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)

EDA ECOSYSTEM
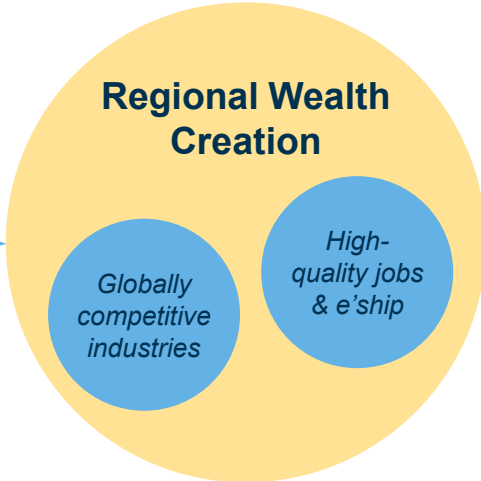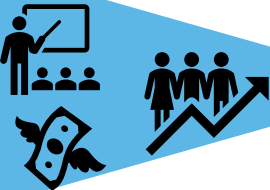National program, regional collaboration

Seattle

Chicago

Philadelphia

Denver

HQ Office

Austin

Atlanta

Foundational Elements

Necessary Infrastructure

Direct Drivers

Regional Wealth Creation

Globally competitive industries

High-quality jobs & e'ship

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
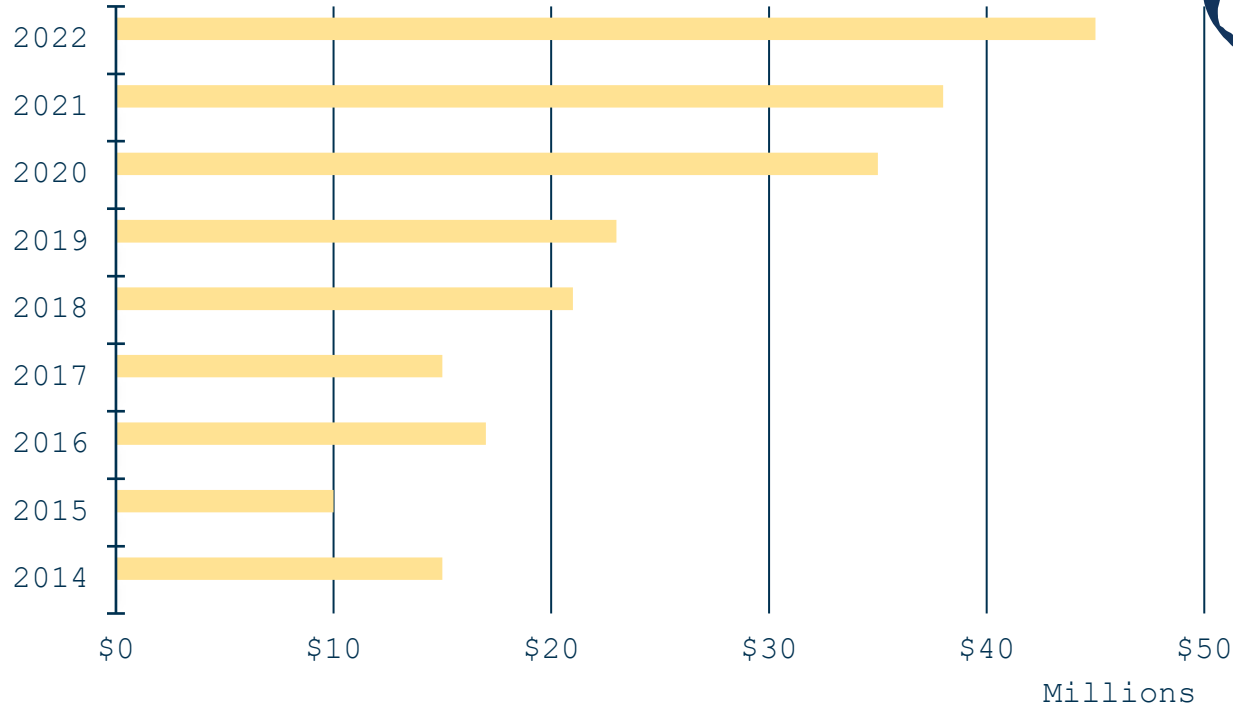
Investments in all 50 states + two territories

326 grants

$174M in federal dollars deployed

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Available Funds By Year

$45M available in FY22

Year	Funds (Millions)
2022	$45
2021	$38
2020	$35
2019	$23
2018	$21
2017	$15
2016	$17
2015	$10
2014	$15

