

THE OFFICE OF INNOVATION &
ENTREPRENEURSHIP



 **Build to Scale**

Full Application Informational Webinar
May 5, 2020



Build to Scale

TOPICS TO BE COVERED

- The Numbers
- Technical Requirements
- The Application
- The Scoring
- Next Steps



ALWAYS REMEMBER!

 **B2S**

The logo icon for B2S, featuring a 3x3 grid of squares. The top row has three light blue squares. The middle row has a white square on the left, a light blue square in the center, and a white square on the right. The bottom row has three light blue squares. To the right of this icon is the text 'B2S' in a large, bold, light blue sans-serif font.

**BUILDING REGIONAL
ECONOMIES THROUGH
SCALABLE STARTUPS**

THE NUMBERS

Where did we land?

The Numbers

TOTAL

609

417

VENTURE

146

CAPITAL

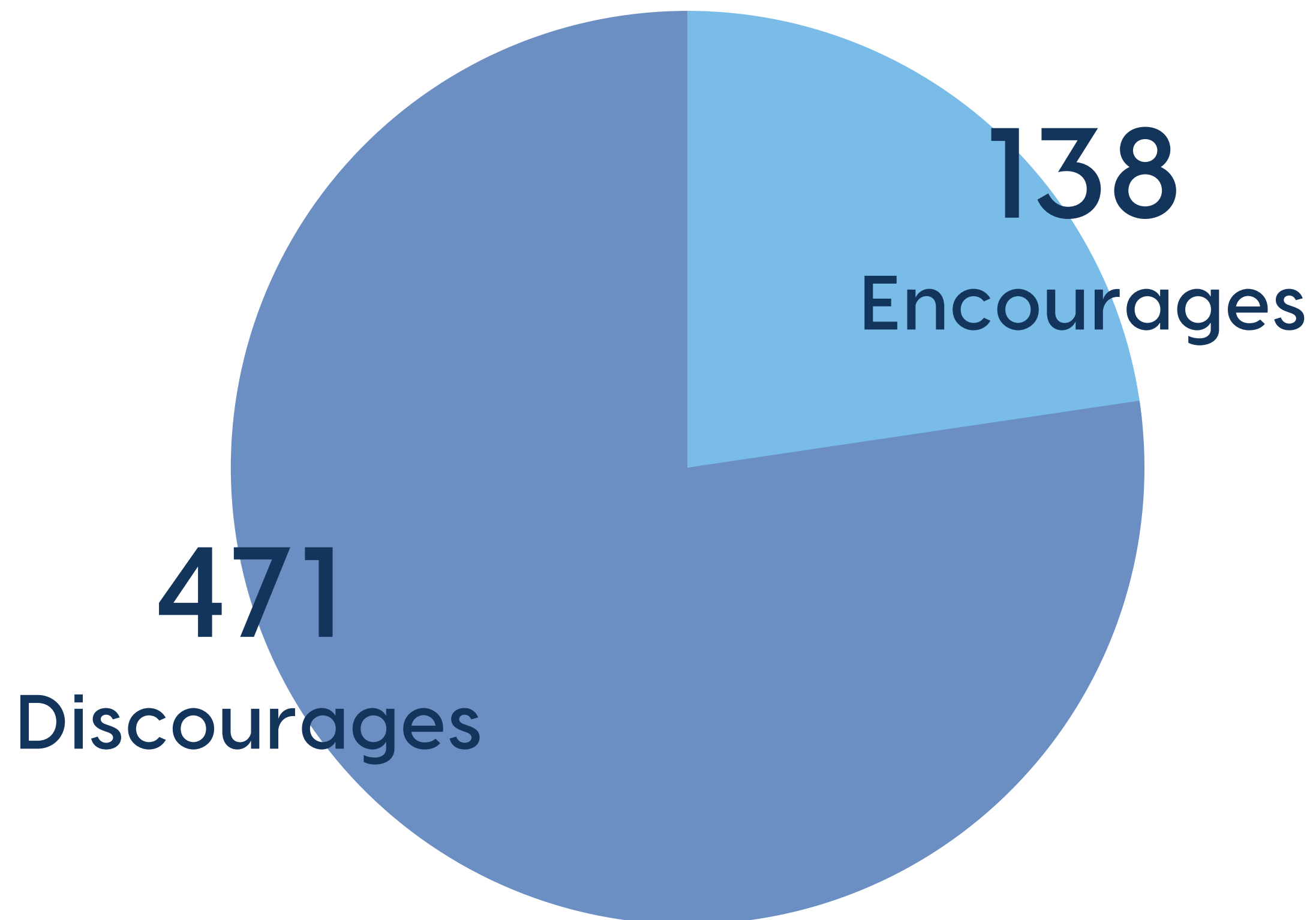
46

INDUSTRY



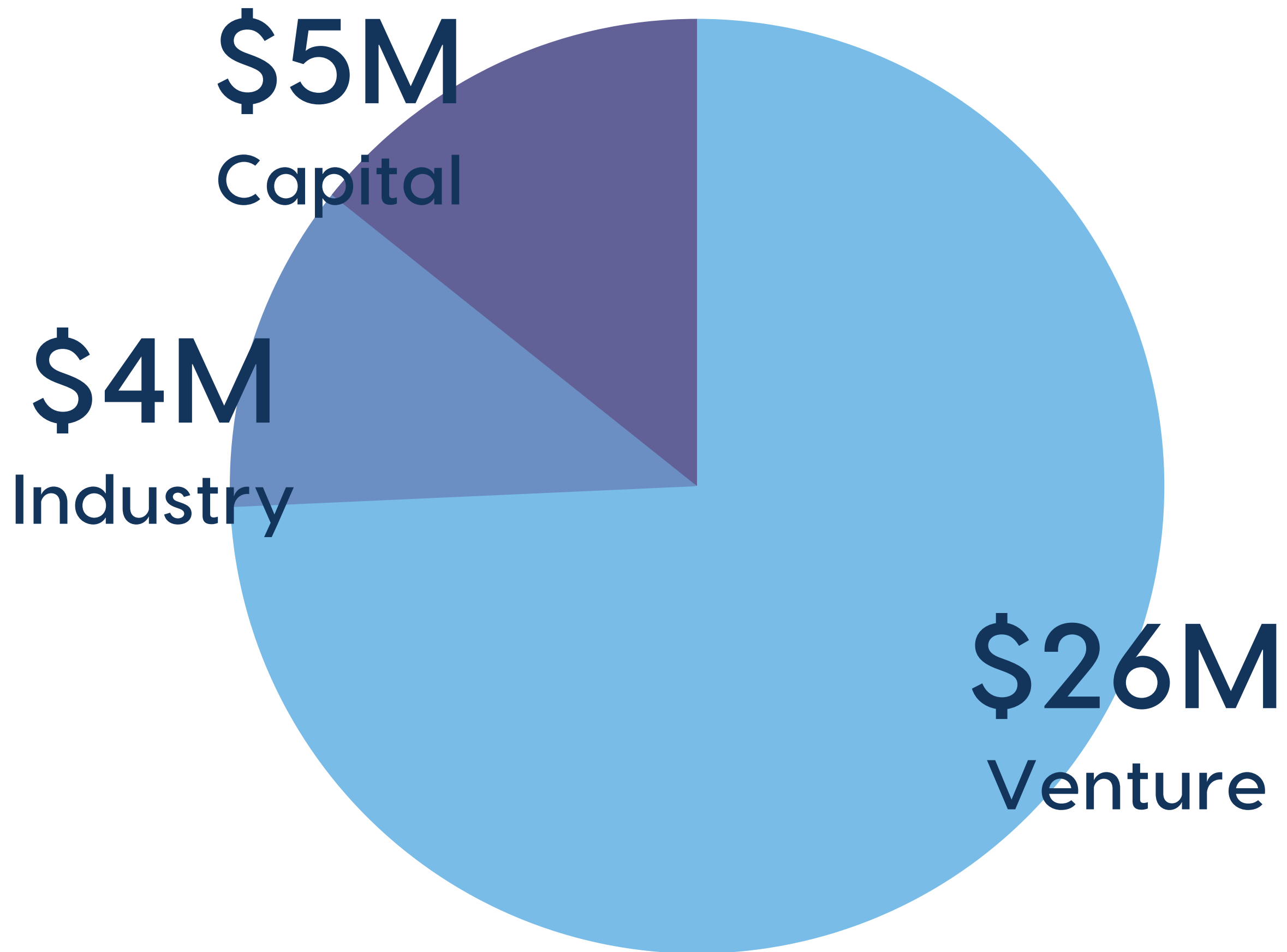
The Numbers

ENCOURAGE V. DISCOURAGE



The Numbers

TOTAL FUNDING AVAILABLE



TECHNICAL REQUIREMENTS

DON'T GET KNOCKED OUT BY A 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.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.



The Full Application

LINK TO ACCESS THE GRANTS.GOV PORTAL

Your Concept Proposal response letter contains the link to access the grants.gov application portal.

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



The Full Application

WHAT IS REQUIRED?

Review the information found in the FY2020 Notice of Funding Opportunity.



Full 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)⁹

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)¹⁰

Organizational Documentation (if applicable)¹¹

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

Full Application

Document	Number
Project Narrative	One per application
Budget Narrative and Staffing Plan	One per application
