OIE’s FY22 Build to Scale Program
Overview Webinar
April 2022
Topics To Be Covered

- Program Overview & Updates
- Application Information
- Timeline
Build to Scale

Fostering globally competitive, resilient regional economies through awards that help grow scalable technology startups and increase access to entrepreneur-ready capital
Statutory Authority

- Strengthen regional innovation initiatives
- Build innovation-based businesses
- 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

see 15 U.S.C. § 3722(c) (section 27(c) of the Stevenson-Wydler Technology-Innovation Act of 1980, added by the America COMPETES Reauthorization Act of 2010)
B2S awards promote technology-based economic development through investments that strengthen the direct drivers of high-growth industry clusters.
WHAT DEFINES SUCCESS?

**CAPITAL**
Addressing critical equity financing gaps by launching new equity-based funds, disseminating tools to facilitate broader access to funds, and scaling existing investment groups.

**JOB GROWTH**
High-quality jobs and access to career ladders in durable, growing economic and technology sectors.

**ENTREPRENEURIAL ECOSYSTEMS**
Solutions that include community buy-in, local ownership, and regional benefits.

**DIVERSITY & EQUITY**
Diversity in geographies, economic sectors, as well as the beneficiaries of these programs.
OIE’s Grant Portfolio

- Investments in all 50 states + two territories
- 326 grants
- $174M in federal dollars deployed
Available Funds By Year

- 2022: $45M available in FY22
- 2021: $40 million
- 2020: $35 million
- 2019: $30 million
- 2018: $25 million
- 2017: $20 million
- 2016: $15 million
- 2015: $10 million
- 2014: $5 million

Available funds in millions for each year from 2014 to 2022.
FY21 Build to Scale Award Breakdown

FY21: 50 awards, $37 Million

- 33 Venture Challenge ($31M)
- 17 Capital Challenge ($6M)
Seeks to **advance technology-based economic development** in regional innovation ecosystems that promote the **commercialization** of new technologies, strengthen **growing industry clusters**, and lead to the **expansion of high-paying economic opportunities** in communities, regions, or combinations of regions.
Venture Challenge

- Competitive proposals will support technology-based industries that are producing scalable businesses
  - leveraging regional assets and untapped resources
  - commercializing and fostering technology adoption
  - furthering the creation of high-quality jobs
### Venture Challenge

| **Build** | pilots a solution to a demonstrated need, *or* implements a proven solution in a new context up to $750k in federal funding over the grant period |
| **Scale** | adapts or augments an existing initiative with proven impacts, *and* demonstrates past success in program execution up to $2m in federal funding over the grant period |
Seeks to increase access to capital, particularly in communities where there is a limited supply of equity-based funding and a demonstrated opportunity to invest in technology-based businesses aligned with growing industry and technology clusters.
Capital Challenge

- Provides operational support for growing and deploying equity capital into tech startups equipping the next generation of investment managers facilitating dealflow, due diligence, and closing deals introducing new equity-based investment opportunities
### Capital Challenge

<table>
<thead>
<tr>
<th>Form</th>
<th>Deploy</th>
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</thead>
<tbody>
<tr>
<td>identifies and organizes investors within a region</td>
<td>connects new investors with technology-based, cluster-aligned startups</td>
</tr>
<tr>
<td>builds capacity to source, vet, and close deals</td>
<td>raises equity funds and closes investments in companies with high-growth potential</td>
</tr>
<tr>
<td>up to $300k in federal funding over the grant period</td>
<td>up to $750k in federal funding over the grant period</td>
</tr>
</tbody>
</table>

*EDA*
General Rules

- No direct investment into companies or entrepreneurs
- Only 1 application is allowed per Challenge
- Only eligible entities can apply and receive funding
- Eligible recipients must provide a 1:1 match

See the Notice of Funding Opportunity (NOFO) for additional information
Technical Requirements

These technical deficiencies can result in your application being rejected!

- Common fatal application flaws
- Ineligible Entities
- Missing Documentation
- Undermatching

Passing technical review is a prerequisite for merit review.

