

**U.S. Small Business Administration**  
**Office of Investment and Innovation**

**FEDERAL AND STATE TECHNOLOGY (FAST)**  
**PARTNERSHIP PROGRAM**  
**FY 2022**

**Funding Opportunity No. SB-OIIFT-22-001**

**Opening Date: May 27, 2022**

**Closing Date: June 27, 2022**

Proposals responding to this Funding Opportunity Announcement must be posted to [www.grants.gov](http://www.grants.gov) by 4 p.m. Eastern Time, June 27, 2022. No other methods of submission will be permitted. Proposals submitted after the stipulated deadline will be rejected without being evaluated.

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## 1.0 Section I – Funding Opportunity Description

### 1.1 Program Overview

- 1.1.1 Federal Agency Name: U.S. Small Business Administration (SBA)
- 1.1.2 Funding Opportunity Title: Federal and State Technology (FAST) Partnership Program
- 1.1.3 Announcement Type: Initial
- 1.1.4 Funding Opportunity Number: SB-OIIFT-22-001
- 1.1.5 CDFA Number: 59.058
- 1.1.6 Closing Date for Submissions: June 27, 2022, 4:00 PM Eastern Time
- 1.1.7 Authority: Public Law 117-103 and 15 U.S.C. 657d
- 1.1.8 Duration of Authority: Annual
- 1.1.9 Funding Instrument: Cooperative Agreement
- 1.1.10 Funding: Funding is from Fiscal Year (FY) 2022
- 1.1.11 Award Amount/Funding Range: A total amount of \$1,875,000 in FY 2022 funding is available for new starts through this program. SBA expects to make approximately 15 awards with a maximum amount of up to \$125,000. Only qualified recipients will be funded. There is a matching fund requirement and resources should be noted in the technical proposal.
- 1.1.12 Project Duration: This award will be made for a five (5) year period of performance. This budget period is for 12 months with four (4) Non-Compete Continuation (NCC) budget periods of 12 months each. Exercise of NCC budget periods is at the SBA’s discretion and is subject to the continuing program authority, the availability of funds and satisfactory performance by the Non-federal entity.
- 1.1.13 Project Starting Date: September 30, 2022
- 1.1.14 Proposal Evaluation: Proposals will be reviewed for sufficiency as detailed in Section 5.0. SBA may ask Applicants for clarification of the technical and cost aspects of their proposals. This must not be construed as a commitment to fund the proposed effort.
- 1.1.15 Agency Programmatic Point of Contact: Elden Hawkes, U.S. Small Business Administration  
Office of Innovation and Technology  
Tel: 202-619-0379 Email: [FAST@sba.gov](mailto:FAST@sba.gov)

## 1.2 *Introduction*

The Consolidated Appropriations Act of 2001, codified at 15 U.S.C 657d(c), established Federal and State Technology (FAST) Partnership program. In accordance with its original statutory language, the program expired on September 30, 2005; however, it has been subsequently reestablished most recently under the Consolidated Appropriations Act of 2022 (Pub. L. No. 117-103).

## 1.3 *Background*

Since its inception in 1953, the U. S. Small Business Administration (SBA or Agency) has served to aid, counsel, assist and protect the interests of small businesses. While SBA is best known for its financial support of small businesses through its many lending programs, the Agency also plays a critical role in providing funding to organizations that deliver technical assistance in the form of counseling and training to small business concerns and nascent entrepreneurs in order to promote growth, expansion, innovation, increased productivity and management improvement.

The mission of SBA's Office of Innovation & Technology, which bears responsibility for administering the FAST program, is to strengthen the technological competitiveness of small businesses across the country through coordination and oversight of the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. The primary mission of the FAST program is to help underrepresented entrepreneurs successfully compete for SBIR/STTR awards.

## 1.4 *Purpose & Goals*

The FAST program provides one-year funding to organizations to execute state/regional programs that increase the number of SBIR/STTR proposals leading to an increase in the number of SBIR/STTR awards from women, socially/economically disadvantaged individuals, and small businesses in underrepresented areas - typically rural states.

