



Last Updated: July 2017

## Colorado Water Conservation Board

### Water Plan Grant Application

#### Instructions

To receive funding for a Water Plan Grant, applicant must demonstrate how the project, activity, or process (collectively referred to as “project”) funded by the CWCB will help meet the measurable objectives and critical actions in the Water Plan. Grant guidelines are available on the CWCB website.

If you have questions, please contact CWCB at (303) 866-3441 or email the following staff to assist you with applications in the following areas:

Supply and Demand Gap Projects: Gregory.Johnson@state.co.us

Water Storage Projects: Anna.Mauss@state.co.us

Conservation, Land Use Planning: Kevin.Reidy@state.co.us

Education & Innovation Activities: Mara.MacKillop@state.co.us

Agricultural Projects: Brent.Newman@state.co.us

Environmental & Recreation Projects: Linda.Bassi@state.co.us

Applicants interested in submitting an ‘Intent to Apply’ in the future are encouraged to check here ☐ and fill in all sections with the best information available at the time. Exhibits excluded.

This “Intent to Apply” will help CWCB prioritize Projects that are not ready for fully completed Water Plan Grant Application due to the initial timeframe and deadlines required.

#### Water Project Summary

Name of Applicant	Open Water Foundation	
Name of Water Project	TAP-IN	
CWP Grant Request Amount		\$54,000
Other Funding Sources: <u>Denver Water</u>		\$5,000
Other Funding Sources: <u>Colorado State University</u>		\$5,000
Applicant Funding Contribution		
Total Project Cost:		\$64,000



Last Updated: July 2017

Applicant & Grantee Information	
Name of Grantee(s)	Open Water Foundation
Mailing Address	320 E. Vine Drive, Suite 203 Fort Collins, CO 80525
FEIN	
Organization Contact	Louann DeCoursey
Position/Title	CEO
Email	Louann.decoursey@openwaterfoundation.org
Phone	970-372-8126
Grant Management Contact	Louann DeCoursey
Position/Title	CEO
Email	Louann.decouresy@openwaterfoundation.org
Phone	970-372-8126
Name of Applicant (if different than grantee)	
Mailing Address	
Position/Title	
Email	
Phone	

Last Updated: July 2017

### Description of Grantee/Applicant

Provide a brief description of the grantee's organization (100 words or less).

TAP-IN is a collaborative initiative designed to bring innovation into the water sector to solve Colorado's water challenges. The Colorado Water Conservation Board, Denver Water, Colorado State University, Office of Economic Development and International Trade, and Open Water Foundation partnered to develop the project in the fall of 2016. With the help of many other partners statewide, TAP-IN launched in April 2017.

The mission of TAP-IN is to provide the platform for Coloradans to "tap in" to the creative current that flows throughout our state to solve our greatest water challenges. TAP-IN starts with the real-world problem and calls upon our diverse innovation community to collaborate and partner to solve it.

The Open Water Foundation (OWF) is the fiscal agent for TAP-IN and applying for the grant on behalf of TAP-IN. OWF was formed to focus on developing and supporting open source software for water resources in order to make better decisions. OWF has adopted a two pronged approach of solving wicked water problems by recognizing that water is an important public resource and its management/administration benefits from commonly-available open data and tools and the innovative ways that problems can be solved. OWF understands water problem should be addressed through a transparent, collaborative, quadruple helix approach (partnership of academic institutions, nonprofits, private sector, and public sector).



Last Updated: July 2017

Type of Eligible Entity (check one)	
	<b>Public (Government):</b> Municipalities, enterprises, counties, and State of Colorado agencies. Federal agencies are encouraged to work with local entities. Federal agencies are eligible, but only if they can make a compelling case for why a local partner cannot be the grant recipient.
	<b>Public (Districts):</b> Authorities, Title 32/special districts (conservancy, conservation, and irrigation districts), and water activity enterprises.
	<b>Private Incorporated:</b> Mutual ditch companies, homeowners associations, corporations.
	<b>Private Individuals, Partnerships, and Sole Proprietors:</b> Private parties may be eligible for funding.
X	<b>Non-governmental organizations (NGO):</b> Organization that is not part of the government and is non-profit in nature.
	<b>Covered Entity:</b> As defined in <a href="#">Section 37-60-126 Colorado Revised Statutes</a> .

Type of Water Project (check all that apply)	
	Study
	Construction
	Identified Process or Program
X	Other: Engagement & Innovation

Category of Water Project (check all that apply)		
	Supply and Demand Gap Projects - Multi-beneficial projects and those projects identified in basin implementation plans to address the water supply and demand gap. (Applicable Exhibit A Task(s) _____)	
	Water Storage Projects - Projects that facilitate the development of additional storage, artificial recharge into aquifers, and dredging existing reservoirs to restore the reservoirs' full decreed storage capacity. (Applicable Exhibit A Task(s) _____)	
	Conservation and Land Use Planning Projects - Activities and projects that implement long-term strategies for conservation, land use, and drought planning. (Applicable Exhibit A Task(s) _____)	
X	Engagement & Innovation Projects - Activities and projects that support water education, outreach, and innovation efforts. Please fill out the Supplemental Application available on the website. (Applicable Exhibit A Scope of Work)	
	Agricultural Projects - Projects that provide technical assistance and improve agricultural efficiency. (Applicable Exhibit A Task(s) _____)	
	Environmental & Recreation Projects – Projects that promote watershed health, environmental health, and recreation. (Applicable Exhibit A Task(s) _____)	
	Other	Explain:



Last Updated: July 2017

### Location of Water Project

Please provide the general county and coordinates of the proposed project below in **decimal degrees**. The Applicant shall also provide, in Exhibit C, a site map if applicable.

