2020 Competition Debrief Webinar
October 15, 2020
The Numbers
Technical Requirements
Program Alignment
Common Issues
Future Funding Opportunities
Next Steps
THE NUMBERS

Where did we land?
The Numbers

TOTAL FUNDING AVAILABLE

$26M Venture

$5M Capital

$4M Industry

$26M Total
Concept Proposal Numbers

**TOTAL**

VENTURE: 417
CAPITAL: 146
INDUSTRY: 46

Total: 609
The Numbers
ENCOURAGE V. DISCOURAGE

- Encourages: 138
- Discourages: 471
Full Application Numbers

Total: 148

Venture: 93
Capital: 40
Industry: 15
Funded Applications

FINAL SELECTIONS

52 Selected

- Venture: 29
- Capital: 16
- Industry: 7

V = Venture
C = Capital
I = Industry
Read the Notice of Funding Opportunity thoroughly and don't wait until the last minute to submit.
Common Technical Mistakes

Missing Documentation
- No SPOC compliance when required
- Ineligible Entity Type
- Missing organizational documentation

Missing/Incomplete Match
- Under matched or not unrestricted, unencumbered and available

Take advantage of the presubmission technical review
Intergovernmental Review (SPOC)


As an example, Iowa, Maryland, and West Virginia participate in SPOC review, but make exceptions for some programs and sometimes change that list annually.

Make sure to validate the requirements for your service area(s)
Eligibility + Documentation
Organizations failed to provide supporting documentation for their respective organizations, such as...

- For-profit entities applied on behalf of their non-profit arms or referenced co-applicants, but included no documentation or the required forms for a complete application
- For-profit entities applied but provided no evidence of their eligibility as an EDO or PPP

A complete listing of Eligible Entities is available in the Notice of Funding Opportunity
Technical Checklist

Use Appendix D to ensure you have documents - these can vary depending on your entity type

<table>
<thead>
<tr>
<th>Document</th>
<th>Title/Description/Requirements</th>
<th>Checklist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Narrative</td>
<td>See Section D.2.ii.a.1) (p. 11)</td>
<td>Application</td>
</tr>
<tr>
<td>Budget Narrative and Staffing Plan</td>
<td>See Section D.2.ii.a.2) (p. 12)</td>
<td>Application</td>
</tr>
<tr>
<td>Matching Share Commitment Letters</td>
<td>See Section D.2.ii.a.3) (p. 13)</td>
<td>Source 1, Source 2</td>
</tr>
<tr>
<td>State/Local Government Support</td>
<td>See Section D.2.ii.a.4) (p. 13)</td>
<td>Application</td>
</tr>
<tr>
<td>Form SF-424</td>
<td>Application for Federal Assistance</td>
<td>Applicant 1, Applicant 2</td>
</tr>
<tr>
<td>Form SF-424A</td>
<td>Budget Information-Non-Construction Programs</td>
<td>Application</td>
</tr>
<tr>
<td>Form SF-424B</td>
<td>Assurances-Non-Construction Programs</td>
<td>Applicant 1, Applicant 2</td>
</tr>
<tr>
<td>Form CD-511</td>
<td>Certification Regarding Lobbying (if applicable)</td>
<td>Applicant 1, Applicant 2</td>
</tr>
<tr>
<td>Form SF-LLL</td>
<td>Disclosure of Lobbying Activities (if applicable)</td>
<td>Applicant 1, Applicant 2</td>
</tr>
<tr>
<td>SPOC/E0 12372 Compliance Documentation</td>
<td>See Section D.2.ii.b.2)(i) (p. 14) and <a href="https://www.whitehouse.gov/wp-content/uploads/2017/11/SPOC-Feb-2018.pdf">link</a> (if applicable)</td>
<td>State 1, State 2</td>
</tr>
<tr>
<td>Organizational Documentation</td>
<td>E.g., certificates of good standing, articles of incorporation, bylaws, establishing authorities; see Section D.2.iii.b.2 (p. 6)</td>
<td>Applicant 1, Applicant 2</td>
</tr>
<tr>
<td>Indirect Cost Rate (ICR) Agreement</td>
<td>See Section D.2.ii.b.2)(iii) (p. 15)</td>
<td>Applicant 1, Applicant 2</td>
</tr>
</tbody>
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Match Commitment

