Government Grants and Business Incentives

New cloud-based solutions to ensure that your organization is getting its fair share

Fundingportal

fei

Speaker

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- Teri Kirk

- President, Fundingportal

- Juris Doctor, Law

- Masters, Digital Transformation

- Modernizing access to grants & incentives for industry and business

Agenda

Part 1
12:00-12:30

- **Grants & Incentives for your Organization**
- **Q&A**

Part 2
12:30-1:00

- **Today's Digital Data and Tools**
- **Q&A**

Part 1 | **Grants & Incentives for your Organization**

- Who Gets Funded
- What gets Funded
- Programs for Every Region
- Programs for Every Sector
- How much do Companies get

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Who Gets Funded

Fundingportal Top 500 I 2019

- **Top 100 Companies.**   Receive $16.5M each

- **Top 500 Companies.**   Receive $4.35M each

- **Top Sectors.**   34% manufacturing
                            15% cleantech
                            14% technology

How much funding can *your* business attract?

Find out now at fundingportal.com

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What Gets Funded

We prequalify companies and projects for the *right* funding

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Top 10

1. Innovation and R&D
2. Job Creation
3. Skills Training
4. Growth and Expansion
5. Equipment and Capital Expenses
6. Export
7. Technology Adoption
8. Greening
9. Commercialization
10. Startup

Programs for every Region

Michigan
- Business Development Program I Economic Development Corp.
- Manufacturing Program I National Institute of Standards & Technology

Oregon
- Business Expansion Program I Business Oregon
- Research Options for Space Enterprise Technologies I Federal Department of Defense

Arizona
- Arizona Innovation Challenge I Arizona Commerce Authority
- Innovation Development in Energy Related Applied Science I Federal Department of Energy

New York
- Manufacturing Assistance Program I NY Empire Development
- Improving Undergraduate STEM Education I National Sciences Foundation

Carolinas
- Governor's Closing Fund I South Carolina Commerce
- Advanced Manufacturing I National Science Foundation

■ State Program

■ Federal Program

And Programs for every Sector

Aerospace and Defense

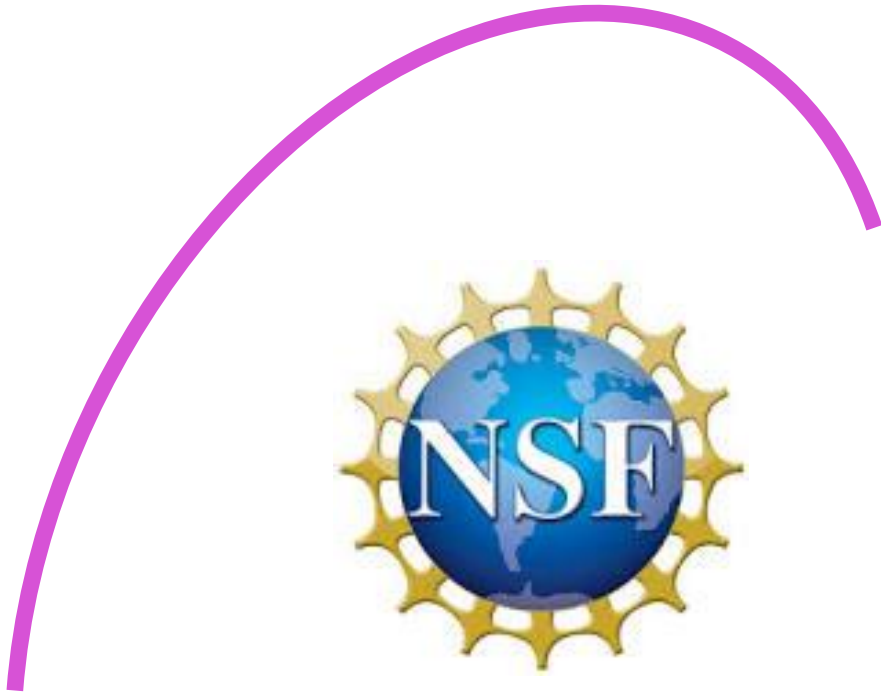**Program I** Research Options for Space Enterprise Technologies