County/Counties	The State of Colorado
Latitude	
Longitude	

### Water Project Overview

Please provide a summary of the proposed water project (200 words or less). Include a description of the project and what the CWP Grant funding will be used for specifically (e.g., studies, permitting process, construction). Provide a description of the water supply source to be utilized or the water body affected by the project, where applicable. Include details such as acres under irrigation, types of crops irrigated, number of residential and commercial taps, length of ditch improvements, length of pipe installed, and area of habitat improvements, where applicable. If this project addresses multiple purposes or spans multiple basins, please explain.  
The Applicant shall also provide, in Exhibit A, a detailed Statement of Work, Budget, Other Funding Sources/Amounts and Schedule.

The vision for TAP-IN is to be the hub for innovation in the water sector in Colorado and connect people to people and to supportive resources to solve problems, essentially to create a high-impact water innovation ecosystem. An ecosystem is a network of traditional and non-traditional people, groups, and organizations that possess the resources and expertise needed to address challenges and “mitigate barriers and limitations to innovation, entrepreneurship, and breakthrough technology deployment” (EPA, Clusters: Overcoming Barriers to Water innovation in the US). TAP-IN’s goal is to help create and connect this network in Colorado.

TAP-IN’s programs are designed around a three-pronged approach:

- think about and view problems in new ways
- bring disconnected communities together and facilitate creative partnerships
- mobilize people and resources to actually solve problems and produce results

TAP-IN is the first of its kind water reverse pitch innovation challenge in Colorado, and was born out of Colorado’s Water Plan.

The CWCB grant funding will be used to support TAP-IN’s programs in 2018. These programs include a water-focused Trout Tank Pitch Accelerator in partnership with the Denver Metro Chamber of Commerce, Denver Water, and Colorado State University; two reverse pitch events; a water investment/financing training and dialogue event; and a water innovation symposium and solutions showcase. This funding will help support marketing, communications, and outreach for each program/event, as well as data collection to measure success/impact and improve future offerings.

### Measurable Results



Last Updated: July 2017

Measurable Results		
To catalog measurable results achieved with the CWP Grant funds, please provide any of the following values as applicable:		
NA	New Storage Created (acre-feet)	
NA	New Annual Water Supplies Developed or Conserved (acre-feet), Consumptive or Nonconsumptive	
NA	Existing Storage Preserved or Enhanced (acre-feet)	
NA	Length of Stream Restored or Protected (linear feet)	
NA	Efficiency Savings (indicate acre-feet/year OR dollars/year)	
NA	Area of Restored or Preserved Habitat (acres)	
NA	Quantity of Water Shared through Alternative Transfer Mechanisms	
NA	Number of Coloradans Impacted by Incorporating Water-Saving Actions into Land Use Planning	
	Other	Explain: Significantly improve the level of public awareness and engagement regarding water issues by 2020 and engage Coloradans statewide on at least five key water challenges that should be addressed by 2030 (Education, Outreach, Innovation measurable objectives, Colorado's Water Plan)

Water Project Justification
<p>Provide a description of how this water project supports the goals of <a href="#">Colorado's Water Plan</a>, the most recent <a href="#">Statewide Water Supply Initiative</a>, and the applicable Roundtable <a href="#">Basin Implementation Plan</a> and <a href="#">Education Action Plan</a>. The Applicant is required to reference specific needs, goals, themes, or Identified Projects and Processes (IPPs), including citations (e.g. document, chapters, sections, or page numbers).</p> <p>The proposed water project shall be evaluated based upon how well the proposal conforms to Colorado's Water Plan Framework for State of Colorado Support for a Water Project (CWP, Section 9.4, pp. 9-43 to 9-44;)</p>
<p><b>Background about TAP-IN's pilot year in 2017</b></p> <p>Thus far in 2017, TAP-IN held one community dialogue event and one reverse pitch event. Two other reverse pitch events are planned for August and October.</p> <p>The community dialogue event, <i>Water Entrepreneurs: How They Did It &amp; What They Learned</i>, was held on May 11 at Galvanize – Golden Triangle. There were over 50 attendees and three featured water entrepreneurs – Rachio, TERSUS, and Water Sage. The Denver Botanic Gardens and Galvanize sponsored the event.</p> <p>The first reverse pitch event, <i>TAP-IN: Source &amp; Cycle</i>, was held on June 21 at the Denver Metro Chamber of Commerce. <i>Source &amp; Cycle</i> called upon end users in working rainwater, stormwater, potable water, groundwater, reclaimed and reused water, wastewater, and sustainable/green infrastructure to submit a proposal to pitch at the event. Six end users were chosen and completed a "pitch coaching" session with an entrepreneurial mentor to craft and practice their pitch prior to the live pitch event. The keynote speaker and moderator was Scott Bryan from Imagine H2O, who traveled from California. The other two featured speakers were Steve Farabaugh from Isle Utilities and John Chahbandour from Hydro Venture Partners who discussed the water market and trends in water innovation. There were 130 attendees. The room was comprised of water experts, entrepreneurs, business professionals, and community supporters who engaged in a dialogue about water innovation locally, nationally,</p>



Last Updated: July 2017

## Water Project Justification

and globally. The Denver Metro Chamber of Commerce, Denver Metro Small Business Development Center, and MillerCoors sponsored the event.