Millions

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FY21 Build to Scale Award Breakdown

FY21: 50 awards, $37 Million

17 Capital Challenge ($6M)

33 Venture Challenge ($31M)
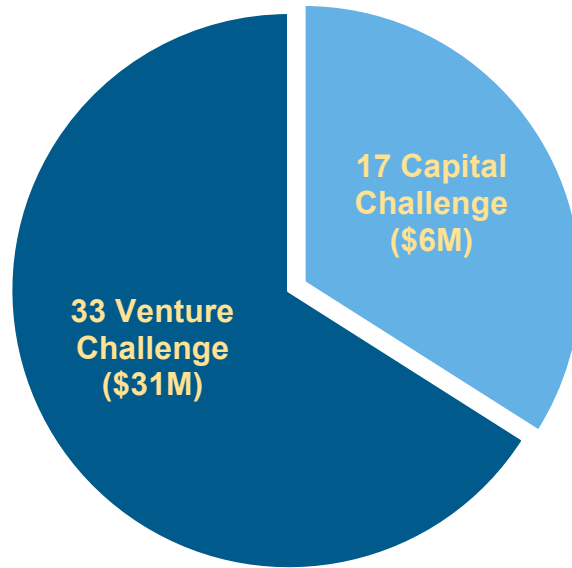
Venture Challenge

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

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Venture Challenge

$38M available in FY22

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

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Capital Challenge

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**.

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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

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

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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

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Technical Requirements

These technical deficiencies can result in your application being rejected!

Common fatal application flaws

Ineligible Entities

Missing Documentation

Undermatching
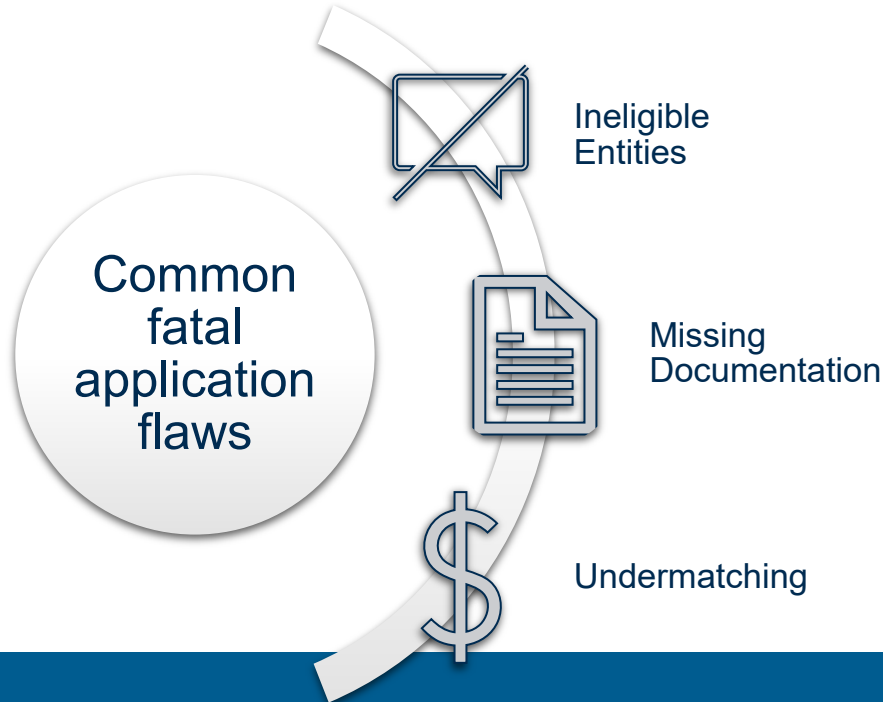
Passing technical review is a prerequisite for merit review

The last day to request pre-submission technical review is **May 20th**

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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 <u>only</u> 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 <u>STRONGLY SUGGESTS THAT APPLICANTS SUBMIT THEIR APPLICATIONS AT LEAST FIVE (5) DAYS BEFORE THE DEADLINE</u> *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.

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Requesting Administrative & Technical Guidance

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.