As set forth in the [Small Business Act \(Rev.13 p. 281\)](#) FAST awards build the SBIR/STTR ecosystem through:

1. **Outreach:** increase the pipeline of SBIR/STTR applicants through training and outreach; and build the capacity of partner organizations and individuals to support SBIR/STTR applicants and existing awardees.
2. **Technical and business assistance:** support entrepreneurs and startups through programs or services that improve proposal development and team creation; provide assistance that leads to the commercialization of technology developed through SBIR/STTR program funding; and form or encourage relevant mentoring networks to provide business advice and counseling.
3. **Financial support:** make grants or loans to applicants to pay a portion or all the cost of developing SBIR/STTR proposals (Phase 0), attending relevant conferences, and bridging gaps between phases.

**FAST Priorities:** To ensure the full utilization of all FAST funds, it is strongly recommended that every Non-federal entity request a federal award amount that can be managed and realistically achieved within a one-year period of performance. A Non-federal entity's technical proposal and budget should be clearly focused and targeted based on the TOP PRIORITY of increasing SBIR/STTR participation

among small businesses in the Non-federal entity's state and address the key performance measures outlined below.

**Key Performance Measures:**

1. Reach 100% utilization of the award.
2. Increase the number of eligible small business concerns in the State that participate in SBIR/STTR.
3. Increase the participation of eligible underrepresented small business concerns in the SBIR/STTR.
4. Increase the level of technical and business assistance available to eligible small business concerns to develop and commercialize technology through SBIR/STTR.

**1.5 *Leveraging of Resources***

Non-federal entities selected for awards under this Announcement are required to maximize their efforts to leverage SBA funding by working in conjunction with other public and private entities that provide support or have resources that would benefit SBIR/STTR applicants and/or awardees, such as:

- a. Resource partners such as Small Business Development Centers (SBDCs), Procurement Technical Assistance Centers (PTACs), Growth Accelerators, Veterans Business Outreach Centers (VBOCs), Women's Business Centers (WBCs), SCORE, State Trade Expansion Program (STEP) partners, Regional Innovation Clusters (RICs), Community Navigators, and more.
- b. SBA District and Regional Offices.
- c. Federal, state, and local governments.
- d. Universities, colleges, and other institutions of higher education.
- e. Private organizations to include those that have access or provided private capital.
- f. Trade/industry groups

**1.6 *SBA Involvement and Oversight***

A designated Grants Officer Technical Representative (GOTR) within the Office of Innovation and Technology will be responsible for overall monitoring and oversight of a FAST Award Recipient, including compliance with the cooperative agreement terms. Designated Grants Officers within the Office of Grants Management (OGM) will be responsible for issuing the Notice of Award, making modifications to the award, and processing payments.

**1.7 *Changes or Cancellation***

SBA reserves the right to amend or cancel this Announcement, in whole or in part, at the Agency's discretion. Should SBA make material changes to this Announcement, the Agency will extend the Closing Date as necessary to afford Applicants enough opportunity to address such changes.

**2.0 *Section II – Award Information***

**2.1 *Funding Information***

Funds provided under the FAST program must be used solely for the purposes stipulated in this Announcement and the Notice of Award and may not be commingled with any other monies. All costs proposed in an Applicant's budget must meet the tests of allowability, allocability, and reasonableness set forth in the applicable Office of Management and Budget (OMB) cost principles (2 C.F.R. 200, Subpart E). Indirect costs will be stipulated in an Applicant's indirect cost rate agreement. SBA will not reimburse Applicants for their proposal preparation costs, but Non-federal entities may request pre-award costs. Pre-award costs must directly relate to the conduct of the project and meet the tests of allowability, allocability, and reasonableness.

SBA expects to issue no more than \$1,875,000 in total new FY 2022 FAST awards utilizing remaining funds made available by the Consolidated Appropriations Act, 2021 (PL 116-120).

