


THE OFFICE OF INNOVATION &
ENTREPRENEURSHIP



Build to Scale

2021 B2S General Webinar
February 2021



Office of Innovation & Entrepreneurship

TOPICS TO BE COVERED

Who We Are
Build to Scale 2021 Overview
Application Information
Timeline



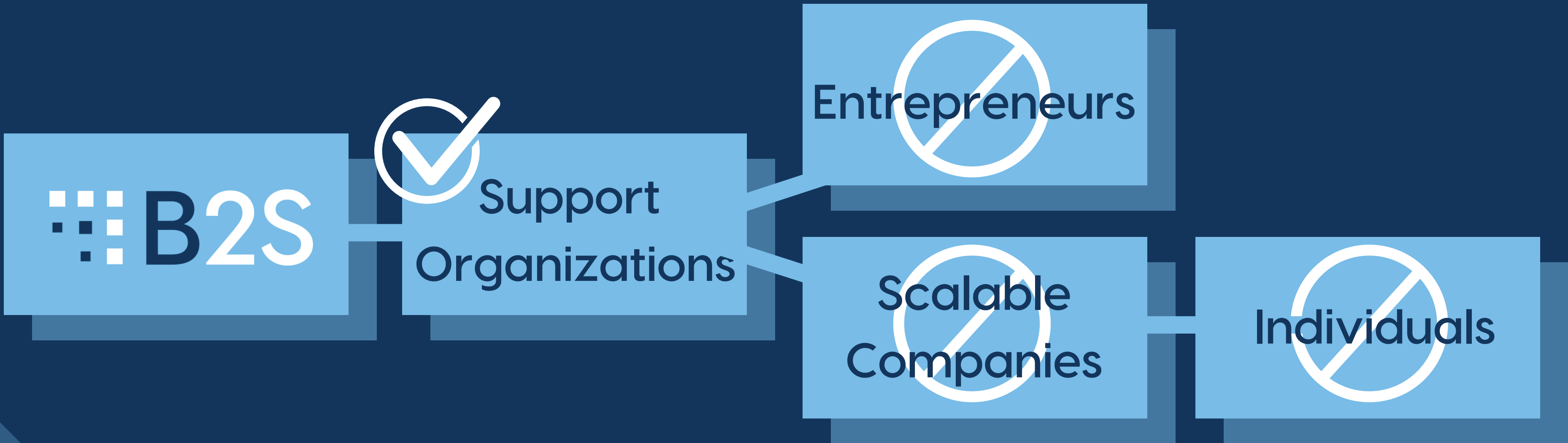
Build to Scale

