Build to Scale

2021 B2S General Webinar
February 2021
Office of Innovation & Entrepreneurship

TOPICS TO BE COVERED

Who We Are
Build to Scale 2021 Overview
Application Information
Timeline
BUILDING REGIONAL ECONOMIES THROUGH SCALABLE STARTUPS
SECTION 27 OF THE STEVENSON WYDLER TECHNOLOGY ACT

- Strengthen regional innovation initiatives
- Build innovation-based business ventures
- Scale new products, processes, and services in the market
- Achieve measurable economic impacts such as new business starts, jobs, venture capital raised in the region, and more
Who do we fund?

- Support Organizations
- Scalable Companies
- Entrepreneurs
- Individuals
THE NUMBERS

Where did we land?
FY20 Funded Applications

FINAL SELECTIONS

52 Selected

- Venture: 29
- Capital: 16
- Industry: 7
The Numbers
COMPLETE PORTFOLIO TO DATE

Coverage in all 50 states + 2 territories

277 grants made to date

$135M in federal dollars deployed
FY21 Competitions
VENTURE AND CAPITAL

$32M Venture

$6M Capital

Note: There will not be an Industry Challenge for FY21
VENTURE CHALLENGE

Seeks to support entrepreneurship and accelerate company growth in communities, regions, or combinations of regions.
Venture Challenge

Organizations should be supporting companies that are...

- Scalable by nature
- Challenging the status quo of markets
- Commercializing technology
- Furthering job creation
Venture Challenge
SINGLE COMPETITION, TWO FUNDLING LEVELS

**BUILD**
- Piloting a solution to a demonstrated need
- Implementing a proven solution for a new community or region
- Up to $750k over 3 years

**SCALE**
- Scaling an existing initiative with proven impacts
- Proven track record of successful program deployment
- Up to $1.5M over 3 years

$32M Available
CAPITAL CHALLENGE

Seeks to increase access to capital in communities, sectors, or regions where risk capital is in short supply.
Capital Challenge
PROVIDES OPERATIONAL SUPPORT FOR...

- The formation, launch, or scale of investment funds that seek to invest their capital in scalable startups

- Organizations with a goal to expand capital deployment within a community, region, or regional industry (i.e. angel networks or investor training programs)
Capital Challenge
SINGLE COMPETITION, SINGLE FUNDLING LEVEL

Grant funds are to be used to increase access to capital in communities, sectors, or regions where risk capital is in short supply and can cover programmatic and operating expenses.

$6M Available

Up to $400k over 3 years
Build to Scale Program

KEEP IN MIND...

- Funding **CANNOT** go directly to startups
- You may only submit 1 application **per challenge**
- You **must** be an eligible entity to apply
- 1:1 match is **REQUIRED**
Don't try to be

THE SILICON VALLEY OF...

(fill in the blank)
TECHNICAL REQUIREMENTS

Don't get knocked out by a technical mistake. Read the Notice of Funding Opportunity thoroughly and don't wait until the last minute to submit.
Application Systems

All of these are necessary to apply

1. DUNS Number
2. EIN
3. SAM
4. Grants.gov
5. AOR
Eligible Entities

Who is eligible to apply?

A State;
An Indian tribe;
A city or other political subdivision of a State;
An entity whose application is supported by a State or a political subdivision of a State and that is...
- a nonprofit organization
- an institution of higher education
- a public-private partnership
- a science or research park
- a Federal laboratory
- a venture development organization
- an economic development organization
A consortium of the above
## 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.i.a (p. 8)</td>
<td>Application</td>
</tr>
<tr>
<td>Budget Narrative and Staffing Plan</td>
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<tr>
<td>Matching Share Commitment Letters</td>
<td>See section D.2.i.c (p. 12)</td>
<td>Source 1, Source 2, etc.</td>
</tr>
<tr>
<td>State/Local Government Support</td>
<td>See section D.2.i.d (p. 12)</td>
<td>Application</td>
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<td>Form SF-424</td>
<td>Application for Federal Assistance</td>
<td>Applicant 1, Applicant 2, etc.</td>
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<tr>
<td>Form SF-424A</td>
<td>Budget Information-Non-Construction Programs</td>
<td>Application</td>
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<tr>
<td>Form CD-511</td>
<td>Certification Regarding Lobbying (if applicable)</td>
<td>Applicant 1, Applicant 2, etc.</td>
</tr>
<tr>
<td>Form SF-LLL</td>
<td>Disclosure of Lobbying Activities (if applicable)</td>
<td>Applicant 1, Applicant 2, etc.</td>
</tr>
<tr>
<td>SPOC/EO 12372 Compliance Documentation</td>
<td>See section D.2.ii.b.1) (p. 13) and <a href="https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf">https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf</a> (if applicable)</td>
<td>State 1, State 2, etc.</td>
</tr>
<tr>
<td>Organizational Documentation</td>
<td>E.g., certificates of good standing, articles of incorporation, bylaws, establishing authorities; see section D.2.ii.b.2 (p. 13)</td>
<td>Applicant 1, Applicant 2, etc.</td>
</tr>
<tr>
<td>Public Private Partnership Documentation</td>
<td>If applicable, documentation defining the public private partnership which contains details of the agreement, including roles and responsibilities, and is signed by all parties. See 13. C.F.R. § 312.5 and the discussion of documentation for public-private partnerships in footnote 7 to section C.1</td>
<td>Application</td>
</tr>
<tr>
<td>Indirect Cost Rate (ICR) Agreement</td>
<td>See section D.2.ii.b.3) (p. 14)</td>
<td>Applicant 1, Applicant 2, etc.</td>
</tr>
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</table>
The Application

