



## **Prospective Applicant Webinar: FY 2016 EDA Regional Innovation Strategies Program**

- Julie Lenzer, Director, U.S. EDA Office of Innovation and Entrepreneurship (OIE)
- Craig Buerstatte, Deputy Director, OIE
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20th Annual Conference  
November 1-3, 2016  
Hilton Columbus Downtown

**Registration now open!**





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- **VoIP**
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  - From the **Mic and Speaker** dialog box, select your hardware from the drop down menu.
  - Click **Select** and **Continue**.
- **Telephone audio is not available on this webinar**

*A link to the recorded presentation will be emailed to all participants.*



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U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

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# Regional Innovation Strategies Program

Prospective Applicant Webinar

*May 5, 2016*

INNOVATION. REGIONAL COLLABORATION. JOB CREATION.



# *Welcoming Remarks*

Julie Lenzer

Director

Office of Innovation and Entrepreneurship



- Welcome
- Program Overview
- Application Information
- Contact Information
- Q&As



## Regional Innovation Strategies Program

Under the RIS program, funding is available for capacity-building programs that assistance to innovators and entrepreneurs who are turning ideas into new products and services and that support the operations of organizations that provide essential early-stage funding to startups.

- 3<sup>rd</sup> iteration of RIS, 6<sup>th</sup> iteration of i6 Challenge
- Funding authorized under Section 27 of the Stevenson-Wydler Technology Innovation Act\*
- Economic distress is not required.
- Includes 2 separate competitions (total \$15M):
  - i6 Challenge - \$13M
  - Seed Fund Support - \$2M
- Applicants can apply for both competitions but separate applications are required.

\*As most recently amended by the Revitalize American Manufacturing and Innovation Act of 2014 (15 U.S.C. § 3722)\*



## Eligible Applicants:

1. A State;
2. An Indian tribe;
3. A city or other political subdivision of a State;
4. An entity that—
  - a) is a nonprofit organization, an institution of higher education, a public-private partnership, a science or research park, a Federal laboratory, or an economic development organization or similar entity; and
  - b) has an application that is supported by a State or a political subdivision of a State; or
5. A consortium of any of the entities described in subparagraphs (1) through (4) .

\*Entities operating within the performance period of a previously-awarded RIS or i6 are not eligible for award under that same grant program. (e.g. 2014 i6 awardee cannot apply for 2015 i6, but CAN apply for Seed Fund Support)\*

Individuals are not eligible for funding.





## What is the i6 Challenge?

i6 Challenge is a leading national program designed to foster entrepreneurship that results in new jobs and businesses, driven by innovations, ideas, intellectual property, and applied research by providing assistance and resources to innovators and entrepreneurs who are taking ideas from the lab to the market as new products and services.

- Supports **creation or expansion** of Proof-of-Concept Centers or Commercialization programs
- Focuses on building capacity to consistently and regularly **create high-growth entrepreneurial ventures** that contribute to economic growth
- Programs must **leverage regional strengths**, capabilities, and resources.
- Programs must develop or significantly **enhance a culture of innovation** and **high-growth entrepreneurship** in their region.



## Funding Information:

- **Total Funding:** \$13M
- **Max Grant (Federal Funds):** \$500,000
  - Applicant may request less
- **Minimum 1:1 Match Required**
  - Match can be mix of cash and in-kind
  - Must provide Commitment Letters
  - Match subject to grant usage restrictions
- **Project Period:** 3 years



## What is the Seed Fund Support Grant?

This initiative provides funding for the creation or expansion of new or existing **equity-based** seed fund programs (e.g. technical assistance, feasibility studies, or marketing related to the operation) that:

1. Provide early stage capital support for new businesses (generally less than three years old)
2. Have a sustainability plan based on taking equity stakes in the businesses in which the program invests.
3. Demonstrate ecosystem and downstream funding support



## Funding Information:

- Total Funding: \$2M
- Max grant (Federal funds): \$250,000
  - Applicant may request less
  - Federal Funds **cannot** capitalize the seed fund
- Minimum 1:1 Match Required
  - Match can be mix of cash and in-kind
  - Must provide Commitment Letters
  - Match subject to grant usage restrictions
  - Match cannot capitalize the seed fund
- Project Period: 2 years



## Eligible Applicants:

1. A State;
2. An Indian tribe;
3. A city or other political subdivision of a State;
4. An entity that—
  - a) is a nonprofit organization, an institution of higher education, a public-private partnership, a science or research park, a Federal laboratory, or an economic development organization or similar entity; and
  - b) has an application that is supported by a State or a political subdivision of a State; or
5. A consortium of any of the entities described in subparagraphs (1) through (4) .

