

THE OFFICE OF INNOVATION &  
ENTREPRENEURSHIP



# Build to Scale

2020 Competition Debrief Webinar  
October 15, 2020

# PRESENTER



LINDSEY COX

Program Manager  
Build to Scale



# Build to Scale

## TOPICS TO BE COVERED

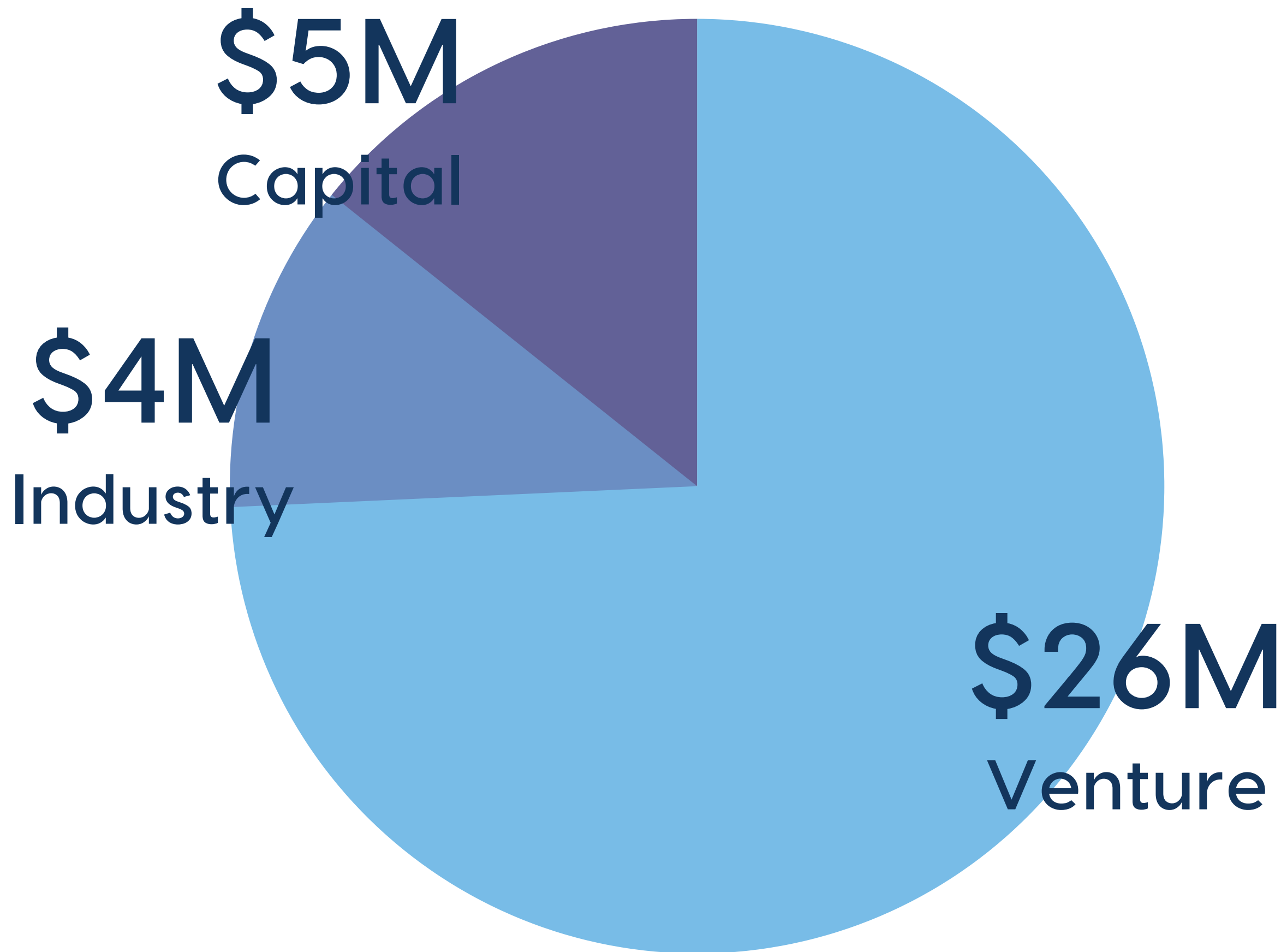
The Numbers  
Technical Requirements  
Program Alignment  
Common Issues  
Future Funding Opportunities  
Next Steps

# THE NUMBERS

Where did we land?

