



**Build to Scale**

# Agenda

- History of the program
- Build to Scale Program Overview
  - *Venture Challenge*
  - *Capital Challenge*
- How to apply





# Stevenson- Wydler Technology Act of 1980

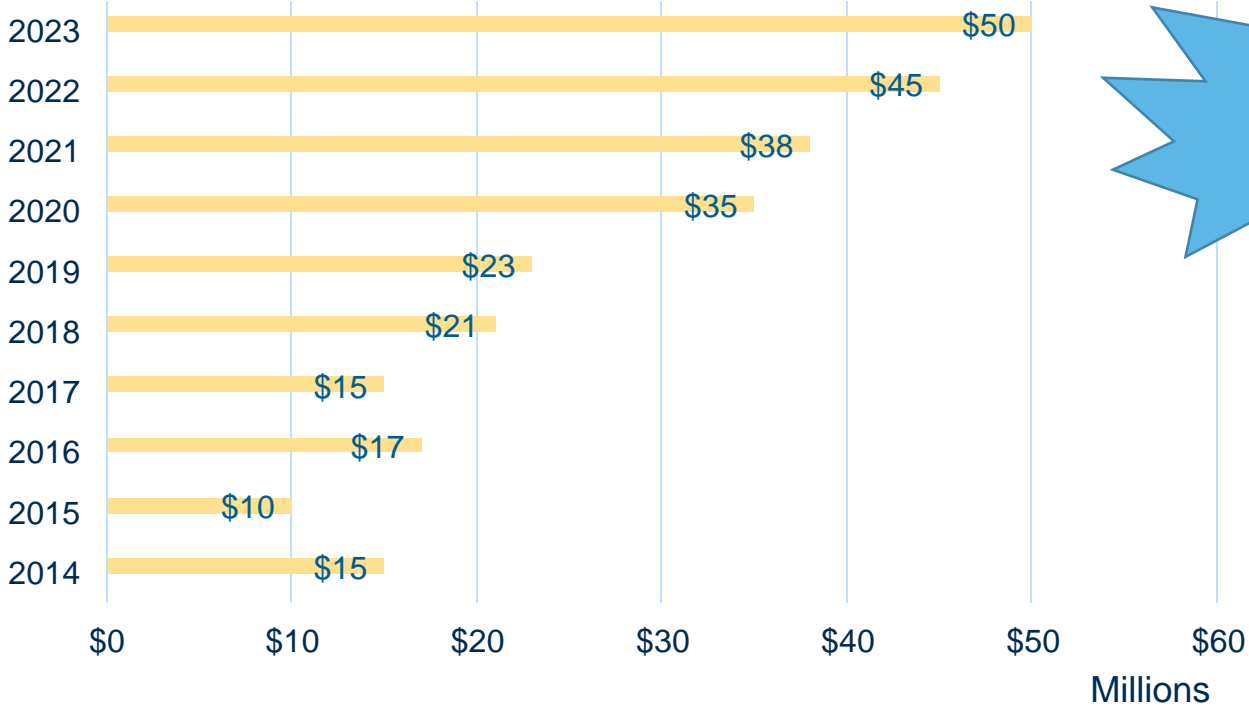
Section 27, 15 U.S. Code § 3722

Planning and technical assistance of a regional innovation initiative to improve the connectedness and strategic orientation of the regional innovation initiative

increasing the availability and investment of private and philanthropic financing that supports innovation-based business ventures

facilitating commercialization of products, processes, and services, including through demonstration, deployment, technology transfer, and entrepreneurial activities