\*Entities operating within the performance period of a previously-awarded RIS or i6 are not eligible for award under that same grant program. (e.g. 2014 i6 awardee cannot apply for 2015 i6, but CAN apply for Seed Fund Support)\*

Individuals are not eligible for funding.



# Questions?



## Project Narrative:

A competitive application will address the following elements in its project narrative, of no more than **10 single-sided pages**:

- Description of Project Region, Location and Impact: Includes geographic location and available assets of the area (e.g., clusters, workforce, education)
- Clear Description of Proposed Project: Overall purpose, role of each applicant, co-applicant (if applicable), key personnel, and key milestone dates
- Documentation of Anticipated Impacts: A compelling justification of the long-term potential economic impact of the proposed project by including metrics



## Budget Narrative:

Applicants must provide a clear budget narrative that identifies and justifies how funds in each line item of the budget (SF-424A) will be used to support the proposed project.

The Budget Narrative be no more than **3 single-sided pages**, and should include:

- Itemized valuations of any in-kind matching funds
- References to supporting documents that indicate that matching funds are unencumbered, unrestricted and committed to support the project
- Staffing Plan that includes personnel costs

Note: Commitment Letters do not count toward this page limit.





## Tips for Creating a Strong Application:

- Be clear in how the proposed project meets program objectives and evaluation criteria.
- Provide data to support your claims.
- Suggest strong outcome metrics and provide documentation and data that support how your project will achieve them.
- Demonstrate the novel and innovative aspects of your approach and be clear about your unique value proposition.
- Show how this project will be supported after the grant is over.
- Show strong community support and commitment to the project.



## OPTIONAL Pre-Submission Review

Applicants may submit a copy of their application and receive feedback before the deadline.

Pre-submission technical review is designed **ONLY** to provide feedback on the technical completeness of an application and the applicant's eligibility for funding and is **NOT** designed to provide any review of or feedback on the application's merits or to provide assistance in the development of an application.

Applicants are strongly encouraged to request this technical feedback from EDA no later than Monday, June 6<sup>th</sup>.



## Required Forms:

- All forms can be accessed through [grants.gov](https://grants.gov).
- See application instructions on [grants.gov](https://grants.gov) for locating and completing forms.
- Applicants are not required to apply for both grant competitions.
- Separate applications must be submitted for each grant competition.
- If applying for more than one competition:
  - Narrative should include how they will leverage each other;
  - Match must be distinct to each project.



## Don't get knocked out for a technical mistake!

Use the relevant checklist on Appendix D (pgs. 36-37) of the FFO to complete your own technical review and ensure you are submitting all the required documents.

Document Checklist for Nonprofit Organizations, Institutions of Higher Education, Public-Private Partnerships, Science or Research Parks, Federal Laboratories, Economic Development or Similar Organizations		Checklist for Applicants/Co-Applicants, as Applicable		
Document	Title/Description/Requirements	Applicant 1	Applicant 2	Applicant 3
Form SF-424 (with UEI from SAM)	Application for Federal Assistance			
Form SF-424A	Budget Information-Non-Construction Programs			
Form SF-424B	Assurances-Non-Construction Programs			
Form CD-511	Certification Regarding Lobbying			
Form SF-LLL	Disclosure of Lobbying Activities			
Project Narrative	See Section 4(b)(iii) of this FFO			
Résumés	See Section 4(b)(i) of this FFO			
Budget Narrative with Staffing Plan	See Section 4(b)(iv) of this FFO			
Commitment Letters or Equivalents	See Section 4(b)(i) of this FFO			
Comments from the State Clearinghouse	See <a href="http://www.whitehouse.gov/omb/grants_spoc">http://www.whitehouse.gov/omb/grants_spoc</a>			
Certificate of Good Standing	See Section 4(b)(i) of this FFO			
Articles of Incorporation	See Section 4(b)(i) of this FFO			
Bylaws	See Section 4(b)(i) of this FFO			
Demonstration of Government Support	See Section 4(b)(i) of this FFO			
Indirect Cost Rate (ICR) Agreement	See Section 4(b)(ii) of this FFO			



# Questions?



## i6 Challenge:

Approach (20 Points)

