



Build to Scale

Agenda

- History of the program
- Build to Scale Program Overview
 - *Venture Challenge*
 - *Capital Challenge*
- How to apply





Stevenson- Wydler Technology Act of 1980

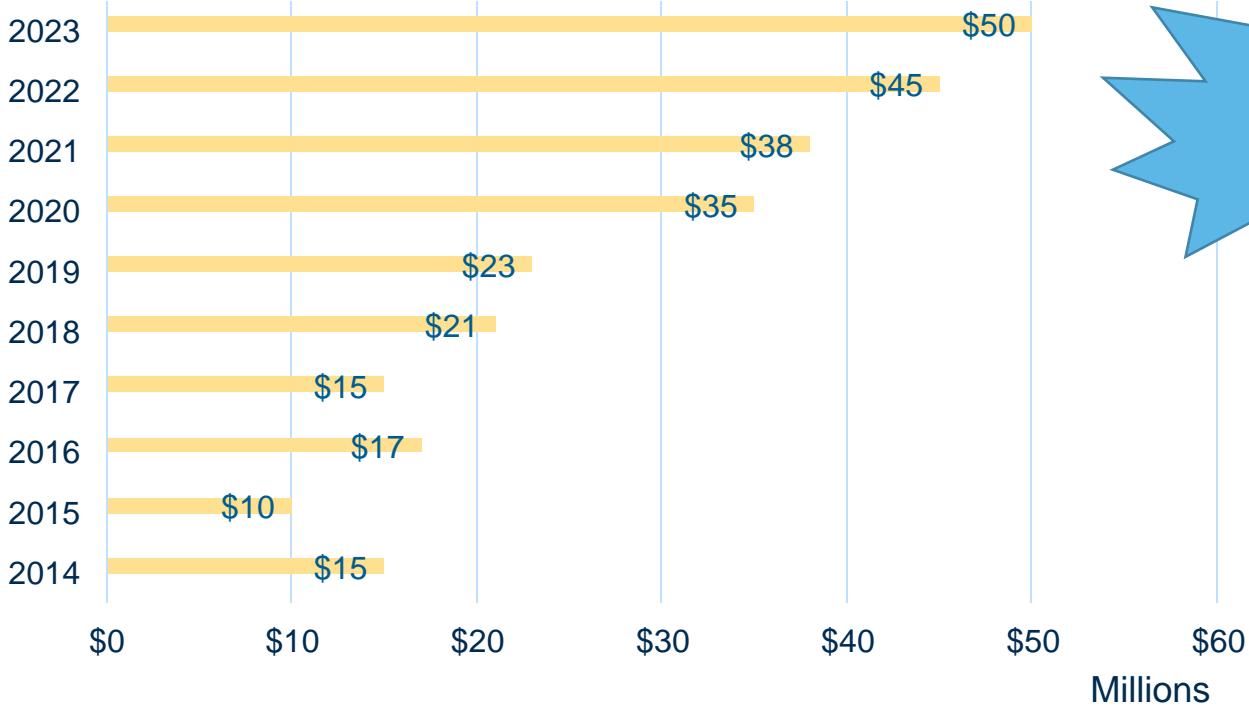
Section 27, 15 U.S. Code § 3722

Planning and technical assistance of a regional innovation initiative to improve the connectedness and strategic orientation of the regional innovation initiative

increasing the availability and investment of private and philanthropic financing that supports innovation-based business ventures

facilitating commercialization of products, processes, and services, including through demonstration, deployment, technology transfer, and entrepreneurial activities

Investments to date



\$50M for 2023!