BUILDING REGIONAL
ECONOMIES THROUGH
SCALABLE STARTUPS

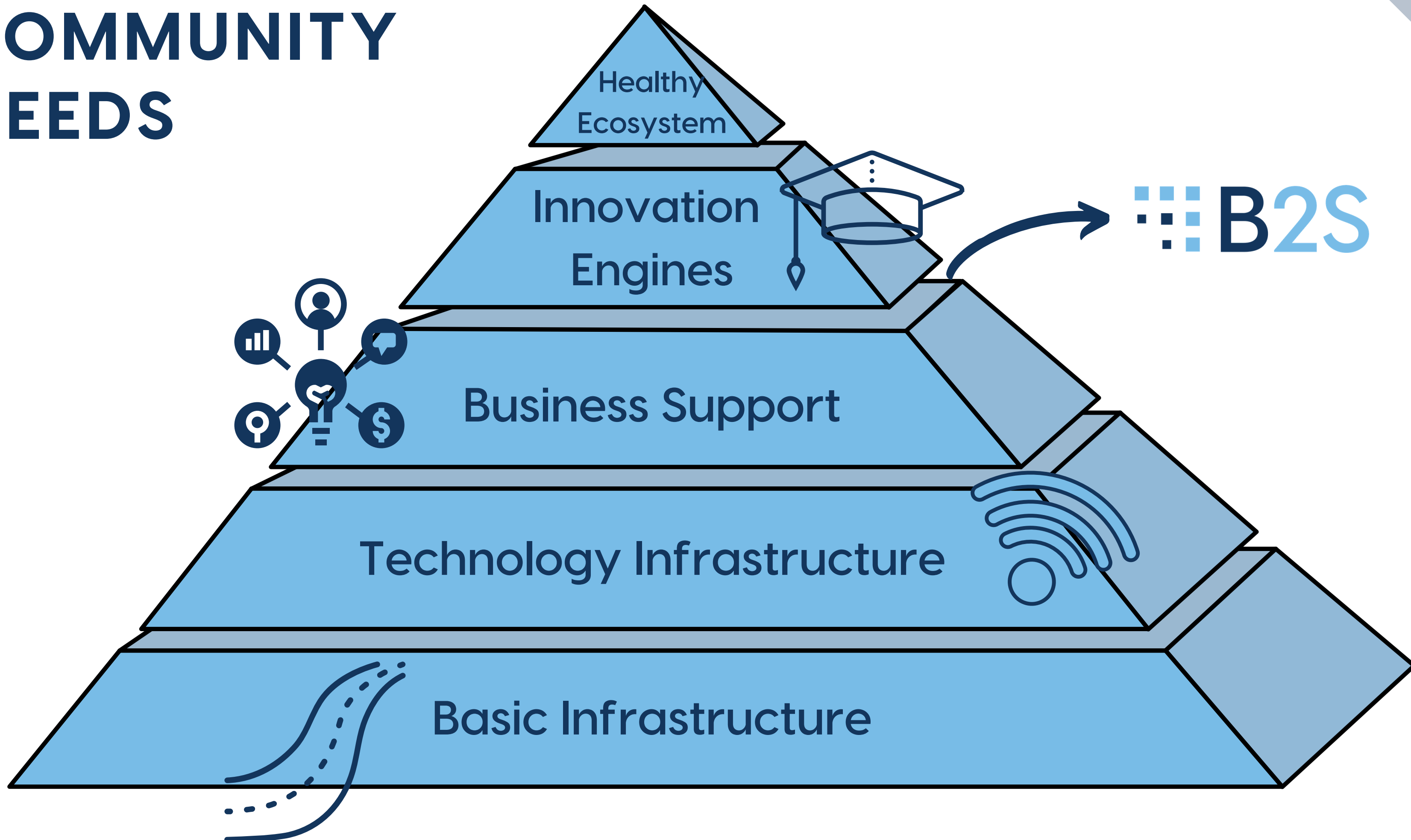
SECTION 27 OF THE STEVENSON WYDLER TECHNOLOGY ACT

- Strengthen regional innovation initiatives
- Build innovation-based business ventures
- 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

Who do we fund?