The reverse pitch event on August 24, *TAP-IN: Cultivate & Produce*, will focus on end users working in the industries of agriculture, food, beverage, and brewery. It will be held at the Innosphere in Fort Collins. One sponsor is the City of Fort Collins. The October reverse pitch is still in the planning phase, but is called *TAP-IN: Play & Protect* and will focus on outdoor recreation and watershed health. It will be held in Grand Junction.

### **TAP-IN & Colorado's Water Plan (CWP)**

CWP was released in November 2015 and is built on these values:

- A productive economy that supports vibrant and sustainable cities, viable and productive agriculture, and a robust skiing, recreation, and tourism economy;
- Efficient and effective water infrastructure promoting smart land use; and
- A strong environment that includes healthy watersheds, rivers and streams, and wildlife. (Chapter 1, pg. 1-6)

TAP-IN is designed to support and enhance these state values as it draws Coloradans from diverse backgrounds and industries together around water issues. Its goal is to engage the communities and groups in the many sectors that intersect with water: agriculture, energy, bioscience, transportation, manufacturing, public health, outdoor recreation and tourism, business, education - all the key pillars of our thriving economy, environment, and society.

By using CWP as a guide, TAP-IN aligns water problems with solutions, talent, and industry intelligence to address the plan's measurable objectives, goals, and actions related to the supply-demand gap, conservation, land use, agriculture, storage, watershed health/environment/recreation, funding, and education/outreach/innovation. Many of the challenges described in CWP will require creative thinking and strategic partnerships, and a collaborative water innovation ecosystem will be essential to move these solutions forward. To even get to these solutions, our state needs to understand the specific, real world problems faced by end users and the obstacles and barriers that stand in the way of solutions – whether those are technological, regulatory, policy, legislative, or education related. TAP-IN provides the structure and place to do this.

This project directly aligns with the implementation of the actions identified in Chapter 9.5: Outreach, Education, and Public Engagement. The chapter calls for expanding efforts to “engage the public to promote well-informed community discourse and decision making regarding balanced water solutions” (Chapter 10; page 10-7). TAP-IN brings water professionals and new groups together to have this discourse.

TAP-IN is the initiative CWP called for under the 3<sup>rd</sup> action in Chapter 9.5: “The CWCB will work with stakeholders to identify five water challenges that Colorado’s innovation community could help solve, develop an award program, and engage Coloradans in the challenge” and “will work with Colorado’s innovation community, education and outreach experts, research institutions, and the governor’s Colorado Innovation Network (COIN) to address Colorado’s water challenges with innovation and outside the box creativity” (pg. 9-61).

As of the August 1 deadline, TAP-IN’s programs drew 180 Coloradans, many of these are not the “usual suspects” in water, but those in the entrepreneurial, innovation, business, academic, and foundation community. Further, TAP-IN connected with over 1,000 Coloradans through its outreach (social media, engagement partners, newsletter, and blog). TAP-IN officially has 20 statewide partners, but there are many other organizations that contribute time, resources, and guidance to help make it successful. In addition, TAP-IN presented six challenges to the innovation community, with 12 more planned for the year through the next two reverse pitch events.





Last Updated: July 2017

### Related Studies

Please provide a list of any related studies, including if the water project is complementary to or assists in the implementation of other CWCB programs.

OWF followed the EPA's Cluster Creation Process to create an asset map of the water ecosystem across the state to identify assets and opportunities and understand gaps, as called for in CWP (pg. 9-61). The map focuses on innovation and categorized stakeholders and support organizations, and identified patent holders, publications, innovative technology companies and capabilities, lab facilities, researchers, and SBIR (Small Business Innovation Research) award recipients – all of which are essential to building a statewide, connected network. Coupled with the asset map is a survey conducted with 2,000 stakeholders identified in the mapping process. These two tools will help drive the strategic direction of TAP-IN to help tackle the challenges identified in each measurable objective.

There is a significant body of evidence supporting the development of collaborative water innovation ecosystems (or hubs/networks). Much of the research centers around clusters, which Michael E. Porter first defined as “geographic concentrations of interconnected companies, specialized suppliers, service providers, firms in related industries, and associated institutions (e.g., universities, standards agencies, trade associations) in a particular field that compete but also cooperate” (*Location, Competition, and Economic Development: Local Clusters in a Global Economy, Economic Development Quarterly, 2000*).