# The Numbers

TOTAL FUNDING AVAILABLE



# Concept Proposal Numbers

TOTAL

609

417

VENTURE

146

CAPITAL

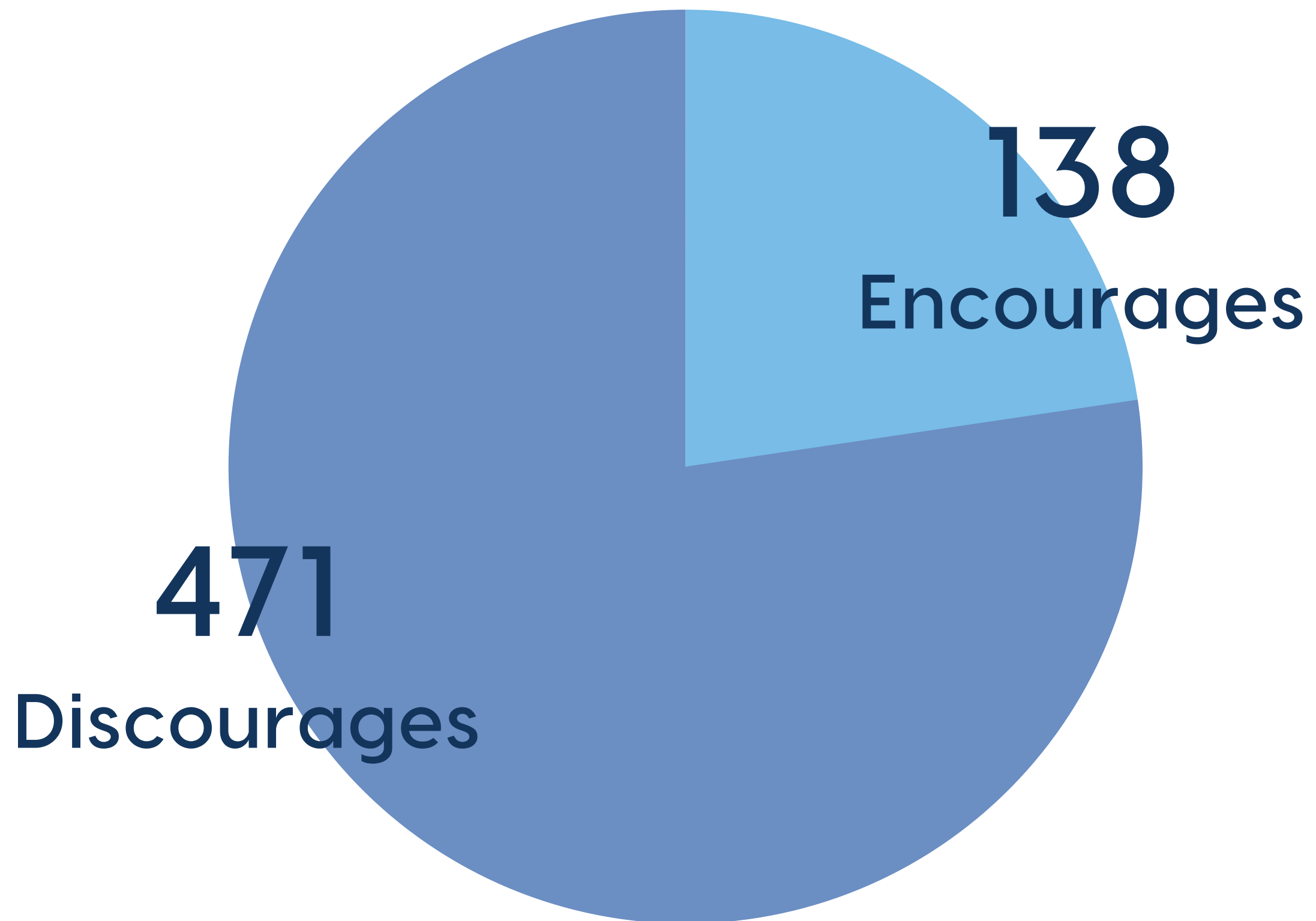
46

INDUSTRY



# The Numbers

ENCOURAGE V. DISCOURAGE



# Full Application Numbers

TOTAL

148

93

VENTURE

40

CAPITAL

15

INDUSTRY

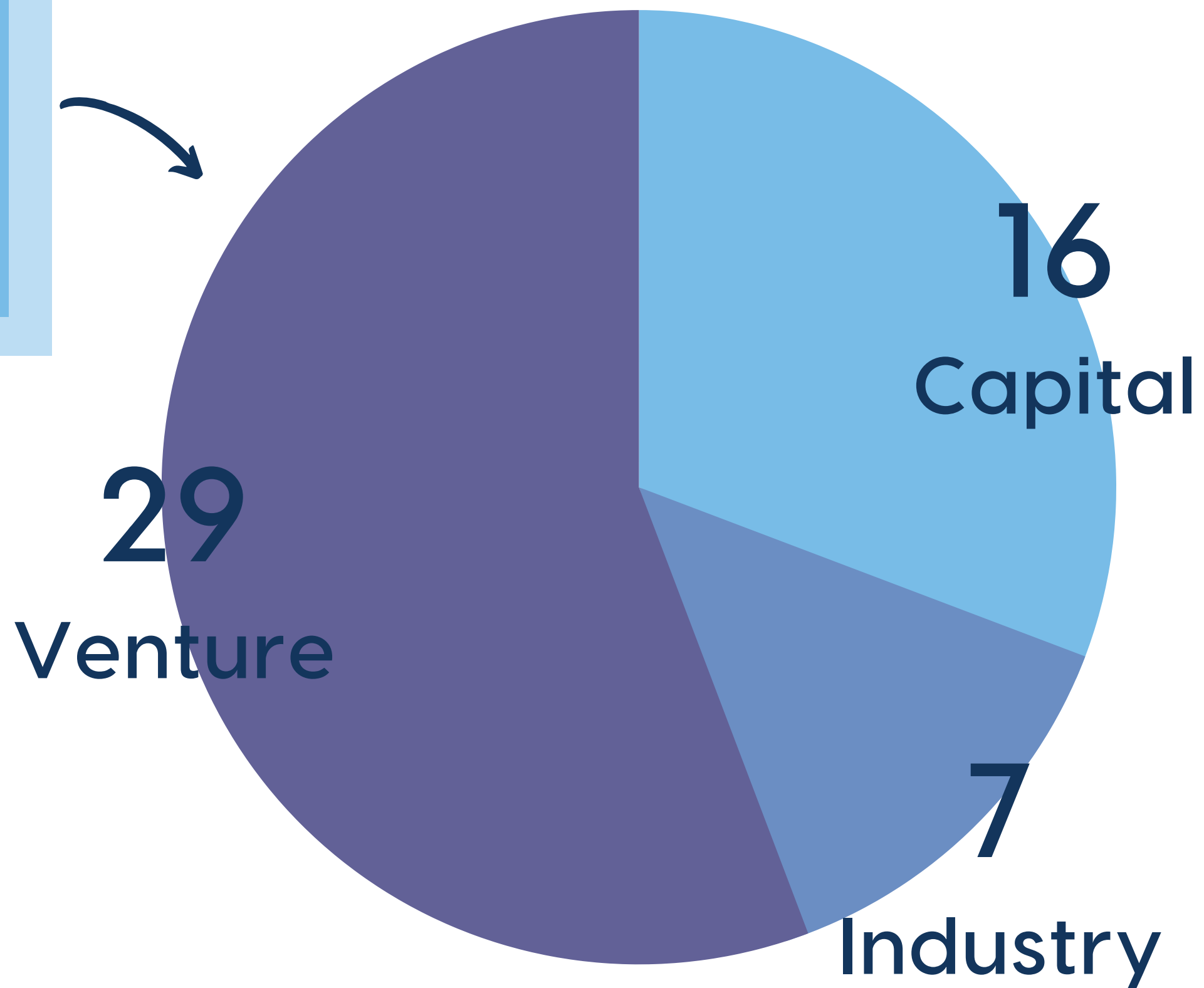




# Funded Applications

FINAL SELECTIONS

**52**  
SELECTED



# TECHNICAL REQUIREMENTS

## GETTING KNOCKED OUT BY A MISSED REQUIREMENT

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

# Common Technical Mistakes

## Missing Documentation

- No SPOC compliance when required
- Ineligible Entity Type
- Missing organizational documentation

## Missing/Incomplete Match

- Under matched or not *unrestricted, unencumbered and available*

Take advantage of the presubmission  
technical review

# Intergovernmental Review (SPOC)

[https://www.whitehouse.gov/wp-content/uploads/2020/01/spoc\\_1\\_16\\_2020.pdf](https://www.whitehouse.gov/wp-content/uploads/2020/01/spoc_1_16_2020.pdf)

As an example, Iowa, Maryland, and West Virginia participate in SPOC review, but make exceptions for some programs and sometimes change that list annually.

**Make sure to validate the requirements for  
your service area(s)**

# Eligibility + Documentation

Organizations failed to provide supporting documentation for their respective organizations, such as...