Program Impact



Build to Scale

A program of the U.S. Economic Development Administration

IMPACT ON REGIONAL INNOVATION ECONOMIES

SINCE PROGRAM CREATION IN FY 2014



8,853

JOB(S) SAVED
ESTIMATED



58,624

JOB(S) CREATED
ESTIMATED



\$221M

EDA INVESTMENT



\$254M

LOCAL MATCH

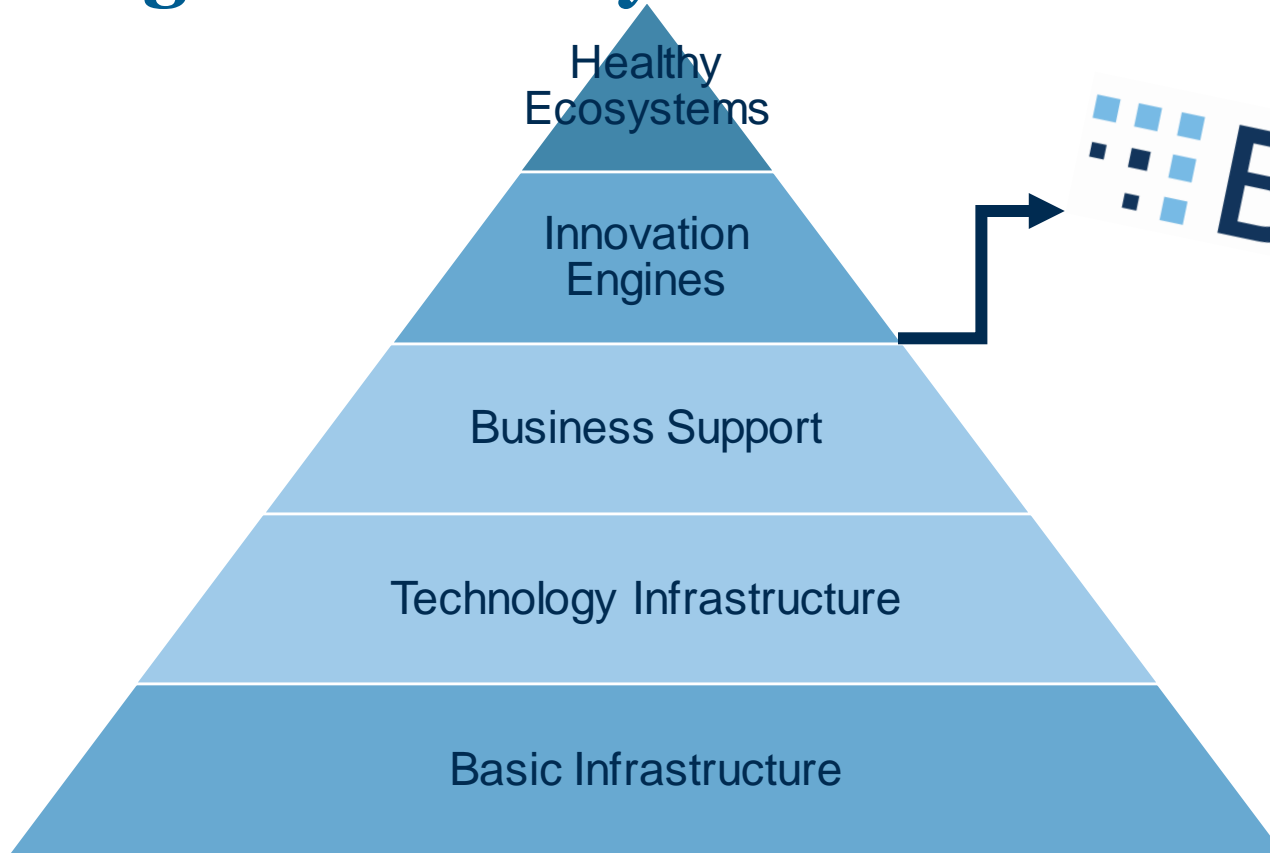


378

NUMBER OF
PROJECTS

Since 2020, the Build to Scale program has spurred **\$262M in private investment** and **240 investment deals**, and projects have led to **274 obtained and pending patents, trademarks, and copyrights**.

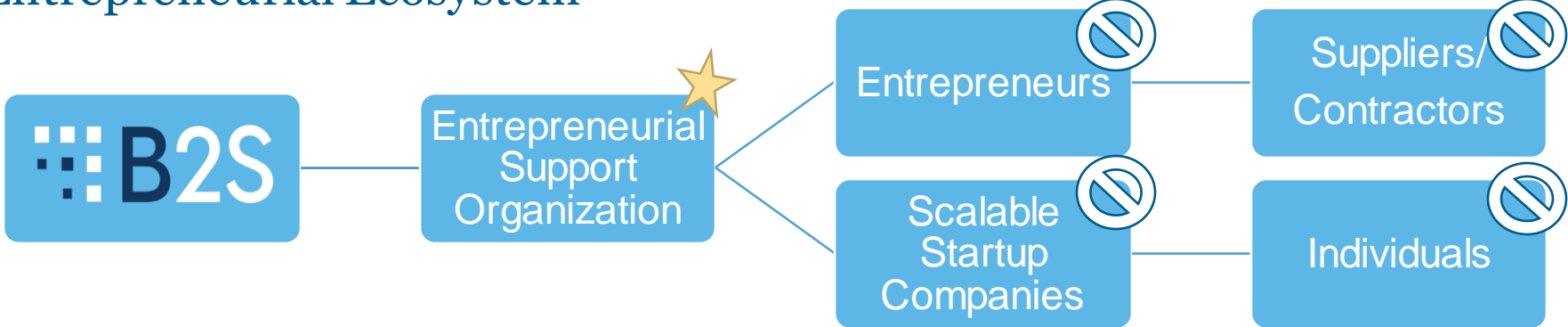
Addressing Community Needs



Entrepreneurial Support Organizations



Entrepreneurial Ecosystem



Eligibility

- State or city
- Indian tribe
- other political subdivision of a State (i.e. municipality, county, etc.)