## 2.2 *Matching Requirement*

A non-federal match is required, and not less than 50 percent of the match provided by a Non-federal entity must take the form of cash. The remaining match amount may consist of indirect costs and in-kind contributions. With the exception of the Community Development Block Grant (CDBG) program, no portion of the match may be derived from funds provided under any other federal program. Non-federal entities may use up to five (5) percent of their cooperative agreement for planning activities which are excluded from the non-federal matching requirements (Refer to Section 8.1 for the definition of planning activity.) The non-federal share of the cost of an activity (other than a planning activity) carried out under the FAST program is provided below:

- a. 50 cents of non-federal match for each federal dollar (a 1:2 match) for Applicant entities in the twenty-two (22) states receiving the fewest number of SBIR/STTR Phase I awards;
- b. except as noted in (d) below, one dollar of non-federal match for each federal dollar (1:1 match), in the case of an Applicant that will serve small business concerns located in one of the sixteen (16) states receiving the greatest number of SBIR/STTR Phase I awards;
- c. except as noted in (d) below, 75 cents of non-federal match (a 3:4 match) for each federal dollar for all other states not described previously; and,
- d. 50 cents for each federal dollar that will be directly allocated by an Applicant described in sections (b) or (c) above to serve small businesses located in a qualified census tract as that term is defined in section 42(d)(5)(C)(ii) of the Internal Revenue Code of 1986. Federal dollars not so allocated by that Applicant shall be subject to the matching requirements of section (a), (b) or (c) above.

See Section 8.5 for state ranking and corresponding match requirement.

## 2.3 *Project Duration*

The budget period is for 12 months with four (4) Non-Compete Continuation (NCC) budget periods of 12 months each. Exercise of NCC budget periods will be solely at SBA's discretion and is subject to continuing program authority, the availability of funds, and a Non-federal entity's continued satisfactory performance and compliance with all the terms and conditions of the award. The base and option period will constitute a separate and distinct 12-month budget period.

- Budget Year 1: September 30, 2022 - September 29, 2023
- Budget Year 2: September 30, 2023 - September 29, 2024
- Budget Year 3: September 30, 2024 - September 29, 2025
- Budget Year 4: September 30, 2025 – September 29, 2026
- Budget Year 5: September 30, 2026 – September 29, 2027

## 2.4 *Reprogramming of Unexpended Funds*

If at the end of the third quarter of the period of performance a Non-federal entity has still not met their proposal for forecasted cash needs, unexpended funds from the first three quarters of the period of performance may be reprogrammed to another Non-federal entity during the second year of the period of performance using objective criteria consistent with this Notice of Funding Opportunity.

### 3.0 **Section III – Eligibility Information**

#### 3.1 *General*

An Applicant may submit only one proposal in response to this Announcement. Any additional applications from the same organization will automatically be rejected without being evaluated.

#### 3.2 *Eligible Applicants*

In order to be eligible for this funding opportunity an Applicant must:

- Be a public or private entity, organization, or individual that intends to use funding awarded under this Announcement to provide outreach, financial support, and/or technical and business assistance to next generation R&D-focused small businesses in order to increase SBIR/STTR proposals and awards; and
- Be endorsed by the appropriate state governor or their authorized designee as the only approved applicant from that state.

#### 3.3 *Ineligible Applicants*

The following organizations will automatically be considered ineligible, and their applications will be rejected without being evaluated:

- Any organization that owes an outstanding and unresolved financial obligation to the Federal Government.
- Any organization that is currently suspended, debarred or otherwise prohibited from receiving awards of contracts or cooperative agreement/grants from the Federal Government.
- Any organization with an outstanding and unresolved material deficiency reported under the requirements of the Single Audit Act or OMB Circular A-133 within the past three years.
- Any organization that has had a FAST award involuntarily terminated or non-renewed by SBA for cause within the past year.
- Any organization that has filed for bankruptcy within the past five years.
- Any organization that proposes to serve as a pass-through and permit another organization to manage the day-to-day operations of the project.
- Any organization that was convicted or had an officer or agent acting on its behalf convicted of a felony criminal violation under any federal law within the preceding two years.

