

# Matching Grants for Bioscience Based Economic Development Scoring Rubric

Spokane County Based Entities

## Section 1: Eligibility

### Spokane County Commitment and Mission Alignment

Weight	Criteria	Does Not Meet Expectations (ineligible)	Meets Expectations	Exceeds Expectations	Subtotal
10	Spokane County Location and Staff	Less than 50% of the staff have a primary residence in Spokane County.	Physical Address in Spokane County.  51/60-90% of the staff have a primary residence in Spokane County.	Physical Address in Spokane County.  90-100% of the staff have a primary residence in Spokane County.	
10	The entity's mission and work align with the language in RCW and County Resolutions outlining HSSA's goals, and align with	Weak connection to HSSA's mission, goals and strategic imperatives, weak case for the impact on bioscience based economic development, health or healthcare.	Moderately documented alignment with a project that proposes bioscience based economic development, has weak associations with the region's healthcare cluster and infrastructure, or is an adjacent industry that directly impacts health and healthcare (manufacturing	Strong and well-documented mission alignment with a project firmly focused on bioscience based economic development, the prevention of disease, and the promotion of public health; leverages our region's healthcare cluster.	

	HSSA's Strategic Imperatives.		and production, clean tech, energy transition, agriculture).		
10	Project Description and Logic Model	Unclear, poorly written, lacks feasibility or alignment with HSSA's mission and strategic imperatives.	Mostly clear and feasible, some minor logic gaps, and moderately aligned with HSSA's mission and strategic imperatives (better health and healthcare, well-paying job creation, and economic growth in Spokane County).	Clear, concise, well-written, feasible, and strongly aligned with HSSA's mission and strategic imperatives (better health and healthcare, well-paying job creation, and economic growth in Spokane County).	
10	Budget	No budget submitted or unrealistic allocation; an insignificant percentage is dedicated to high wage job creation.	Budget is somewhat clear and realistic but lacks details and contains a minor percentage dedicated to high wage job creation.	Budget is detailed without listing specific vendors, realistic, and justified- includes a significant percentage dedicated to high wage job creation	
5	Spokane County Longevity	Unclear plan for staying in Spokane County after the terms of the grant end.	Moderate likelihood the entity will stay in Spokane County and maintain well-paying jobs after the terms of the grant end.	Clear, well-developed plan for staying in Spokane County and maintaining well-paying jobs after the terms of the grant end.	

5	Impact of HSSA Award	Large enterprise with minimal grant impact/multiple investment rounds.	Series A investor growth stage.	Early-stage startup with venture or grant funding and high growth potential.	
5	Level 1 Completion (if applicable)	Entity has not completed the full 24 months of their Level 1 Grant Award Agreement. Entity has not been reimbursed for the full amount of their Level 1 Grant. Entity did not complete monthly reimbursement requests and progress reports in a timely manner.	Entity has completed the full 24 months of their Level 1 Grant Award Agreement. Entity has been reimbursed fully for their Level 1 Grant. Entity completed monthly reimbursement requests and progress reports on time. Entity completed all objectives in their Level 1 award.	Entity has completed the full 24 months of their Level 1 Grant Award Agreement. Entity has been reimbursed fully for their Level 1 Grant. Entity submitted well-organized monthly reimbursement requests and progress reports on time surpassing the work outlined in their proposal on time.	

## Section 2: Improved Health and Healthcare in Spokane County

Weight	Criteria	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Subtotal
30	Contribution to improved healthcare	Unclear evidence of potential impact, unrealistic metrics, little to no reference to	Somewhat clear evidence of potential impact with moderately realistic metrics regarding the	Well-documented potential impact substantiated with realistic metrics	

	outcomes in Spokane County	Spokane County's public health data.	number of individuals impacted, high impact on marginalized demographic population, or addressing healthcare needs identified in Spokane County's data.	regarding a high number of individuals impacted, high impact on marginalized demographic population, and/or addresses a health or healthcare needs identified in Spokane County's data.	

## Section 3: Well-Paying Job Creation in Spokane County

Weight	Criteria	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Subtotal
30	Number of new well-paying jobs (5-10% above Spokane County's Professional, Technical, & Scientific Services Average Annual Wage \$100,373-\$106,567 annually or \$48.91-\$51.24	No jobs created - ineligible	<p>\$250k: .75-1 FTEs (primary residence in Spokane County) including professional services contractors (located in Spokane County only)</p> <p>\$750k: 3 FTEs (primary residence in Spokane County) including</p>	<p>\$250k: 1-2+ FTEs (primary residence in Spokane County) including professional services contractors (located in Spokane County only)</p> <p>\$750K: 3-5+ FTEs (primary residence in Spokane County) including</p>	

	hourly) <i>created</i> in Spokane County using HSSA award and accompanyi ng match (includes staff people and fractional professional services contractors)		professional services contractors (located in Spokane County only)	professional services contractors (located in Spokane County only)- some FTEs can be added in year two+	
5	Spokane County vendors, contractors, companies, and collaborator s (do not need to disclose identity of CI/BTS)	No agreements or collaborations in Spokane County.	Some informal agreements made with individuals or entities in Spokane County with plans to formalize when it is stage appropriate.	Formal agreements made with Spokane County collaborators and professional services contractors appropriate to the stage of the company.	

## Section 4: Powering Future Economic Growth in Spokane County

Weight	Criteria	Does Not Meet Expectations	Meets Expectations	Exceeds Expectations	Subtotal
30	Commerciali zation Plan	Unclear commercializa tion plan or unrealistic strategy, no market opportunity, insignificant	Somewhat clear plan with minor gaps, some market opportunity, somewhat coherent and defendable	Strong, feasible strategy with market validation, market opportunity is significant, coherent and	

		resources attached, no defensible sources.	market analysis, limited resources attached.	defensible market analysis, appropriate and defensible resources attached, some commercial traction.	
10	Potential for Follow-On Funding	Unclear plan for growth/company is not scalable. Future funding is unlikely due to the type of entity.	Some elements in place, moderate impact expected/opportunities.	Strong plan with follow-on capital or revenue/Company is scalable and uses budget to effectively maximize this opportunity.	
10	Team Expertise	Lacks expertise needed for success, significant "dead equity" in the cap table (if applicable), little to no external board members or advisors.	Some expertise, but gaps in key areas relative to the stage of the entity.	Strong industry, management and fundraising experience relative to the stage of the entity.	