COMMUNITY NEEDS



EDA ECOSYSTEM

National program, regional collaboration

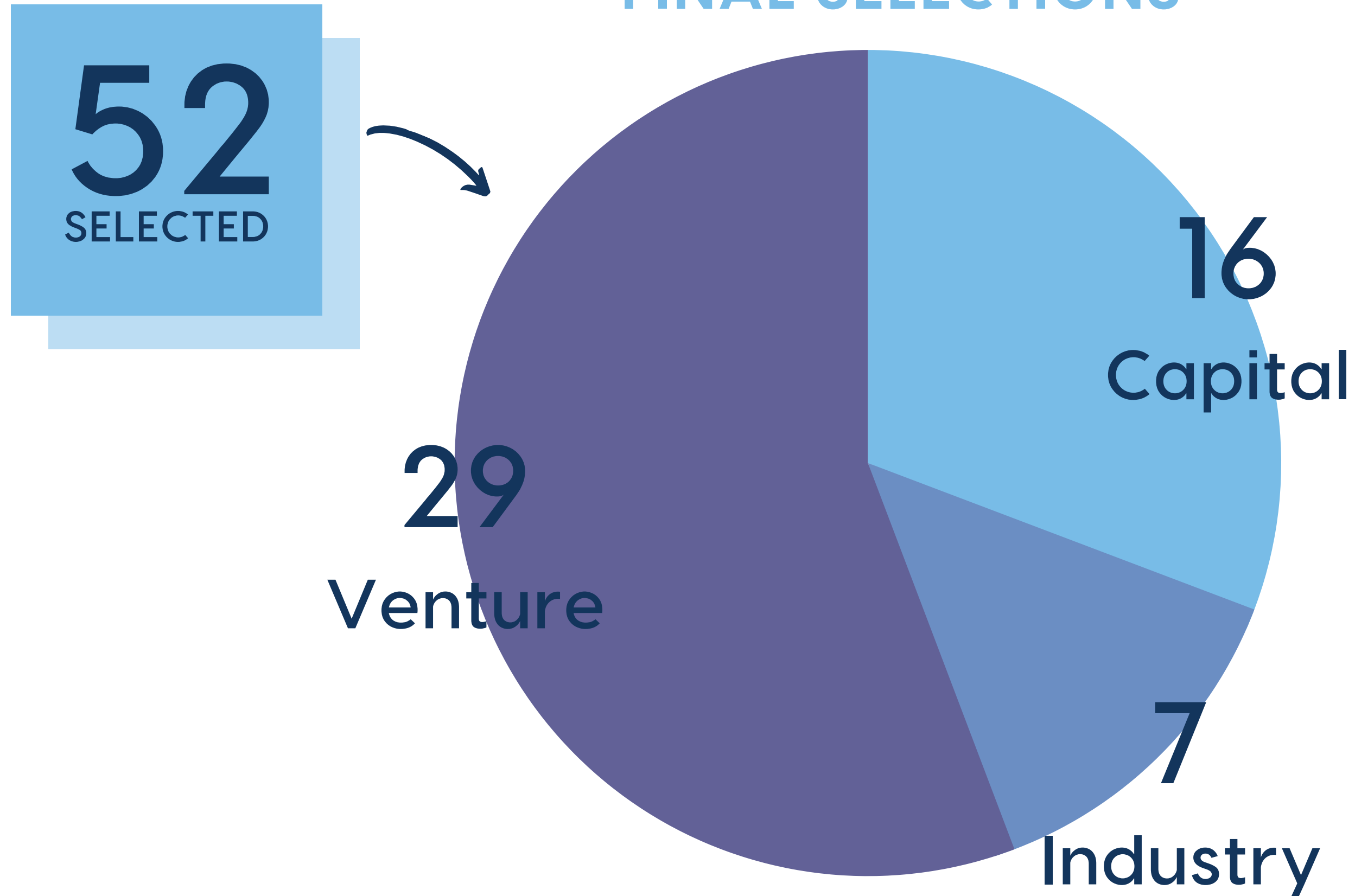


THE NUMBERS

Where did we land?