### 4.0 **Section IV - Application and Submission Information**

#### 4.1 *Application Instructions*

Applications must consist of the following elements:

- (i) Cover Letter
- (ii) Technical Proposal
- (iii) Attachments and Exhibits
- (iv) Budget Information
- (v) Certifications, Forms and Assurances

##### 4.1.1 *Cover Letter (1 page) and Technical Proposal (not to exceed 10 pages)*

The technical proposal serves as the narrative blueprint for the Applicant's planned project and **must include the following sections and subsections in the order listed below**. It must be prepared in single

spaced format (or greater) with size 12 font and when read separately from the rest of the application, serve as a succinct and accurate description of proposed work. Applicants should concisely describe the methods for achieving FAST program goals listed in Section 1.4 and respond to each element under the technical proposal according to the evaluation criteria listed in Section 5.

- I. Cover Letter includes:
  - 1) Funding Opportunity No. SB-OIIFT-22-001
  - 2) Applicant's name, physical address, and website address
  - 3) Name, phone number, and email address for the designated point of contact
  - 4) Dollar amount of assistance being requested (\$0 - \$250,000)
- II. Technical Proposal includes:
  - A. Organizational Experience and Capacity (20 points)
  - B. Project Management (10 points)
  - C. Local and Regional SBIR Efforts (20 points)
  - D. Project Design
    - 1) General Program Details (10 points)
    - 2) Collaboration and Leveraging of Resources (20 points)
    - 3) Ability to Reach Special Target Markets (20 points)

#### 4.1.2 *Attachments and Exhibits*

Each Applicant must attach copies of the following to its proposal (as applicable). Bolded words should be used as attachment description names in the Grants.gov system:

- **Résumés** (or position descriptions if a position is vacant). Résumés must include experience relevant to this project and may not be more than two pages in length.
- **Contracts and Consulting Agreements.**
- **Organizational Chart** with list of Board of Directors.
- **Milestones Chart.** Applicants must provide a chart of monthly projections for all activities to be performed under the cooperative agreement project.
- **Governor's Letter of Endorsement.** Only those proposals bearing the written endorsement of the state governor(s) or their designee(s) may be submitted for evaluation and funding considerations. The letter should be scanned and uploaded upon submission (mailed copies are not necessary). In the situation where the governor or equivalent (e.g., Mayor of the District of Columbia), assigns the signatory responsibility of the endorsement letter to a designee, the letter must include an acknowledgement that the governor/equivalent has authorized her/him to sign the letter on their behalf. The governor's correspondence can be addressed to John Williams, Director Office of Innovation and Technology, U.S. Small Business Administration, 409 3<sup>rd</sup> Street SW, 6<sup>th</sup> Floor, Washington, DC 20416.
- Any other documentation the Applicant believes supports its proposal.

#### 4.1.3 *Budget Information*

Budget information must be provided through the completion or submission of the following. Bolded words should be used as attachment description names in the Grants.gov system:

- Standard Form (SF) 424, Application for Federal Assistance.
- SF-424A, Budget Information (Non-Construction Programs).



- **Budget Detail Worksheet** will provide detailed Budget Detail Worksheet using the provided Attachments A-9 through A-12 to the SF-424A.
- **Budget Narrative** providing a brief, detailed explanation of the components of each cost element listed in the SF-424A. Narratives must support all costs shown on the Budget Detailed Worksheet and correlate to all activities to be performed under the cooperative agreement.
- Copy of the Applicant's **Cost Policy Statement**.
- **Match Documentation** (% category and sources of match).
- Copy of the Applicant's current, government-wide **Indirect Cost Rate Agreement** (if the Applicant's budget includes indirect costs). The Applicant must submit a current approved rate. If there is no such an agreement, the applicant may negotiate a proposed indirect cost rate in accordance with the procedures set forth in the applicable cost principles outlined in the New Omnibus Super Circular or may accept the 10% de Minimis rate.

#### 4.1.4 *Certifications, Forms and Assurances*

Applicants must complete and submit the following forms. Bolded words should be used as attachment description names in the Grants.gov system:

- Most recent **A-133 audit report** no older than 1 year from current date. If Applicant is not subject to the requirements of the Single Audit Act, it must instead submit a copy of the most recent financial statements. If the most recent audit is older than 1 year from time of submission, the Applicant will need to provide the audit report within 6 months of award.