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How to Access the Notice of Funding Opportunity (NOFO)

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

VIEW GRANT OPPORTUNITY

EDA-HDQ-OIE-2022-2007288
2022 Build to Scale Program
Department of Commerce

Apply   **Subscribe**

SYNOPSIS	VERSION HISTORY	RELATED DOCUMENTS	PACKAGE

Print Synopsis Details ❓

General Information

Document Type:	Grants Notice	**Version:**	Synopsis 3
Funding Opportunity Number:	EDA-HDQ-OIE-2022-2007288	**Posted Date:**	Apr 14, 2022
Funding Opportunity Title:	2022 Build to Scale Program	**Last Updated Date:**	Apr 14, 2022
Opportunity Category:	Discretionary	**Original Closing Date for Applications:**	Jun 13, 2022
Opportunity Category Explanation:		**Current Closing Date for Applications:**	Jun 13, 2022
Funding Instrument Type:	Grant	**Archive Date:**	Jul 13, 2022
Category of Funding Activity:	Other (see text field entitled "Explanation of Other Category of Funding Activity" for clarification)	**Estimated Total Program Funding:**	$45,000,000
		Award Ceiling:	$2,000,000
Category Explanation:	Economic Development, Innovation and Entrepreneurship	**Award Floor:**	$0
Expected Number of Awards:	50		
CFDA Number(s):	11.024 -- BUILD TO SCALE		
Cost Sharing or Matching Requirement:	Yes		

Print Package List ❓

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:

CFDA	Competition ID	Competition Title	Opportunity Package ID	Opening Date	Closing Date	Actions
11.024	VC	Venture Challenge	PKG00273351	04/14/2022	06/13/2022	Preview | Apply
11.024	CC	Capital Challenge	PKG00273352	04/14/2022	06/13/2022	Preview | Apply

Preview Opportunity Package Details

❓

Opportunity Package Details:

Agency Contact Information: OIE
E-mail: oie@eda.gov

Who Can Apply: Organization Applicants

PACKAGE FORMS:
Download Instructions

Mandatory Forms (Click to Preview)	Optional Forms (Click to Preview)
» Application for Federal Assistance (SF-424) [V4.0]	» Attachments [V1.2]
» Budget Information for Non-Construction Programs (SF-424A) [V1.0]	
» Disclosure of Lobbying Activities (SF-LLL) [V2.0]	
» CD511 Form [V1.1]	
» Project Narrative Attachment Form [V1.2]	
» Budget Narrative Attachment Form [V1.2]	

Close

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

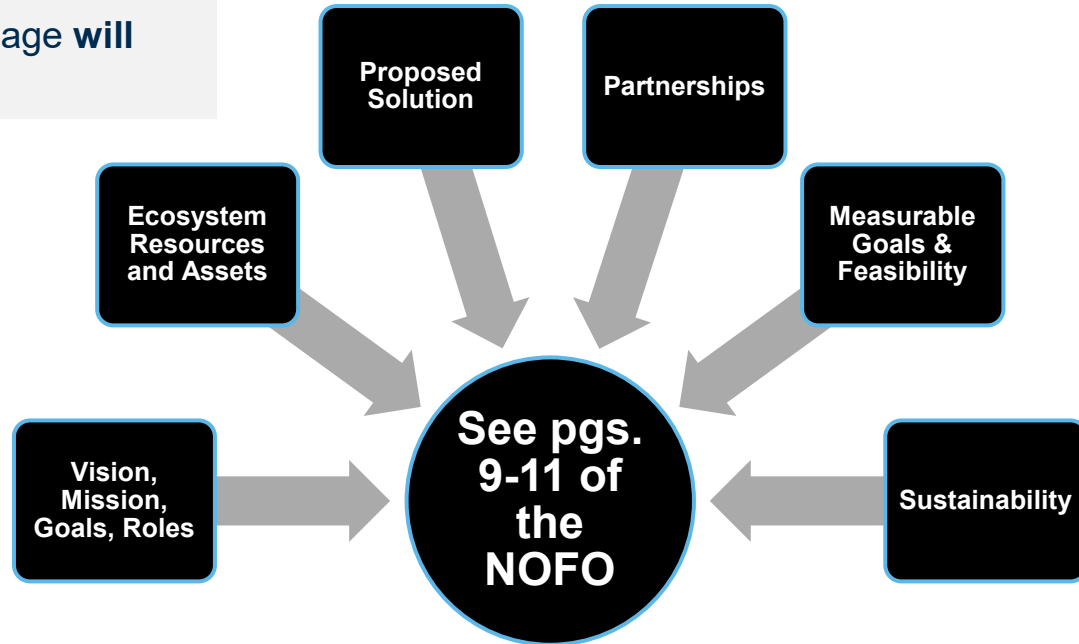- Budget Information— Non-Construction Programs

CD-511

- Certification Regarding Lobbying

SF-LLL

- Disclosure of Lobbying Activities

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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**.