Additionally, a seminal piece of research came out of CSU -- *The Emergence of an Innovation Cluster in the Agricultural Value Chain along Colorado's Front Range* (G. Graff, A. Berklund, and K. Rennels, Colorado State University, November 2014). This study proposed that “a number of geographic, demographic, and economic factors are driving investment and engagement in innovation in the agricultural and food system, and the essential elements are in place along the Colorado Front Range for the emergence and growth of an innovation-led industry cluster in agriculture and food.” This research identified a multitude of opportunities for collaboration/competition along the Front Range.

Much research has been done in the cluster development arena with some of the most important driving this project being:

Bingham, L.B., & O'Leary, R. (Eds.). (2008). *Big ideas in collaborative public management*. Armonk, NY: M.E. Sharp, Inc.

Brun, L.C., & Jolley, G.J. (2011). *Increasing stakeholder participation in industry cluster identification*. *Economic Development Quarterly*, 25(3), 211-220. doi: 10.1177/0891242411409208

Connell, J., & Kriz, A., & Thorpe, M. (2014). *Industry clusters: An antidote for knowledge sharing and collaborative innovation?* *Journal of Knowledge Management*, 18(1), 137-151. doi: 10.1108/JKM-08-2013-0312

Etzkowitz, H., & Leydesdorff, L. (1995). *The Triple Helix of University-Industry-Government Relations: A Laboratory for Knowledge-Based Economic Development*. *European Association for the Study of Science and Technology Review* 14, 14-19. Retrieved from <http://ssrn.com/abstract=2480085>

Fieldsteel, M.T., (2013). *Building a successful technology cluster*. United States Environmental Protection Agency. Retrieved from [http://www2.epa.gov/sites/production/files/documents/building\\_a\\_successful\\_technology\\_cluster.pdf](http://www2.epa.gov/sites/production/files/documents/building_a_successful_technology_cluster.pdf)

Gottschalk, R., & Kennelly, D., & Hansen, S. (2014). *Water Council Leadership Vision*. The Water Council. Retrieved from <http://www.thewatercouncil.com/leadership-strategic-vision/>

*Agglomeration economies and firm performance: The case of industry clusters*. *Journal of Management*, 36(2), 453-481. doi: 10.1177/0149206308329964





Last Updated: July 2017

### Related Studies

Leydesdorff, L. (2012). *The triple helix, quadruple helix, and an n-tuple of helices: Explanatory models for analyzing the knowledge-based economy?* *Journal of the Knowledge Economy*, 3(1), 25-35. doi: 10.1007/s13132-011-0049-4

Lindqvist, G., Ketels, C., Solvell, O. (2013) *The Cluster Initiative Greenbook 2.0*. Retrieved from <http://www.cluster-research.org/greenbook.htm>

McKinsey & Company. (2001). *Effective capacity building in nonprofit organizations*. Retrieved from Venture Philanthropy Partners: [http://www.vpppartners.org/sites/default/files/reports/full\\_rpt.pdf](http://www.vpppartners.org/sites/default/files/reports/full_rpt.pdf)

Porter, M.E. (1998). *Clusters and the new economics of competition*. *Harvard Business Review*, 49(6). Retrieved from: <https://hbr.org/1998/11/clusters-and-the-new-economics-of-competition>

Slaper, T., & Ortuzar, G. (2015). *Industry clusters and economic development*. *Indiana Business Review*, 28(1). Retrieved from <http://www.ibrc.indiana.edu/ibr/2015/spring/article2.html>

White, S.B., & Biernat, J.F., & Duffy, K., & Kavalar, M.H., & Kort, W.E., & Naumes, J.S., & Slezak, M.R., and Stoffel, C.R. (2010). *Water Markets of the United States and the World: A Strategic Analysis for the Milwaukee Water Council*. Retrieved from Milwaukee Water Council: <http://www.thewatercouncil.com/wp-content/uploads/2012/04/EDA-Report.pdf>

### Previous CWCB Grants, Loans or Other Funding

List all previous or current CWCB grants (including WSRF) awarded to both the Applicant and Grantee. Include: 1) Applicant name; 2) Water activity name; 3) Approving RT(s); 4) CWCB board meeting date; 5) Contract number or purchase order; 6) Percentage of other CWCB funding for your overall project.

Grants in which OWF was prime contractor:

719 – 9/12/2013 /PO # OE PDA 14000000036 Line Item 001 / \$19,900

TSTool SWSI Phase 2 -12/24/2015 / \$50,000

Front Range Land Water Buffer Project - 3/18/2015 / CONTRACT #: CTGG1 2015-3419 / \$109,954

CDSS Open Source – 9/2016/ CT PDAA 2017-1401 / \$300,000

StateDMI Well Enhancements-3/28/2016 / \$25,000

CWCB SNODAS – 6/15/2016 / POGG1 PDA 201700000412 / \$33,000

OWF has been a subcontractor on numerous CWCB projects including HB 1238 South Platte Groundwater Study, AAADAT, SPDSS- Saint Vrain, SPDSS –Software, Poudre Ag Water Sharing, Bring Value of CDSS to Universities, South Platte/Metro Non consumptive Basin Implementation Plan, BIP Support, South Platte Visualization Tools, SWSI 2017, and CRWAS-BNDSS Gap Analysis.

