


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



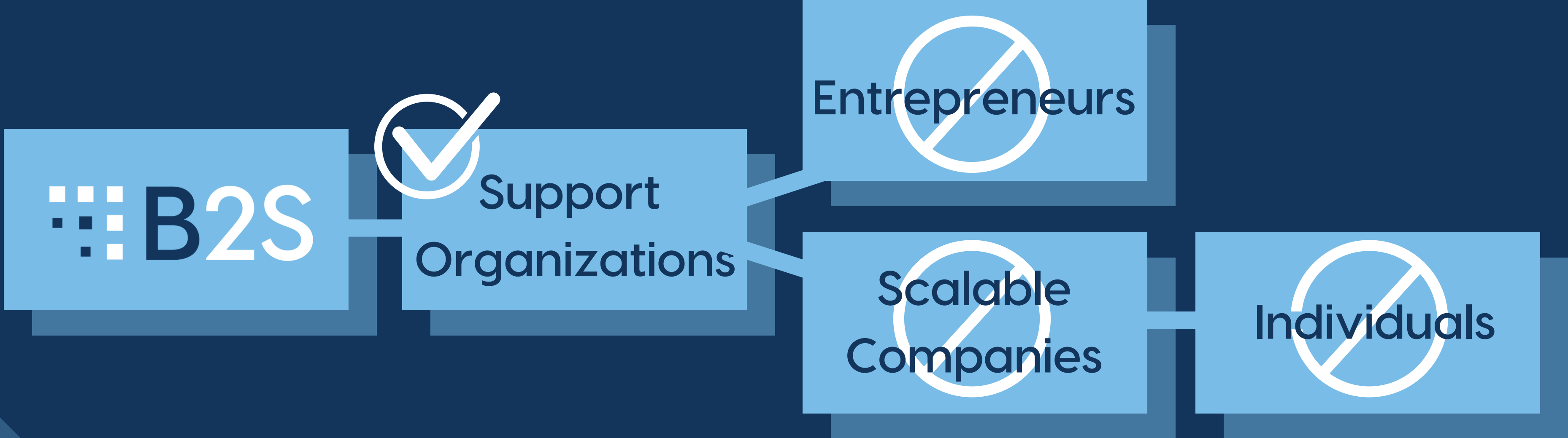
Build to Scale

BUILDING REGIONAL  
ECONOMIES THROUGH  
SCALABLE STARTUPS

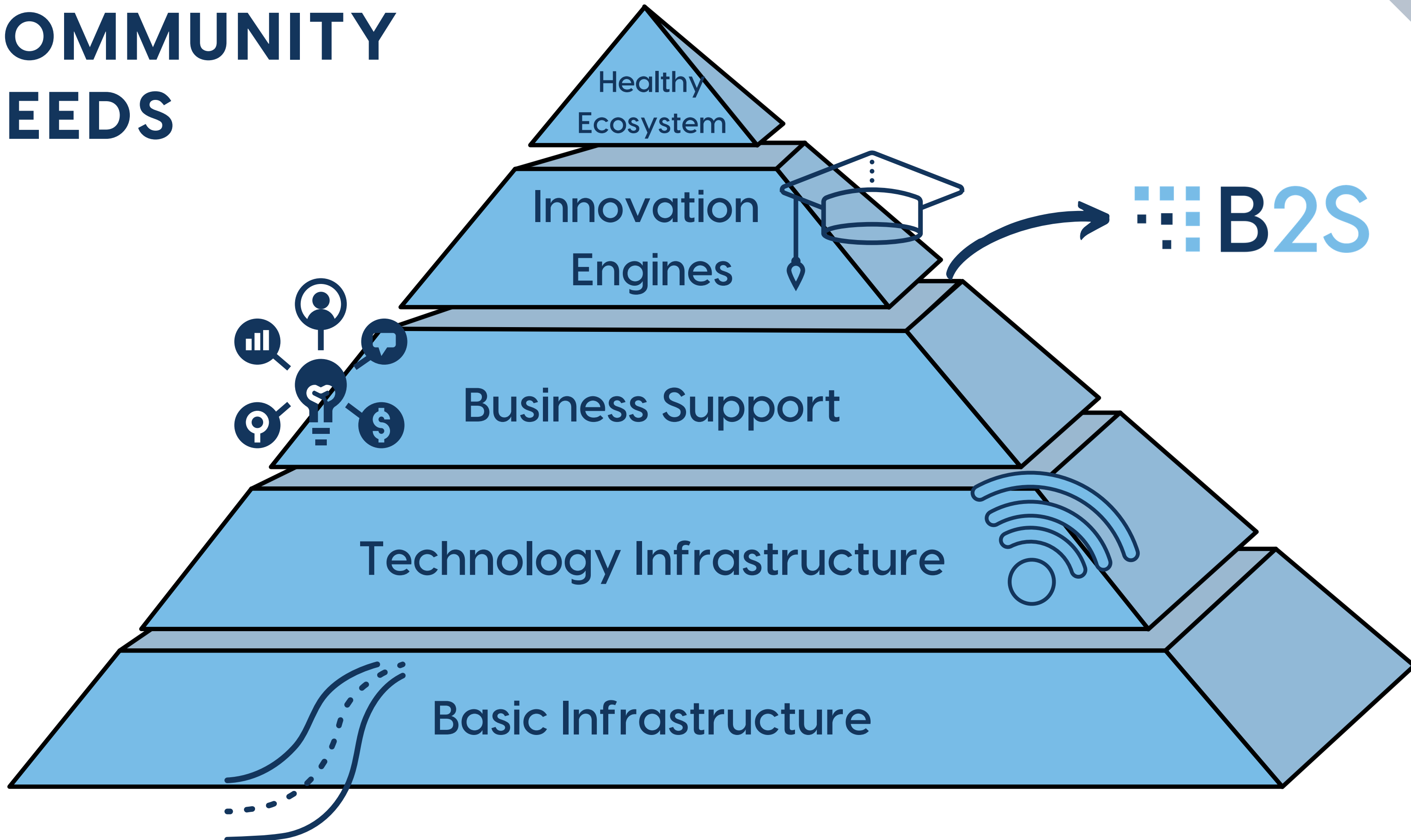
# SECTION 27 OF THE STEVENSON WYDLER TECHNOLOGY ACT