# Investments to date



*\$50M for 2023!*

# Program Impact



## Build to Scale

A program of the U.S. Economic Development Administration

### IMPACT ON REGIONAL INNOVATION ECONOMIES

SINCE PROGRAM CREATION IN FY 2014



**8,853**

JOB(S) SAVED  
ESTIMATED



**58,624**

JOB(S) CREATED  
ESTIMATED



**\$221M**

EDA INVESTMENT



**\$254M**

LOCAL MATCH

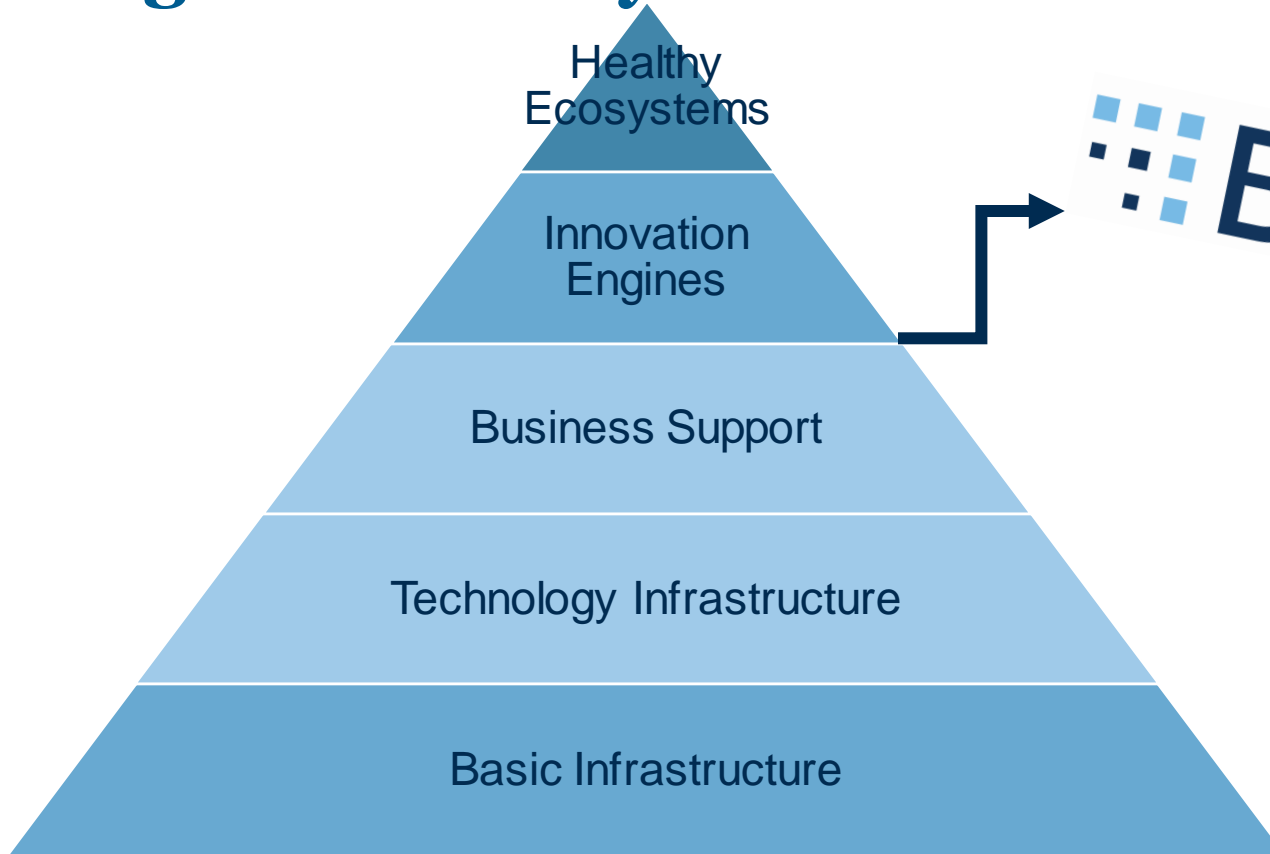


**378**

NUMBER OF  
PROJECTS

Since 2020, the Build to Scale program has spurred **\$262M in private investment** and **240 investment deals**, and projects have led to **274 obtained and pending patents, trademarks, and copyrights**.

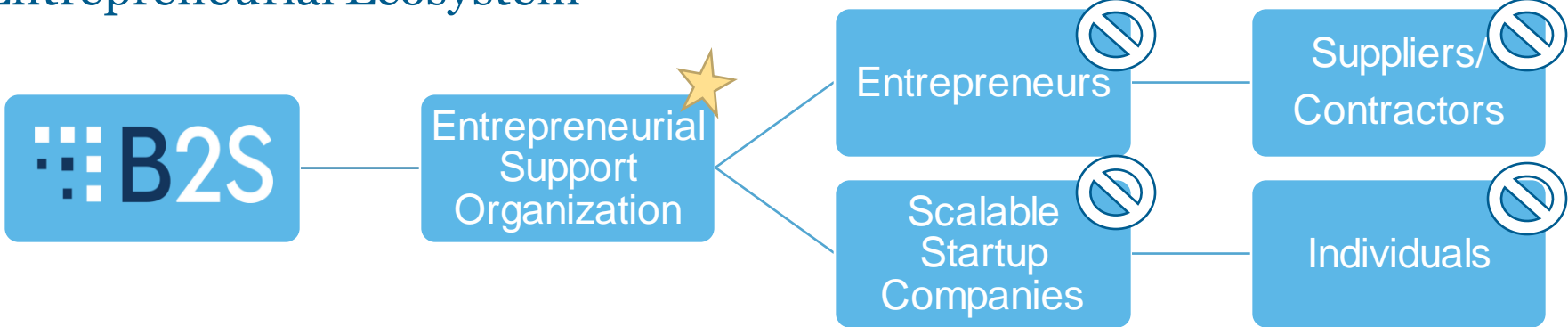
# Addressing Community Needs



# Entrepreneurial Support Organizations



## Entrepreneurial Ecosystem



# Eligibility

- State or city
- Indian tribe
- other political subdivision of a State (i.e. municipality, county, etc.)

