

**THE OFFICE OF INNOVATION &
ENTREPRENEURSHIP**



Build to Scale

2020 Competition Debrief Webinar
October 15, 2020

PRESENTER



LINDSEY COX

Program Manager
Build to Scale

A photograph of an airport terminal window, showing a view of an airplane on the tarmac. The window is framed by a grid of dark metal bars. The image is partially obscured by a blue and white geometric overlay in the top left corner.

Build to Scale

TOPICS TO BE COVERED

- The Numbers
- Technical Requirements
- Program Alignment
- Common Issues
- Future Funding Opportunities
- Next Steps

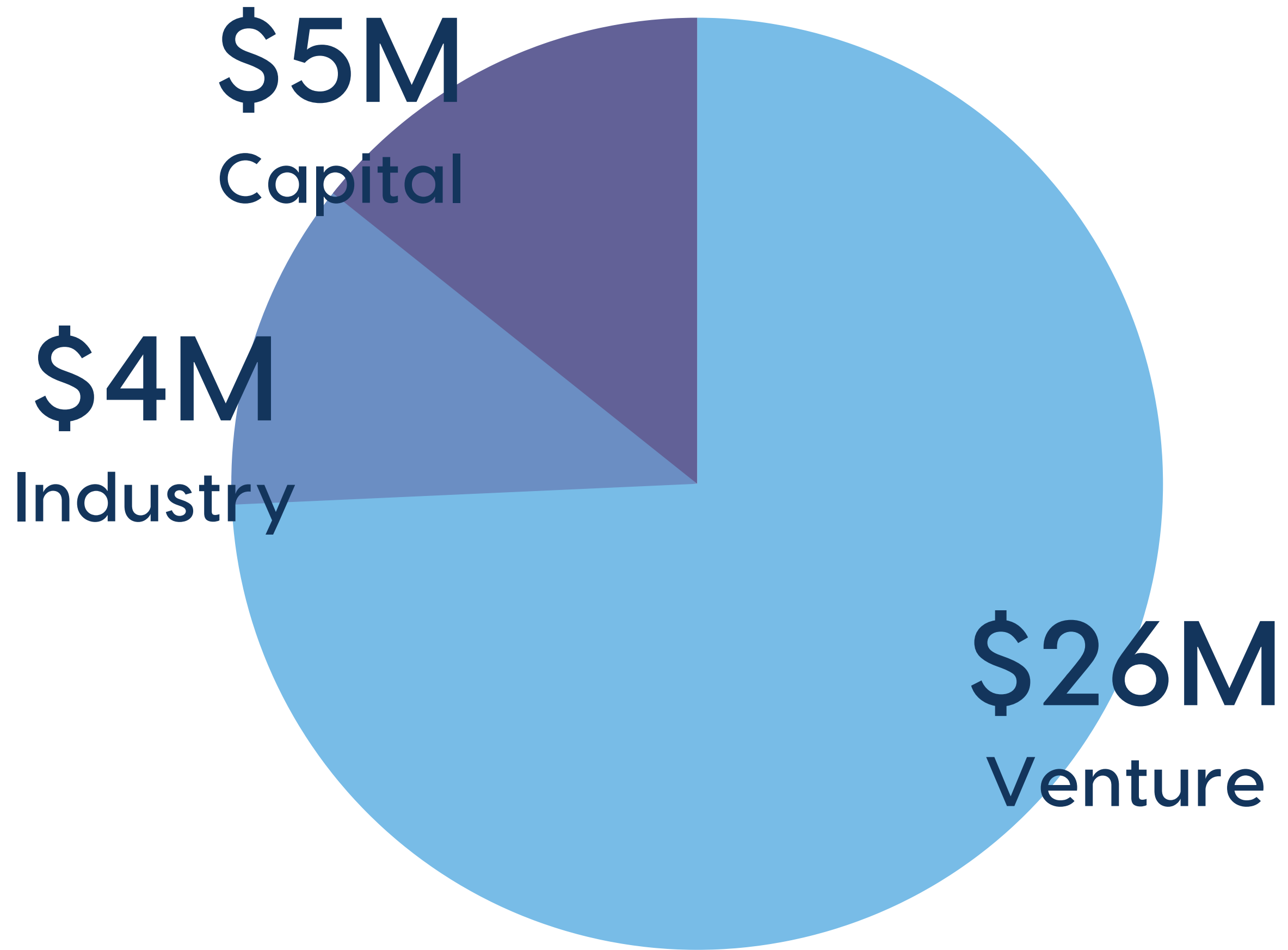
THE NUMBERS

Where did we land?