The last day to request pre-submission technical review is **May 20th**.
Pre-Submission Requirements

You need a Unique Entity Identifier (UEI) to apply.

What is a UEI?
• The Unique Entity ID is a 12-character alphanumeric ID assigned to an entity by SAM.gov. The Unique Entity ID is a 12-character alphanumeric ID assigned to an entity by SAM.gov.
• Entity registration, searching, and data entry in SAM.gov now require use of the UEI.

Do I need a UEI if I have a DUNS number?
• As of April 4th, the DUNS Number has been removed from SAM.gov.

How do I find my organization’s UEI?
• New entities can get their Unique Entity ID at SAM.gov and, if required, complete an entity registration.
• Existing registered entities can find their UEI by going to FSD.gov and selecting “HELP ON UEI TRANSITION”

Need assistance?
Contact the Federal Service Desk (FSD) at 866-606-8220, M-F, 8am-8pm ET
Other Pre-Submission Requirements

These tasks may require 3-4 weeks to complete due to system processing requirements. Prospective applicants should begin as early as possible.

- Grants.gov registration – EDA will only accept applications from this portal and registration is required to submit
- SAM.gov registration or renewal – applicants without an active SAM registration may not be considered for funding
- SPOC compliance (if applicable) – required for projects with primary service areas locating in participating States described in Executive Order 12372, “Intergovernmental Review of Federal Programs”

EDA STRONGLY SUGGESTS THAT APPLICANTS SUBMIT THEIR APPLICATIONS AT LEAST FIVE (5) DAYS BEFORE THE DEADLINE to allow the application to be accepted and validated in the system and to allow time for any errors to be corrected.
Eligible Entities

- 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*; or
- A consortium of the above

* These types of entities can have complex eligibility determinations, so we encourage you to reach out to EDA early if your applicant organization is organized in one of these ways.
EDA cannot provide strategic advice or partnership development support during the competition and must limit its advice to administrative and technical concerns about the competition and application process.

OIE will answer frequently asked questions about the B2S competition during two pre-recorded webinars, which we plan to posted on May 9th (questions due by 5/2) and May 26th (questions due by 5/20).

You can submit questions to be addressed during those webinars via email to oie@eda.gov.
How to Access the Notice of Funding Opportunity (NOFO)

- Search Grants.gov
- Visit https://eda.gov/oie/buildtoscale
**General Information**

<table>
<thead>
<tr>
<th>Document Type:</th>
<th>Grants Notice</th>
<th>Version:</th>
<th>Synopsis 3</th>
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<tr>
<td>Funding Opportunity Number:</td>
<td>EDA-HDQ-OIE-2022-2007288</td>
<td>Posted Date:</td>
<td>Apr 14, 2022</td>
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<tr>
<td>Funding Opportunity Title:</td>
<td>2022 Build to Scale Program</td>
<td>Last Updated Date:</td>
<td>Apr 14, 2022</td>
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<td>Opportunity Category Explanation:</td>
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<td>Current Closing Date for Applications:</td>
<td>Jun 13, 2022</td>
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<td>Funding Instrument Type:</td>
<td>Grant</td>
<td>Archive Date:</td>
<td>Jul 13, 2022</td>
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<td>Category of Funding Activity:</td>
<td>Other (see text field entitled “Explanation of Other Category of Funding Activity” for clarification)</td>
<td>Estimated Total Program Funding:</td>
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<tr>
<td>Category Explanation:</td>
<td>Economic Development, Innovation and Entrepreneurship</td>
<td>Award Ceiling:</td>
<td>$2,000,000</td>
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<tr>
<td>Expected Number of Awards:</td>
<td>50</td>
<td>Award Floor:</td>
<td>50</td>
</tr>
<tr>
<td>CFDA Number(s):</td>
<td>11.024 -- BUILD TO SCALE</td>
<td>Cost Sharing or Matching Requirement:</td>
<td>Yes</td>
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</table>
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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<td>Venture Challenge</td>
<td>PKG00273351</td>
<td>04/14/2022</td>
<td>06/13/2022</td>
<td>Preview</td>
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<td>11.024</td>
<td>CC</td>
<td>Capital Challenge</td>
<td>PKG00273352</td>
<td>04/14/2022</td>
<td>06/13/2022</td>
<td>Preview</td>
</tr>
</tbody>
</table>