**consortia of any of the listed entities*

50% Match Requirement

Non-public entities (that require Local Government Support) include:

- nonprofit organization
- institution of higher education
- public-private partnership
- science or research park
- Federal laboratory
- venture development organization
- economic development organization or similar entity that is focused primarily on improving science, technology, innovation, or entrepreneurship

Program Goals

- build public and private capacity for innovators to invent, improve, and bring to market new products and services
- expand regional knowledge ecosystems to realize economic and job growth
- accelerate regional economies that are focused on industries of the future
- catalyze regional leadership through TBED strategies
- empower communities to provide proof-of-concept and commercialization assistance to technology innovators and entrepreneurs
- equitably and inclusively increase access to capital for technology-enabled entrepreneurs

2023



Build to Scale

\$50 MILLION FUNDING

VENTURE CHALLENGE

IGNITE
< \$300K

BUILD
< \$750K

SCALE
\$750K – \$2M

CAPITAL CHALLENGE

FORM
< \$400K

DEPLOY
\$400K – \$750K

Venture Challenge

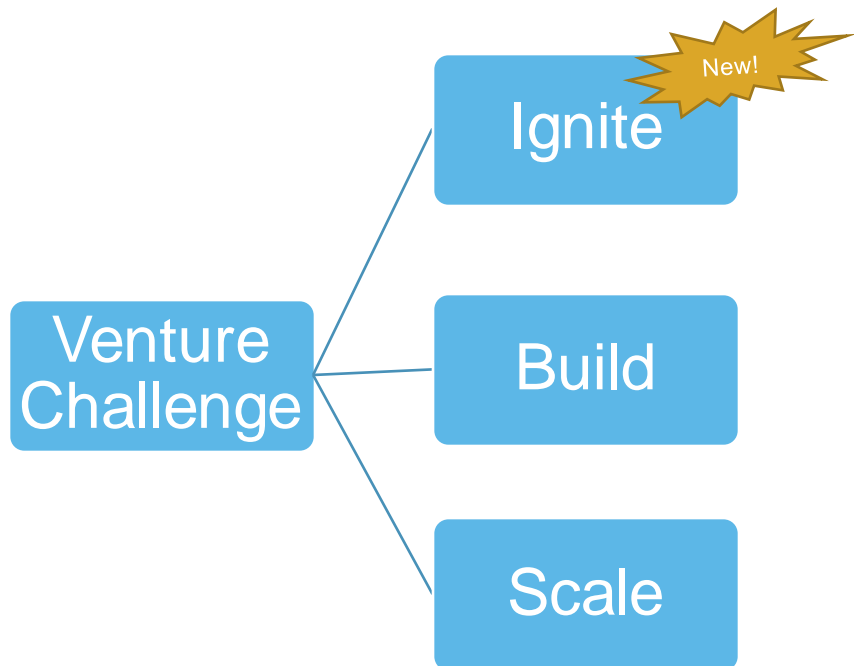


- Programming grant designed to provide entrepreneurial support organizations funding to accelerate scalable startup companies

Example Programs:

- Tech Incubator/Accelerator models
- Coaching
- Tech Transfer and commercialization
- Catalyzing regional Technology-Based Economic Development (TBED) strategies

Venture Challenge



BUILD

- Up to \$750,000 Federal Share, 3 years
- Piloting a new model or implementing a proven solution

SCALE

- \$750,000-\$2 Million Federal Share, 3 years
- Adapts or builds on existing proven program model to scale

Venture Challenge - Ignite



New!



- Up to \$300,000 Federal Share
- 18-24 month period of performance
- Focus on nascent TBED communities

Example Programs:

- Governance, partnership building, and community planning for regional TBED strategies
- Feasibility studies, community needs assessments, and impact analyses, etc.



