



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

## PROGRAM GOALS

NextCycle is designed to promote circular economy-based ventures and foster innovative recycling and recovery solutions for end markets in Colorado. NextCycle helps the state reach its 45% statewide waste diversion goal by 2036 by catalyzing recycling and recovery end market growth while simultaneously creating jobs, increasing tax revenue, and improving Colorado’s environment.

Funding for NextCycle Colorado is provided by the [Recycling Resources Economic Opportunity program \(RREO\)](#).

## PROGRAM BENEFITS

NextCycle provides teams with expertise and economic data to stimulate the expansion of Colorado’s circular economy. Teams accepted into NextCycle Colorado will have access to:

- **Business Development Bootcamp:** A multi-day business planning-focused bootcamp hosted in the Denver metro area. The event includes individual time with recycling and end market-specific business mentors, investment and pitch session workshops, and interactions with other NextCycle teams. Travel and attendance costs are covered by NextCycle.
- **NextCycle Colorado Pitch Session:** Teams will have the opportunity to pitch their business ideas to potential investors and partners while competing for a cash prize during the NextCycle pitch session.
- **Potential for Future Funding:** NextCycle will be followed by multiple competitive grant rounds offered through CDPHE from the Recycling Resources Economic Opportunity (RREO) and Front Range Waste Diversion (FRWD) grant programs. Additionally, Closed Loop Partners has pledged up to \$5M in competitively priced and flexible financing for qualified NextCycle projects.

## KEY DATES & TIMELINE

### OCTOBER 18, 2022

NextCycle Colorado application released

### DECEMBER 1, 2022

NextCycle Applications Due by 4:00PM Mountain Time

### JANUARY 2023

Teams accepted into NextCycle

### LATE JANUARY 2023

Project kick-off and development of individual business growth plans

### FEBRUARY 2023

Business support and consulting begins

### MARCH 6 - 8, 2023

Bootcamp - Denver/ Boulder area (in-person attendance required; all expenses are covered)

### MAY 2023

Colorado NextCycle Pitch Session (final date TBD, attendance required, all expenses are covered)

### JUNE 2023

Exit interviews, NextCycle ends on June 30

### SPRING/SUMMER 2023

RREO mini-grant round (\$50K maximum funding)

### FALL 2023 (CURRENTLY OPEN)

FRWD advancing waste diversion grant round

### NOVEMBER 2023

RREO waste diversion grant round  
FRWD Special Focus grants offered every 8 months  
FRWD Zero Waste grants offered every 8 months

- **Technical Advisory Committee (TAC):** Access to business, recycling, and technical subject matter experts as well as investors. The TAC is composed of subject matter experts covering material processing, infrastructure, manufacturing, finance, risk assessment, partnerships, and market development. The TAC includes experts from Closed Loop Partners, Ball Corporation, National Renewable Energy Labs, Centrepolis Accelerator, and others, and will provide guidance to teams toward building a successful business plan.
- **Business Consulting:** Consulting assistance provided by Resource Recycling Systems' (RRS) economists, recycling practitioners, engineers, analysts, and graphic designers. Advice may take the form of economic reviews of business plans and proformas, making connections throughout Colorado for feedstock and project partners, and pitch deck, website, and graphic design.
- **Colorado Networking:** Assistance in connecting with for-profit, non-profit, and governmental organizations around Colorado.
- **Access to State Resources:** NextCycle includes staff and advisors from both CDPHE and the Office of Economic Development and International Trade, providing teams with easy access to a wide range of resources and data.
- **Recognition and Publicity:** Teams are promoted through press releases, social media, published articles, and conference sessions, providing teams with exposure to potential investors and partners.

## APPLICATION SUBMISSION DETAILS

**HOW TO RESPOND:** Applications are due on or before 4:00 PM Mountain Time on December 1, 2022. Applications must be submitted electronically to [nextcycle.submissions@recycle.com](mailto:nextcycle.submissions@recycle.com). The email must include 'Application' in the subject line. Each team's application 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), and construction and demolition debris. Projects that involve the combustion of municipal solid waste (MSW) for energy are not eligible for NextCycle. Projects that collect materials but do not process the collected materials are not eligible. There is no maximum or minimum project size, and there is no preferred geographic distribution of projects within Colorado. Entities who have received previous RREO or FRWD grant funding are not eligible.