*\*consortia of any of the listed entities*

**50% Match Requirement**

Non-public entities (that require Local Government Support) include:

- nonprofit organization
- institution of higher education
- public-private partnership
- science or research park
- Federal laboratory
- venture development organization
- economic development organization or similar entity that is focused primarily on improving science, technology, innovation, or entrepreneurship



# Program Goals

- build public and private capacity for innovators to invent, improve, and bring to market new products and services
- expand regional knowledge ecosystems to realize economic and job growth
- accelerate regional economies that are focused on industries of the future
- catalyze regional leadership through TBED strategies
- empower communities to provide proof-of-concept and commercialization assistance to technology innovators and entrepreneurs
- equitably and inclusively increase access to capital for technology-enabled entrepreneurs

2023



# Build to Scale

**\$50 MILLION FUNDING**

## **VENTURE CHALLENGE**

**IGNITE**  
< \$300K

**BUILD**  
< \$750K

**SCALE**  
\$750K – \$2M

## **CAPITAL CHALLENGE**

**FORM**  
< \$400K

**DEPLOY**  
\$400K – \$750K

# Venture Challenge

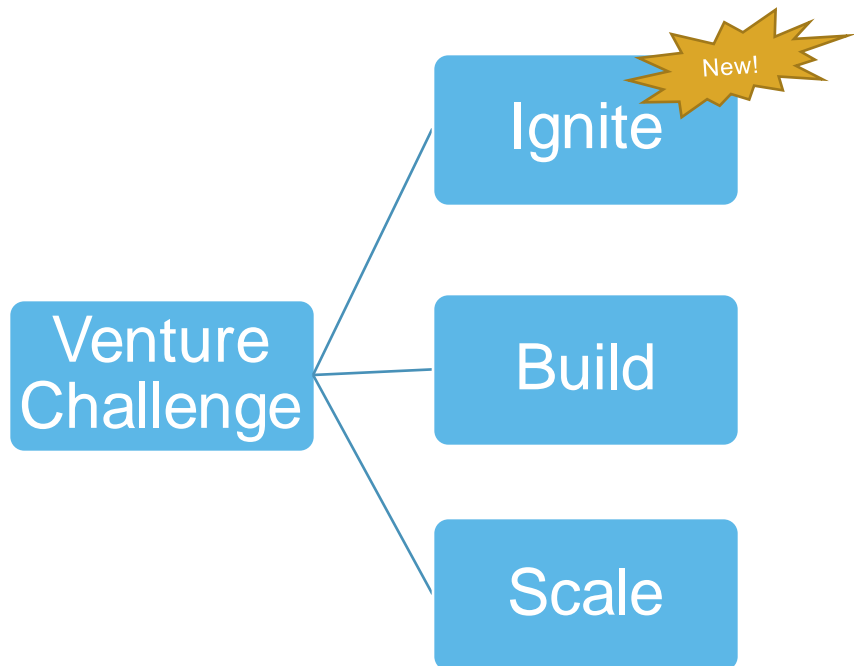


- Programming grant designed to provide entrepreneurial support organizations funding to accelerate scalable startup companies

## Example Programs:

- Tech Incubator/Accelerator models
- Coaching
- Tech Transfer and commercialization
- Catalyzing regional Technology-Based Economic Development (TBED) strategies

# Venture Challenge



## **BUILD**

- Up to \$750,000 Federal Share, 3 years
- Piloting a new model or implementing a proven solution

## **SCALE**

- \$750,000-\$2 Million Federal Share, 3 years
- Adapts or builds on existing proven program model to scale

# Venture Challenge - Ignite



New!



- Up to \$300,000 Federal Share
- 18-24 month period of performance
- Focus on nascent TBED communities

## Example Programs:

- Governance, partnership building, and community planning for regional TBED strategies
- Feasibility studies, community needs assessments, and impact analyses, etc.