### Taxpayer Bill of Rights

The Taxpayer Bill of Rights (TABOR) may limit the amount of grant money an entity can receive. Please describe any relevant TABOR issues that may affect your application.

None



Last Updated: July 2017

Submittal Checklist	
X	I acknowledge the Grantee will be able to contract with CWCB using the <a href="#">Standard Contract</a> .
Exhibit A	
X	Statement of Work <sup>(1)</sup>
X	Budget & Schedule <sup>(1)</sup> ( <i>Spreadsheet</i> )
X	Letters of Matching and/or Pending 3 <sup>rd</sup> Party Commitments <sup>(1)</sup>
Exhibit C	
	Map <sup>(1)</sup>
X	Photos/Drawings/Reports
	Letters of Support (Support letter from Basin Roundtable encouraged)
X	Certificate of Insurance (General, Auto, & Workers' Comp.)
X	Certificate of Good Standing with Colorado Secretary of State <sup>(2)</sup>
X	W-9 <sup>(2)</sup>
	Independent Contractor Form <sup>(2)</sup> (If applicant is individual, not company/organization)
Engagement & Innovation Grant Applicants ONLY	
X	Engagement & Innovation Supplemental Application <sup>(1)</sup>

(1) Required with application.

(2) Required for contracting. While optional at the time of this application, submission can expedite contracting upon CWCB Board approval.

Last Updated: July 5, 2017

<b>Colorado Water Conservation Board</b>
<b>Water Plan Grant - Exhibit A</b>

Statement Of Work	
<b>Date:</b>	August 1, 2017
<b>Name of Applicant:</b>	Open Water Foundation
<b>Name of Water Project:</b>	TAP-IN
<b>Funding Source:</b>	Engagement & Innovation, Water Plan Grant
<p><b>Water Project Overview:</b> Please provide a summary of the proposed water project (200 words or less). The same summary can be used from Page 5 of the CWP Grant Application.</p> <p>The vision for TAP-IN is to be the hub for innovation in the water sector in Colorado and connect people to people and to supportive resources to solve problems, essentially to create a high-impact water innovation ecosystem. An ecosystem is a network of traditional and non-traditional people, groups, and organizations that possess the resources and expertise needed to address challenges and “mitigate barriers and limitations to innovation, entrepreneurship, and breakthrough technology deployment” (EPA, Clusters: Overcoming Barriers to Water innovation in the US). TAP-IN’s goal is to help create and connect this network in Colorado.</p> <p>TAP-IN’s programs are designed around a three-pronged approach:</p> <ul style="list-style-type: none"> <li>• think about and view problems in new ways</li> <li>• bring disconnected communities together and facilitate creative partnerships</li> <li>• mobilize people and resources to actually solve problems and produce results</li> </ul> <p>TAP-IN is the first of its kind water reverse pitch innovation challenge in Colorado, and was born out of Colorado’s Water Plan.</p> <p>The CWCB grant funding will be used to support TAP-IN’s programs in 2018. These programs include a water-focused Trout Tank Pitch Accelerator in partnership with the Denver Metro Chamber of Commerce, Denver Water, and Colorado State University; two reverse pitch events; a water investment/financing training and dialogue event; and a water innovation symposium and solutions showcase. This funding will help support marketing, communications, and outreach for each program/event, as well as data collection to measure success/impact and improve future offerings.</p>	
<p><b>Objectives:</b> List the objectives of the project.</p>	



Last Updated: July 5, 2017

TAP-IN is creating this water innovation ecosystem/hub through community dialogue events, reverse pitch challenges, public engagement, network-building of water and non-water stakeholders across sectors, and innovation education.

The ultimate goal is to develop solutions to real world water-related problems, such as a technology, design, product, platform, process, application, or service need/challenge. Solving these problems will help our state meet the growing demand from population growth and address stresses on supply.

Water projects and solutions operate on a long-term timeline. The success of these long-term projects and solutions will stem from having built supportive, collaborative networks and creative partnerships that span across diverse sectors. TAP-IN's goal is to do just that - connect disconnected communities that need to be working together to move solutions forward, but they have never had the avenue to do so before. TAP-IN's mission is to get the conversations going, and keep them going, to foster an understanding of the water innovation space and provide the structure for these relationships to start and grow.

TAP-IN is the only platform currently that is identifying water problems and challenging the community to get involved. It is the first statewide effort to identify the stakeholders, connect the dots, and offer a pipeline for solutions.

## Tasks

Provide a detailed description of each project task using the following format:

### Task 1 – Trout Tank Pitch Accelerator & Final Pitch Event

#### Description of Task:

TAP-IN is partnering with the Denver Metro Chamber of Commerce, Denver Metro Chamber Small Business Development Center, Denver Water, and Colorado State University to develop and host a water-focused Trout Tank Pitch Accelerator & Final Pitch Event. The Trout Tank program provides pitch training and exposure to Colorado's entrepreneurs. Through the Trout Tank: Pitch Accelerator, entrepreneurs will perfect their pitch and gain the skills they need to secure funding. This training culminates in the Trout Tank: Pitch Event where the top businesses pitch for the lending, investing, and business community. TAP-IN will customize this program for water and offer it to entrepreneurs that came out of TAP-IN, and others in Colorado.