- 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



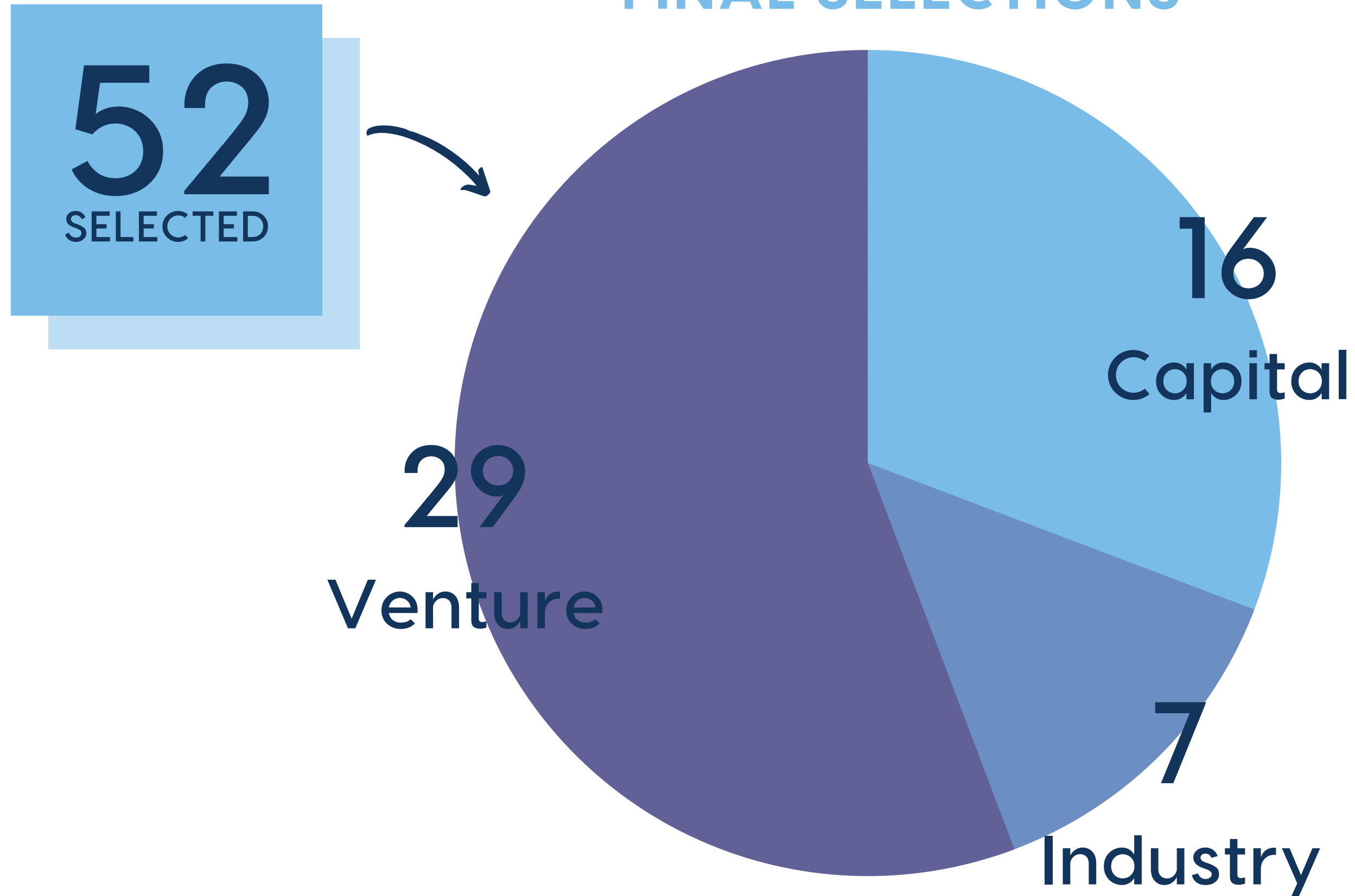
# THE NUMBERS

Where did we land?



