking for the next big idea for recovered material end markets. Colorado NextCycle is accepting Letters of Intent from teams with an interest in establishing a new end market or expanding an existing end market for recovered commodities or organic materials.

The Colorado NextCycle Program will provide access to:

- **Funding:** Teams accepted into Colorado NextCycle can request a \$5,000 start-up award to be used to develop their business plan and prepare a successful application for a major end market grant cycle in 2019.
- **Technical Advisory Committee (TAC):** The TAC is composed of subject matter experts covering material processing, infrastructure, manufacturing, finance, risk assessment, partnerships, market development, and more. The TAC will provide guidance to teams toward building a successful business plan.
- **Data Room:** The data room is an information resource containing in-depth data including local/regional population and waste data, commodity market pricing, regulatory and policy information, funding, and more.

PROGRAM VISION

Colorado NextCycle focuses on being the catalyst to: DESIGN new technologies, products, and markets; RENEW recycled materials into new products; and REVIVE local and regional circular economies. Colorado NextCycle's goals include:

- Identify teams with ideas around developing or improving Colorado-based recycling end markets.
- Provide a supportive atmosphere for creative, innovative thinking and private-public partnership development.
- Nurture viable ideas to fundable/shovel-ready status.

Funding for Colorado NextCycle is provided by CDPHE's existing grant fund dollars.

KEY DATES AND TIMELINE

- 11.16.2018:** Jump kit available; Letters of Intent will begin to be accepted; virtual office hours and online resources available for teams - see more information below.
- 12.14.2018:** Due date for Letters of Intent.
- 1.14.2019:** Selected teams will be notified of acceptance into NextCycle.
- Q4 2019:** Application period for large end market grant through CDPHE.



WHO SHOULD APPLY?

Colorado NextCycle is looking for cross-sector teams including:

- Manufacturers
- Secondary Material Processors
- Compost Operators
- Venture Capitalists
- Start-ups
- Universities
- And Other Creative Thinkers



WHAT MATERIALS ARE ELIGIBLE?

- Fiber
- Plastics
- Organics
- Glass
- Metals
- E-Scrap
- Textiles
- And Any Other Recovered Commodity



LETTER OF INTENT SUBMISSION DETAILS

How to Respond: Letters of Intent are due on or before 4:00 PM mountain time on December 14, 2018. Letters of Intent (LOI) must be submitted electronically to nextcycle.submissions@recycle.com. The email must include 'Letter of Intent' in the subject line. Each team's LOI must be submitted in Microsoft Word or PDF formats.

Eligibility: Projects that directly improve existing end markets or create new end markets for recycled or composted materials in Colorado are eligible for NextCycle. End markets for NextCycle are projects, businesses, or other entities that turn recovered materials into marketable products; this includes manufacturing, secondary processing, and re-use. Recovered materials are materials that have reached the end of their current use and may include plastics, metals, fibers, organics including food scraps, construction and demolition debris. Combustion of MSW for energy projects are not eligible for NextCycle. There is no maximum or minimum project size and there is no preferred geographic distribution of projects within Colorado.

Teams: NextCycle teams can include for-profit, non-profit, university, governmental, or other members. A project team can consist of an individual person, a single company, or may include any number of cross-sector entities. Teams are encouraged to include regional partners. Out-of-state teams are eligible for entry into NextCycle, but to be eligible the project must directly address end-markets in the State of Colorado.

Criteria: The innovative nature of the NextCycle project recognizes that teams accepted into the business development pipeline may take any number of forms. Regardless of the team details, a set of four major criteria areas will be used to evaluate each team's Letter of Intent. All four areas are needed for a successful application. The criteria are the elements necessary to eventually fund, develop, and sustain an end market project in Colorado.

Letter of Intent Format: Teams vying for acceptance into NextCycle must submit a signed Letter of Intent. Only one Letter of Intent is required per team submission and project teams may include as many cross-sector partners as required for long term project success. Each team must designate a single primary point of contact. The Letter of Intent must adhere to the following format to be eligible and LOI's that do not follow ALL of the requirements may not be considered.

