



ACRE

Agribusiness Center for
Research & Entrepreneurship

SOUTH CAROLINA DEPARTMENT OF AGRICULTURE

ENTREPRENEURSHIP CENTER

ENTREPRENEURSHIP PROGRAM APPLICATION

Download and save the application before you fill it out. Your work will not be saved if you do not download it first.

The Agribusiness Center for Research and Entrepreneurship (ACRE), an initiative of the South Carolina Department of Agriculture (SCDA), connects entrepreneurs with new opportunities in agriculture, research and agribusiness to strengthen the state's economy, particularly in rural counties.

The ACRE Entrepreneurship Center ("Center") seeks the most innovative and forward thinkers in South Carolina agribusiness for participation in an Entrepreneurship Program (the "Program"). The Center is looking for companies and products it can help support in the marketplace through a collaborative effort. This program does not support research. Applicants may not have previously been awarded more than \$10,000 from ACRE within the past three years.

Applicants selected to participate in the EC Program could receive a grant of up to \$25,000 to develop their product or business, as well as access to a network of business mentors and grant writing consultants. This is a competitive program; not all applicants will be selected to pitch or receive funds.

Please read the Terms and Conditions carefully before completing and submitting your application. By submitting your application to the Entrepreneurship Center, you accept and agree to the following terms and conditions:

1. Applicant is a current South Carolina resident and/or operates a business headquartered in SC.

2. The product and/or company for which Applicant is applying must be agribusiness related, and specifically related to one or more of the following categories:

- a. Specialty crops
 - i. Fruits and vegetables
 - ii. Tree nuts
 - iii. Dried fruits
 - iv. Horticulture
 - v. Nursery crops
- b. Meat products
- c. Other foods (honey, cheese, milk, eggs, etc.)
- d. Industrial hemp (not including hemp research)
- e. Hydroponics or aquaponics
- f. Container, urban, or indoor farming
- g. Aquaculture
- h. Timber
- i. Mechanical harvesting
- j. Agribusiness technology
- k. Agritourism/education (school tours, workshops, etc.)
- l. Row crop value-added product/process
- m. Food hubs (not restaurants)

3. Applicant must submit his or her business plan along with the Application. See [page 7](#) for required business plan elements.
4. Applicant must have a prototype or sales history for the company and/or product for which Applicant is applying. ***If you have not reached this stage yet, we encourage you to apply to our Curriculum Program in the fall. [Contact Kyle Player for more information.](#)***
5. If Applicant is selected as a finalist:
 - a. Applicant must be able to pitch their prototype, product or company to our panel of judges.
 - i. Applicant must attend Pitch Day on June 23, 2021 at Phillips Market Center (PMC) at the South Carolina State Farmers Market in Columbia, SC.
 - ii. Time slots will be set in coordination with the finalists.
 - b. Finalists will be notified of the results by July 1, 2021.
6. If the Applicant is selected to participate in the EC Program:
 - a. **Funds will be awarded in two phases**, with mandatory progress reports and a site visit from ACRE before distribution of the second part of grant funds.
 - i. Applicant must supply ACRE with periodic progress reports (timeline to be determined per awardee), including a line item budget for spending the awarded funds.
 - ii. Applicant will work with ACRE staff to set up a site visit to his or her operation.
 - iii. Applicant will submit a final progress report and line item budget after the second distribution of grant funds is complete.
7. Applications are due by **May 3, 2021** and finalists will be reviewed by our advisory panel. All Applicants will be notified if they have been selected as a finalist far in advance of the Pitch Day.
8. Priority will be given to applicants from rural counties and applicants with products or companies that would have a high impact in rural counties, as defined by the USDA [here](#).
9. Confidentiality Undertaking: SCDA recognizes that, as part of the application process, Applicants are required to provide SCDA and ACRE with Confidential Information related to Applicants' businesses and products. Confidential Information means all information in tangible or intangible form that is proprietary to the Applicant and has or could have value in the business or industry in which the Applicant is engaged. SCDA, ACRE, and their officers, directors, employees, agents, consultants and representatives will hold in trust and maintain confidential, not disclose or make available to any third party whether orally, electronically, on disk, in writing, or otherwise, without prior approval of the Applicant, and not use for itself or for any third party (other than a use by a Party for the purposes stated above) any Confidential Information received from the Applicant or Applicant's agents.