# FY20 Funded Applications

FINAL SELECTIONS



# The Numbers

## COMPLETE PORTFOLIO TO DATE



Coverage in all 50 states + 2 territories



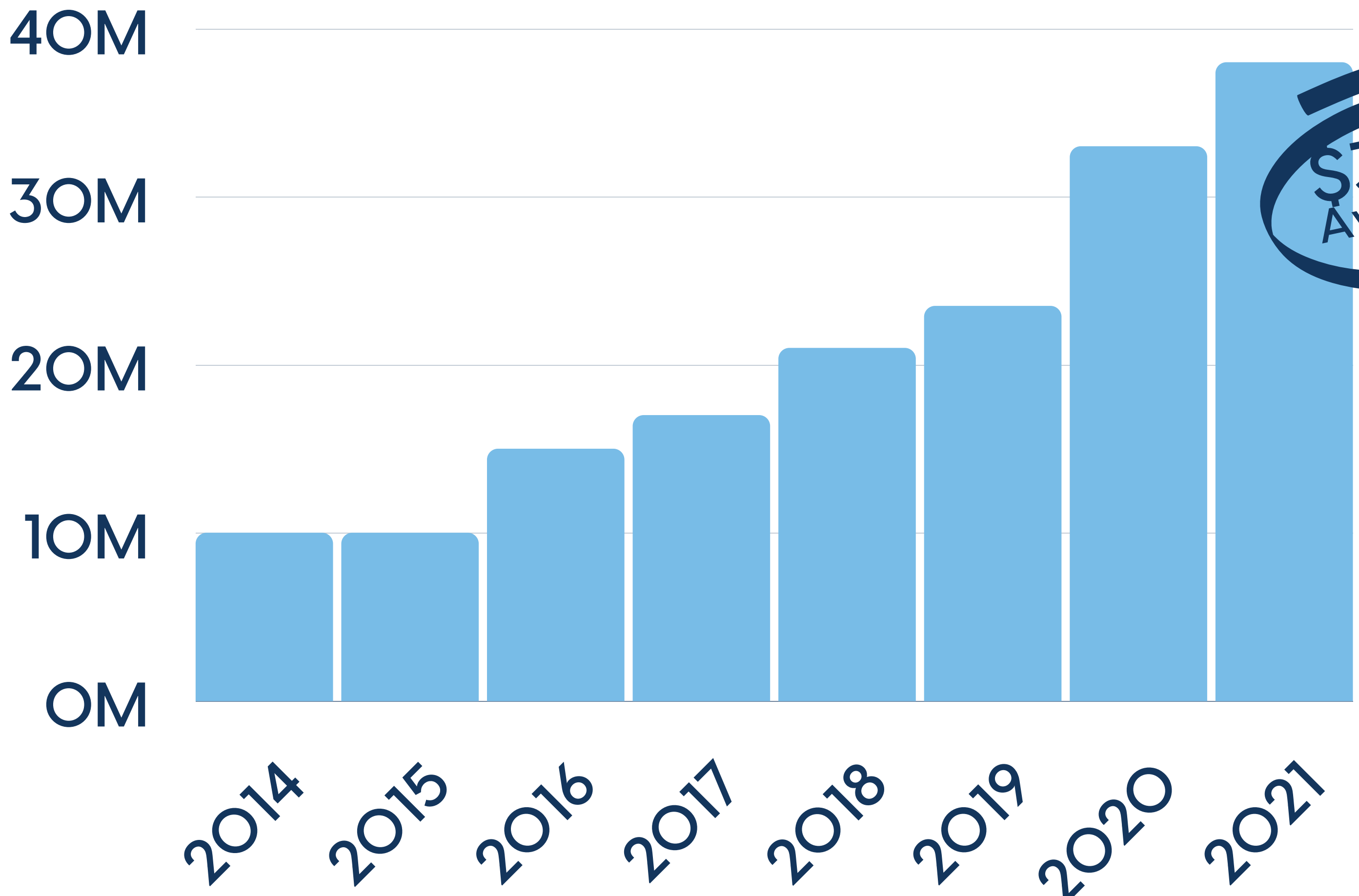
277 grants made to date



\$135M in federal dollars deployed