Proposed Solution

Partnerships

Ecosystem Resources and Assets

Measurable Goals & Feasibility

Vision, Mission, Goals, Roles

See pgs. 9-11 of the NOFO

Sustainability

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

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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 *see section D.7 for updated guidance*
  - 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

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Budget Narrative & Staffing Plan, cont.'d

Download the optional template at
https://eda.gov/oie/buildtoscale/

Match Requirement

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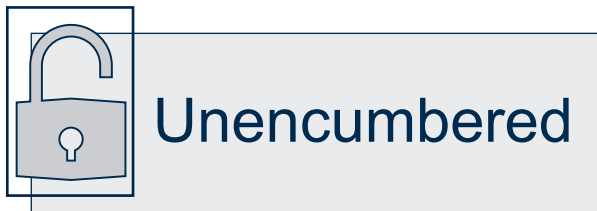
- Match sources that may require EDA approval
  - Contractors
  - Other federal funding
  - Unrecovered indirect costs
  - Program income

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**

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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

Document Checklist for State, Indian Tribe, City, and Other Political State Subdivision Applicants/Co-Applicants				
Document	**Title/Description/Reference**	**Checklist**		
Project Narrative	*See* section D.2.i.a (p. 9)	*Application*		
Budget Narrative and Staffing Plan	*See* section D.2.i.b (p. 11)	*Application*		
Matching Share Commitment Letters	*See* section D.2.i.c (p.12)	*Source 1*	*Source 2*	*etc.*
Form SF-424	Application for Federal Assistance	*Applicant 1*	*Applicant 2*	*etc.*
Form SF-424A	Budget Information-Non-Construction Programs	*Application*		
Form CD-511	Certification Regarding Lobbying (if applicable)	*Applicant 1*	*Applicant 2*	*etc.*
Form SF-LLL	Disclosure of Lobbying Activities	*Applicant 1*	*Applicant 2*	*etc.*
SPOC/EO 12372 Compliance Documentation	*See* section D.2.ii.b.1) (p. 13) and https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf (if applicable)	*State 1*	*State 2*	etc.
ICR Agreement	*See* section D.2.ii.b.3) (p. 14)	*Applicant 1*	*Applicant 2*	*etc.*

Other Technical Requirements, cont.'d

Document Checklist for Nonprofit Organization, Institution of Higher Education, Public-Private Partnership, Science or Research Park, Federal Laboratory, Venture Development Organization, and Economic Development or Similar Organization Applicants/Co-Applicants				
Document	**Title/Description/Requirements**	**Checklist**		
Project Narrative	*See* section D.2.i.a (p. 9)		*Application*	
Budget Narrative and Staffing Plan	*See* section D.2.i.b (p. 11)		*Application*	
Matching Share Commitment Letters	*See* section D.2.i.c (p. 12)	*Source 1*	*Source 2*	*etc.*
State/Local Government Support	*See* section D.2.i.d (p. 12)		*Application*	
Form SF-424	Application for Federal Assistance	*Applicant 1*	*Applicant 2*	*etc.*
Form SF-424A	Budget Information-Non-Construction Programs		*Application*	
Form CD-511	Certification Regarding Lobbying (if applicable)	*Applicant 1*	*Applicant 2*	*etc.*
Form SF-LLL	Disclosure of Lobbying Activities	*Applicant 1*	*Applicant 2*	*etc.*
SPOC/EO 12372 Compliance Documentation	*See* section D.2.ii.b.1) (p. 13) and https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf (if applicable)	*State 1*	*State 2*	*etc.*
Organizational Documentation	E.g., certificates of good standing, articles of incorporation, bylaws, establishing authorities; *see* section D.2.ii.b.2) (p. 14)	*Applicant 1*	*Applicant 2*	*etc.*
Public Private Partnership Documentation	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)		*Application*	
Indirect Cost Rate (ICR) Agreement	*See* section D.2.ii.b.3) (p. 14)	*Applicant 1*	*Applicant 2*	*etc.*

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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?

1	2	3	4	5	6	7
Strongly Disagree	Disagree	Slightly Disagree	Neutral	Slightly Agree	Agree	Strongly Agree

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Merit Review Criteria cont'd.

Measurable Goals

- 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?

Continued Impacts

- 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?

Budget & Staffing

- 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?

Alignment with B2S Goals

- 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"?

1	2	3	4	5	6	7
Strongly Disagree	Disagree	Slightly Disagree	Neutral	Slightly Agree	Agree	Strongly Agree

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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