



The Regional Innovation Strategies Program

2018 Competition Debrief Webinar

December 17, 2018

INNOVATION. REGIONAL COLLABORATION. JOB CREATION.



Craig Buerstatte

Director (Acting), Office of Innovation and Entrepreneurship



- Program Overview
- Application Review Process
- Application Trends
- Next Steps (Future Funding Opportunities)
- Questions



16 CHALLENGE

funding to build regional capacity to translate ideas and inventions into products, services, companies, and jobs

SEED FUND SUPPORT (SFS) GRANT COMPETITION

*funding to increase availability of and access to regional **equity-based** capital for early-stage companies*



16 CHALLENGE

\$750k federal funds cap; min. 1:1 match required

SEED FUND SUPPORT (SFS) GRANT COMPETITION

\$300k federal funds cap; min. 1:1 match required



RIS APPLICATIONS

234 applications

68 SFS applications

166 i6 applications



RIS GRANTS

40 grants

28 states + 2 territories

16 SFS Grants

24 i6 Grants



Dixie Corbin

Program Analyst, Office of Innovation and Entrepreneurship



3 month review cycle



To submit applicants need:

1. DUNS Number (i.e., Unique Entity Identifier)
2. SAM (System for Award Management) Registration
 - Register multiple users in organization profile in case the registering individual leaves organization
3. CAGE Code & Tin Verification
4. Create Grants.gov Account
5. Submit Application

Key to Success → **Start early** and leave time for corrections. Best practice is to allow a minimum of three weeks for steps above.





Common Issues for FY 2018 Competition:

1. Missing required documents.
 - Helpful Tip: Use Checklists
 - SPOC requirement
 - Support Letter from Local Govt Official
2. Ineligible Match, or Below Req'd Match (\$1 match to every \$1 fed)

Take advantage of the Optional Pre-Submission Technical Review.



Merit Reviews: Each application was reviewed by a minimum of three Federal employees.

- National competition; reviewers included members with diversity across regions, Federal agencies/bureaus, and expertise
- Each reviewer evaluated applications using the six criteria in Section E of the FY 2018 NOFA

Final Award Selection

EDA Grants Officer made final award decisions based on scores in light of the selection criteria in NOFA.



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Project Failed to Identify Cluster Assets and Infrastructure

Questions that should be answered:

- What are the relevant industry resources? (external and internal)
- How are those resources connected/leveraged in the project?
- How are your weaknesses addresses with support from the cluster?

*NOFO Section E – iv. Cluster Assets and Infrastructure



Project Failed to Identify a Gap and make a Compelling Story

Questions that should be answered:

- How will this funding help me address a problem/gap/shortfall in our cluster?
- Does the proposal clearly move the community and region into a new state of innovation/entrepreneurship activity?
- Are the impacts compelling, relative to my community and needs?
- Is there clear evidence to support those claims?

*NOFO Section E – iii. Project Economic, Job, and Innovation Impacts



Resources were not Aligned or Appropriate for Scale of Project

Questions that should be answered:

- Are the right partners identified, and are those partners committing the right resources to ensure success? (e.g. match)
- Is there potential to scale locally, regionally, or perhaps nationally?
- Do proposed partners and stakeholders have the right expertise to ensure success?

*NOFO Section E – i. Project Support and Cluster Connectivity



**Make the pitch:
what is the
product/market
fit?**

1. Become very familiar with the NOFO.
2. Articulate your community's assets and gaps clearly.
3. Identify a solution to address identified gaps.
4. Build the right coalitions of support to fill those gaps.
5. Clearly describe, with evidence, how the effort will catalyze the region (impacts).