FY20 Funded Applications

FINAL SELECTIONS



The Numbers

COMPLETE PORTFOLIO TO DATE



Coverage in all 50 states + 2 territories



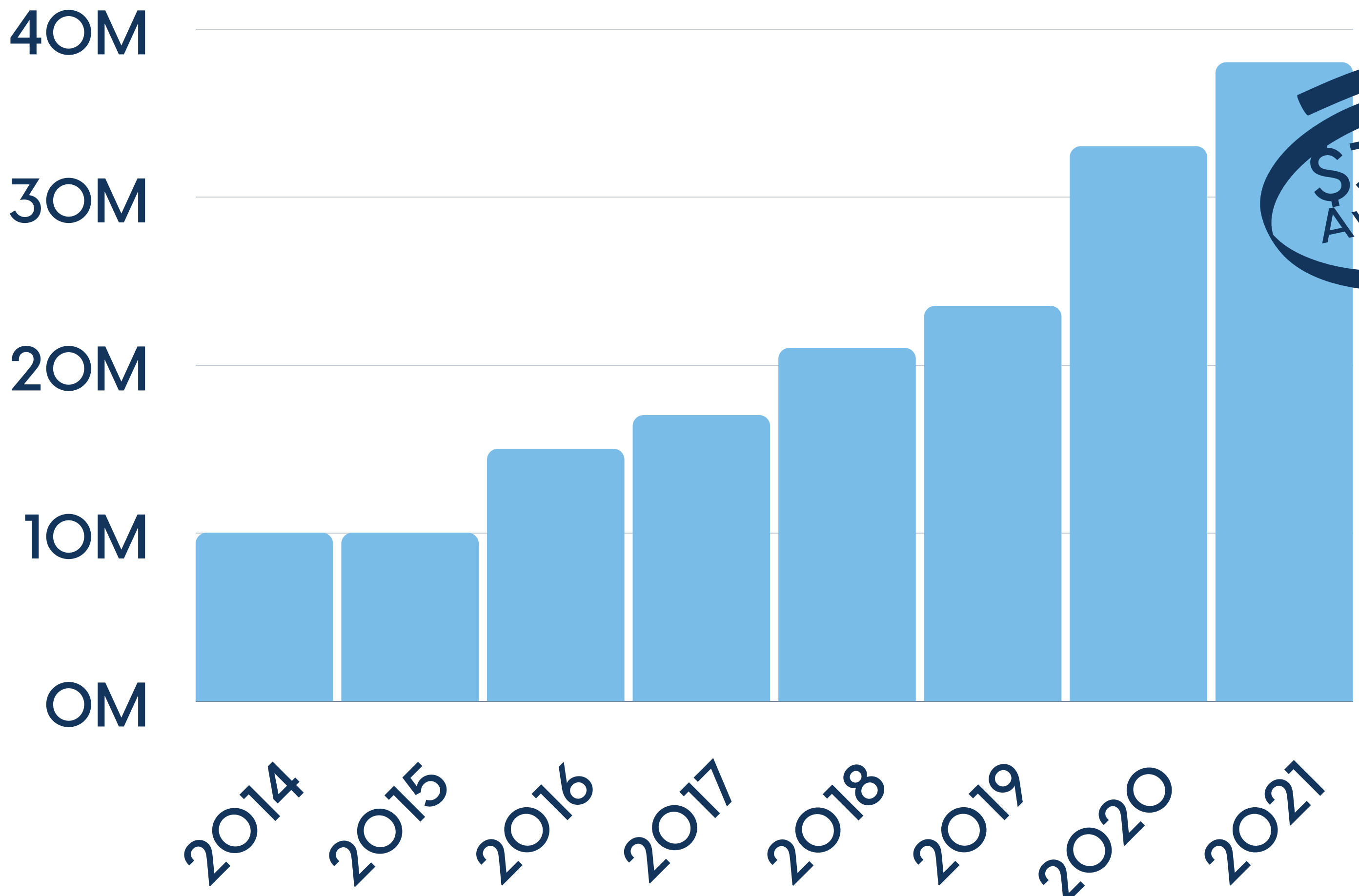
277 grants made to date



\$135M in federal dollars deployed

Available Funds

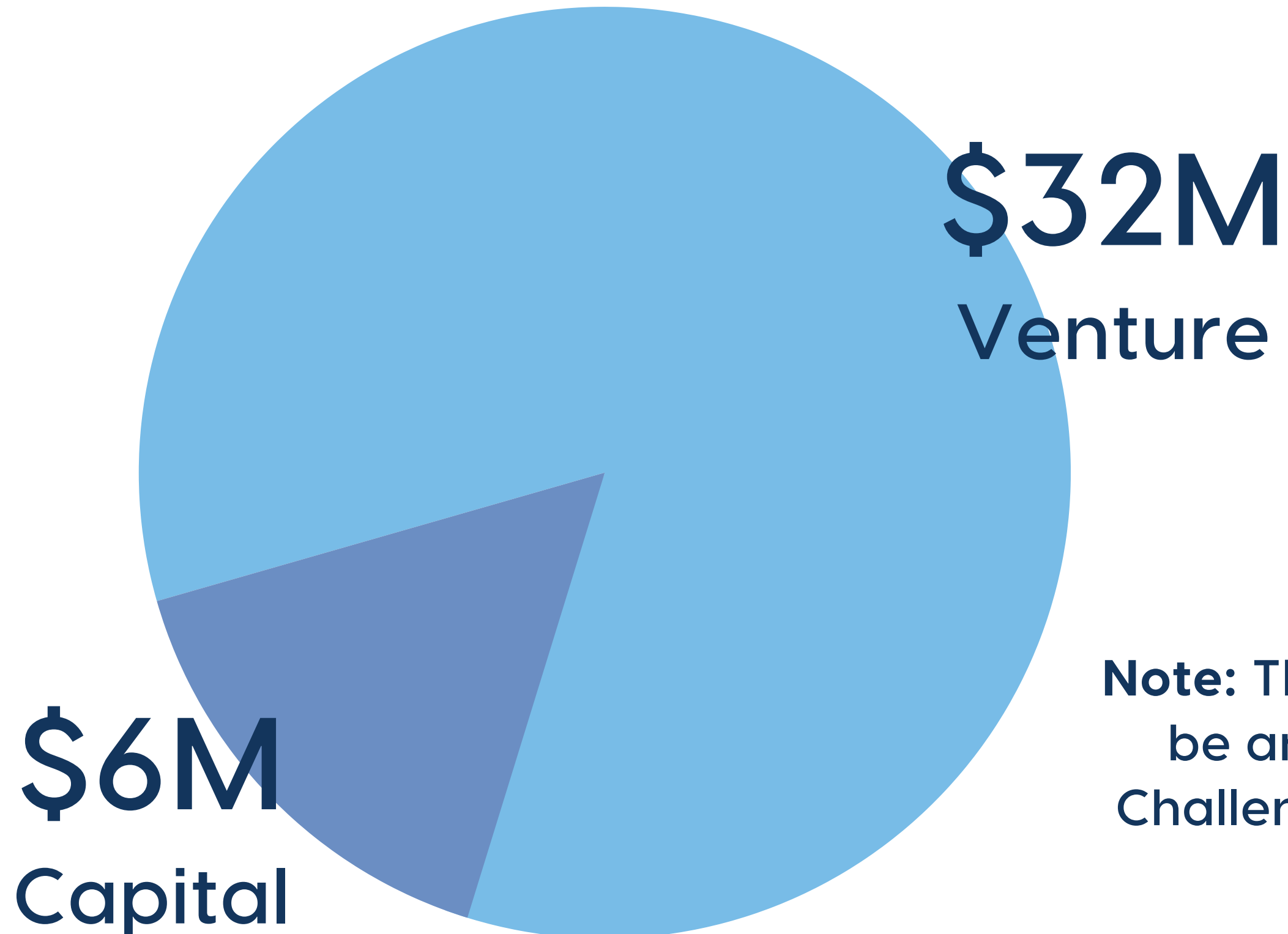
BY YEAR



\$38M
Available

FY21 Competitions

VENTURE AND CAPITAL



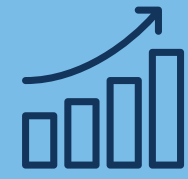
Note: There will not be an Industry Challenge for FY21

VENTURE CHALLENGE

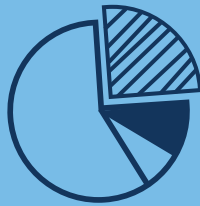
Seeks to support entrepreneurship and accelerate company growth in communities, regions, or combinations of regions.

Venture Challenge

ORGANIZATIONS SHOULD BE SUPPORTING COMPANIES THAT ARE...



Scalable by nature



Challenging the status quo of markets



Commercializing technology



Furthering job creation

**\$32M
Available**

Venture Challenge

SINGLE COMPETITION, TWO FUNDLING LEVELS

BUILD

- Piloting a solution to a demonstrated need
- Implementing a proven solution for a new community or region
- Up to \$750k over 3 years

SCALE

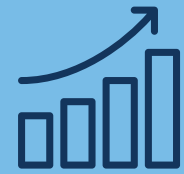
- Scaling an existing initiative with proven impacts
- Proven track record of successful program deployment
- Up to \$1.5M over 3 years

CAPITAL CHALLENGE

Seeks to increase access to capital in communities, sectors, or regions where risk capital is in short supply.

Capital Challenge

PROVIDES OPERATIONAL SUPPORT FOR...



