



EDA

U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

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# Regional Innovation Strategies Program

Prospective Applicant Webinar

*August 13, 2015*

INNOVATION. REGIONAL COLLABORATION. JOB CREATION.



- Welcome
- Program Overview
- Application Information
- Contact Information
- Q&As



# *Welcome Remarks*

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Office of Innovation and Entrepreneurship

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Program Manager

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## Regional Innovation Strategies

- 2<sup>nd</sup> iteration of RIS, 5<sup>th</sup> iteration of i6
- Funding authorized under Section 27 of the Stevenson-Wydler Technology Innovation Act\*
- Economic distress not required.
- Includes 2 separate competitions (total \$10M):
  - i6 Challenge - \$8M
  - Seed Fund Support - \$2M

Applicants can apply for both competitions but separate applications are required.

\*As most recently amended by the Revitalize American Manufacturing and Innovation Act of 2014 (15 U.S.C. § 3722)



1. A State;
2. An Indian tribe;
3. A city or other political subdivision of a State;
4. An entity that—
  - a) is a nonprofit organization, an institution of higher education, a public-private partnership, a science or research park, a Federal laboratory, or an economic development organization or similar entity; and
  - b) has an application that is supported by a State or a political subdivision of a State; or
5. A consortium of any of the entities described in subparagraphs (1) through (4) .

\*Entities operating within the performance period of a previously-awarded RIS or i6 are **not** eligible for award under that same grant program. (e.g. 2014 i6 awardee cannot apply for 2015 i6, but **CAN** apply for Seed Fund Support)

\*Individuals are **not** eligible for funding.



## What is the i6 Challenge?

It's a national initiative designed to support the creation of programs for innovation and entrepreneurship that increase the commercialization of innovations, ideas, intellectual property, and research into viable companies.

- Supports **creation or expansion** of innovative Proof of Concept Centers or Commercialization programs
- Focuses on building capacity to consistently and regularly **create high-growth entrepreneurial ventures** that contribute to economic growth
- Programs must **leverage regional strengths**, capabilities, and competitive advantages.
- Programs must bring or significantly **enhance a culture of innovation** and **high-growth entrepreneurship** to their region.



## Projects must fall into one or more of four areas:



**Innovation:** ecosystem engagement to create and grow companies by commercializing technologies



**Entrepreneurship:** developing entrepreneurs through traditional education and experiential learning



**Regional Connectivity:** connecting regional R&D, technical, and business resources in all sectors



**Commercialization of Research:** innovative approaches to turn intellectual property into viable commercial businesses



## Funding Information

- Total funding: \$8M
  - Up to \$2.5M to applications that offer services to rural communities
- Max grant (Federal funds): \$500,000
  - Applications may request less
- Minimum 1:1 match required
  - Match can be mix of cash and in-kind
  - Must demonstrate in the application package documented match will be committed at time of award
  - Match subject to grant usage restrictions
  - Total project cost = value of match + grant requested
- Project timeline: 3 years



## What is the Seed Fund Support grant?

This initiative provides funding for technical assistance, feasibility studies, operations, or marketing related to the creation and launch of equity-based seed capital funds or related programs that:

1. Provide early stage capital support for new businesses (generally less than three years old)
2. Have a sustainability plan
3. Include ecosystem and downstream support



## Funding Information

- Total funding: \$2M
- Max grant (Federal funds): \$250,000
  - Application may request less
- 1:1 match required (can be mix of in-kind or cash).
  - Must demonstrate in the application package documented match will be committed at time of award
  - Match subject to grant usage restrictions
  - Total project cost = value of match + grant requested
  - Match cannot capitalize the seed fund
- Project timeline: 2 years



## New for 2015

Projects that document strategies, tactics, and tasks to reach out to and include underrepresented communities and populations and measure the effectiveness of that outreach will receive special consideration.