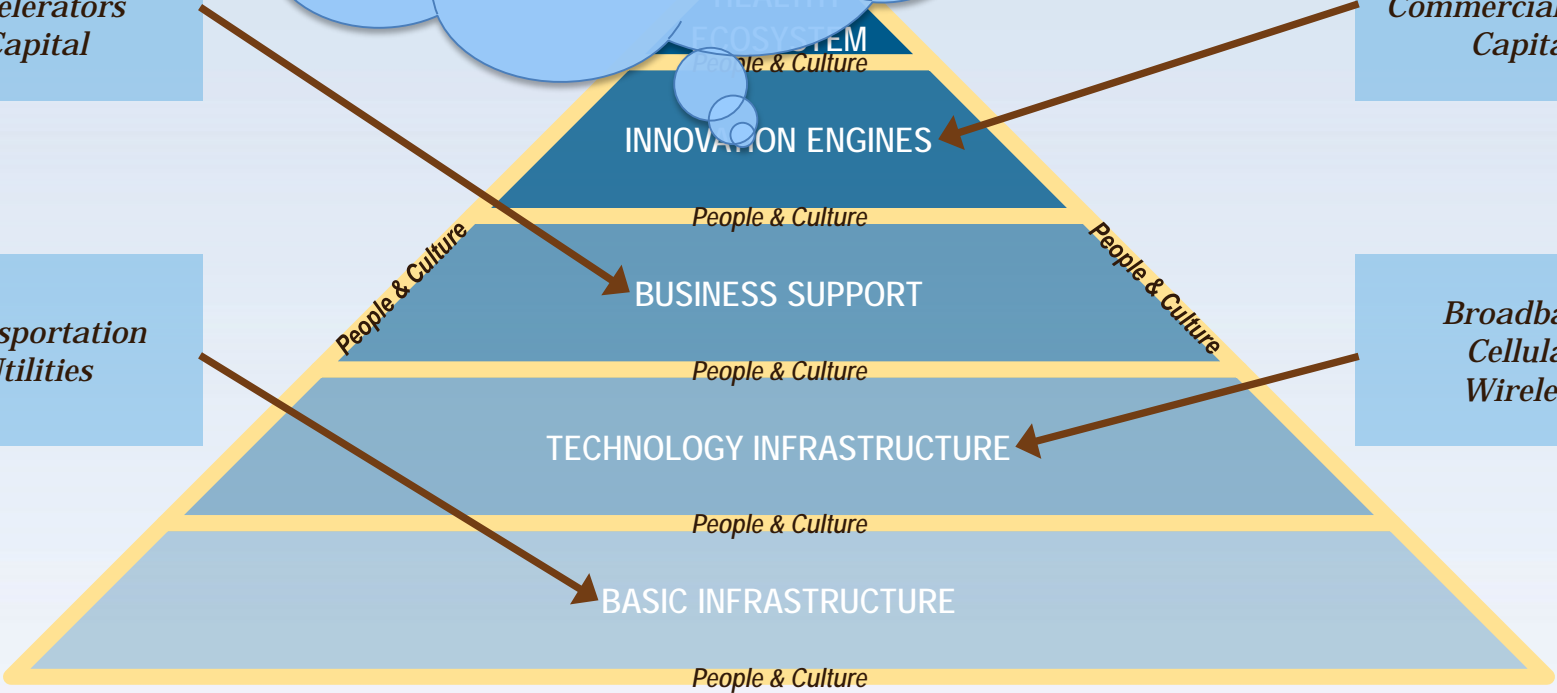
What gap are you addressing?

*Incubators
Accelerators
Capital*

*Universities/R&D
Commercialization
Capital*

*Transportation
Utilities*

*Broadband
Cellular
Wireless*





FY 2019 RIS Competition

EDA will release the 2019 RIS Notice of Funding Opportunity on February 1, 2019.

Sign up for email alerts on www.grants.gov for notification about future solicitations, and [sign up](#) for EDA's monthly newsletter to ensure you receive notification about this and other EDA programs.



Questions?

Please type any questions into the chat box and we will work to address those questions today, and in future resources (FAQs, NOFO, webinars).



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