**TEAMS:** NextCycle teams can include for-profit, non-profit, university, governmental, or other members. A project team can consist of an individual person or a single company, or it may include any number of cross-sector entities. Teams are encouraged to include regional partners. Out-of-state teams are eligible, but 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 application: Value Proposition, Market Impact, Financial Viability, and Project Team. These criteria were created specifically to assist the review team in understanding the project's current status, long-term outlook, and potential for success.

### CRITERIA 1: VALUE PROPOSITION.

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 add or create value?

### CRITERIA 2: MARKET IMPACT.

What is the project's projected throughput (tons of material), 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 plan? Does the project have the potential to be financially sound in the current market? What level of outside financing 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?

**DIVERSITY, EQUITY, AND INCLUSION:** The NextCycle vision for a local circular economy is one where the local economies, businesses, and people benefit first and foremost. This program aims to be inclusive in its engagement and will employ a lens that values diversity, equity, and inclusion. Minority and women-owned businesses are encouraged to apply.

**PROJECT COMMITMENT:** Participants must be committed to engaging in the entire program. This includes an onboarding meeting upon selection to the cohort, additional follow-up meetings with their project consultant team, participation in the multi-day bootcamp, preparation and participation in the pitch competition, and additional engagements as appropriate.

**APPLICATION FORMAT:** Teams vying for acceptance into NextCycle must submit a signed application; e-signatures are acceptable. Only one application 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 application must adhere to the following format to be eligible. Applications that do not follow ALL of the requirements may not be considered. If there is proprietary information or trade secrets in your application, please indicate where to ensure the information remains confidential and is only used for evaluation purposes.

**1. TEAM INFORMATION, PROJECT NAME, AND EVENT AVAILABILITY:**

Include the following required 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 founders and partner organizations.
- d. All teams must answer the following questions:
  - i. Can you attend the NextCycle Bootcamp on March 6 - 8, 2023? Yes or No?  
(Team travel expenses will be covered on a pre-approved basis; in-person event will be held in Denver / Boulder Metro Region.)
  - ii. Self-identify your business stage:
    - i. Early Stage
    - ii. Start-up
    - iii. Growth
    - iv. Expansion
    - v. Mature
  - iii. Have you participated in a business accelerator or incubator before? If yes, which one(s)?
  - iv. Have you applied for an RREO or FRWD grant before? If yes, what was the outcome? Previous CDPHE (RREO or FRWD) grant recipients are not eligible for NextCycle.
  - v. Please identify your organization ownership? Disabled owned, Minority owned, Veteran owned, Immigrant owned, Woman owned, None of the above
- e. Signature: Signature and date of authorized individual. Can be an e-signature

## 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 NextCycle, the team is able to develop a business plan, eventually breaking ground on their first full-scale installation in the state.

**2** An established Colorado non-profit company collects and processes used mattresses for recycling. Mattresses are broken down to their constituent parts and sold as commodities to both in and out of state markets. During NextCycle, the non-profit is able to improve their business pitch for future investors and partners as well as identify and test equipment that will significantly increase the long-term financials of the business. As a result, the business is able to expand across the state, increase profitability, and double the amount of mattresses diverted from landfill disposal on an annual basis.

**3** An established multi-national firm joins NextCycle to explore potential partners, locations, and feedstock supplies in Colorado. During NextCycle, the business is able to identify a site location, partners and funding for the development of their manufacturing process in Colorado. They are also able to refine their projections for income and expenses. Following NextCycle, the firm secures financing along with a public sector partnership and breaks ground on a new location in Colorado.

**2. PROJECT OVERVIEW:** Please provide concise responses to the following questions.

- a. **Business Pitch (400 words or less):** Pitch your business idea 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, are you operating a similar project elsewhere? When do you think the project would be full scale? What is your value proposition? Include as much information as you think is needed to pitch your business.
- b. **Project Impact (250 words or less):** What is the projected impact in the state? If fully implemented, approximately how many tons of recovered materials (throughput) will the project impact annually, and how many jobs will be created through the project? Clearly identify what inputs you will be using and whether you have already identified or secured the feedstock. 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 (emissions reductions, water savings, etc.)?
- c. **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 for your project to become profitable? Where will you secure funding for the project development? If you have a new technology, do you own your IP, or if not, is it licensed and from whom? Include details on your end-product, what its anticipated value is in the market, and its position relative to competition in the marketplace.
- d. **Project Need (250 words or less):** Why are you interested in participating in NextCycle Colorado? What do you hope to get out of your time in the accelerator? Are there specific technology or business milestones you are seeking to accomplish in the next 6 to 12 months?
- e. **Competition?** List your top three competitors, could include the status quo, such as material disposal in landfills.

