The Regional Innovation Strategies Program

2018 Competition Debrief Webinar

December 17, 2018
WELCOMING REMARKS

Craig Buerstatte
Director (Acting), Office of Innovation and Entrepreneurship
• Program Overview
• Application Review Process
• Application Trends
• Next Steps (Future Funding Opportunities)
• Questions
THE RIS PROGRAM

Overview

I6 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
THE RIS PROGRAM
Overview

I6 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
FY18 COMPETITION

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
APPLICATION REVIEW PROCESS

3 month review cycle

Application Submission → Technical Review → Merit Review → Selection
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.
Obtain a **DUNS Number**
- 1-2 Business Days
- [http://fedgov.dnb.com/webform](http://fedgov.dnb.com/webform)

Obtain an **EIN**
- 10 Business Days

Register with **SAM**
- 7-10 Business Days
- [https://www.sam.gov/](https://www.sam.gov/)

Create a **Grants.gov** Username and Password
- Same Day

Authorize the **AOR**
- Same Day (depending on your organization’s EBiz POC)

Track **AOR Status**
- Same Day
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.
Craig Buerstatte
Director (Acting), Office of Innovation and Entrepreneurship
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*
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
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).

Make the pitch: what is the product/market fit?
A HEALTHY ECOSYSTEM: THE HIERARCHY OF COMMUNITY NEEDS

What gap are you addressing?

- **Incubators Accelerators Capital**
- **Transportation Utilities**
- **Universities/R&D Commercialization Capital**
- **Broadband Cellular Wireless**

**HEALTHY ECOSYSTEM INNOVATION ENGINES**

**BUSINESS SUPPORT**

**TECHNOLOGY INFRASTRUCTURE**

**BASIC INFRASTRUCTURE**
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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