# Available Funds

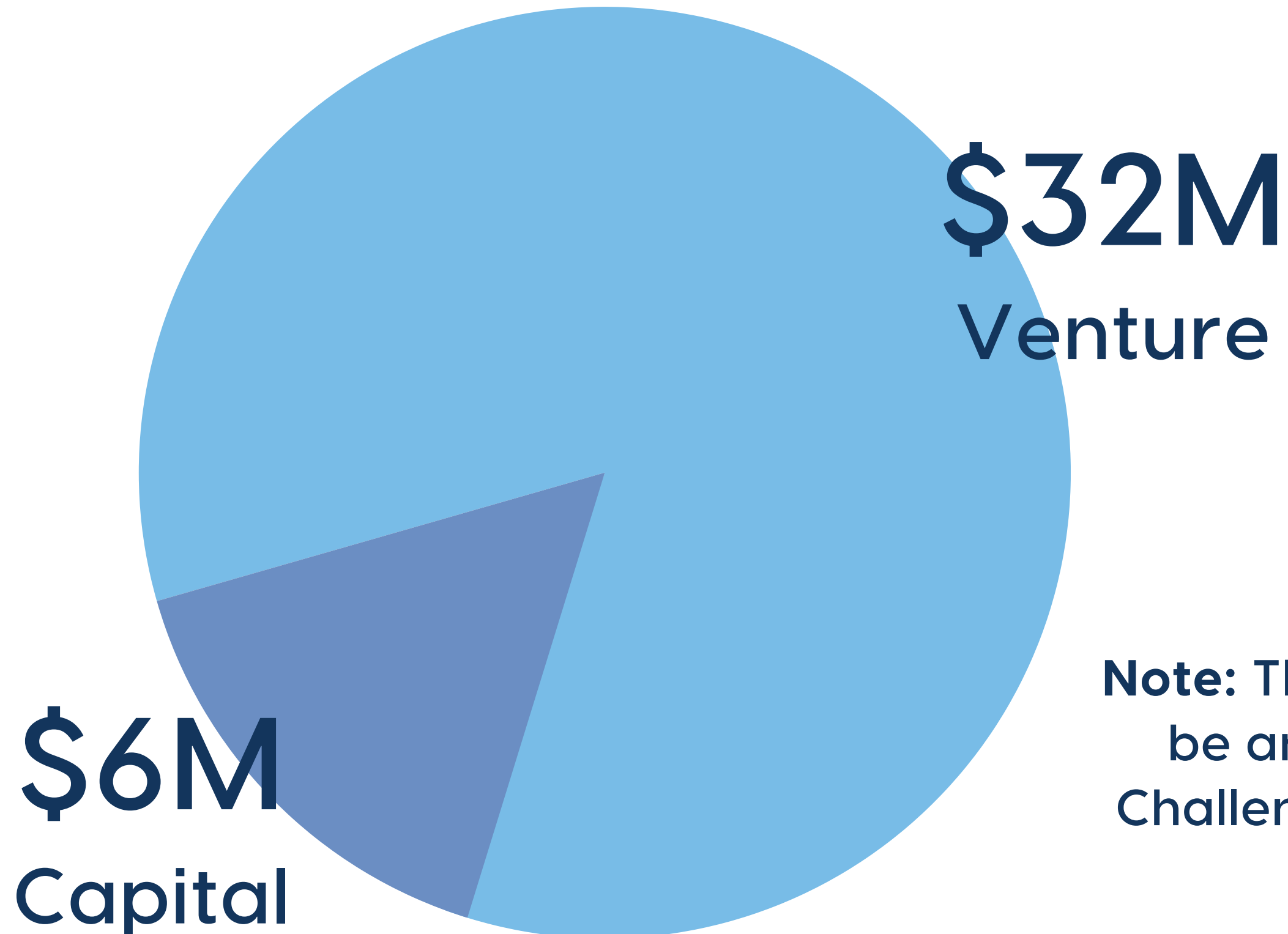
BY YEAR



**\$38M**  
Available

# FY21 Competitions

## VENTURE AND CAPITAL



**Note:** There will not be an Industry Challenge for FY21

# VENTURE CHALLENGE

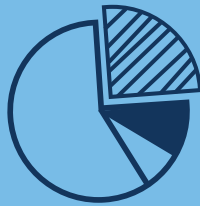
