



Business Builder Subawards, Round 1

Track 1: Equipment

Track 2: Business Development

Track 3: Product & Market Expansion

Application Scoring Rubric

	Strongly Agree	Agree	Minimally Agree	Don't Agree	Available Points
Business Readiness					18
The applicant organization possesses characteristics of a viable business or business model, including diverse markets, partnerships, and systems for internal management.					
The application proves how this investment and project aligns with the long-term business model and viability					
Project goals appear achievable based on business information provided.					
Project Readiness					42
The applicant adequately describes the project.					
The applicant presents a well-thought-out project plan, including a timeline of dates, related tasks and a responsible individual for each task. The project plan indicates completeness within the timeframe of the grant					
The Applicant shows they can complete the project efficiently and effectively within the grant period and details any technical assistance, service provider support, or permitting needed.					
The proposed budget is detailed, clear, and reflects realistic, well-planned components. <i>Budget narrative supports and further details items in the budget table.</i> <i>Where necessary, quotes for equipment or contracted work are provided to support the proposed budget.</i>					

Impact on Business					16
The application demonstrates a credible need for the equipment and/or services proposed.					
The applicant demonstrates that careful consideration has been taken to determine this next step for their business, possibly including steps in research, price comparisons, or foreseeable problems.					
The applicant clearly demonstrates that the proposed project will increase the capacity of their business. <i>- This could include information about anticipated increased sales, greater production, increased efficiency, expanded customer reach, etc.</i>					
The applicant clearly demonstrates that the proposed project will increase the viability of their business. <i>This could include information about anticipated increased revenue, increased market knowledge, or increased production.</i>					
Impact on Northeast Regional Food Systems					24
Sourcing of raw ingredients: <ul style="list-style-type: none"> All or almost all ingredients are sourced within the geographic region of the Northeast Center (4 points) 50% to 75% of raw ingredients are sourced within the geographic region of the Northeast Center (2 points) 25% to 49% of raw ingredients are sourced within the geographic region of the Northeast Center (1 point) Occasionally or never (0 points) 					
Applicant clearly demonstrates that their project will assist their business in accessing new markets or expanding current markets.					
Applicant clearly demonstrates how their project will help their business further expand and integrate into community and/or regional supply chains. <i>This could include producers, distributors, aggregators, food hubs, retail, consumers, etc.</i>					
Total Available					100