Preview Opportunity Package Details:

Agency Contact Information: OIE
E-mail: cie@sed.gov
Who Can Apply: Organization Applicants

PACKAGE FORMS:

Mandatory Forms (Click to Preview)
- Application for Federal Assistance (SF-424) [V4.0]
- Budget Information for Non-Construction Programs (SF-424A) [V1.0]
- Disclosure of Lobbying Activities (SF-LLL) [V2.0]
- C0511 Form [V1.1]
- Project Narrative Attachment Form [V1.2]

Optional Forms (Click to Preview)
- Attachments [V1.2]
Completing the Build to Scale Application

- Overview and updates to the FY2022 Notice of Funding Opportunity
B2S Application Standard Forms

- **SF-424**
  - Application for Federal Assistance

- **SF-424A**
  - Budget Information—Non-Construction Programs

- **CD-511**
  - Certification Regarding Lobbying

- **SF-LLL**
  - Disclosure of Lobbying Activities
Project Narrative

- Describes the name of the Challenge, funding tier, and how the proposed project will address a regional economic need aligned with the purpose of this competition.
- Content beyond the 10th page will not be reviewed.

See pgs. 9-11 of the NOFO
Project Narrative, cont.’d

A competitive Project Narrative will...

✓ Be clear and concise
✓ Identify a defined gap and propose feasible strategies to fill it
✓ Leverage partnerships and explain the roles of those partners
✓ Contain key milestones + dates
✓ Identify an achievable scope of work
✓ Use metrics to estimate the long-term potential impact
Budget Narrative & Staffing Plan

Refer to pp. 11-12 of the NOFO

**Budget Narrative**

- Explains how funds will be used to achieve objectives outlined in the Project Narrative and reflects matching funds described in the commitment letter(s).

- Common mistakes
  - Ineligible use of funding
  - Insufficient match
  - Proposed uses don’t align with the scope of work
  - Inputs are inconsistent with the SF-424 and SF-424A

**Staffing Plan**

- Includes titles, maximum annual salaries, percentage of time dedicated to the project, and the total amount of annual salaries that would be charged to the project.

- Common mistakes
  - Unclear personnel roles
  - Vague job descriptions for unfilled positions
  - Lack of clarity in which roles lead and support the project
  - Line item total doesn’t correspond with Budget Narrative & SF-424A
Resources

- U.S. Department of Commerce Launches $45 Million FY22 Build-to-Scale Innovation Hubs and Invest in Local Business Startups
- 2022 Build to Scale NOFO (PDF)
- 2022 Build to Scale One Pager (PDF)
- Budget and Staffing Plan Template - Optional (XLSX)
- Appendix A – Example Output and Outcome Measures (PDF)
- Appendix B – Document Checklists
  - Eligible Entities (Inc. Co-Applicants) That DO NOT Require Letter
  - Eligible Entities (Inc. Co-Applicants) That DO Require Letter
- VIDEO: 2021 Build to Scale Competition Debrief Webinar
- 2021 Build to Scale Competition Debrief Webinar - Slides

Download the optional template at **https://eda.gov/oie/buildtoscale/**
A minimum one-to-one (1:1) match is required for all Build to Scale awards, whether under the Venture or Capital Challenges.

Matching share greater than the 1:1 requirement will be accepted but is not necessary to qualify for funding and will not make an application more competitive.
Commitment Letters

- Each matching share commitment letter must affirm that funds are...