Seeks to support entrepreneurship and accelerate company growth in communities, regions, or combinations of regions.

# 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)

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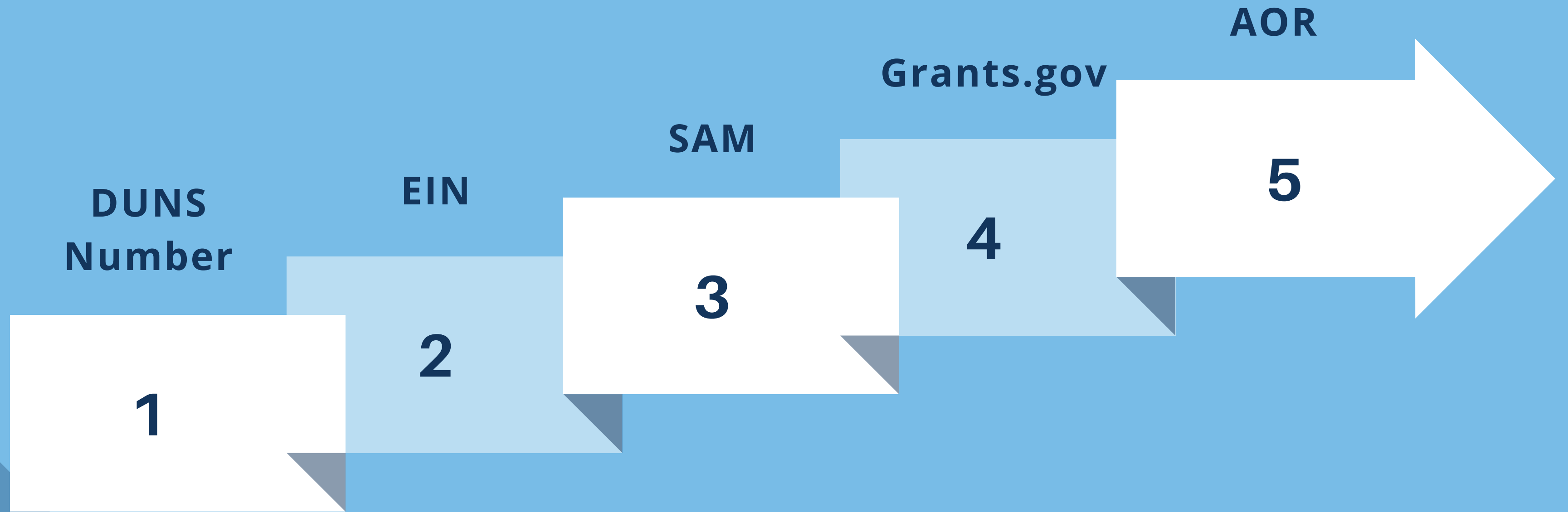
# TECHNICAL REQUIREMENTS