The Accelerator is an 8-week program and the Final Pitch event is a culminating event at the end that reaches over 120 participants.

#### Method/Procedure:

TAP-IN will develop the program to fit the specific needs of the water sector and market. The other partners will offer assistance in this development, and help TAP-IN reach a large audience by using their marketing, communications, and outreach channels.

**Grantee Deliverable: Describe the deliverable the grantee expects from this task**



Last Updated: July 5, 2017

Tasks
TAP-IN expects to engage 10 – 20 water entrepreneurs in the program and help them launch a new venture, or grow their current venture. TAP-IN will be seeking sponsors who can provide “prize money” for the top pitchers at the final pitch event. TAP-IN expects to get statewide and national press attention, as the Trout Tank program already receives this each round. TAP-IN also expects to expand its network further into the business community.
<b>CWCB Deliverable: Describe the deliverable the grantee will provide CWCB documenting the completion of this task</b>
TAP-IN will provide the CWCB a written report with the measurable outcomes and impact from the event. This will include photos as well.

Tasks
Provide a detailed description of each task using the following format:
<b>Task 2 – Community Dialogue Event: Funding/Financing/Investing in Water</b>
<b>Description of Task:</b>
<p>TAP-IN will host a community dialogue event similar to the May 11, 2017 event at Galvanize. This event will focus on the water market, including funding, financing, and investing in water. It will highlight local Colorado experts in this area and target water professionals and the business/innovation/entrepreneurial community.</p> <p>Location and speakers TBD, but some potential speakers are Hydro Venture Partners, Isle, OEDIT, Rockies Venture Club, Colorado Impact Fund, and CWCB.</p>
<b>Method/Procedure:</b>
TAP-IN will secure a venue free of charge (in-kind contribution) and aim to have between 50 – 100 attendees. TAP-IN will use its outreach channels, and partner with at least one local group to co-host the event as to increase community engagement.
<b>Grantee Deliverable: Describe the deliverable the grantee expects from this task</b>
TAP-IN expects to expand its network further into the business and entrepreneurial community. The event is an educational tool to help the community understand the unique water market locally, nationally, and globally. TAP-IN will increase its exposure and impact.
<b>CWCB Deliverable: Describe the deliverable the grantee will provide CWCB documenting the completion of this task</b>
TAP-IN will provide the CWCB a written report with the measurable outcomes and impact from the event. This will include photos as well.



Last Updated: July 5, 2017

Tasks
Provide a detailed description of each task using the following format:
<b>Task 3 – Reverse Pitch: Policy &amp; Regulations</b>
<b>Description of Task:</b>
TAP-IN will host a reverse pitch similar to the three hosted in 2017. This will be unique as it will focus on policy and regulations. The target audience will be decision-makers, elected officials, policy-makers, community leaders, and the usual water and entrepreneur community.
<b>Method/Procedure:</b>
TAP-IN will secure a venue free of charge (in-kind contribution) and aim to have between 100 - 150 attendees. TAP-IN will use its outreach channels, and partner with at least one local group to co-host the event as to increase community engagement. The location will most likely be Denver. TAP-IN will use the method developed over 2017 to recruit pitch-ers, coach them, and engage the community.
<b>Grantee Deliverable: Describe the deliverable the grantee expects from this task</b>
TAP-IN expects to expand its network further into the business and entrepreneurial community. The event is an educational tool to help the community understand the policy and regulatory challenges and barriers to water innovation in Colorado. TAP-IN will increase its exposure and impact.
<b>CWCB Deliverable: Describe the deliverable the grantee will provide CWCB documenting the completion of this task</b>
TAP-IN will provide the CWCB a written report with the measurable outcomes and impact from the event. There will be video of the pitches. This will include photos as well.

Tasks
Provide a detailed description of each task using the following format:
<b>Task 4 – Reverse Pitch: Topic TBD, Location Telluride, CO</b>
<b>Description of Task:</b>
TAP-IN will host a reverse pitch similar to the three hosted in 2017. The topic is TBD, but we will work with partners in Telluride to pick a topic, recruit pitch-ers, and engage the community. Telluride is an entrepreneurial hub and expressed interest in hosting a reverse pitch event.
<b>Method/Procedure:</b>
TAP-IN will secure a venue free of charge (in-kind contribution) and aim to have between 50 - 100 attendees. TAP-IN will use its outreach channels, and partner with at least one local group to co-host the event as to increase community engagement. TAP-IN will use the method developed over 2017 to recruit pitch-ers, coach them, and engage the community.

Last Updated: July 5, 2017

Tasks
<b>Grantee Deliverable: Describe the deliverable the grantee expects from this task</b>
TAP-IN expects to expand its network further into the business and entrepreneurial community and further across the state. The event is an educational tool to help the community understand the real world problems end users in water face in Colorado. TAP-IN will increase its exposure and impact.
<b>CWCB Deliverable: Describe the deliverable the grantee will provide CWCB documenting the completion of this task</b>
TAP-IN will provide the CWCB a written report with the measurable outcomes and impact from the event. There will be video of the pitches. This will include photos as well.