*The following Financial Assistance General Certifications and Representations are located within the System for Award Management (SAM.gov) and will not be submitted with this application:*

- *Lobbying Disclosure Act of 1995, 2 U.S.C. 1601 et seq.*
- *Financial Management Certification – 2 CFR 200.302 & 2 CFR 200.303*
- *Debarment and Suspension – 2 CFR Part 180*
- *Drug-Free Workplace – 41 U.S.C. 8103*
- *Tax Compliance – Section 543 of PL 112-55*
- *Conflict of Interest – 2 CFR 200.112*

#### 4.2 *Required Proposal Submission Dates*

**Each Applicant is required to submit its proposal electronically via [www.grants.gov](http://www.grants.gov) no later than 4:00 p.m. Eastern Time on June 27, 2022.** Because of the pre-conditions for submitting applications via grants.gov and the potential for encountering technical difficulties in using that site, Applicants are strongly encouraged to log on to grants.gov and review the submission instructions early. **DO NOT WAIT UNTIL THE CLOSING DATE TO BEGIN THE SUBMISSION PROCESS.** Applicants bear sole responsibility for ensuring their proposals are submitted and received before the closing date.

SBA will consider the date and time stamp on the validation generated by Grants.gov as the official submission time. A proposal that is not received by Grants.gov before the closing date of this Announcement will be rejected without being evaluated, unless the Applicant can clearly demonstrate through documentation obtained from Grants.gov that it attempted to submit its proposal in a timely manner but was unable to do so solely because of Grants.gov systems issues. Additionally, SBA will not accept any changes, additions, revisions, or deletions to applications made after the closing date.

Applicants should save and print written proof of an electronic submission made at Grants.gov. If problems occur, the Non-federal entity is advised to (1) print any error message received; and (2) contact Grants.gov for immediate assistance. Applicants may obtain advice and assistance with the submission process by visiting [www.grants.gov/web/grants/support.html](http://www.grants.gov/web/grants/support.html) or by calling 800-518-4726.

**Please note that organizations must obtain a Unique Entity Identifier (UEI) from SAM.gov before registering with Grants.gov.**

## 5.0 **Section V - Application Review Information**

### 5.1 *General*

Applications will be rejected without being evaluated if they are submitted by ineligible organizations or they are illegible or materially incomplete due to an Applicant's failure to include all required forms and/or provide the required level of detail.

In addition, an Applicant must disclose in its application if it currently holds any other financial assistance awards from SBA or has any other applications for SBA financial assistance awards still pending. If it does, the Applicant must identify how it will avoid duplication of efforts, commingling of funds, and overlapping or double claiming of costs among those projects. Applicants must treat each SBA project as separate and discrete with individual outcomes and deliverables and provide distinct reporting, accounting, and audit trails for each application and award.

Failure to sufficiently distinguish between multiple applications from the same organization, or between an application and one or more current SBA awards, may result in rejection of an application on the ground that it is duplicative of proposed or existing efforts.

### 5.2 *Evaluation Criteria*

All timely, materially complete applications received from eligible organizations will be evaluated in accordance with the criteria listed below. Only organizations from located in states and territories that lack an existing FAST grantee are eligible to apply.

#### 5.2.1 ***Organizational Experience and Capacity (20 Points)***

Applicants will be evaluated on their ability to conduct relevant outreach, provide technical/business assistance and/or financial support to R&D-focused small businesses. Applicants must provide adequate evidence and documentation, including specific examples, of the following:

- Demonstrate that they have capacity (internally and through external partners) to provide technical and business assistance to next generation technology firms, including outreach and financial support.
- Demonstrate the ability to assist potential SBIR/STTR applicants in the creation of responsive and competitive proposals or to facilitate assistance that provides potential SBIR/STTR applicants with the appropriate expertise to create responsive and competitive proposals.
- Demonstrate experience in creating and facilitating mentoring networks or programs with a mentoring component. Detail should include the length of time they have conducted such programs, description of their structure, how they were maintained, and a brief overview of outcomes and lessons learned.
- Record of receiving other cooperative agreements, grants or contracts for the conduct of technical and business assistance projects, including the names of the awarding agencies, the cooperative

agreement, grant or contract numbers, and the performance outcomes/results achieved (chart suggested but not required).

- Sources of operational capital for the Non-federal entity.