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

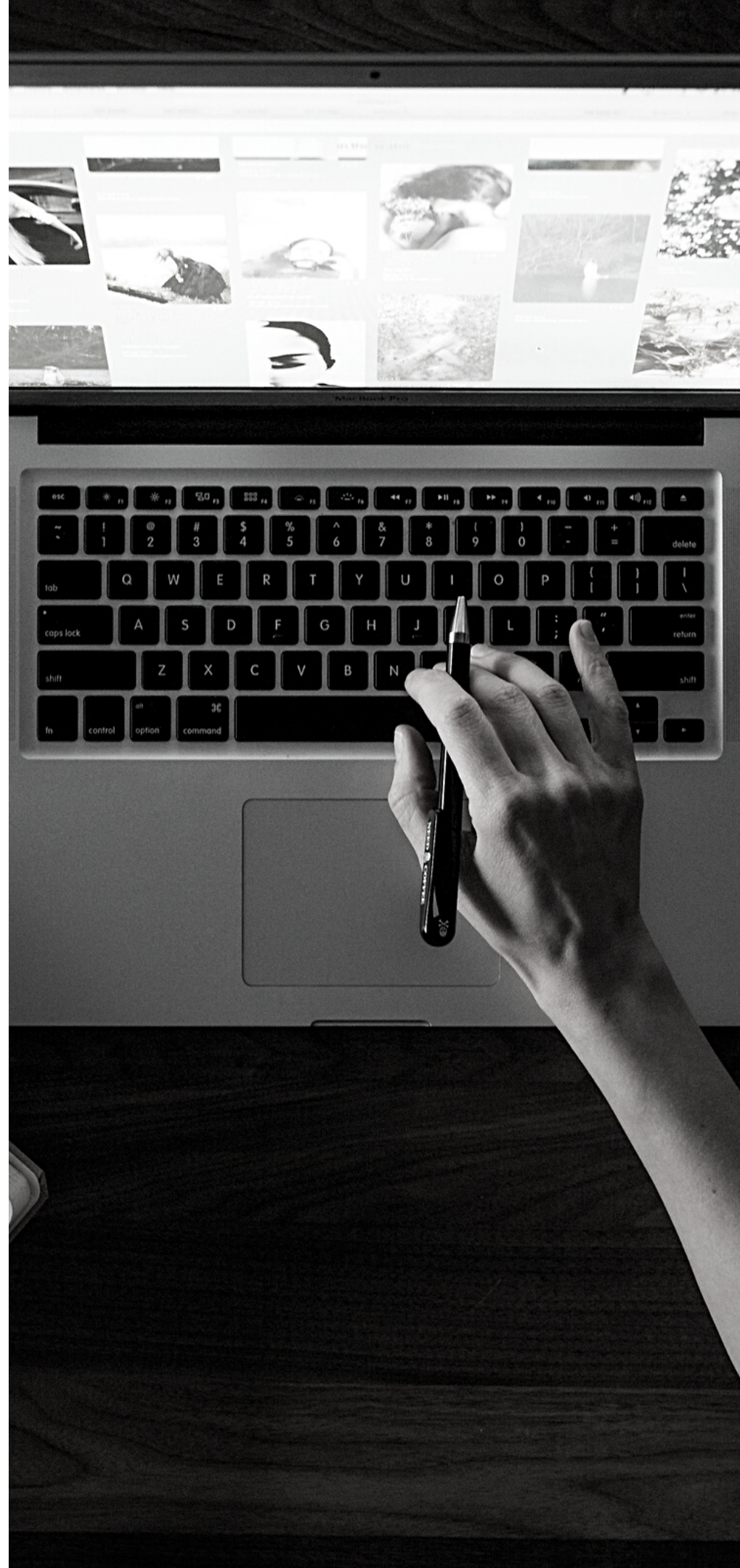
A consortium of the above

# 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		
<b>Project Narrative</b>	See section D.2.i.a (p. 9)	Application		
<b>Budget Narrative and Staffing Plan</b>	See section D.2.i.b (p. 11)	Application		
<b>Matching Share Commitment Letters</b>	See section D.2.i.c) (p. 12)	Source 1	Source 2	etc.
<b>State/Local Government Support</b>	See section D.2.i.d (p. 12)	Application		
<b>Form SF-424</b>	Application for Federal Assistance	Applicant 1	Applicant 2	etc.
<b>Form SF-424A</b>	Budget Information-Non-Construction Programs	Application		
<b>Form CD-511</b>	Certification Regarding Lobbying (if applicable)	Applicant 1	Applicant 2	etc.
<b>Form SF-LLL</b>	Disclosure of Lobbying Activities (if applicable)	Applicant 1	Applicant 2	etc.
<b>SPOC/EO 12372 Compliance Documentation</b>	See section D.2.ii.b.1) (p. 13) and <a href="https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf">https://www.whitehouse.gov/wp-content/uploads/2020/04/SPOC-4-13-20.pdf</a> (if applicable)	State 1	State 2	etc.
<b>Organizational Documentation</b>	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.
<b>Public Private Partnership Documentation</b>	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		
<b>Indirect Cost Rate (ICR) Agreement</b>	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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- [VERSION HISTORY](#)
- [RELATED DOCUMENTS](#)
- [PACKAGE](#)

[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
11.020	2877468	Industry Challenge	PKG00261026	04/29/2020	06/14/2020	<a href="#">Preview</a>   <a href="#">Apply</a>
11.020	2877446	Capital Challenge	PKG00261015	04/29/2020	06/14/2020	<a href="#">Preview</a>   <a href="#">Apply</a>
11.020	2877445	Venture Challenge	PKG00261016	04/29/2020	06/14/2020	<a href="#">Preview</a>   <a href="#">Apply</a>



