

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

Name of Idea Pitched: _____

Name of Judge: _____

Category (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 = Poor

2 = Fair

3 = Satisfactory

4 = Good

5 = Excellent

Overall Impact

1. Rate the overall local impact this idea is likely to make.	1	2	3	4	5
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Viability Criteria

Scoring

2. How viable is the proposed business model? <i>Please also consider the submitted prototype rendering, if applicable.</i>	1	2	3	4	5
3. How scalable is the proposed business model?	1	2	3	4	5
4. How fundable is the proposed business model?	1	2	3	4	5
5. How innovative is the proposed business model?	1	2	3	4	5
6. Rate the competitive advantage of the proposed business model.	1	2	3	4	5
7. Rate the capability of the entrepreneur and their team to execute the proposed plan.	1	2	3	4	5
8. Does the Contestant demonstrate a strong Execution Plan?	1	2	3	4	5

Zero Waste & 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?

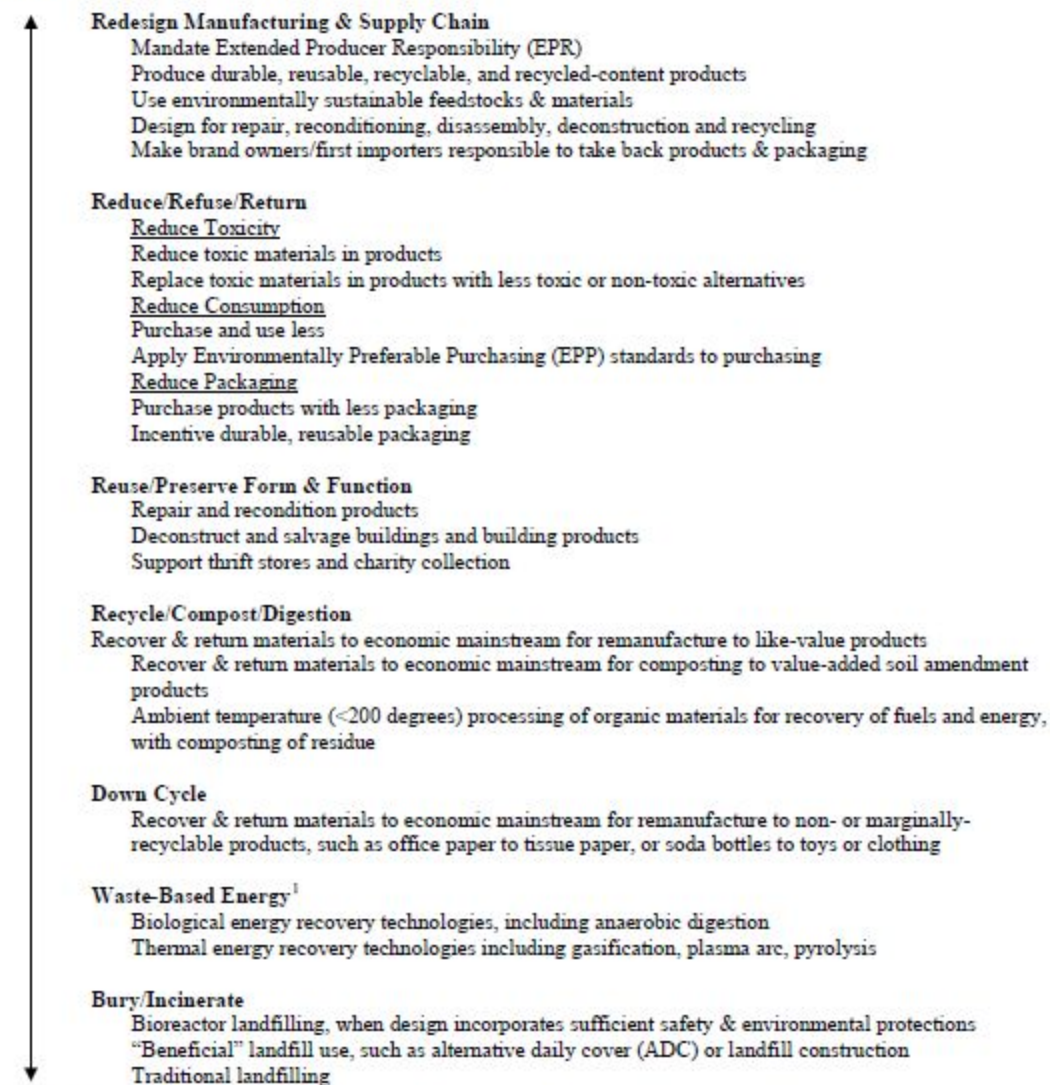
Capability of the Entrepreneur

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



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 1 Child	1 Adult 2 Children	1 Adult 3 Children	2 Adults (1 Working)	2 Adults (1 Working) 1 Child	2 Adults (1 Working) 2 Children	2 Adults (1 Working) 3 Children	2 Adults (1 Working Part Time) 1 Child*	2 Adults	2 Adults 1 Child	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

Name of Idea Pitched: _____

Name of Supplier: _____

0 = No Possibility*

10 = Highest Possibility

Material 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 Judge: _____

Category (Circle one):

Seed Stage

Growth Stage

1 = Poor

2 = Fair

3 = Satisfactory

4 = Good

5 = Excellent

Pitch Quality

1. How well did the Finalist present the material?	1	2	3	4	5
2. How well did the Finalist deliver relevant information directly related to the contest criteria?	1	2	3	4	5
3. How likely are you to fund or recommend funding this business?	1	2	3	4	5

Finalist Application Judge's Score (out of 75):

Material Supplier Score (out of 10):

Finalist Pitch Score (out of 15):

TOTAL SCORE (out of 100)