Tasks
Provide a detailed description of each task using the following format:
<b>Task 5 – Water Innovation Symposium &amp; Solutions Showcase</b>
<b>Description of Task:</b>
TAP-IN will host a Water Innovation Symposium and Solutions Showcase. This will be a 1 or 2-day event that focuses on water innovation education. It will bring in expert speakers and have breakout sessions. There will also be a solutions showcase where companies can “showcase” their water solution and end users will “shop” to see what technologies and companies they can partner with to solve their problems.
<b>Method/Procedure:</b>
TAP-IN will try to secure a venue free of charge, but may need to pay for a venue. We aim to have between 100 - 200 attendees. TAP-IN will use its outreach channels, and partner with at least one local group to co-host the event as to increase community engagement. TAP-IN will work with its partners to design and execute the day. TAP-IN will fly in national experts to increase the event’s exposure and impact.
<b>Grantee Deliverable: Describe the deliverable the grantee expects from this task</b>
TAP-IN expects to expand its network further into the business and entrepreneurial community. This will start to channel the problems pitched over 2017 and 2018 into solutions and align entrepreneurs with end users in more concrete ways. This will be the culminating event of the year that will bring “big names” to the table.
<b>CWCB Deliverable: Describe the deliverable the grantee will provide CWCB documenting the completion of this task</b>
TAP-IN will provide the CWCB a written report with the measurable outcomes and impact from the event. This will include photos as well.



Last Updated: July 5, 2017

### Budget and Schedule

This Statement of Work shall be accompanied by a combined Budget and Schedule that reflects the Tasks identified in the Statement of Work and shall be submitted to CWCB in excel format.

### Reporting Requirements

**Progress Reports:** The applicant shall provide the CWCB a progress report every 6 months, beginning from the date of issuance of a purchase order, or the execution of a contract. The progress report shall describe the status of the tasks identified in the statement of work, including a description of any major issues that have occurred and any corrective action taken to address these issues. The CWCB may withhold reimbursement until satisfactory progress reports have been submitted.

**Final Report:** At completion of the project, the applicant shall provide the CWCB a Final Report on the applicant's letterhead that:

- Summarizes the project and how the project was completed.
- Describes any obstacles encountered, and how these obstacles were overcome.
- Confirms that all matching commitments have been fulfilled.
- Includes photographs, summaries of meetings and engineering reports/designs.

The CWCB will withhold disbursement the last 10% of the budget until the Final Report is completed to the satisfaction of CWCB staff. Once the Final Report has been accepted, and final payment has been issued, the purchase order or grant will be closed without any further payment.

Last Updated: July 5, 2017



**COLORADO**

Colorado Water  
Conservation Board

Department of Natural Resources

## Colorado Water Conservation Board

### Water Plan Grant - Exhibit A Budget and Schedule

**Date:** August 1, 2017

**Name of Applicant:** Open Water Foundation

**Name of Water Project:** TAP-IN

Task No.	Task Description	Start Date <sup>(1)</sup>	End Date	Grant Funding Request	Match Funding	Total
1	Trout Tank Pitch Accelerator & Final Pitch Event	Jan 2018	May 2018	\$10,000	\$10,000	\$20,000
2	Community Dialogue Event: Funding/Financing/Investing in Water	May 2018	August 2018	\$8,000		\$8,000
3	Reverse Pitch: Policy & Regulations	June 2018	August 2018	\$8,000		\$8,000
4	Reverse Pitch: Topic TBD, Location Telluride, CO	June 2018	August 2018	\$8,000		\$8,000
5	Water Innovation Symposium & Solutions Showcase	February 2018	October 2018	\$20,000		\$20,000
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
						\$0
<b>Total</b>				<b>\$54,000</b>	<b>\$10,000</b>	<b>\$64,000</b>

**(1)** Start Date for funding under \$100K, minimum 45 Days from Board Approval; Start Date for funding over \$100K, minimum 90 Days from Board Approval

·Round values up to the nearest hundred dollars.

·Reimbursement eligibility commences upon the grantee's receipt of a Notice to Proceed (NTP)

·NTP will not be accepted as a start date. Project activities may commence as soon as grantee enters contract and receives formal NTP if

·The applicant shall provide a progress report every 6 months, beginning from the date of contract execution.

·CWCB will withhold disbursement of the last 10% of the total grant amount until a Final Report is completed to the satisfaction of CWCB

August 15, 2017

Colorado Water Conservation Board  
1313 Sherman Street, Suite 718  
Denver, CO 80203

Subject: Metro Roundtable Letter of Support for TAP-IN Water Plan Grant Application

I am writing on behalf of the Metro Roundtable in support of TAP-IN's Water Plan Grant application for \$60,000 to support water innovation in Colorado. The Metro Roundtable considered the request at our regularly scheduled meeting on August 10, 2017, and it was approved unanimously.

Colorado's Water Plan calls for tackling our state's water challenges with innovation and creativity, and TAP-IN is one of these initiatives. TAP-IN was born out of Colorado's Water Plan and is the program that Chapter 9.5 calls for to present water challenges to the innovation community and to create partnerships to solve these pressing issues. The Metro region is the economic hub in Colorado and has many entrepreneurial resources to help end users in the region, and statewide, drive innovation to help balance the many water needs.