1. **Team Information and Request:** Include the following information about the project team:
 - a. *Primary contact: Name, address, phone, email, website (if available).*
 - b. *Project name: The name of the project.*
 - c. *Project team: Listing of all partner organizations and a single point of contact at each, please indicate if there are no project partners identified.*
 - d. *Signature: Signature and date of authorized individual.*



CRITERIA 1: MARKET NEED. How does the project

address a recycled or composted commodity end market need in Colorado? What is the market demand for the project? How does the project address a supply chain need?



CRITERIA 2: MARKET IMPACT. What is the project's

projected throughput, job creation, and local economic impact? Where is the impact realized? Does the end-product of the project have a market value?



CRITERIA 3: FINANCIAL VIABILITY. What is the project's

business canvas? Does the project have the potential to be financially sound in the current market? What level of outside funding is needed to make the project work? If needed, can the project secure private sector financing?



CRITERIA 4: PROJECT TEAM: What is the experience, background,

and leadership of the proposed team? Are there regional or local partners involved in the project. Are there outside resources already identified that will help support the project?



2. **Business Pitch (600 words or less):** Pitch your business canvas for transforming recovered materials into valuable products in Colorado. This is your team's opportunity to succinctly 'sell' your business idea and explain why you are going to be successful. Clearly articulate how your business will operate, what inputs you will use, and what product(s) are you making? What is your plan for becoming economically viable? Who is on your team and what experience do they bring to the project? Do you have any early successes or are you operating a similar project elsewhere? When do you think the project would be full scale? Include as much information as you think is needed to pitch your business.
3. **Market Need (400 words or less):** What Colorado end-market or supply chain need is your project addressing? Include information on the scope of the need as well as how your project will resolve existing supply chain pinch points. Additionally, include details on your product, what its anticipated value is in the market, and its position relative to competition in the marketplace.
4. **Project Impact (250 words or less):** What is the projected impact in the state? If fully implemented, how many jobs will be created through the project, approximately how many tons of recovered materials (throughput) will the project impact annually? What will be the output of the project (units sold, tons of output, other metrics)? Are there additional environmental or other benefits realized through a full-scale implementation of the project?
5. **Financial Viability (250 words or less):** Describe how your project plan results in a financially sustainable business within Colorado's economic framework. What is your estimated total funding need for the project? What are your anticipated revenue sources and how long will it take to become profitable? Where will you secure funding for the project development?
6. **Project Team (250 words or less):** Briefly describe your project team and their experience. If there are partnerships with other entities, highlight the partnerships and how they will contribute to a successful outcome. Full resumes or qualifications will not be reviewed as part of the Letter of Intent submittal.
7. **Funding request (100 words or less):** Teams accepted into NextCycle are eligible for a \$5,000 seed money grant
 - a. Include whether your team is requesting the \$5,000 grant, and;
 - b. A short description (maximum 100 words) of how the seed money would be used to help turn your initial business pitch into a viable business plan.
 - c. There is no preferential evaluation for teams that do, or do not, request the seed money funding.

EXAMPLES OF SUCCESS

1 A Colorado startup has partnered with a university to invent a new process to produce commercially viable agricultural products from recovered organic materials. The process improves the end markets for finished compost in the state. After acceptance into Colorado NextCycle, they are able to develop a business plan, eventually breaking ground on their first full-scale installation in the state.

2 An established Colorado company processes material sourced from residential and commercial recycling facilities and sells the upgraded outputs to manufacturers. Colorado NextCycle provides a grant to the secondary processor to develop their business plan for expansion, assists the business in identifying municipal partners, and increases sourcing of materials from the entire state and beyond.

3 An established multi-national firm opens a new manufacturing location in Colorado, using raw materials recovered from Colorado residential recycling programs. Through Colorado NextCycle, they find communities to partner with to provide a consistent, larger supply of their material inputs. In the long-term, the project is able to import scrap materials from surrounding states to become a regional hub.



JUMP KIT RESOURCES

Technical Advisory Committee: The TAC is an expert panel convened to guide the design of the NextCycle project and provide resources to teams accepted into NextCycle. Access to the TAC is provided through project staff and is only granted to teams that are accepted into NextCycle. The current seven-member TAC has expertise in the following areas: financing, risk assessment, recycling innovation and research, regional end-markets and material brokering, supply chain logistics, non-profits and coalition building, business development, growth, and marketing strategies, technology sector start-ups, MRF technologies.