The Numbers

TOTAL FUNDING AVAILABLE



Concept Proposal Numbers

TOTAL

609

417

VENTURE

146

CAPITAL

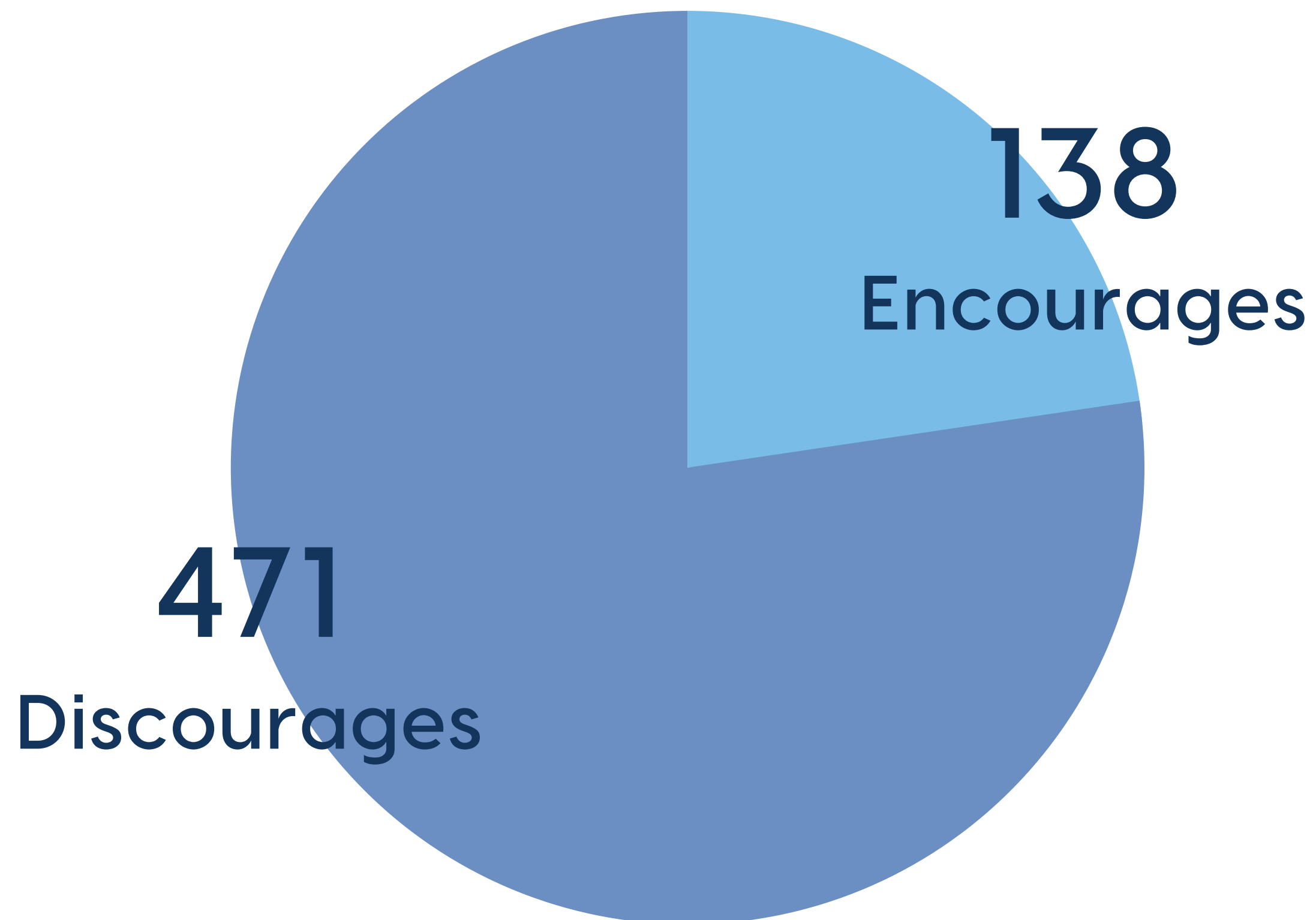
46

INDUSTRY



The Numbers

ENCOURAGE V. DISCOURAGE



Full Application Numbers

TOTAL

148

93

VENTURE

40

CAPITAL

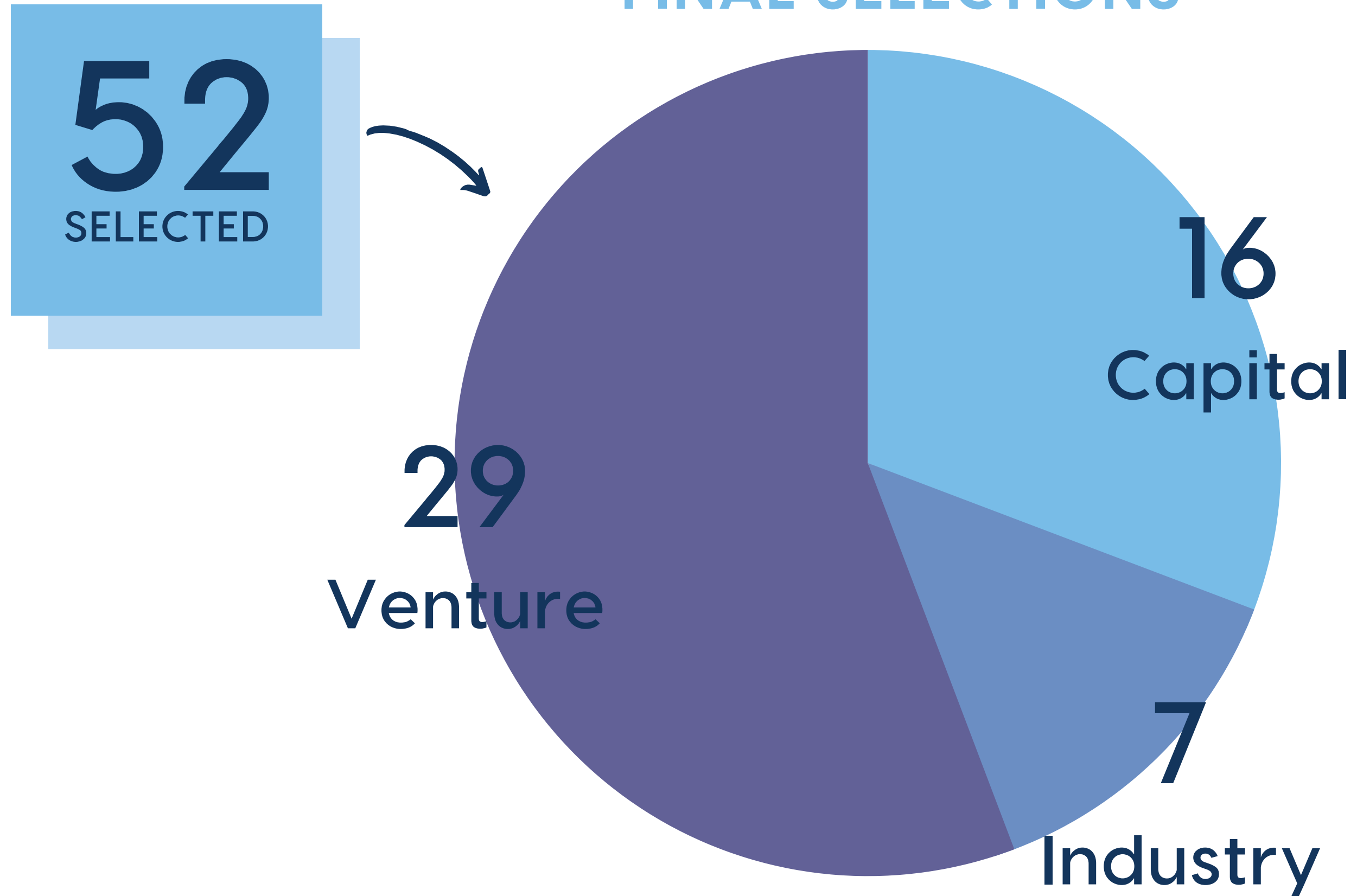
15

INDUSTRY



Funded Applications

FINAL SELECTIONS



TECHNICAL REQUIREMENTS

GETTING KNOCKED OUT BY A MISSED REQUIREMENT

Read the Notice of Funding Opportunity thoroughly and don't wait until the last minute to submit.



Common Technical Mistakes

Missing Documentation

- No SPOC compliance when required
- Ineligible Entity Type
- Missing organizational documentation

Missing/Incomplete Match

- Under matched or not *unrestricted, unencumbered and available*

Take advantage of the presubmission
technical review

Intergovernmental Review (SPOC)

https://www.whitehouse.gov/wp-content/uploads/2020/01/spoc_1_16_2020.pdf

As an example, Iowa, Maryland, and West Virginia participate in SPOC review, but make exceptions for some programs and sometimes change that list annually.

**Make sure to validate the requirements for
your service area(s)**

Eligibility + Documentation

Organizations failed to provide supporting documentation for their respective organizations, such as...