  - Committed
  - Available
  - Unencumbered

- Match sources that may require EDA approval
  - Contractors
  - Other federal funding
  - Unrecovered indirect costs
  - Program income

For more information refer to:
- B2S Frequently Asked Questions (FAQs)
- NOFO sections C.2 and D.2.i.c
- Your state’s EDA Economic Development Representative
- oie@eda.gov
Government Support

- Only required for applicants that are not States, Indian tribes, units of government, or public institutions of higher education.
- Support from non-governmental entities (e.g. economic development districts, councils of government, chambers of commerce) does not meet this requirement.
- Support from Federal officials, including but not limited to members of the United States Congress, does not meet this requirement.
- Authorities that indicate support should have constituencies that encompass all or a substantial portion of the project service area.
### Other Technical Requirements

See Appendix B of the B2S Notice of Funding Opportunity

<table>
<thead>
<tr>
<th>Document</th>
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<tr>
<td>Project Narrative</td>
<td>See section D.2.i.a (p. 9)</td>
<td>Application</td>
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<tr>
<td>Budget Narrative and Staffing Plan</td>
<td>See section D.2.i.b (p. 11)</td>
<td>Application</td>
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<td>Matching Share Commitment Letters</td>
<td>See section D.2.i.c (p.12)</td>
<td>Source 1 Source 2 etc.</td>
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<td>Applicant 1 Applicant 2 etc.</td>
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<tr>
<td>ICR Agreement</td>
<td>See section D.2.ii.b.3 (p. 14)</td>
<td>Applicant 1 Applicant 2 etc.</td>
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Other Technical Requirements, cont.’d

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<td>Source 1 Source 2 etc.</td>
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<td>State/Local Government Support</td>
<td>See section D.2.i.d (p. 12)</td>
<td>Application</td>
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<tr>
<td>Form SF-LLL</td>
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<td>Applicant 1 Applicant 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. 14)</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 6 to section C.1 (p. 6)</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>
</tbody>
</table>
Merit Review Criteria

- Apply to both Venture and Capital Challenge applications
- Only applications that pass technical review will be reviewed for merit
- Each of the following categories are equally weighted:

**Ecosystem Resources, Assets, and Equity**
- To what extent do you agree that the region’s assets and needs are clearly defined, explained, and aligned with the proposed project?

**Proposed Solution**
- To what extent do you agree that the proposed solution is achievable, aligned with the opportunity and meets the needs of its target participants and population?

**Partner Entities**
- To what extent do you agree that the application clearly and realistically defines the roles of potential partner entities and demonstrates that resources from potential partner entities will be leveraged in a way that will result in ecosystem growth that is greater than the sum of the individual partners’ contributions?
<table>
<thead>
<tr>
<th><strong>Measurable Goals</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>To what extent do you agree that the project goals are specific, measurable, attainable, relevant, and time-bound (SMART) and, if achieved, would advance the target innovation ecosystem and its participants?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Continued Impacts</strong></th>
</tr>
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<tbody>
<tr>
<td>To what extent do you agree that the proposed project will continue to increase the ecosystem’s ability to enable technology entrepreneurs to start and grow after the grant period, whether with future financial support or by becoming realistically self-sustaining?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Budget &amp; Staffing</strong></th>
</tr>
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<tbody>
<tr>
<td>To what extent do you agree that the application clearly identifies the financial, human, and programmatic resources that will support the successful execution of this proposed project and that the applicant organization and team have the operations and management capacities to execute the proposed project successfully?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Alignment with B2S Goals</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>To what extent do you agree that the submission conveys a clear narrative that addresses the prompts in this NOFO and that aligns with the Build to Scale program goal to “build regional economies through scalable startups”?</td>
</tr>
</tbody>
</table>
B2S Competition Timeline

April 14th
• Competition Launch

May 9th
• FAQ webinar 1
  • Email questions to OIE by 5/2

May 20th
• Last day to request pre-submission technical review

May 26th
• FAQ webinar 2
  • Email questions to OIE by 5/20

June 13th
• Applications Due

Fall 2022
• Awards announced

November 2022
• Anticipated project start date
Thank you

For more information visit eda.gov/oie/contact