TAP-IN's goal is to help Colorado's water end users – from utilities to agriculture producers to municipalities – get their real-world problems solved, which is essential to meeting the growing demands on Colorado's water resources.

Sincerely,

*Barbara Biggs*

Barbara Biggs  
Metro Roundtable Chair



July 27, 2017

To the Colorado Water Conservation Board,

Denver Water and the Colorado State University (CSU) are collaborative partners in TAP-IN, a platform to bring innovation into the water sector. Denver Water and CSU became lead, founding partners in the fall of 2016 because of our partnership to build a Water Resources Center at the National Western Complex that will include a water innovation center. Denver Water and CSU wanted to start gearing up for this center by building collaborative networks and facilitating discussions about water innovation in Colorado, and so teamed up with the Colorado Water Conservation Board to create and launch TAP-IN.

Denver Water and CSU understand the importance of fostering innovation in the water sector. Our state needs to find creative solutions and move these forward. To do this, we need to create a large network of problem-solvers that includes stakeholders inside and outside of the water sector – the business and entrepreneurial community, academia, and the non-profit sector. We need new, different, and “out of left field” ideas, and many of these will come from gathering diverse people who look at problems in unique ways. Then, we need to partner and bring resources to the table to accelerate new technologies and solutions. TAP-IN aims to do this, and it is a much needed service.

Denver Water and CSU support TAP-IN's Engagement & Innovation Water Plan Grant application for funding to continue to think about and view problems in new ways; bring disconnected communities together and facilitate creative partnerships; and mobilize people and resources to produce market-based solutions.

Denver Water and CSU are also committed to supporting TAP-IN financially in 2018 with \$5,000 each. This \$10,000 will match the grant funding request from the CWCB.

Thank you for your consideration,

A blue ink signature of Greg Fisher, consisting of a stylized 'G' and 'F'.

Greg Fisher  
Manager of Demand Planning  
Denver Water

A blue ink signature of Jocelyn Hittle, written in a cursive style.

Jocelyn Hittle  
Director, Denver Program Development  
Colorado State University



**COLORADO**

Department of Natural Resources

July 27, 2017

To: Colorado Water Conservation Board

From: John Stulp, Special Policy Advisor to the Governor for Water and Chairman of the IBCC at State of Colorado

TAP-IN is an initiative that came out of Colorado's Water Plan and is working to bring innovation into the water sector. I attended both the community dialogue event in May and the first reverse pitch event in June. When I attend water events, I usually know many of the attendees and participants, but at both events, I was surprised by the many new faces I did not know. TAP-IN is branching out and reaching new audiences in the business and entrepreneurial community, as well as the public, non-profit, and academic communities. It is critical that we expand our education, outreach, and engagement efforts beyond the usual suspects in water to bring new ideas and resources to the challenges we face. It is also important that we think creatively about the many challenges outlined in Colorado's Water Plan, and TAP-IN is providing the platform to do so.

TAP-IN is the only program in Colorado that is aimed at engaging the innovation, entrepreneurial, and business community in the state's water challenges. This influential, inventive, and powerful group must be involved in order to solve our water challenges and ensure we balance the many demands on our water system.

I support and encourage the Board to approve TAP-IN's application for the Engagement & Innovation Water Plan Grant fund to continue implementing Colorado's Water Plan.

Sincerely,

A handwritten signature in black ink, appearing to read 'John Stulp', written over a light blue horizontal line.

John Stulp



Clear Comfort Water  
3063 Sterling Cir., Suite 8  
Boulder CO, 80301  
(303)536-6324  
nick@clearcomfort.com

July 28, 2017

To the Colorado Water Conservation Board,

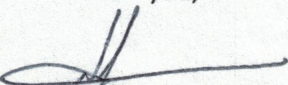
It is with great pleasure that I write this letter in support of TAP-IN for their application for funding from the Water Plan Grant to grow TAP-IN's offerings and platform for 2018. I am Nick Rancis, Chief Water Officer at Clear Comfort Water, a water technology company based in Boulder, CO manufacturing water treatment for recreational water. Leading a team of 25 employees, we are positioned to address the critical needs at the intersection of safety, comfort and sustainability within the swimming pool market. Historically, I have been engaged in the water tech market in Colorado for the past decade within the startup, corporate and academic domains.

Over the past year, I have been involved with a number of TAP-IN's inaugural events and programmatic offerings and am very pleased with their potential. The issues surrounding water technology, sustainability and community involvement are daunting and cannot be overcome by industry alone. TAP-IN addresses the complex connective fascia fostering the collaboration and advancement of water-focused policy, technology and research. This is an unprecedented opportunity to accelerate the Colorado's national position as a water technology leader, by aligning activities from the public, private and regulatory sectors.

I fully support TAP-IN proceeding further in their programmatic development here in the State of Colorado and am certain that the Water Plan Grant would be of high value to TAP-In and the State of Colorado.

Please feel free to contact me if I can provide further information.

Thank you,



Nick Rancis,

Chief Water Officer

Clear Comfort Water

(303)536-6324