The formation, launch, or scale of investment funds that seek to invest their capital in scalable startups



Organizations with a goal to expand capital deployment within a community, region, or regional industry (i.e angel networks or investor training programs)



Capital Challenge

SINGLE COMPETITION, SINGLE FUNDING LEVEL

Grant funds are to be used to increase access to capital in communities, sectors, or regions where risk capital is in short supply and can cover programmatic and operating expenses.



Up to \$400k over 3 years



Build to Scale Program

KEEP IN MIND...



Funding **CANNOT** go directly to startups



You may only submit 1 application **per challenge**



You **must** be an eligible entity to apply



1:1 match is **REQUIRED**

Don't try to be

THE SILCON VALLEY OF...

(fill in the blank)

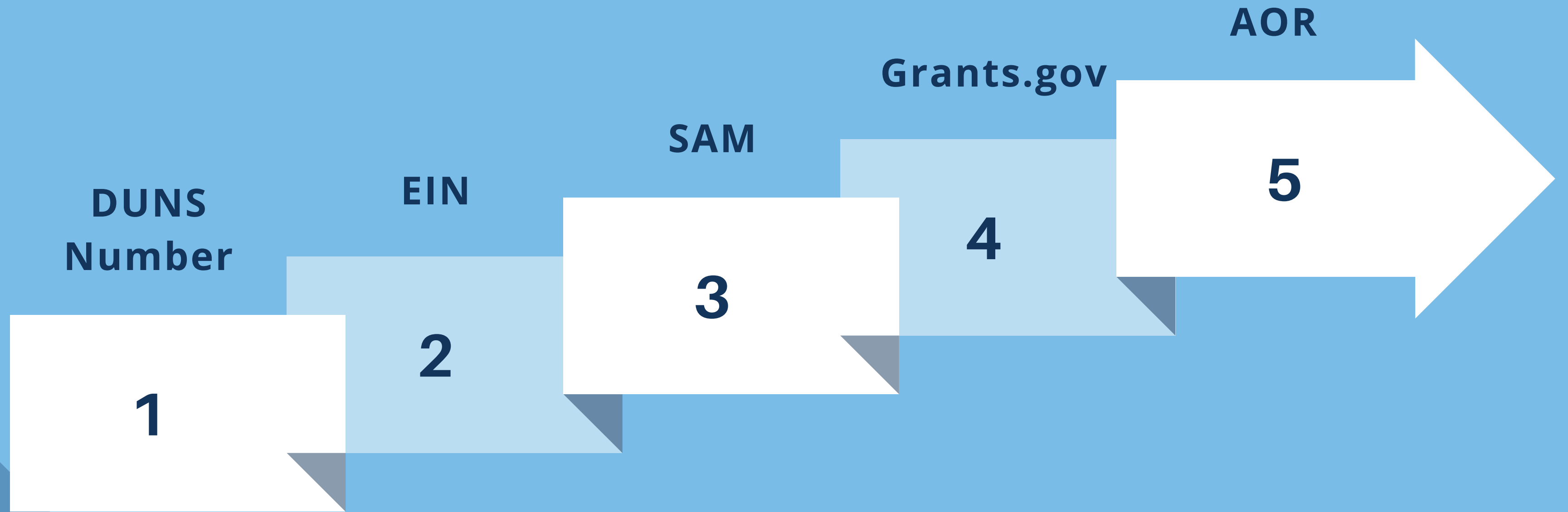
TECHNICAL REQUIREMENTS

Don't get knocked out by a technical mistake.

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

Application Systems

All of these are necessary to apply



Eligible Entities

Who is eligible to apply?