#### 5.2.2 **Project Management (10 Points)**

Applicants will be evaluated on the strength of their staffing and management plans. Applicants must demonstrate they will devote adequate numbers of personnel having sufficient experience to the project, establish clear and direct lines of responsibility and authority for managing and overseeing the project, and show they will have sufficient facilities and other physical resources at their disposal in order to accomplish the proposed project. An Applicant must:

- Identify the project director and key management personnel (individuals who will spend a significant portion of their time on project-related activities), describe their expertise and their roles in conducting/overseeing the project, and stipulate the amount of time they will devote to the project.
- Identify contractors and consultants and the way they were selected (i.e., competitively, or non-competitively). Identify the employees or officials of the Non-federal entity who will be responsible for overseeing and administering those agreement; copies of contracts and consulting agreements (either signed or samples as applicable) must be included as attachments in accordance with Section 4.1.5.
- Describe any subcontracting plan, addressing how subcontractors will be selected, the amount or range of funding each subcontractor will receive, and the purposes for which subcontracts will be made, if applicable.
- Describe its financial management structure, internal controls, and identify all staff members who will be responsible for financial recordkeeping, reporting, the receipt and expenditure of award funds, and addressing audit findings.

#### 5.2.3 **Local and Regional SBIR Efforts (20 Points)**

Applicants are asked to demonstrate a strong understanding of previous local and regional efforts to support SBIR/STTR applicants and awardees, both within their own institutions as well as from other entities in their area. They should provide a description of the area to be served (e.g., assets, financial and business resources, workforce, and infrastructure) and the region's general needs and opportunities as relates to technology-based economic development.

- If a FAST cooperative agreement or grant has been received in the past, describe how the work funded through the cooperative agreement or grant both impacted the number of SBIR/STTR proposals and awards in that state (chart suggested) and any outcomes related to the strength of the state/region's SBIR/STTR stakeholder network.
  - Also describe overall SBIR/STTR related support services that have taken place in the Applicant's state or territory over the past 3-5 years, and provide detailed insight into their effectiveness.
  - Provide examples of prominent programing and their impacts that were executed under previous FAST grants.
- If the Applicant has no direct FAST experience, describe previous work related to the SBIR/STTR programs, and the unique capabilities the organization will employ in order to reach the goals of the FAST program.

- Also describe overall SBIR/STTR related support services that have taken place in the Applicant's state or territory over the past 3-5 years and provide detailed insight into their effectiveness.
- Provide examples of programing that has been executed and their impact in growing the local and regional SBIR/STTR ecosystem.

#### 5.2.4 ***Project Design (50 Points)***

Applicants will be evaluated on their understanding of the purpose of the FAST Program and their proposed approach for performing any projects. **Innovation and creativity in providing assistance is strongly encouraged.**

##### ***General Program Details (10 of the 50 points)***

- Scope of the geographic area and demographics it intends to serve.
- Number and brief description of training courses/seminars/counseling sessions/accelerator cohorts etc. it expects to conduct.
- Description of plans to leverage training tools (e.g. available tutorials on SBIR.gov or another platform).
- Proposed evaluation plan or schedule.
- Projected milestones (timeline of program accomplishments and activities) - can be included as an attachment.

##### ***Collaboration and Leveraging of Resources (20 of the 50 points)***

- Define plans to expand the scope and reach of the project through collaboration with other entities. Include the proposed strategy for partnerships, with clear explanations regarding the purpose of implementing any joint activities. Differentiate between entities that are more likely to have significant impact on project goals verses those whose effect will be minor but still relevant. Where applicable, please explicitly describe the benefits of the potential collaboration (i.e. increased minority outreach, enhanced proposal development services, etc.) Letters of support from organizations may be included as attachments.
- Provide a summary description of the state or regional SBIR ecosystem, identifying where the Non-federal entity sees its role, and how FAST funds would impact other entities in the ecosystem.
- Describe any funds or in-kind resources the Applicant will devote to the project as well as donation commitments from outside entities.
- Describe efforts to connect organizations with other sources of capital (i.e. venture capital, etc.)

