



**Wisconsin Economic Development Corporation
Program Guidelines for Fiscal Year 2023**

Program Name: Wisconsin Investment Pilot (WIP)

Program Inception: WEDC FY21

Lead Division: Entrepreneurship & Innovation

New

Revised

Aid

Pass-thru Aid

Technical Assistance

Program Goal:

The goal of the Wisconsin Investment Pilot (WIP) program is to support technology-based startup and emerging growth companies in the state of Wisconsin. This program was initiated by the Entrepreneurship & Innovation Committee to support early or seed stage companies trying to raise initial capital rounds or additional or bridge capital to maintain and expand operations during the economic crisis caused by COVID-19 and serve as a demonstration of how WEDC can implement a co-investment fund strategy long-term to assist investor-backed Wisconsin companies.

The goal of this pilot program is to invest in Wisconsin early stage companies along-side other investors.

Program Description:

The program provides up to \$100,000 in direct financial assistance to businesses certified by WEDC as Qualified New Business Ventures (QNBV) in the form of an investment utilizing a Simple Agreement for Future Equity ("SAFE"). The WIP program is intended to provide capital to those companies that have the potential to add to Wisconsin's economic base over the long-term by attracting and training a high-wage, high-skill workforce and establishing a unique competitive advantage. The expectation is that this investment by WEDC will be matched by experienced investors. The funds can be used as working capital and require leverage from outside funding for the business development project or funding round under consideration.

Eligibility Requirements:

Businesses certified by WEDC as QNBVs as of the time of application for WIP are eligible for the WIP program. Businesses delinquent in reporting or other obligations with WEDC are not eligible for this program.

Eligible businesses must have matching funds at a rate of 4:1. The WIP program will generally be looking for matching funds to be in the form of a convertible instrument but may consider direct equity investment as part of the matching funds. Matching funds must have been invested



in the 9 months prior to the execution of the SAFE or are to be invested just prior to the release of WIP funds.

Incentives and Available Funding (FY23): This Program is not being funded in 2023

Eligible businesses will be provided an investment of up to \$100,000.

Activities & Expected Outcomes:

N/A

Performance Reporting:

Recipients will be required to annually submit a performance report documenting investment activities, job creation, job retention, average wages, company financials, eligibility checklist, as well as any other contract deliverable.

WEDC annually selects awards on a sample basis for an audit. All backup to the performance report is required to be maintained for the life of the award.

WEDC may impose additional reporting requirements to evaluate project performance and to ensure compliance with contract deliverables.

Application and Awards Process:

The WIP Program has a continuous application process. Applicants for the WIP Program should complete an application through an Account Manager. The completed application will be assigned to an underwriter and go through an expedited award review process.

Revision History:

Effective Date	Description of Change
7/1/2021	• Clarified eligibility requirements



PROGRAM REVIEW:

This document has been reviewed by the following parties (Check all that apply):

- Chief Operating Officer
- Chief Legal Officer
- Chief Financial Officer
- Other _____

Senior VP Strategic Investment and Policy: _____ **Date** Click or tap to enter a date.

Division Vice President: _____ **Date** Click or tap to enter a date.

AUTHORIZED APPROVAL:

CEO or Designee: _____ **Date** Click or tap to enter a date.