*What counts as underrepresented?*

- This could vary by sector, region, and population.
- Applicants should make the case



## Project Narrative

- Description of project region, location and impact should include geographic location and available assets of the area (e.g. clusters, workforce, education, etc.)
- No more than 10 single-sided pages
- Clear description of proposed project
  - Overall purpose, role of each applicant, co-applicant (if applicable), key personnel, and key milestone dates
- Documentation of anticipated impacts (long-term potential economic impacts)



## Budget Narrative

- Identify and justify how funds in each line item of the budget (Form SF-424A) will be utilized to support the proposed project.
- No more than 2 single-sided pages
  - Include itemized valuations of any in-kind matching funds
  - Include supporting documents that indicate that matching funds are unencumbered, unrestricted and committed to support the project



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## TIPS FOR A STRONG APPLICATION



- Be clear in how the proposed project meets objectives and evaluation criteria.
- Provide backup data to support your claims.
- Suggest strong outcome metrics and documentation and data that support that your project will achieve them.
- Demonstrate how your approach is novel and innovative and be clear about your unique value proposition.
- Show how this project will be supported after the grant is over.
- Show strong community support and commitment to the project.



Applicants optionally may submit a copy of their application in order to receive feedback on the technical completeness of an application before the deadline. The review will inform applicants on:

- the technical completeness of their application; and
- whether they are an eligible entity.<sup>\*\*\*</sup>

Please contact EDA staff with any questions, even prior to your creation of an application. Applicants are strongly encouraged to seek this technical feedback from EDA no later than August 31, 2015.

EDA staff will attempt to provide feedback within two weeks of receipt.



- All forms can be accessed through [grants.gov](https://www.grants.gov)
- See application instructions on [grants.gov](https://www.grants.gov) for locating and completing forms
- Applicants are not required to apply for both grant competitions
- Separate applications must be submitted for each grant competition
- If applying for more than one competition:
  - Narrative should include how they will leverage each other
  - Match must be distinct to each project
- On page 34-35 of the FFO is an optional checklist-style guide for required documents



# Do your own technical review!

Use the checklists on the last two pages of the FFO.

Document Checklist for Nonprofit Organizations, Institutions of Higher Learning, Public-Private Partnerships, Science or Research Parks, Federal Laboratories, Economic Development or Similar Organizations		
Document	Title/Description/Requirements	Complete and Included?
Form SF-424	Application for Federal Assistance	
Form SF-424A	Budget Information-Non-Construction Programs	
Form SF-424B	Assurances-Non-Construction Programs	
Form CD-511	Certification Regarding Lobbying	
Form SF-LLL	Disclosure of Lobbying Activities	
Project Narrative	See Section 4(b)(iv) of this FFO	
Budget Narrative	See Section 4(b)(v) of this FFO	
Comments from the State Clearinghouse	See <a href="http://www.whitehouse.gov/omb/grants_spoc">http://www.whitehouse.gov/omb/grants_spoc</a>	
Indirect Cost Rate (ICR) Agreement	See Section 4(b)(ii) of this FFO	
SAM ID	See Section 4(b)(iii) of this FFO	
Certificate of Good Standing	Less than 12 months old; from the State of incorporation	
Articles of Incorporation	Formation documents	
By-Laws	n/a	
Support Letters	From the State(s) or political subdivision(s) of a State supporting the application	

Document Checklist for States, Indian Tribes, Cities, and Other Political Subdivisions of States		
Document	Title/Description/Requirements	Complete and Included?
Form SF-424	Application for Federal Assistance	
Form SF-424A	Budget Information-Non-Construction Programs	
Form SF-424B	Assurances-Non-Construction Programs	
Form CD-511	Certification Regarding Lobbying	
Form SF-LLL	Disclosure of Lobbying Activities	
Project Narrative	See Section 4(b)(iv) of this FFO	
Budget Narrative	See Section 4(b)(v) of this FFO	
Comments from the State Clearinghouse	See <a href="http://www.whitehouse.gov/omb/grants_spoc">http://www.whitehouse.gov/omb/grants_spoc</a>	
Indirect Cost Rate (ICR) Agreement	See Section 4(b)(ii) of this FFO	
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## i6 Challenge:

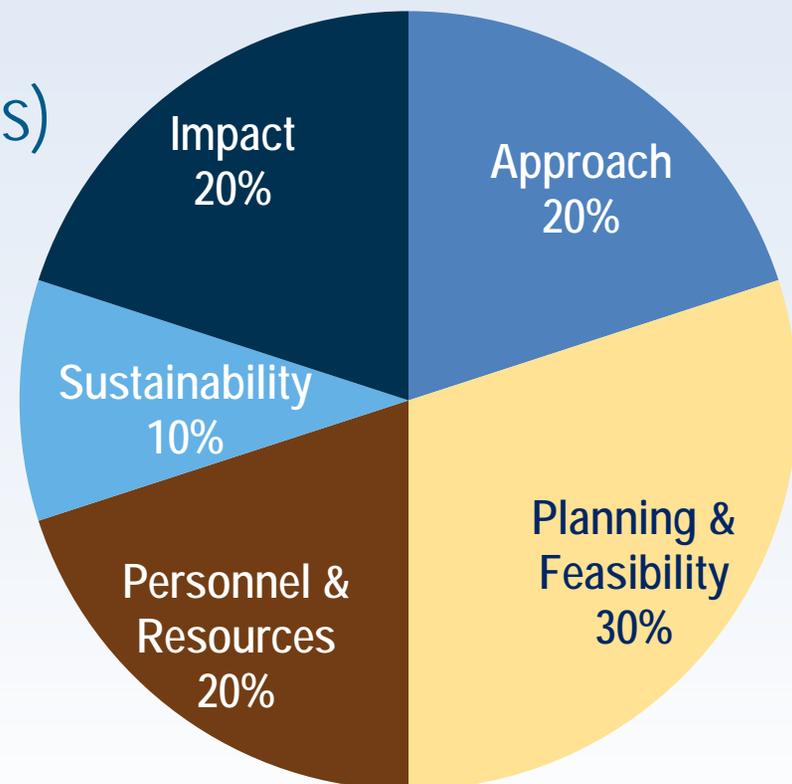
Approach (20 Points)

Planning & Feasibility (30 Points)

Personnel & Resources (20 Points)

Sustainability (10 Points)

Impact (20 Points)





### Seed Fund Support:

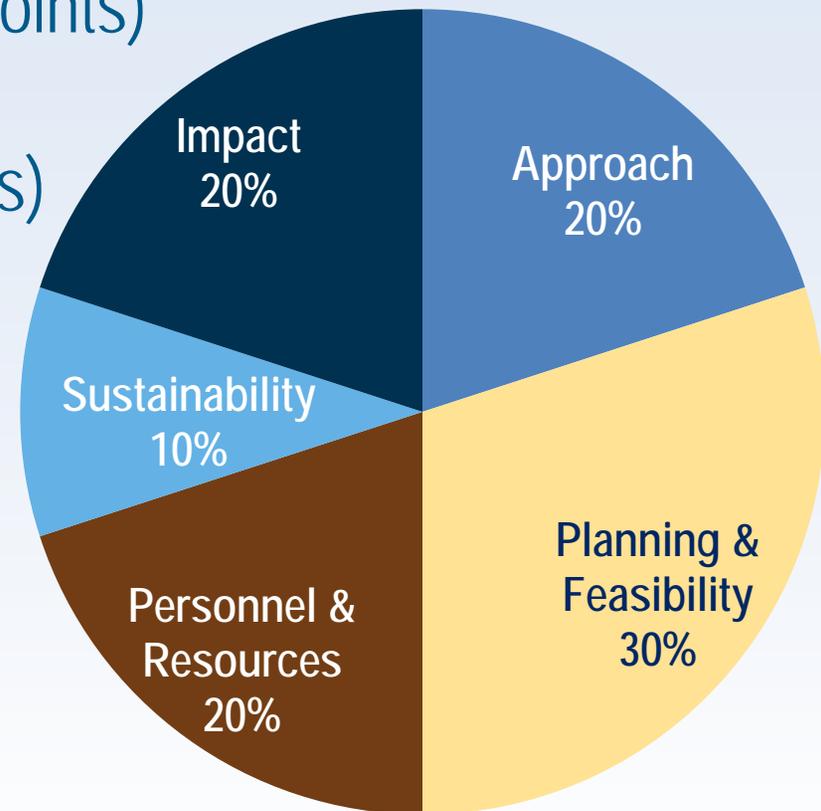
Focus & Structure (15 Points)