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

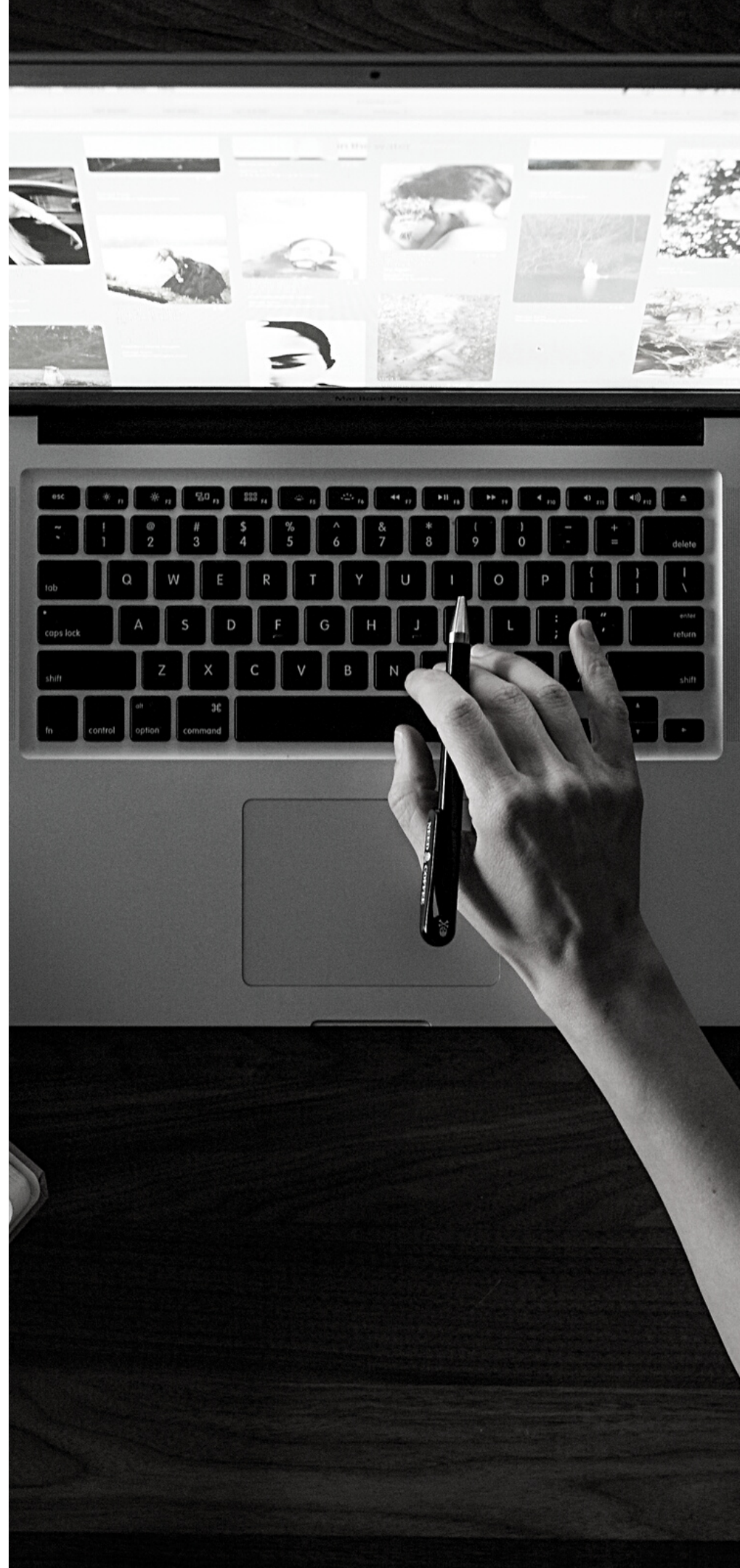
- an economic development organization

A consortium of the above

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.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 (if applicable)	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. 13)	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 7 to section C.1	Application		
Indirect Cost Rate (ICR) Agreement	See section D.2.ii.b.3) (p. 14)	Applicant 1	Applicant 2	etc.



The Application

LINK TO ACCESS THE GRANTS.GOV PORTAL

The link to access the grants.gov portal can be found within the Notice of Funding Opportunity.