Matching Share Commitment Letters	One per match source
State/Local Government Support (if applicable)	One per application

Project Narrative

LIMIT OF 10 PAGES



Project Narrative

A competitive Full Application 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

Government Support

RELATED TO THE PROJECT
SERVICE AREA



PUTTING IT ALL TOGETHER

Review Criteria

SEVEN EQUALLY WEIGHTED CATEGORIES

REVIEW CRITERIA

1

CHALLENGE & OPPORTUNITY

Are the challenge and/or opportunity clearly stated, and are they aligned with the community or region's needs? Is the region of service clearly defined?

2

PROPOSED SOLUTION

Is the solution aligned with the opportunity?
Is the proposed solution achievable, and/or can substantial progress be made?

3

TARGET PARTICIPANTS

Does the proposal address a specific stakeholder group or groups? Are these stakeholders in need of the proposed solution?

4

PARTNERS

Are partners and their roles within the proposal clearly identified and realistic to the proposal? Are the resources of the community and/or region being leveraged effectively?

REVIEW CRITERIA

5

BUDGET & TEAM

Does the proposal clearly identify the financial, human, and programmatic resources that will support the successful execution of the proposal?

6

IMPACTS

Are there proposed outputs and outcomes measurable? Do they seem reasonable and achievable in the grant period and beyond?

7

SUSTAINABILITY

Are you confident this project will continue post-award?
Does the application demonstrate this effectively?

NEXT STEPS

WHAT'S NEXT FOR BUILD TO SCALE?



APRIL 29 TO JUNE 14

Full Application window is open



JULY TO SEPTEMBER

Reviews + award package
creation



FALL 2020

Announcement of FY2020 Build
to Scale Grantees

Thank you

QUESTIONS?

eda.gov/oie/contact

 **Build to Scale**