



# The Regional Innovation Strategies Program

2018 Competition Debrief Webinar

*December 17, 2018*

INNOVATION. REGIONAL COLLABORATION. JOB CREATION.



## Craig Buerstatte

Director (Acting), Office of Innovation and Entrepreneurship



- Program Overview
- Application Review Process
- Application Trends
- Next Steps (Future Funding Opportunities)
- Questions



## 16 CHALLENGE

*funding to build regional capacity to translate ideas and inventions into products, services, companies, and jobs*

### SEED FUND SUPPORT (SFS) GRANT COMPETITION

*funding to increase availability of and access to regional **equity-based** capital for early-stage companies*



## 16 CHALLENGE

*\$750k federal funds cap; min. 1:1 match required*

## SEED FUND SUPPORT (SFS) GRANT COMPETITION

*\$300k federal funds cap; min. 1:1 match required*



## RIS APPLICATIONS

234 applications

68 SFS applications

166 i6 applications



## RIS GRANTS

40 grants

28 states + 2 territories

16 SFS Grants

24 i6 Grants



## Dixie Corbin

Program Analyst, Office of Innovation and Entrepreneurship



*3 month review cycle*





To submit applicants need:

1. DUNS Number (i.e., Unique Entity Identifier)
2. SAM (System for Award Management) Registration
  - Register multiple users in organization profile in case the registering individual leaves organization
3. CAGE Code & Tin Verification
4. Create Grants.gov Account
5. Submit Application

Key to Success → **Start early** and leave time for corrections. Best practice is to allow a minimum of three weeks for steps above.





## Common Issues for FY 2018 Competition:

1. Missing required documents.
  - Helpful Tip: Use Checklists
  - SPOC requirement
  - Support Letter from Local Govt Official
2. Ineligible Match, or Below Req'd Match (\$1 match to every \$1 fed)

Take advantage of the Optional Pre-Submission Technical Review.



**Merit Reviews:** Each application was reviewed by a minimum of three Federal employees.

- National competition; reviewers included members with diversity across regions, Federal agencies/bureaus, and expertise
- Each reviewer evaluated applications using the six criteria in Section E of the FY 2018 NOFA

## Final Award Selection

EDA Grants Officer made final award decisions based on scores in light of the selection criteria in NOFA.



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## Project Failed to Identify Cluster Assets and Infrastructure

### Questions that should be answered:

- What are the relevant industry resources? (external and internal)
- How are those resources connected/leveraged in the project?
- How are your weaknesses addresses with support from the cluster?

\*NOFO Section E – iv. Cluster Assets and Infrastructure



## Project Failed to Identify a Gap and make a Compelling Story

### Questions that should be answered:

- How will this funding help me address a problem/gap/shortfall in our cluster?
- Does the proposal clearly move the community and region into a new state of innovation/entrepreneurship activity?
- Are the impacts compelling, relative to my community and needs?
- Is there clear evidence to support those claims?

\*NOFO Section E – iii. Project Economic, Job, and Innovation Impacts



## Resources were not Aligned or Appropriate for Scale of Project

### Questions that should be answered:

- Are the right partners identified, and are those partners committing the right resources to ensure success? (e.g. match)
- Is there potential to scale locally, regionally, or perhaps nationally?
- Do proposed partners and stakeholders have the right expertise to ensure success?

\*NOFO Section E – i. Project Support and Cluster Connectivity





**Make the pitch:  
what is the  
product/market  
fit?**

1. Become very familiar with the NOFO.
2. Articulate your community's assets and gaps clearly.
3. Identify a solution to address identified gaps.
4. Build the right coalitions of support to fill those gaps.
5. Clearly describe, with evidence, how the effort will catalyze the region (impacts).