# Capital Challenge

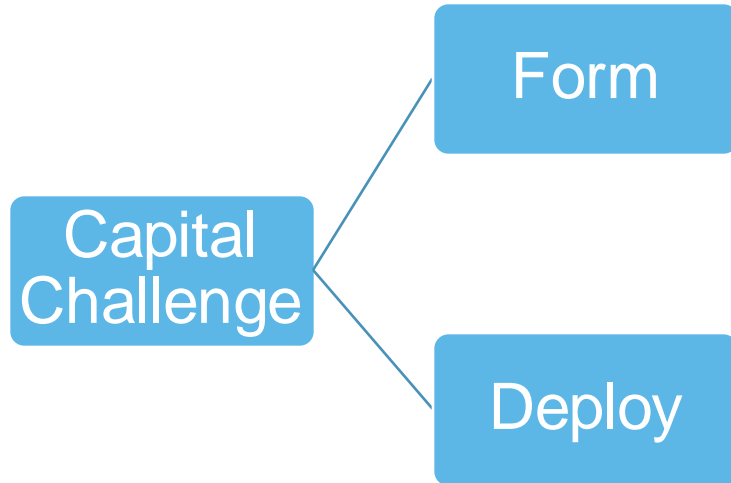
- Addressing barriers entrepreneurs face in gaining access to equity-based capital

## Example programs:

- Forming a new investment fund
- Investor recruitment and education programming
- Expanding an existing investment fund

**CANNOT** use grant funds to capitalize a fund

# Capital Challenge



## FORM

- Up to \$400,000 Federal Share, 3 years
- Piloting a new model or implementing a proven solution

## DEPLOY

- \$400,000 - \$750,000 Federal Share, 3 years
- Existing proven program model to scale

2023



# Build to Scale

**\$50 MILLION FUNDING**

## **VENTURE CHALLENGE**

**IGNITE**  
< \$300K

**BUILD**  
< \$750K

**SCALE**  
\$750K – \$2M

## **CAPITAL CHALLENGE**

**FORM**  
< \$400K

**DEPLOY**  
\$400K – \$750K



# Application Process



Locate your UEI

Register your organization in SAM.gov

Create an account in EDGE –  
<https://sfgrants.eda.gov/s/>

Fill out and submit your application by July 28th, 2023



# Required Forms

- SF-424 – Application for Federal Assistance
  - Project Area and FIPS Codes (attachment)
- SF-424A – Budget Information
- CD-511 – Certification Regarding Lobbying

## Additional Forms (if applicable)

- SPOC/EO 12372 Compliance Documentation
- Organizational Documentation
  - Certificate of Good Standing
  - Articles of Incorporation
  - Organization Bylaws
- Indirect Cost Rate (ICR) Agreement
- SF-LLL – Disclosure of Lobbying Activities

# Project Narrative



- Executive Summary
- Vision, Mission, Goals, Roles
- Ecosystem Resources and Assets
- Proposed Solutions
- Partnerships
- Goals and Outcomes
- Program Sustainability
- Scope of Work

A good Project Narrative should....

- Be clear and concise
- Identify a defined gap and propose feasible strategies to address it
- Leverage partnerships
- Contain key milestones
- Use metrics to estimate the long-term impact
- Identify a clear and achievable scope of work



# Budget Narrative and Staffing Plan

- Itemized breakdown by year
- Align with the Scope of Work
- Cost categories should correspond with SF-424A and SF-424
- Staffing Plan with Key Personnel
- Indirect Costs

Watch out for...

- Unallowable costs (see Uniform Guidance 2 CFR 200 Subpart E)
- Budget misalignment with the rest of the application

# Matching Share Commitment Letters

Should include....

- whether the contribution is cash or in-kind
- a valuation and description for in-kind contributions
- the source of the contribution
- States verifying match (whether cash or in-kind)
  - is committed to the project
  - will be available as needed
  - is neither conditioned nor encumbered in any way that would preclude its use consistent with the requirements of EDA investment assistance

**1:1 match is  
required for all  
funding levels**

*A provider of matching share, whether cash or in-kind contributions, may not serve as a contractor under the award for which it provides matching share.*

# State/Local Government Support



Required for non-public entities

- ✓ Letters of support must come from a state or a political subdivision of a state (county, city, municipality, etc.)
- × Federal or Non-governmental entities will NOT meet this requirement (U.S. Congress, Economic Development Districts, Councils of government, chambers of commerce, etc.)



# Merit Review Criteria



## Summary of Criteria

Leveraging Ecosystem Resources and Assets – 15%

Proposed Solution and Implementation – 30%

Capacity and Feasibility – 15%

Likelihood of Growing Innovation Economies –  
20%

Continued Effects – 5%

Equity – 15%

# Common Application Mistakes



Undermatching

Missing  
documentation

Ineligible entities

No direct  
investments into  
companies or  
entrepreneurs



# Competition Timeline



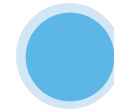
June 1, 2023  
Competition  
Launch



July 28, 2023  
Applications Due



Fall 2023  
Awards  
Announced



November 1,  
2023  
Anticipated Start  
Date



 **B2S**

The logo for Build-to-Scale (B2S) is positioned in the upper center. It consists of a grid of squares on the left, with the letters 'B2S' in a large, bold, blue font to its right.

**Questions?**

[www.eda.gov/funding/programs/build-to-scale](http://www.eda.gov/funding/programs/build-to-scale)

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