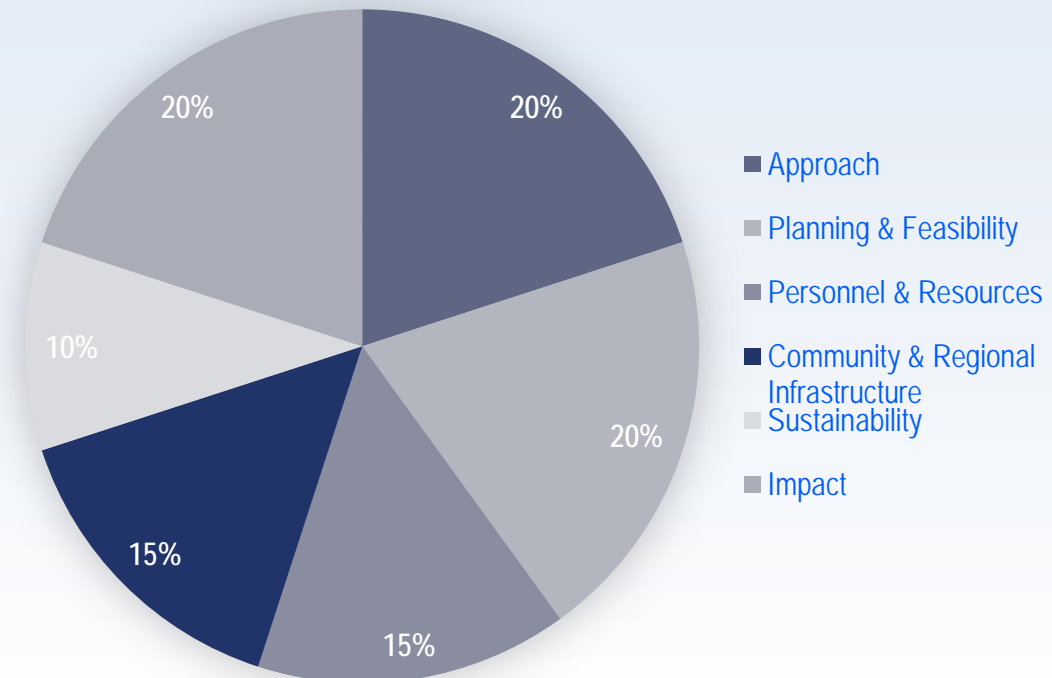
Planning & Feasibility (20 Points)

Personnel & Resources (15 Points)

Community & Regional Infrastructure (15 Points)

Sustainability (10 Points)

Impact (20 Points)





## Seed Fund Support:

Approach (20 Points)

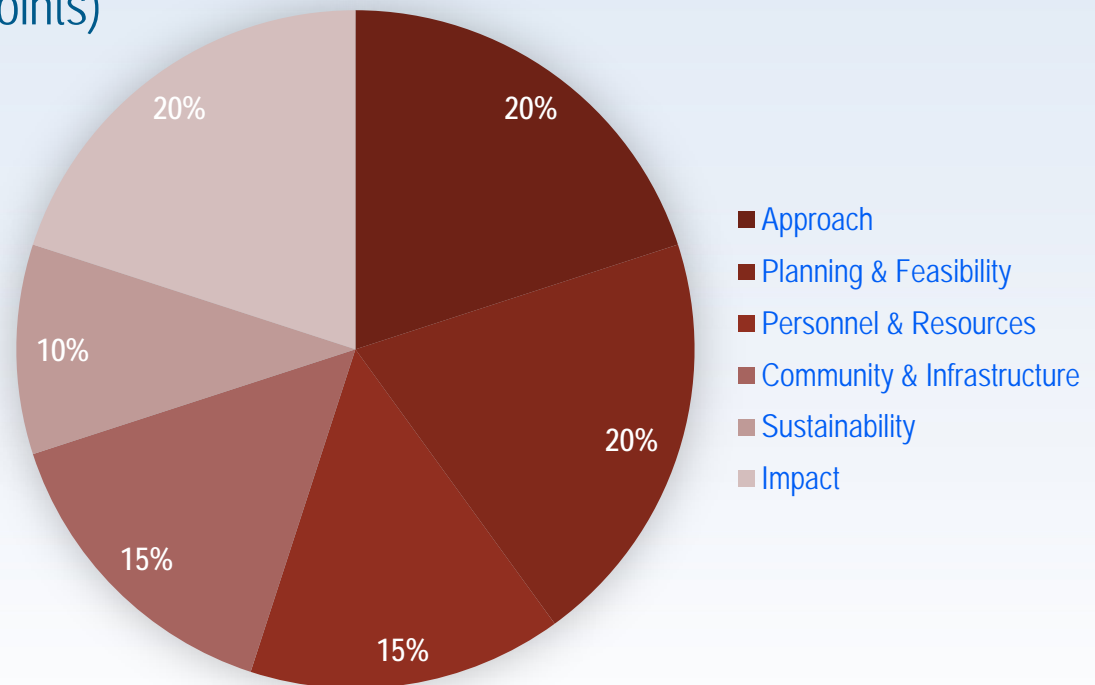
Planning & Feasibility (20 Points)