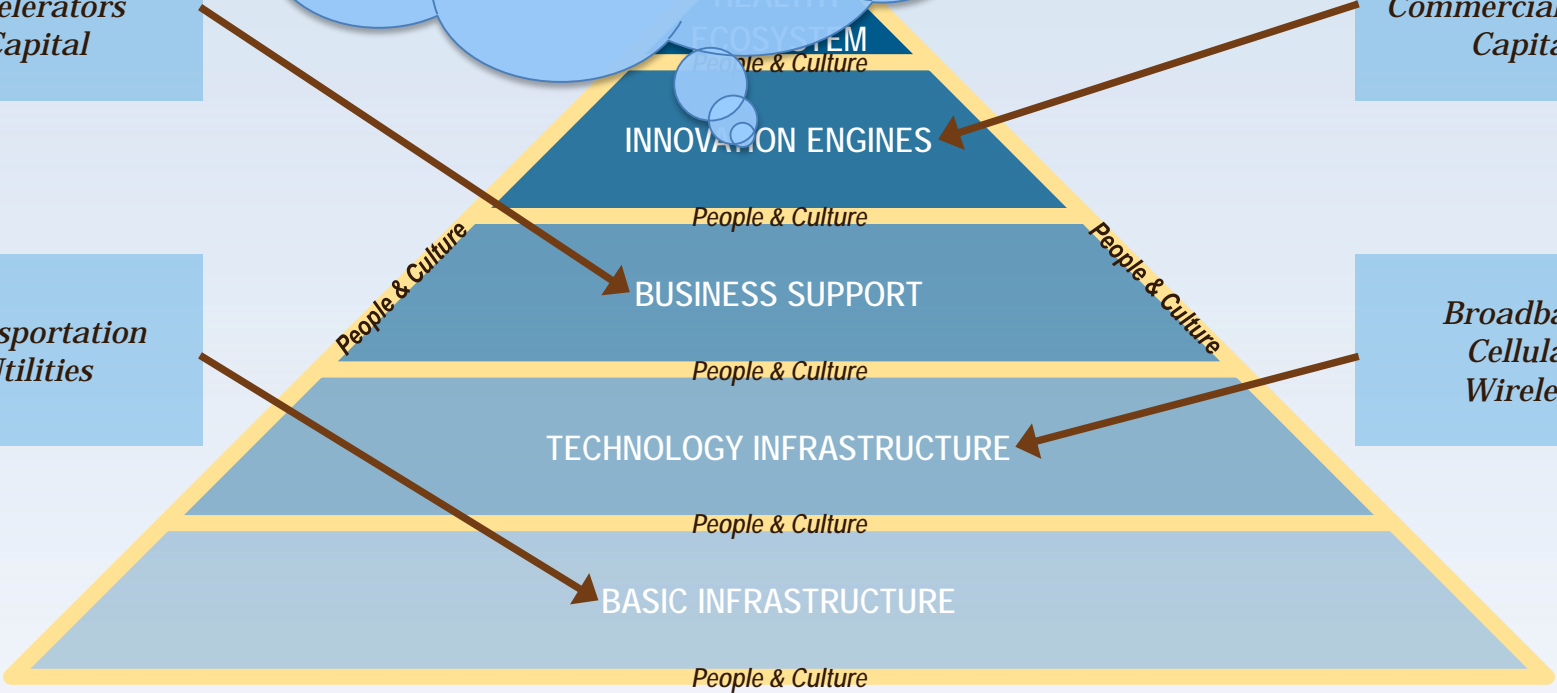
**What gap are you addressing?**

*Incubators  
Accelerators  
Capital*

*Universities/R&D  
Commercialization  
Capital*

*Transportation  
Utilities*

*Broadband  
Cellular  
Wireless*





# FY 2019 RIS Competition

EDA will release the 2019 RIS Notice of Funding Opportunity on February 1, 2019.

Sign up for email alerts on [www.grants.gov](http://www.grants.gov) for notification about future solicitations, and [sign up](#) for EDA's monthly newsletter to ensure you receive notification about this and other EDA programs.



## Questions?

Please type any questions into the chat box and we will work to address those questions today, and in future resources (FAQs, NOFO, webinars).



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