Community & Infrastructure (20 Points)

Planning & Feasibility (20 Points)

Personnel & Resources (20 Points)

Impact (25 Points)





## Application Submission

- Read the FFO for specific instructions and steps.
- Applications must be submitted by the Authorized Organizational Representative (AOR) that is registered for the organization on grants.gov.
- The time-stamp on the validation from grants.gov is the official submission time.
- An application that is not validated and time-stamped by grants.gov by the deadline will not be processed.
- The deadline for receipt of applications is: Monday, October 5, 2015 at 11:59 pm Eastern Time.
- Applications received after the deadline will not be reviewed.



## Key Points for Submission:

1. To submit, applicants needed:
  - a) DUNS #
  - b) SAM registration (System for Award Management)
    - i. Register multiple users in organization profile in case the registering individual leaves organization
  - c) CAGE Code & TIN Verification – system verification after SAM registration, *applicants should watch email to verify this occurs*
  - d) Create grants.gov account & submit application
2. Keys to success – start early and leave time for corrections if CAGE/TIN are not validated
3. Allow minimum of three weeks for steps above

***START NOW***



## Common Issues:

### Before you download the application

- Register your organization at sam.gov, if it has not been previously.
- Make sure you know *who* is registered as your AOR and E-Biz POC in Grants.gov – if the person listed is no longer with your organization, fix this registration

### To get the application

- Make sure you have the latest version of Adobe Reader installed
- Internet Explorer tends to work best with grants.gov

### When submitting the application

- Make sure ALL filenames in your attachments do not include any special characters: try to stick to numbers, letters, and underscores
- Check your email! You need 2 messages for a successful submission:
  - First email lets you know you successfully pressed the submit button
  - Second email lets you know whether grants.gov successfully uploaded your application and sent it to EDA



- 1) Become very familiar with the FFO
- 2) Engage & leverage the right supporting organizations
- 3) Get outside stakeholders to review application
- 4) Start early & submit early



**Technical Review:** staff will review applications for eligibility and technical completeness



**Merit Review Panels:** comprised of three federal employees, will evaluate applications against the evaluation criteria and award up to 100 points.



**Grants Officer Decision:** authorized to make the final decision on whether to fund a project



**Award Notification:** EDA expects to notify applicants of decision within 120 days of the application deadline



## Link to the Application Package

<http://www.grants.gov/web/grants/view-opportunity.html?oppld=278198>

Grants.gov Funding Opportunity Number  
EDA-HDQ-OIE-2015-2004566

## Application Submission Deadline

11:59 pm ET on [Monday, October 5, 2015](#)

## Link for Additional Information and FAQs

<http://www.eda.gov/oie/ris/>



## Office of Innovation and Entrepreneurship

E-mail: [OIE@EDA.GOV](mailto:OIE@EDA.GOV)

Main Line: 202-482-8001

### Engage with Regional Staff @:

Regional Office	RO RIS POC(s)	Email	Phone
Atlanta	Robin Cooley	<a href="mailto:rcooley@eda.gov">rcooley@eda.gov</a>	(803) 253-3640
Austin	Chris Rys	<a href="mailto:crys@eda.gov">crys@eda.gov</a>	(512) 381-8157
Chicago	Bill Warren	<a href="mailto:wwarren@eda.gov">wwarren@eda.gov</a>	(312) 789-9758
Denver	Justin Fazzari	<a href="mailto:jfazzari@eda.gov">jfazzari@eda.gov</a>	(303) 844-4089
Philadelphia	Chivas Grannum	<a href="mailto:cgrannum@eda.gov">cgrannum@eda.gov</a>	(215) 316-2759
Seattle	Brian Parker	<a href="mailto:bparker2@eda.gov">bparker2@eda.gov</a>	(206) 220-7675



The Federal Funding Opportunity should be your ultimate reference! Download the file today and read it front to back!

### Link to the Application Package

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**QUESTIONS?**