

Foundation for a Sustainable Future

Sustainable Venture Competition Judging Criteria



Your circled scoring here helps assess and rank the teams. It also provides valuable feedback on team's relative strengths and weaknesses along different dimensions. Add any written comments that would help a team improve.

School: _____ Team name: _____ Judge: _____

A. Viability of Company 50%

1. Market opportunity is compelling	0 1 2 3 4 5 6 7 8 9 10
2. Sustained competitive advantage is possible	0 1 2 3 4 5 6 7 8 9 10
3. Ability to make money is there, and provide exit at good multiple	0 1 2 3 4 5 6 7 8 9 10
4. Viable market entry and growth strategy	0 1 2 3 4 5 6 7 8 9 10
5. Team able to move forward to the next level; willing to expand/include necessary talent	0 1 2 3 4 5 6 7 8 9 10

B. Presentation 35%

6. Formal presentation -- logical, understandable and clearly articulated (verbal & graphics)	0 1 2 3 4 5 6 7
7. Formal presentation -- content covers all points identified in business plan below	0 1 2 3 4 5 6 7
8. Q&A - good answers to all questions, demonstrated ability to listen and respond	0 1 2 3 4 5 6 7
9. Team demeanor – ready, confident, and capable of presenting to actual investors	0 1 2 3 4 5 6 7
10. Based on this presentation I'd move to next level of due diligence	0 1 2 3 4 5 6 7

C. Written Business Plan 15%

11. Formal document - logical, understandable and clearly articulated (text & graphics)	0 1 2 3
12. Identification of market need	0 1 2
13. Presents a compelling solution and ability to sustain competitive advantage	0 1 2
14. A viable business model is articulated	0 1 2
15. A compelling market strategy and plan is illustrated	0 1 2
16. Management team and surrounding advisory structure is articulated	0 1 2
17. Financial projections are realistic and key metrics presented	0 1 2

White copy to team

Total of 100 Points =

Yellow copy to scorers

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Your circled scoring here helps assess and rank this team's sustainability benefits.
 Please also add any written comments that you think will benefit the team.

School: _____ Team name: _____ Judge: _____

D. Sustainable Technology Benefits

1. Reduces greenhouse gases and global warming	1	2	3	4	5
2. Removes/recycles toxins/chemicals from the terrestrial environment	1	2	3	4	5
3. Increases supply of renewable energy (such as biofuels, solar, wind, hydro, etc.)	1	2	3	4	5
4. Increases supply of non-polluting renewable energy (such as wind, hydro, tidal, solar)	1	2	3	4	5
5. Reduces demand for non-renewable resources by providing economic renewable alternative	1	2	3	4	5
6. Recycles non-renewable resources effectively and economically	1	2	3	4	5
7. Uses or expands scalable/replicable paradigm-changing technology	1	2	3	4	5
8. Reduces consumerism	1	2	3	4	5
9. Increases sustainability for non-human species	1	2	3	4	5
10. Educates students, the electorate and politicians about sustainability issues	1	2	3	4	5

Total out of 50 Points	
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B. Comments

Grand Total out of 150 Points	
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