Funder I Department of Defense

Objectives I Payload adapters, on-orbit systems, communications links, ground systems, and user equipment

Awards I
- Honeywell International Inc - $23M
- BAE Systems Information & Electronic Systems Integration - $21.6M
- Solaero Technology Corp. - $4.9M

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STEM

Program I Improving Undergraduate STEM Education I

Funder I National Sciences Foundation

Objectives I

Awards
- Georgia Tech Research Corp - $7.3M
- Everett Community College - $879,725

Manufacturing

Program I Advanced Manufacturing (AM)

Funder I National Science Foundation

Objectives I Research to revitalize American manufacturing; grow the national prosperity and workforce, and reshape strategic industries to sustain global leadership e.g. manufacturing systems; materials processing; manufacturing machines; methodologies; and manufacturing across the length scales.

Awards I This Program begins receiving applications December 19, 2019

Energy Innovation

Program I Innovation Development in Energy Related Applied Science (IDEAS)

Funder I Department of Energy

Objectives I Rapid support of early-stage applied research to explore pioneering new concepts with the potential for disruptive changes in energy technology.

Awards I
- Bigwood Systems - $420,000
- Grid Logic - $500k

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Commerce

Program l MEP Competitive Awards Program for US Commerce

Funder: National Institute of Standards and Technology (NIST)

Objectives l xxx

Awards l
- High Tech Development Corp. - $1M
- Georgia Tech Research Group - $987k
- University of South Dakota - $897k

Questions

Polling Question #1

What can FEI members do to improve their chances of getting government funding?

A) Consult with Fundingportal
B) Allow us to run an extensive report on opportunities
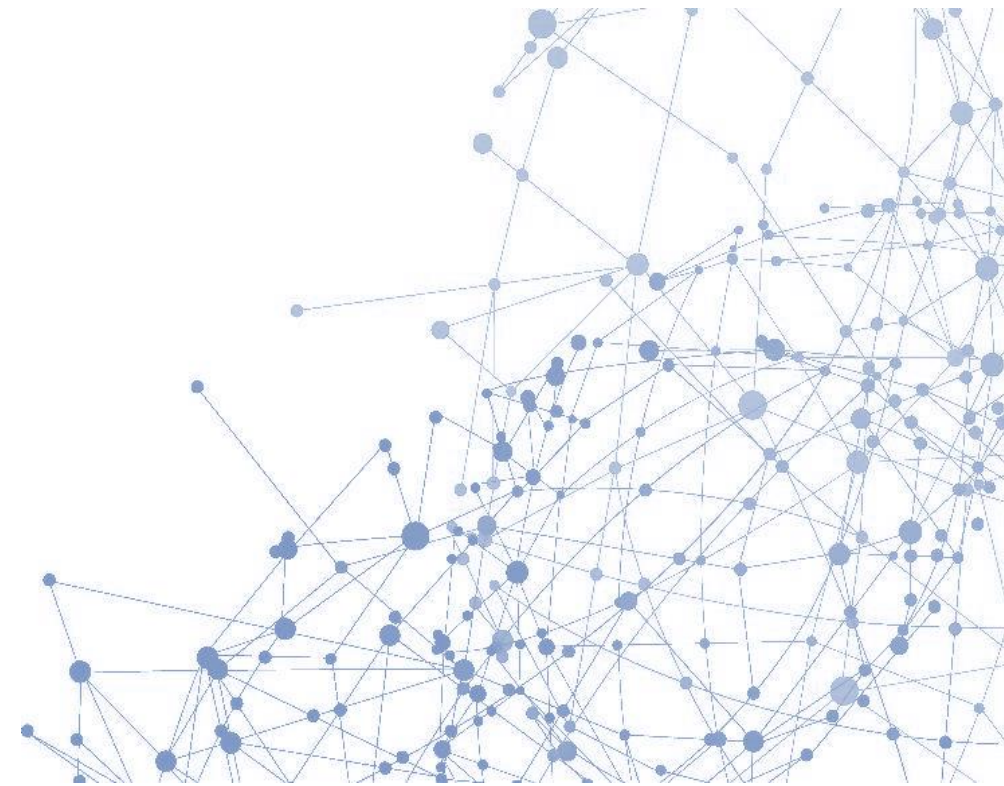**C) Let our grant experts strategically write your application**
D) All of the above