VIEW OPPORTUNITY



EDA-HDQ-OIE-2020-2006455
2020 Build to Scale Program - Full Application
Department of Commerce

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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
11.020	2877468	Industry Challenge	PKG00261026	04/29/2020	06/14/2020	Preview Apply
11.020	2877446	Capital Challenge	PKG00261015	04/29/2020	06/14/2020	Preview Apply
11.020	2877445	Venture Challenge	PKG00261016	04/29/2020	06/14/2020	Preview Apply



Preview Opportunity Package Details



Opportunity Package Details:

Agency Contact Information: Office of Innovation and Entrepreneurship
E-mail: OIE@eda.gov

Who Can Apply: Organization Applicants

PACKAGE FORMS:

[Download Instructions](#)

Mandatory Forms
(Click to Preview)

- » [Application for Federal Assistance \(SF-424\) \[V2.1\]](#)
- » [Budget Information for Non-Construction Programs \(SF-424A\) \[V1.0\]](#)
- » [Assurances for Non-Construction Programs \(SF-424B\) \[V1.1\]](#)
- » [Disclosure of Lobbying Activities \(SF-LLL\) \[V1.2\]](#)
- » [CD511 Form \[V1.1\]](#)
- » [Project Narrative Attachment Form \[V1.2\]](#)
- » [Budget Narrative Attachment Form \[V1.2\]](#)

Optional Forms
(Click to Preview)

- » [Attachments \[V1.2\]](#)

Close

A photograph of a person sitting at a desk in an office, viewed from behind. The person is looking at a computer monitor. The desk has a desk lamp and a laptop. The office has a tiled floor and a white wall. The image is partially obscured by a blue geometric overlay on the left side.

The Full Application

WHAT IS REQUIRED?

Review the information found in the FY2021 Notice of Funding Opportunity.



Application

Project Design and Substance

Project Narrative

Budget Narrative and Staffing Plan

Matching Share Commitment Letters

State/Local Government Support (if applicable)

Forms and Supporting Documentation

SF-424 (Application for Federal Assistance)

SF-424A (Budget Information Non-Construction Programs)

SF-424B (Assurances Non-Construction Programs)⁹

CD-511 (Certification Regarding Lobbying)

SF-LLL (Disclosure of Lobbying Activities) (if applicable)

State Single-Point-of-Contact (SPOC)/Executive Order 12372 Compliance Documentation (if applicable)¹⁰

Organizational Documentation (if applicable)¹¹

Indirect Cost Rate (ICR) Documentation (if applicable)¹²

Project Narrative

LIMIT OF 10 PAGES



Project Narrative

Specific elements to address...

- Project description and overview
- Ecosystem resources and assets
- Proposed solution
- Partnerships
- Measurable goals & feasibility
- Sustainability

Project Narrative

A competitive Project Narrative will...

- Be clear and concise
- Have a defined strategic gap it seeks to fill
- Include well defined partnerships - and roles of those partnerships
- Contain key milestones + dates
- Identify an achievable scope of work
- Demonstrate the long term potential impact (including metrics)

Budget Narrative + Staffing Plan

RECOMMENDED LIMIT OF 4
PAGES



Budget Narrative + Staffing Plan

A template has been made available for your use (Appendix B)

- Identify and justify how funds in each line item of the budget will be used to support the project
- Staffing plan listing all positions charged to the award
- Line items should distinguish between federal and match shares
- Budget categories should match SF-424A
- Itemized valuation for in-kind funds

Match Commitment Letters

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



Match + Match Commitment Letters

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

- Match must be committed, available, and unencumbered
- Signed commitment letters are required
- Should be traceable to the budget narrative
- 1:1 or \$:\$ match is **REQUIRED**

Government Support

RELATED TO THE PROJECT
SERVICE AREA



PUTTING IT ALL TOGETHER

Review Criteria

SIX EQUALLY WEIGHTED CATEGORIES



Review Criteria

REVIEWERS WILL SCORE ON SIX CRITERIA



Ecosystem resources and assets



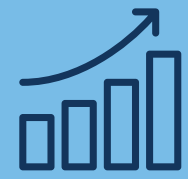
Proposed solution



Use of partner entities

Review Criteria

REVIEWERS WILL SCORE ON SIX CRITERIA



Measurable goals and sustainability



Budget and staffing plan



Alignment with B2S Program goals

NEXT STEPS

WHAT'S NEXT FOR BUILD TO SCALE?



FEB TO APRIL

Application window is open



MAY TO JULY

Reviews + award package
creation



AUGUST 2021

Announcement of FY21
Build to Scale Grantees

Thank you

QUESTIONS?

Email: oiie@eda.gov

 **Build to Scale**