- For-profit entities applied on behalf of their non-profit arms or referenced co-applicants, but included no documentation or the required forms for a complete application
- For-profit entities applied but provided no evidence of their eligibility as an EDO or PPP

A complete listing of Eligible Entities is available in the Notice of Funding Opportunity

Technical Checklist

Use Appendix D to ensure you have documents - these can vary depending on your entity type

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.ii.a.1) (p. 11)	Application		
Budget Narrative and Staffing Plan	See Section D.2.ii.a.2) (p. 12)	Application		
Matching Share Commitment Letters	See Section D.2.ii.a.3) (p. 13)	Source 1	Source 2	etc.
State/Local Government Support	See Section D.2.ii.a.4) (p. 13)	Application		
Form SF-424	Application for Federal Assistance	Applicant 1	Applicant 2	etc.
Form SF-424A	Budget Information-Non-Construction Programs	Application		
Form SF-424B	Assurances-Non-Construction Programs	Applicant 1	Applicant 2	etc.
Form CD-511	Certification Regarding Lobbying (if applicable)	Applicant 1	Applicant 2	etc.
Form SF-LLL	Disclosure of Lobbying Activities (if applicable)	Applicant 1	Applicant 2	etc.
SPOC/EO 12372 Compliance Documentation	See Section D.2.ii.b.2)i) (p. 14) and https://www.whitehouse.gov/wp-content/uploads/2017/11/SPOC-Feb.-2018.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.iii.b.2 (p. 6)	Applicant 1	Applicant 2	etc.
Indirect Cost Rate (ICR) Agreement	See Section D.2.ii.b.2)iii) (p. 15)	Applicant 1	Applicant 2	etc.

Match Commitment

MATCH MAY BE CASH, IN-KIND, OR A COMBINATION



Match + Match Commitment Letters

Match may be cash, in-kind or a combination of both

- Common mistakes: projecting program income and including as match, not having dollar amounts included in letters
- Match must be committed, available, and unencumbered
- Signed commitment letters are required
- Dollars *cannot* go directly to startups

**Remember: match should be easily traceable
to the budget narrative**

A black and white photograph of a person's hand holding a pen over a laptop keyboard. The laptop screen displays a grid of various images, including portraits and landscapes. The image is framed by dark blue geometric shapes in the corners.

Program Alignment

**ARE YOU ALIGNED WITH THE
MISSION OF BUILD TO SCALE?**

THREE CHALLENGES

VENTURE

Seeks to support entrepreneurship and accelerate company growth in communities, regions or combinations of regions

CAPITAL

Seeks to increase access to capital in communities where risk capital is in short supply

INDUSTRY

Seeks to support entrepreneurship and accelerate company growth within the Blue Economy

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ALWAYS REMEMBER

 B2S

BUILDING REGIONAL
ECONOMIES THROUGH
SCALABLE STARTUPS



Common Issues

REVIEWER FEEDBACK

Each application was reviewed by 3 reviewers

Common Issue: Disorganized Proposals

Examples where applications fell short

- Using multiple pages to discuss service area
- Submitting drafts with edits still incorporated
- Lacking details on *how* a strategy would be executed
- Speaking in generalities with limited detail
- Budget narrative not related to application

Your application should be clear, concise and well aligned to your budget

Common Issue: Not Aligned to B2S Mission

Projects not aligned to program, EDA goals

- Supporting small businesses, not scalable businesses
- Capital Challenge: not supporting *risk* capital or focusing on activities that would be funded under the Venture Challenge

Common Issue: Support Letters

Problematic support or match letters

- Copy/paste letters with no mention of programmatic activities
- Match letters containing no value assessed to the match (disqualifying) or not aligned to the project narrative
- Proposed partners and/or stakeholders not aligned with the proposed project

Quality vs. quantity is preferable for partnerships

Common Issue: Redundancy

Former grantees reapplying for same activities

- Applicants requesting funding for a similar project in the same region that was previously funded – e.g. same cluster, same focus, but different lead organization
- Prior performance issues
- Not eligible due to a current, active grant (disqualifying)

**If a former grantee, proposal should clearly
build on past work or gains**

OIE PROGRAMS

Future Opportunities

WHAT ADDITIONAL FUNDING OPPORTUNITIES ARE
AVAILABLE THROUGH OIE?



STEM Talent Challenge

Closes October 14th

Create and implement innovative science, technology, engineering and mathematics (STEM) apprenticeship models that complement their respective region's innovation economy



Build to Scale (B2S) 2021

Pending appropriations, B2S will return in early 2021

The logo consists 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.

Build to Scale

We anticipate similar investment goals
and priorities for 2021

CONTINUING THE CONVERSATION

Interested in continuing the conversation with OIE on your 2020 Build to Scale application?

Scheduling a 1:1 call

We request you complete the following steps before scheduling a 1:1 call

- You have watched this webinar
- You re-read your Build to Scale application in it's entirety, including budget documents
- Leadership team member(s) participate in the call
- You identify the areas of strengths and weaknesses you see in your application in advance of the call

Please be understanding of limitations on staff schedules to speak 1:1

Thank you

QUESTIONS?

eda.gov/oie/contact

 **Build to Scale**

The SPRINT Challenge

Scaling Pandemic Resilience through INnovation & Technology

\$25 million national competition that aims to enable regional innovation economies to rapidly address the economic, health, and safety risks caused by the coronavirus pandemic through entrepreneurship and innovation.



This is a unique challenge focused on pandemic recovery it is **NOT** the same as Build to Scale