MATCH MAY BE CASH, IN-KIND, OR A COMBINATION
Match + Match Commitment Letters

Match may be cash, in-kind or a combination of both

- Common mistakes: projecting program income and including as match, not having dollar amounts included in letters
- Match must be committed, available, and unencumbered
- Signed commitment letters are required
- Dollars *cannot* go directly to startups

Remember: match should be easily traceable to the budget narrative
Program Alignment

ARE YOU ALIGNED WITH THE MISSION OF BUILD TO SCALE?
THREE CHALLENGES

<table>
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<tr>
<th>VENTURE</th>
<th>CAPITAL</th>
<th>INDUSTRY</th>
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</thead>
<tbody>
<tr>
<td>Seeks to support entrepreneurship and accelerate company growth in communities, regions or combinations of regions</td>
<td>Seeks to increase access to capital in communities where risk capital is in short supply</td>
<td>Seeks to support entrepreneurship and accelerate company growth within the Blue Economy</td>
</tr>
</tbody>
</table>
ALWAYS REMEMBER

BUILDING REGIONAL ECONOMIES THROUGH SCALABLE STARTUPS
Common Issues

REVIEWER FEEDBACK

Each application was reviewed by 3 reviewers
Common Issue: Disorganized Proposals
Examples where applications fell short

- Using multiple pages to discuss service area
- Submitting drafts with edits still incorporated
- Lacking details on how a strategy would be executed
- Speaking in generalities with limited detail
- Budget narrative not related to application

Your application should be clear, concise and well aligned to your budget
Common Issue: Not Aligned to B2S Mission
Projects not aligned to program, EDA goals

- Supporting small businesses, not scalable businesses
- Capital Challenge: not supporting *risk* capital or focusing on activities that would be funded under the Venture Challenge
Common Issue: Support Letters
Problematic support or match letters

- Copy/paste letters with no mention of programmatic activities
- Match letters containing no value assessed to the match (disqualifying) or not aligned to the project narrative
- Proposed partners and/or stakeholders not aligned with the proposed project

Quality vs. quantity is preferrable for partnerships
Common Issue: Redundancy
Former grantees reapplying for same activities

- Applicants requesting funding for a similar project in the same region that was previously funded – e.g. same cluster, same focus, but different lead organization
- Prior performance issues
- Not eligible due to a current, active grant (disqualifying)

If a former grantee, proposal should clearly build on past work or gains
OIE PROGRAMS

Future Opportunities

WHAT ADDITIONAL FUNDING OPPORTUNITIES ARE AVAILABLE THROUGH OIE?
STEM Talent Challenge
Closes October 14th

Create and implement innovative science, technology, engineering and mathematics (STEM) apprenticeship models that complement the respective region's innovation economy.
Build to Scale (B2S) 2021
Pending appropriations, B2S will return in early 2021

Build to Scale

We anticipate similar investment goals and priorities for 2021
Interested in continuing the conversation with OIE on your 2020 Build to Scale application?
Scheduling a 1:1 call
We request you complete the following steps before scheduling a 1:1 call

- You have watched this webinar
- You re-read your Build to Scale application in its entirety, including budget documents
- Leadership team member(s) participate in the call
- You identify the areas of strengths and weaknesses you see in your application in advance of the call

Please be understanding of limitations on staff schedules to speak 1:1
Thank you

QUESTIONS?

eda.gov/oie/contact
The SPRINT Challenge
Scaling Pandemic Resilience through Innovation & Technology

$25 million national competition that aims to enable regional innovation economies to rapidly address the economic, health, and safety risks caused by the coronavirus pandemic through entrepreneurship and innovation.

This is a unique challenge focused on pandemic recovery; it is NOT the same as Build to Scale.