**3. PROJECT TEAM / PARTNERS**

- a. **Partners:** Do you have any partner organizations or project advisors? i. If yes, please provide partner organization(s)' or advisor(s)' contact information: Organization Name, Contact Name, Contact Email, Contact Phone Number.
- b. **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 submittal.

**4. OPTIONAL INFORMATION.** There is no penalty for not submitting the optional additional information.

- a. **Additional Information (1 page PDF maximum):** You may submit an optional single page, one-sided PDF of relevant information about your team, business, or project. Examples of additional information may include marketing material examples, investor pitch, P&L statement, letter or support, MOU for feedstock or off take agreement, or information about the founder(s).
- b. **Where did you hear about NextCycle Colorado?**
  - i. Webinar/Conference
  - ii. Social Media
  - iii. Email
  - iv. E-newsletter
  - v. Article
  - vi. Personal Referral/Colleague
  - vii. Other (fill in blank)

## TEAM RESOURCES

**RESOURCES FOR TEAMS:** NextCycle offers a variety of resources for teams looking to submit applications. Teams are encouraged to contact our project staff with questions or sign up for office hours.

**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 application. The full content library is easily accessible and available online at <https://cdphe.colorado.gov/next-cycle-colorado-content-library>. The resources cover topics on:

- **Business Plan Development:** 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, 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 and composting related trade organizations and coalitions, and recycling business information (such as bale specifications, technical documents / guidelines, and highlights to recycling market reports).

## HAVE QUESTIONS? SIGN-UP FOR OFFICE HOURS

To facilitate the applications 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 application.

Sign up for a virtual Office Hours session at:

<https://calendly.com/franniemiles/nextcycle-colorado-office-hours>

Email us at:  
[nextcycle@recycle.com](mailto:nextcycle@recycle.com)

Call the project staff at  
303-953-2461

## 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](http://www.coloradosbdc.org/consulting)

[www.coloradosbdc.org/resources/resource-book](http://www.coloradosbdc.org/resources/resource-book)

To learn more about what a NextCycle project team looks like, visit our YouTube page to watch last year's pitch session. The five-minute pitches can be viewed on the [NextCycle Colorado YouTube channel](#).

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 and has excellent resources on financial and other business incentives, as well as deep dives into key industries and transportation access.

[www.choosecolorado.com](http://www.choosecolorado.com) | Dan Lane, [dan.lane@state.co.us](mailto: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.recyclecolorado.org](http://www.recyclecolorado.org)

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

**COLORADO DEPARTMENT OF PUBLIC HEALTH AND ENVIRONMENT, MATERIALS MANAGEMENT UNIT.** Offers specific guidance on Colorado's regulatory environment pertaining to solid waste.

[www.colorado.gov/pacific/cdphe/solidwaste](http://www.colorado.gov/pacific/cdphe/solidwaste) | Wolf Kray, [Wolfgang.kray@state.co.us](mailto:Wolfgang.kray@state.co.us)

**COLORADO SMALL BUSINESS ASSISTANCE PROGRAM THROUGH THE COLORADO DEPARTMENT OF PUBLIC HEALTH AND ENVIRONMENT.** Offers general guidance on a wide range of environmental regulation.

<https://www.colorado.gov/pacific/cdphe/small-business-assistance-program-sbap>

If you want to know more about Colorado's recycling grant opportunities:

**THE RECYCLING RESOURCES ECONOMIC OPPORTUNITY (RREO) PROGRAM** provides funding that promotes economic development through the management of materials that would otherwise be landfilled.

<https://cdphe.colorado.gov/sustainability-programs/recycling-grants-support/recycling-resources-economic-opportunity>

**THE FRONT RANGE WASTE DIVERSION (FRWD, OR "FORWARD") PROGRAM** provides grants and technical assistance to Front Range communities to increase recycling, composting, and waste reduction.

<https://cdphe.colorado.gov/front-range-waste-diversion>

