

**Common Questions and Answers**

**Q: What qualifies a company as a startup?**

A: AFFOA evaluates companies on an individual basis to determine if they are a startup company, using the following guidelines.

1. Less than or equal to Series A
2. Little to no contracts with the DoD
3. Size of employees/years in operation
4. Whether or not they have an explicit federal sales/relations role. If a company is mature enough to have a sales role specifically targeting the federal government, they may have moved beyond product/market fit analysis or early-stage venture.

We recommend seeking a consultation to discuss your company’s ‘startup’ status: Please use the [Questions and Consultations Request Form](https://docs.google.com/forms/d/e/1FAIpQLSd3JEPteSMoh-QHUBwt0I_AyqYuqlnOK_y8nPRFnzJgGH26MQ/viewform) to schedule a consultation.

**Q: What is AFFOA’s annual membership fee?**

A: AFFOA’s annual membership fee is $1500 for startups and $2500 for universities and other industry. Please find more information regarding AFFOA membership [here](http://go.affoa.org/members/#section01).

**Q: Can a non-member to AFFOA apply for Project Call 2.0?**

A: If a proposal is selected by a non-member, it is expected that they become a member as a condition of receiving the funding. Please find more information regarding AFFOA membership [here](http://go.affoa.org/members/#section01).

**Q: Can a university be a lead on a proposal in Project Call 2.0?**

A: Yes, a university can be a lead on a proposal. Based on the TRL/MRL requirements of Project Call 2.0, we encoruage a strong industrial presence in the proposal.  The industry should have leadership with regard to commercializing the technology.

**Q: Call 2.3 has a budget of $250K each award; does that mean the total budget can be up to 500K given the 50% cost-share requirement?**

A: In the example Topic 2.3, the awarded budget from AFFOA would be $250K and at least a 1:1 cost share is required. This would mean a total budget of $500K if the minimum cost share requirement is satisfied. Please note that awarded budget varies across the Project 2.0 topics.

**Q: Are capital equipment investments which enable TRL/MRL progression within these projects considered eligible expenses for cost matching purposes?**

A: Capital equipment is eligible for cost share. More information on cost share can be found in the [Project 2.0 Guidebook](http://go.affoa.org/wp-content/uploads/2021/05/AFFOA-Project-Call-2-Guidebook-v1.docx).

**Q: Is teaming required for submission against Topic 2.5?**

A: While teaming is not a requirement for Topic 2.5, it is suggested if there is a need for adding expertise to your team or if it can be an asset to improving MRL or TRL. If collaborations are providing support but are not included in the budget, it is encouraged to have the collaborator provide a letter of support.

**Q: Do you have any resources for teaming?**

A: AFFOA is encouraging teaming on Project Call 2.0. For AFFOA members, we suggest utilizing the message board feature in the Member Portal to identify potential partners. For members and non-members, AFFOA can also help to identify a potential partner. Please use the [Questions and Consultations Request Form](https://docs.google.com/forms/d/e/1FAIpQLSd3JEPteSMoh-QHUBwt0I_AyqYuqlnOK_y8nPRFnzJgGH26MQ/viewform) to set up a meeting with an AFFOA team member who can aid in teaming.

**Q: Is participation of scientists / engineers from the DoD in a proposal team permitted without direct funding associated with the tasks?**

A: Yes.

**Q: Regarding Topic 2.2, are conductive yarns commercially purchased or to be developed?**

A: We are looking wanting the focus to be in commercial conductive yarns, but they can be modified be twisting them with other materials if needed.

**Q: Regarding Topic 2.2, what yarn properties are you looking for? yarn count, modulus, rigidity conductivity, etc.**

A: We are specifically not dictating what properties the proposal work should be focused upon, but rather we are looking to establish the design rules for how the yarn would be integrated into a technical fabric formation process (like knitting, weaving, or braiding). That is, a proposal should determine the influence of the yarn properties on the ability to form the technical fabric and understand the impact on that technical fabric’s properties.

**Q: Regarding topic 2.2 (description: conductive yarns utilized in yarn-to-fabric processing (including knitting, weaving, & braiding)), should we cover all three process or choose one of them? For the 4 key challenges needs to be addressed, should we cover all these four challenges or focus on one of them?**

A: It is not essential to explore all three processes. However, all of the key challenges should be addressed.

**Q: If there was a topic that wasn’t selected that a member was interested in, could members team to bring the idea into a topic that aligns through using the portal?**

A: We encourage that proposals be aligned with the scope of the topics provided in Project 2.0. Future proposal calls may have a different scope.

**Q: Can companies that are originally located in Canada and have a branch in the USA also participate and submit a proposal?**

A: While we do not have a stipulation in this regard, manufacturing and innovation would be expected in the United States.

**Q: Have you worked with 3D knitting companies, Stoll etc? Do you have machines available for production and R&D?**

A: AFFOA HQ, the Pennsylvania FDC and the UMass Lowell FDC all have 3D knitting resources. For more information, please find the contact information for each of the facilities in the [Project 2.0 Guidebook](http://go.affoa.org/wp-content/uploads/2021/05/AFFOA-Project-Call-2-Guidebook-v1.docx).

**Q: What level of manufacturing is required in the USA for this project call?**

A: We highly favor proposals that are focused on manufacturing and innovation in the USA. At least a 50% minimum of the effort is required for US manufacturing.

**Q: How do we set up consultations and apply?**

A: All of the information needed to apply and request a consultation can be found on the [Project Call 2.0 Resources Website](http://go.affoa.org/project-call-2-0/).