Personnel & Resources (15 Points)

Community & Infrastructure (15 Points)

Sustainability (10 Points)

Impact (20 Points)





## Application Submission:

- Read the FFO for specific instructions and steps.
- Applications must be submitted by the Authorized Organizational Representative (AOR) that is registered for the organization on grants.gov.
- The time-stamp on the validation from grants.gov is the official submission time.
- An application that is not validated and time-stamped by grants.gov by the deadline will not be processed.
- The deadline for receipt of applications is: Friday, June 24, 2016 at 11:59 pm Eastern Time.
- Applications received after the deadline will not be reviewed.





## Key Points for a Successful Submission via Grants.gov:

To submit applications on grants.gov, applicants need:

- DUNS #
- SAM (System for Award Management) registration
  - **Best Practice:** Register multiple users in organization profile in case the registering individual leaves organization
- CAGE Code & TIN Verification – system verification after SAM registration.
  - **Best Practice:** Applicants should watch email to verify this occurs
- Grants.gov account to submit application

**Key to Success** – start early and leave time for corrections if CAGE/TIN are not validated

Allow minimum of three weeks for steps above



## Common Issues:

### Before you Download the Application:

- Register your organization at sam.gov, if it has not been previously.
- Make sure you know who is registered as your AOR and E-Biz POC in Grants.gov – if the person listed is no longer with your organization, fix this registration

### Pre-Submission Registration Steps:





## Common Issues (continued):

### Downloading the Application:

- Make sure you have the latest version of Adobe Reader installed
- Internet Explorer tends to work best with grants.gov

### When Submitting the Application:

- Make sure ALL filenames in your attachments do not include any special characters: try to stick to numbers, letters, and underscores
- **Check your email! You need 2 messages for a successful submission**
  - First email lets you know you successfully pressed the submit button
  - Second email lets you know whether grants.gov successfully uploaded your application and sent it to EDA

## Questions?

Grants.gov Helpdesk: [Support@grants.gov](mailto:Support@grants.gov) ; 1-800-518-4726

Sam.gov Helpdesk: 1-866-606-8220



## Review and Selection Process:

**Technical Review:** staff will review applications for eligibility and technical completeness

**Merit Review Panels:** comprised of federal employees will evaluate applications against the evaluation criteria and award up to 100 points.

**Grants Officer Decision:** authorized to make the final decision on whether to fund a project

**Award Notification:** EDA expects to notify applicants of decision within 120 days of the application deadline



- 1) Become very familiar with the FFO.
- 2) Engage & leverage the right supporting organizations.
- 3) Get outside stakeholders to review application.
- 4) Start early & submit early.



## Link to the Application Package:

<http://www.grants.gov/web/grants/view-opportunity.html?oppld=282919>

Grants.gov Funding Opportunity Number

EDA-HDQ-OIE-2016-2004868

Application Submission Deadline

11:59 pm ET on Friday, June 24, 2016

Link for Additional Information

<http://www.eda.gov/oie/ris/>



## Office of Innovation and Entrepreneurship

E-mail: [OIE@eda.gov](mailto:OIE@eda.gov)

Main Line: 202-482-8001

### Regional RIS Reps:

Regional Office	RO RIS POC(s)	Email	Phone
Atlanta	Robin Cooley	<a href="mailto:rcooley@eda.gov">rcooley@eda.gov</a>	(803) 253-3640
Austin	Chris Rys	<a href="mailto:crys@eda.gov">crys@eda.gov</a>	(512) 381-8157
Chicago	Bill Warren	<a href="mailto:wwarren@eda.gov">wwarren@eda.gov</a>	(312) 789-9758
Denver	Justin Fazzari	<a href="mailto:jfazzari@eda.gov">jfazzari@eda.gov</a>	(303) 844-4089
Philadelphia	Chivas Grannum	<a href="mailto:cgrannum@eda.gov">cgrannum@eda.gov</a>	(215) 316-2759
Seattle	Brian Parker	<a href="mailto:bparker2@eda.gov">bparker2@eda.gov</a>	(206) 220-7675



# Questions?





## Upcoming Events

- **May 18 @ 3:00 P.M. ET**  
Identifying New Partners to Support Innovative Companies

20th Annual Conference  
November 1-3, 2016  
Hilton Columbus Downtown

**Registration now open!**