- For-profit entities applied on behalf of their non-profit arms or referenced co-applicants, but included no documentation or the required forms for a complete application
- For-profit entities applied but provided no evidence of their eligibility as an EDO or PPP

**A complete listing of Eligible Entities is available in the Notice of Funding Opportunity**

# 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.ii.a.1) (p. 11)	<i>Application</i>		
<b>Budget Narrative and Staffing Plan</b>	See Section D.2.ii.a.2) (p. 12)	<i>Application</i>		
<b>Matching Share Commitment Letters</b>	See Section D.2.ii.a.3) (p. 13)	<i>Source 1</i>	<i>Source 2</i>	<i>etc.</i>
<b>State/Local Government Support</b>	See Section D.2.ii.a.4) (p. 13)	<i>Application</i>		
<b>Form SF-424</b>	Application for Federal Assistance	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>
<b>Form SF-424A</b>	Budget Information-Non-Construction Programs	<i>Application</i>		
<b>Form SF-424B</b>	Assurances-Non-Construction Programs	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>
<b>Form CD-511</b>	Certification Regarding Lobbying (if applicable)	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>
<b>Form SF-LLL</b>	Disclosure of Lobbying Activities (if applicable)	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>
<b>SPOC/EO 12372 Compliance Documentation</b>	See Section D.2.ii.b.2)i) (p. 14) and <a href="https://www.whitehouse.gov/wp-content/uploads/2017/11/SPOC-Feb.-2018.pdf">https://www.whitehouse.gov/wp-content/uploads/2017/11/SPOC-Feb.-2018.pdf</a> (if applicable)	<i>State 1</i>	<i>State 2</i>	<i>etc.</i>
<b>Organizational Documentation</b>	E.g., certificates of good standing, articles of incorporation, bylaws, establishing authorities; see Section D.2.iii.b.2 (p. 6)	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>
<b>Indirect Cost Rate (ICR) Agreement</b>	See Section D.2.ii.b.2)iii) (p. 15)	<i>Applicant 1</i>	<i>Applicant 2</i>	<i>etc.</i>

# Match Commitment

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



# Match + Match Commitment Letters

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

- Common mistakes: projecting program income and including as match, not having dollar amounts included in letters
- Match must be committed, available, and unencumbered
- Signed commitment letters are required
- Dollars *cannot* go directly to startups

**Remember: match should be easily traceable to the budget narrative**



A hand holding a pen over a laptop keyboard. The laptop screen displays a photo gallery with various images. The background is white with blue geometric shapes in the corners.