##### ***Ability to Reach Special Target Markets (20 of the 50 points)***

Applicants will be evaluated on their ability and positioning to extend project services to individuals who have not traditionally participated in SBIR/STTR programs but have the potential to compete, including women, socially/economically disadvantaged individuals, and small businesses in underrepresented areas - typically rural states. Applicants must demonstrate their:

- Familiarity and expertise with assisting R&D focused small businesses that are owned/operated by women, individuals who are socially/economically disadvantaged, and/or

small businesses located in areas that have historically not participated, including the number of these firms assisted over the prior 1-3 years and the demonstrable effects of such assistance.

- Experience working with organizations representing the interests of described special target markets. If applicable, include any experience successfully working with Minority Serving Institutions (e.g., Historically Black Colleges and Universities, Tribal Schools, and Hispanic-Serving Institutions), particularly those with research capabilities.
  - If no experience is present, describe potential external partners for working with special target markets and minority serving institutions and how these partnerships will be established.
- Methods of outreach, number of these clients it expects to assist, and how it arrived at such estimates. Include any names of existing studies or reports that were used to guide outreach and training activities.

### 5.3 *Review and Selection Process*

Applications that are not rejected by grants.gov or SBA's screening process will be evaluated by teams of reviewers and scored based on how well they meet the criteria outlined above. These reviewers may be SBA employees or employees of other federal agencies. The maximum score any application can receive is 100 points. Prior to evaluating applications SBA will establish a minimum acceptable score. Only those applications that meet or exceed that threshold will be eligible for funding. Applicants are therefore encouraged to design proposals that address each of the scoring criteria listed above as thoroughly as possible.

In the interest of providing FAST program services to as broad a segment of the small business community as possible, SBA will take the geographical dispersion of Applicants' project service areas into account when making award decisions. An application that exceeds the minimum acceptable score and which scores more highly than other acceptable proposals may nevertheless be passed over for funding if that application proposes to serve the same or substantially the same area or market as another acceptable application that was selected for award.

All Applicants that are recommended for funding will undergo a risk assessment evaluation. This assessment will examine an organization's history of performance including:

- The Applicant's record in managing federal awards.
- Ability to effectively implement statutory, regulatory or other requirement imposed on Non-federal entities.
- Verification of a Non-federal entity's conflict of interest policy (must be consistent with the requirements of 2 C.F.R. 2701.112 addressing procedures for ensuring its employees, consultants and contractors do not assist clients in which they, their principals, or their immediate family members have a financial interest or fiduciary duty and for ensuring its employees, consultants and contractors do not use their role in the project as a means of marketing their outside services to project clients).

## 6.0. **Section VI - Award Administration Information**

### 6.1. *Award Notification*

All Non-federal entities selected for awards will receive written notification. **If your organization is selected for an award, you will be given instructions on how to register with GrantSolutions to access and sign your award.** Applicants not selected for awards will be notified, though are not guaranteed a debriefing session.

### 6.2. *Administrative and National Policy Requirements*

All successful Non-federal entities will be required to comply with the requirements set forth in 15 U.S.C. § 657d; 2 C.F.R. Part 200, and OMB Circular A-133 (as applicable); and the terms and conditions set forth in their Notices of Award. In addition, SBA may, from time to time, advise Non-federal entities awarded under this Announcement of new legal requirements and/or policy initiatives with which they must agree to comply.

### 6.3. *Reporting*

All Non-federal entities are required to submit the reports identified below. SBA may withhold payment if reports are not received or are deemed inadequate. Failure to report in a timely manner will also be weighed against future applications for cooperative agreement or grant funding from the same organization and the exercise of any option periods. The reports provided by Recipients may be made public. In addition, SBA reserves the right to require Recipients to post these reports on their websites.

#### 6.3.1 *Financial Reports*

Non-federal entities will be required to submit quarterly financial reports to SBA using SF-425, Federal Financial Report (FFR) within 30 days of the completion of each of quarter of the Budget Period. Final FFR financial reporting and OMB Metrics are due within the 30 days after completion of the final quarter.