LINK TO ACCESS THE GRANTS.GOV PORTAL

The link to access the grants.gov portal can be found within the Notice of Funding Opportunity.
## Select Grant Opportunity Package

**PLEASE READ BEFORE APPLYING!**
If you view and complete your application package using Grants.gov downloadable PDF forms, you MUST have Adobe Reader installed. You may receive a validation error using incompatible versions of Adobe Reader. To prevent a validation error, it is now recommended you uninstall any earlier versions of Adobe Reader and install the latest compatible version of Adobe Reader. If more than one person is working on the PDF forms, ALL applicants must be using the same Adobe Reader version. [Click for more information on Adobe Reader Compatibility.](#)

### Opportunity Package(s) Currently Available for this Funding Opportunity:

<table>
<thead>
<tr>
<th>CFDA</th>
<th>Competition ID</th>
<th>Competition Title</th>
<th>Opportunity Package ID</th>
<th>Opening Date</th>
<th>Closing Date</th>
<th>Actions</th>
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</thead>
<tbody>
<tr>
<td>11.020</td>
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<td>Industry Challenge</td>
<td>PKG00261026</td>
<td>04/29/2020</td>
<td>06/14/2020</td>
<td>Preview</td>
</tr>
<tr>
<td>11.020</td>
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<td>Capital Challenge</td>
<td>PKG00261015</td>
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<td>06/14/2020</td>
<td>Preview</td>
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<td>11.020</td>
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<td>Venture Challenge</td>
<td>PKG00261016</td>
<td>04/29/2020</td>
<td>06/14/2020</td>
<td>Preview</td>
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</table>
## Opportunity Package Details

### Agency Contact Information:
Office of Innovation and Entrepreneurship  
E-mail: OIE@eda.gov

### Who Can Apply:
Organization Applicants

### PACKAGE FORMS:

<table>
<thead>
<tr>
<th>Mandatory Forms (Click to Preview)</th>
<th>Optional Forms (Click to Preview)</th>
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<tr>
<td>Application for Federal Assistance (SF-424) [V2.1]</td>
<td>Attachments [V1.2]</td>
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<td>Budget Information for Non-Construction Programs (SF-424A) [V1.0]</td>
<td></td>
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<tr>
<td>Assurances for Non-Construction Programs (SF-424B) [V1.1]</td>
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<tr>
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<td>CD511 Form [V1.1]</td>
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The Full Application

WHAT IS REQUIRED?

Review the information found in the FY2021 Notice of Funding Opportunity.
## Application

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### Forms and Supporting Documentation

| SF-424 (Application for Federal Assistance)                                                  |
| SF-424A (Budget Information Non-Construction Programs)                                      |
| SF-424B (Assurances Non-Construction Programs)                                              |
| CD-511 (Certification Regarding Lobbying)                                                   |
| SF-LLL (Disclosure of Lobbying Activities) (if applicable)                                  |
| State Single-Point-of-Contact (SPOC)/Executive Order 12372 Compliance Documentation (if applicable) |
| Organizational Documentation (if applicable)                                                |
| Indirect Cost Rate (ICR) Documentation (if applicable)                                      |
Project Narrative

Specific elements to address...

- Project description and overview
- Ecosystem resources and assets
- Proposed solution
- Partnerships
- Measurable goals & feasibility
- Sustainability
A competitive Project Narrative will...

- Be clear and concise
- Have a defined strategic gap it seeks to fill
- Include well defined partnerships - and roles of those partnerships
- Contain key milestones + dates
- Identify an achievable scope of work
- Demonstrate the long term potential impact (including metrics)
Budget Narrative + Staffing Plan

RECOMMENDED LIMIT OF 4 PAGES
Budget Narrative + Staffing Plan

A template has been made available for your use (Appendix B)

- Identify and justify how funds in each line item of the budget will be used to support the project
- Staffing plan listing all positions charged to the award
- Line items should distinguish between federal and match shares
- Budget categories should match SF-424A
- Itemized valuation for in-kind funds
Match Commitment Letters

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

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

- Match must be committed, available, and unencumbered
- Signed commitment letters are required
- Should be traceable to the budget narrative
- 1:1 or $:$ match is REQUIRED
Government Support

RELATED TO THE PROJECT SERVICE AREA
PUTTING IT ALL TOGETHER

Review Criteria

SIX EQUALLY WEIGHTED CATEGORIES
Review Criteria

Reviewers will score on six criteria:

1. Ecosystem resources and assets
2. Proposed solution
3. Use of partner entities
Review Criteria

Reviewers will score on six criteria

1. Measurable goals and sustainability
2. Budget and staffing plan
3. Alignment with B2S Program goals
NEXT STEPS
WHAT'S NEXT FOR BUILD TO SCALE?

FEB TO APRIL
Application window is open

MAY TO JULY
Reviews + award package creation

AUGUST 2021
Announcement of FY21 Build to Scale Grantees
Thank you

QUESTIONS?

Email: oie@eda.gov