## 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)	Optional Forms (Click to Preview)
<ul style="list-style-type: none"><li>» <a href="#">Application for Federal Assistance (SF-424) [V2.1]</a></li><li>» <a href="#">Budget Information for Non-Construction Programs (SF-424A) [V1.0]</a></li><li>» <a href="#">Assurances for Non-Construction Programs (SF-424B) [V1.1]</a></li><li>» <a href="#">Disclosure of Lobbying Activities (SF-LLL) [V1.2]</a></li><li>» <a href="#">CD511 Form [V1.1]</a></li><li>» <a href="#">Project Narrative Attachment Form [V1.2]</a></li><li>» <a href="#">Budget Narrative Attachment Form [V1.2]</a></li></ul>	<ul style="list-style-type: none"><li>» <a href="#">Attachments [V1.2]</a></li></ul>

Close



# The Full Application

## WHAT IS REQUIRED?

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



# Application

## Project Design and Substance

Project Narrative

Project Narrative and Staffing Plan

Matching Share Commitment Letters

State/Local Government Support (if applicable)

Documentation

Forms and Supporting Documents

SF-424 (Application for Federal Assistance)

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

SF-424B (Assurances Non-Construction Programs)<sup>9</sup>

CD-511 (Certification Regarding Lobbying)

SF-111 (Disclosure of Lobbying Activities) (if applicable)

2 Compliance Documentation (if applicable)

State Single-Point-of-Contact (SPOC)/Executive Order 12372 (if applicable)<sup>10</sup>

Organizational Documentation (if applicable)<sup>11</sup>

Indirect Cost Rate (ICR) Documentation (if applicable)<sup>12</sup>

# 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



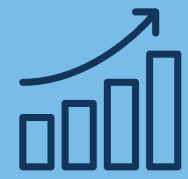
Proposed solution



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: [oi@eda.gov](mailto:oi@eda.gov)

 **Build to Scale**