#### 6.3.2 *Performance Reports*

Non-federal entities will be required to submit quarterly performance reports to SBA using SF-PPR, Performance Progress Report (or a format of their own devising that includes all the same information sought by the SF-PPR), and include SBA's FAST Quarterly OMB Metrics form, within 30 days of the completion of each of the first three quarters. FAST Final Reports are due 60 days of the completion of the fourth quarter Budget Period. It must include a one-page summary detailing accomplishments and milestones that were met during the project period.

#### 6.3.3 *Report Submission*

All reports must be submitted in electronic format in the Grants Management Module (GMM) via [GrantSolutions.gov](https://www.grantsolutions.gov).

## 7.0. **Section VII - Agency Contacts**

### 7.1. *FAST Program Point of Contact*

Questions concerning general information contained in this Announcement should be directed to the GOTR, Elden Hawkes, at [FAST@sba.gov](mailto:FAST@sba.gov).

### 7.2. *Financial/Grants Management Point of Contact*

Questions regarding budgetary matters related to this Announcement should be directed to the Grants Management Officer, TBD.

7.3 *Grants.gov Technical Support*

For technical support contact the Grants.gov help desk at 800-518-4726 or [support@grants.gov](mailto:support@grants.gov).

8.0. **Section VIII - Other Information and Checklist**

8.1. *Definitions that apply to this Announcement can be found at [www.sbir.gov/about-fast](http://www.sbir.gov/about-fast)*

8.2. *Submission Instructions (grants.gov): [www.sbir.gov/about-fast](http://www.sbir.gov/about-fast)*

8.3. *Attachment Checklist for Completing the Application for Federal Assistance*

Include the following documents as separate attachments, with the corresponding names below:

( ) Cover Letter and Technical Proposal

Attachments and Exhibits

( ) Resumes and Position Descriptions for Key Personnel

( ) List of Contractors/Consultants

( ) Copy of Contractual/Consultant Agreements

( ) Chart of Project Milestones

( ) Organizational Chart and List of Board of Directors

( ) Governor's Letter of Endorsement

Budget Information and Certifications

( ) Budget Detail Worksheet

( ) Budget Narrative

( ) Match % Certification

( ) Cost Policy Statement

( ) Indirect Cost Proposal

8.4. State Rankings and Match Requirements

FY 2020 SBIR/STTR award data compiled by SBA's Office of Innovation and Technology. Information based on number of awards issued and funding obligations for new awards only.

**States Listed in the Following Chart Must Provide a Non-Federal Match of \$1 for each \$1 of Federal Funds**

Ranking	State	Phase 1 Awards
1	California	962
2	Massachusetts	494
3	Texas	280
4	Virginia	277
5	Maryland	232
6	Colorado	227
7	New York	219
8	Ohio	192
9	Pennsylvania	170
10	Florida	151
11	North Carolina	132
12	Washington	98
13	Michigan	97
14	Arizona	96
15	Illinois	96
16	New Jersey	91

**States Listed in the Following Chart Must Provide a Non-Federal Match of \$.75 for each \$1 of Federal Funds**

Ranking	State	Phase 1 Awards
17	Alabama	89
18	Utah	62
19	Georgia	61
20	Oregon	61
21	Minnesota	50
22	New Hampshire	45
23	Tennessee	45
24	Connecticut	44
25	New Mexico	42
26	Missouri	37
27	District of Columbia	33
28	Indiana	32
29	Delaware	31
30	South Carolina	30
31	Hawaii	27
32	Wisconsin	26
33	Kentucky	25
34	Louisiana	20



States Listed in the Following Chart Must Provide a Non-Federal Match of \$.50 for each \$1 of Federal Funds

Ranking	State	Phase 1 Awards
35	Rhode Island	19
36	Kansas	16
37	Arkansas	15
38	Oklahoma	15
39	Montana	14
40	Nebraska	14
41	Vermont	14
42	South Dakota	12
43	Wyoming	12
44	Maine	11
45	Nevada	11
46	Idaho	10
47	West Virginia	9
48	Iowa	8
49	Alaska	3
50	Mississippi	3
51	North Dakota	2
52	Puerto Rico	0
53	American Samoa	0
54	Guam	0
55	Virgin Islands	0
56	Northern Mariana Islands	0