Capital Challenge

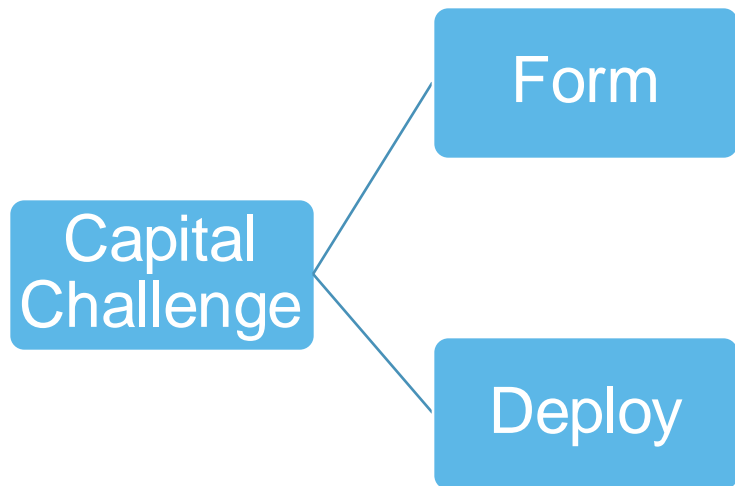
- Addressing barriers entrepreneurs face in gaining access to equity-based capital

Example programs:

- Forming a new investment fund
- Investor recruitment and education programming
- Expanding an existing investment fund

CANNOT use grant funds to capitalize a fund

Capital Challenge



FORM

- Up to \$400,000 Federal Share, 3 years
- Piloting a new model or implementing a proven solution

DEPLOY

- \$400,000 - \$750,000 Federal Share, 3 years
- Existing proven program model to scale

2023



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CAPITAL CHALLENGE

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DEPLOY
\$400K – \$750K

Application Process



Locate your UEI

Register your organization in SAM.gov

Create an account in EDGE –
<https://sfgrants.eda.gov/s/>

Fill out and submit your application by July 28th, 2023



Required Forms

- SF-424 – Application for Federal Assistance
 - Project Area and FIPS Codes (attachment)
- SF-424A – Budget Information
- CD-511 – Certification Regarding Lobbying

Additional Forms (if applicable)

- SPOC/EO 12372 Compliance Documentation
- Organizational Documentation
 - Certificate of Good Standing
 - Articles of Incorporation
 - Organization Bylaws
- Indirect Cost Rate (ICR) Agreement
- SF-LLL – Disclosure of Lobbying Activities

Project Narrative



- Executive Summary
- Vision, Mission, Goals, Roles
- Ecosystem Resources and Assets
- Proposed Solutions
- Partnerships
- Goals and Outcomes
- Program Sustainability
- Scope of Work

A good Project Narrative should....

- Be clear and concise
- Identify a defined gap and propose feasible strategies to address it
- Leverage partnerships
- Contain key milestones
- Use metrics to estimate the long-term impact
- Identify a clear and achievable scope of work



Budget Narrative and Staffing Plan

- Itemized breakdown by year
- Align with the Scope of Work
- Cost categories should correspond with SF-424A and SF-424
- Staffing Plan with Key Personnel
- Indirect Costs

Watch out for...

- Unallowable costs (see Uniform Guidance 2 CFR 200 Subpart E)
- Budget misalignment with the rest of the application

Matching Share Commitment Letters

Should include....

- whether the contribution is cash or in-kind
- a valuation and description for in-kind contributions
- the source of the contribution
- States verifying match (whether cash or in-kind)
 - is committed to the project
 - will be available as needed
 - is neither conditioned nor encumbered in any way that would preclude its use consistent with the requirements of EDA investment assistance

**1:1 match is
required for all
funding levels**

A provider of matching share, whether cash or in-kind contributions, may not serve as a contractor under the award for which it provides matching share.

State/Local Government Support

Required for non-public entities

- ✓ Letters of support must come from a state or a political subdivision of a state (county, city, municipality, etc.)
- × Federal or Non-governmental entities will NOT meet this requirement (U.S. Congress, Economic Development Districts, Councils of government, chambers of commerce, etc.)



Merit Review Criteria



Summary of Criteria

Leveraging Ecosystem Resources and Assets – 15%

Proposed Solution and Implementation – 30%

Capacity and Feasibility – 15%

Likelihood of Growing Innovation Economies –
20%

Continued Effects – 5%

Equity – 15%

Common Application Mistakes



Undermatching

Missing
documentation

Ineligible entities

No direct
investments into
companies or
entrepreneurs

Competition Timeline



June 1, 2023
Competition
Launch



July 28, 2023
Applications Due



Fall 2023
Awards
Announced



November 1,
2023
Anticipated Start
Date



 **B2S**

The logo for Build-to-Scale (B2S) is positioned in the upper center. It consists of a graphic element on the left made of a 3x3 grid of squares. The top row has three light blue squares. The middle row has a dark blue square, a light blue square, and a light blue square. The bottom row has a dark blue square, a light blue square, and a light blue square. To the right of this graphic, the letters 'B2S' are written in a large, bold, sans-serif font. The 'B' is dark blue, while the '2' and 'S' are light blue.

Questions?

www.eda.gov/funding/programs/build-to-scale

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