Resources for Teams: NextCycle offers a variety of resources for teams looking to submit Letters of Intent. Teams are encouraged to contact our project staff with questions. To facilitate the Letter of Intent process, project staff are hosting virtual 'office hours'. The office hours are 20-minute blocks of one-on-one meetings where interested teams can ask questions about the project and receive guidance on the resources available to develop their Letters of Intent.

- Sign up for a virtual Office Hour session at: www.meetingbird.com/m/SJ5fD7Rsm
- Email us at: nextcycle@recycle.com
- Call the project staff, Juri Freeman and Beth Coddington, at 303-953-2461

Content Library: A free library of resources is available to all interested teams. The resources have been chosen to assist project teams in developing and strengthening their Letter of Intent. The full content library is easily accessible and available online at www.colorado.gov/cdphe/nextcycle and includes resources on:

- **Business Plan Development:** Help in understanding the logistics of starting, owning and operating a business in Colorado. This section provides resources such as Colorado taxes, employer responsibilities, and liability / insurance information.
- **Financial Resources:** Resources on alternative or additional funding mechanisms for businesses including governmental state and local grants, lending, venture capital and other funding sources.
- **Policy:** Key state, county and local diversion ordinances, regulations that promote / inhibit recycling, and Colorado's solid waste master plan.
- **Material and Diversion Data:** The most recent waste composition studies, reports on curbside recycling / diversion rates and recycling statistics, all from the state, county and city level.
- **Infrastructure:** Colorado's current recycling and disposal infrastructure with maps of landfills, transfer stations, compost processors and materials recovery facilities as well as state and regional end markets.
- **Industry and Market Resources:** Recycling / composting related trade organizations and coalitions, and recycling business information such as bale specifications, technical documents / guidelines, and highlights to recycling market reports.

To get your team jumpstarted, NextCycle has a few key resources to boost your team's business plan development. If you are a start-up looking for info on how to own / operate in Colorado or need some one-on-one general business mentoring look to...

Colorado's Small Business Development Center. SBDC is a non-profit public / private partnership that offers free one-on-one business consulting at 14 centers throughout the state. Also provides an excellent, one-stop, comprehensive resource book with the city, state and federal resources and requirements.

- www.coloradosbdc.org/consulting
- www.coloradosbdc.org/resources/resource-book

If you are an international or domestic company looking to move or expand to Colorado and want to explore the state's economic incentives or gather location insight, check out...



Colorado's Office of Economic Development and International Trade.

This state office specializes in domestic and foreign business recruitment, has excellent resources on financial and other business incentives as well as deep dives into key industries and transportation access.

- www.choosecolorado.com | Dan Lane, dan.lane@state.co.us

If your end-market business is already established and you want to know more about state recycling legislation, connect with other recycling facilities / businesses, or find additional recycling grants, try...

Recycle Colorado. Recycle Colorado is the state's independent, non-profit recycling industry group that is also working to advance end markets in the state.

- www.cafr.org | Laurie Johnson, laurie@cafr.org

If you want to know more about Colorado's regulatory environment:

Colorado Department of Public Health and Environment, Materials Management Unit. Can offer specific guidance on Colorado's regulatory environment pertaining to solid waste.

- www.colorado.gov/pacific/cdphe/solidwaste | Wolf Kray, Wolfgang.kray@state.co.us

Colorado Small Business Assistance Program through the Colorado Department of Public Health and Environment. Can offer general guidance on a wide range of environmental regulation.

- www.colorado.gov/pacific/cdphe/small-business-assistance-program-sbap



WHY COLORADO?

Colorado is an ideal location for businesses of all sizes working in the circular economy.

- Dynamic, growing state economy
- Economic center of Mountain West region
- Highly educated and talented workforce
- Many top recovery programs ensuring supply of quality recovered feedstock
- Access to international air freight, interstate trucking, and rail transportation
- See www.choosecolorado.com for more information on doing business in CO