# Program Alignment

**ARE YOU ALIGNED WITH THE  
MISSION OF BUILD TO SCALE?**

# THREE CHALLENGES

## VENTURE

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

## CAPITAL

Seeks to increase access to capital in communities where risk capital is in short supply

## INDUSTRY

Seeks to support entrepreneurship and accelerate company growth within the Blue Economy

“

ALWAYS REMEMBER

 B2S

BUILDING REGIONAL  
ECONOMIES THROUGH  
SCALABLE STARTUPS

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

# Common Issues

## REVIEWER FEEDBACK

Each application was reviewed by 3 reviewers

# Common Issue: Disorganized Proposals

## Examples where applications fell short

- Using multiple pages to discuss service area
- Submitting drafts with edits still incorporated
- Lacking details on *how* a strategy would be executed
- Speaking in generalities with limited detail
- Budget narrative not related to application

**Your application should be clear, concise and well aligned to your budget**

# Common Issue: Not Aligned to B2S Mission

Projects not aligned to program, EDA goals

- Supporting small businesses, not scalable businesses
- Capital Challenge: not supporting *risk* capital or focusing on activities that would be funded under the Venture Challenge

# Common Issue: Support Letters

## Problematic support or match letters

- Copy/paste letters with no mention of programmatic activities
- Match letters containing no value assessed to the match (disqualifying) or not aligned to the project narrative
- Proposed partners and/or stakeholders not aligned with the proposed project

**Quality vs. quantity is preferable for partnerships**

# Common Issue: Redundancy

Former grantees reapplying for same activities

- Applicants requesting funding for a similar project in the same region that was previously funded – e.g. same cluster, same focus, but different lead organization
- Prior performance issues
- Not eligible due to a current, active grant (disqualifying)

**If a former grantee, proposal should clearly build on past work or gains**



OIE PROGRAMS

# Future Opportunities

WHAT ADDITIONAL FUNDING OPPORTUNITIES ARE AVAILABLE THROUGH OIE?



# STEM Talent Challenge

Closes October 14th

Create and implement innovative science, technology, engineering and mathematics (STEM) apprenticeship models that complement their respective region's innovation economy



**STEM  
TALENT  
CHALLENGE**

# Build to Scale (B2S) 2021

Pending appropriations, B2S will return in early 2021

# Build to Scale

We anticipate similar investment goals  
and priorities for 2021

# CONTINUING THE CONVERSATION

Interested in continuing the conversation with OIE on your 2020 Build to Scale application?

# Scheduling a 1:1 call

We request you complete the following steps before scheduling a 1:1 call

- You have watched this webinar
- You re-read your Build to Scale application in its entirety, including budget documents
- Leadership team member(s) participate in the call
- You identify the areas of strengths and weaknesses you see in your application in advance of the call

Please be understanding of limitations on staff schedules to speak 1:1

Thank you

QUESTIONS?

[eda.gov/oie/contact](https://eda.gov/oie/contact)

 **Build to Scale**

# The SPRINT Challenge

Scaling Pandemic Resilience through INnovation & Technology

\$25 million national competition that aims to enable regional innovation economies to rapidly address the economic, health, and safety risks caused by the coronavirus pandemic through entrepreneurship and innovation.



# SPRINT

This is a unique challenge focused on pandemic recovery it is **NOT** the same as Build to Scale