I agree to the Terms and Conditions.

Print Name

Signature

Date

APPLICANT QUESTIONNAIRE

*Required

*Applicant Name(s) _____

*Gender Female Male Prefer not to answer

*Ethnicity African American Asian Caucasian Hispanic Native American
 Other _____ Prefer not to answer

*Company Name _____

*Street Address _____

*Phone Number _____ *Email _____

Company Website/Social Media Handles _____

*If actively farming, list the number of acres under production _____

Occupation/Place of Employment _____

*Are you a South Carolina Department of Agriculture employee or do you have any related family working as a current South Carolina Department of Agriculture employee?

Yes No

BUSINESS DETAILS QUESTIONNAIRE

Please answer all questions fully – “refer to business plan” is not an acceptable answer. If a question is not applicable, please explain.

*Describe your business or product.

*When did you start your company or develop your product (month/year)? _____

*When did you make your first sales (month/year)? _____

*Do you have a business license to operate in South Carolina?

Yes No

*What other patents, licenses, or trademarks do you currently have?

*Which of the following best describes the current stage of your company/product?

Prototype Beta/Pilot Customers Early Sales Sales Growth

*What is your business ownership structure (ex: sole proprietorship, LLC, company, partnership)?

If there are multiple owners/investors, list the relationship: family-owned, other producers/farmers, or an investment group.

OWNER'S NAME	RELATIONSHIP	OWNERSHIP PERCENTAGE

*How much money has been invested in your company (personal and/or outside investment)?

*How have you used this investment money?

*Have you ever applied for or received any other grant funds (federal, state, or other)? If so, please describe.

*What was the gross income from your business last year? (*Gross income is commonly defined as a business' revenues before taking any costs, taxes, or other expenses into account.*)

*Specifically, how would you use a grant award from the Entrepreneurship Center (EC)?

*What efforts have you made to build your business? Have you been successful?

*What makes your business unique? How do you plan to reach your target audience?

*What are the biggest challenges you have had or continue to face?

*How will your product/company benefit South Carolina and S.C. agribusiness in the short and long term?

*What do you hope to get out of participation in the EC program?

How did you hear about the EC?

Have you ever been involved in any other agribusiness incubator and/or accelerator program?

BUSINESS PLAN

*Please attach your business plan with your application. The following is a brief outline of the topics you should include in your plan. *This detailed guide* walks you through what should be included in your plan. It also contains links to other business plan resources.

1. Cover Sheet

2. Executive Summary (no more than one page)

3. Company Description

Description of the business

Products or services

Location and facilities

Methods of record keeping

Key tools

4. Organization and Management

Legal Structure

Management

Personnel

Contracted professionals

5. Market and Industry Analysis

Market trends

Industry trends and descriptions

Competition

6. Marketing and Promotion

Target market

Promotional activities

Marketing implementation strategy

Marketing budget

7. Service or Product Line

Product benefits

Product design

Pricing

8. Funding Request

Grant funds requested

Matching funds and sources

Uses of grant funds

9. Financials

Summary of financial needs

Profit and loss/income statement

Cash flow

Sources and uses of funds

10. Appendices

Expanded financial tables

Resumes/employee descriptions

References for industry research

Permits, certifications, leases, etc.

Other project support

Please attach any pictures of your farm, product, or operations that the application judges might find helpful. If selected to pitch, you will have the opportunity to present more visuals.

If you have further questions about the application or grant process, please contact us as listed below, and we'd be glad to help.

Please direct any questions you may have to:

Kyle Player
ACRE Executive Director
803-734-2324
kplayer@scda.sc.gov

RETURN APPLICATION TO

South Carolina Department of Agriculture
Attn: Kyle Player
P.O. Box 11280
Columbia, SC 29211
kplayer@scda.sc.gov

You will receive email confirmation from Kyle that your application has been received within three business days.