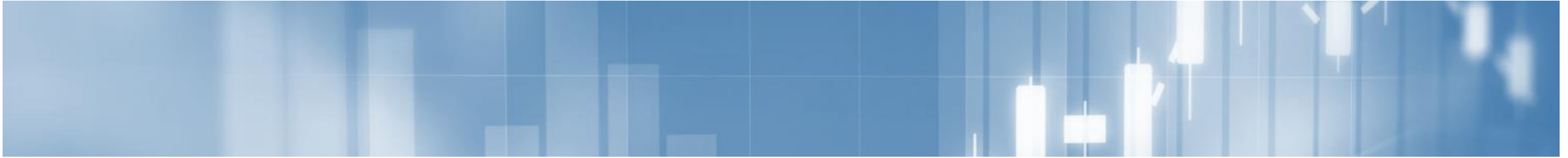fundingportal

Polling Question #2

How important are matching funds when applying for funding?

A) Very important
B) Irrelevant, not a consideration
C) Depends on funding program

General Question

How important is job creation when applying for funding?

What's the difference between a grant, a repayable contribution, and a loan?

Part 2 | **Today's digital tools for accessing Grants and Incentives**

- How companies get Funded
- Three Steps to Funding
- Desktop Solutions
- Who's using it
- Use Case for Your Organization

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How companies get Funded

	Government Processes	Private Sector Processes
Step 1 I Find It	Eligibility	Networks and Fit
Step 2 I Apply for It	Application Forms	Pitch Materials and Due Diligence
Step 3 I Leverage It	More Applications	Re-investment & Rounds

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Three Steps to Funding

Find It

We generate custom reports on the right funding for you

1

Custom Reports

Apply for It

Our team of experts writes winning applications

2

Winning Applications

Leverage It

We manage your post-award reports and alert you about new programs.

3

Compliance & Alerts

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Step 1 I Find It

Custom Government Funding Reports

Applicant Reports

Order a custom work-up on the right government, private or foundation funds for your project. Canada, US or UK. Each report averages 30-50 pages of content, is interactive and dynamic, and includes an expert consultation. Report includes your top funds, an analysis of your potential funding outcomes, and next steps.

Purchase

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- **Fundsearch I** Allows us to instantly query our unique data base of all grants and incentive program + 1200 sources of non-government grants, e.g. corporate and family foundations, updated daily.

- Saves weeks and months of manual research

- Improves efficiency and accuracy

Step 2 | Apply for It

Grant Writing

Our expert grant writers achieve the best funding outcomes in the industry. Our 15-business day turn-around time enables you to focus on growing your operations. Benefit from online workrooms, winning templates, and QA processes.

Purchase

Scorecard

More than 80% of grant applications are rejected for non-compliance. Ensure your project gets funded. Our experts audit, rank, and make recommendations on your draft materials to vastly improve your funding outcomes.

Purchase

- **Application Bot |** Leading technology solution to support our work of writing highly successful funding applications. Sources key clauses favoured by funders. Organizes content.

- **Scorecard |** Our applications attract a perfect score through an arms-length Quality Assurance system, that replicates funders' decision-making, before being submitted to funders.

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Step 3 l Leverage It

Grants Alerts

Receive alerts when the *right* program for *your* organization arises after receiving your custom initial report.

Purchase

- **Alerts** l Subscribe for Alerts and never worry again about missing out on programs and losing out on funding for key projects.

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Desktop Solutions

GMS

- Governments disburse billions of dollars through grants and incentives.
- Companies are seeking desktop tools to access and apply to these programs.

SaaS

- Our GMS (Grants Management System) is a SaaS (software-as-a-service) accessible from your desktop and mobile devices
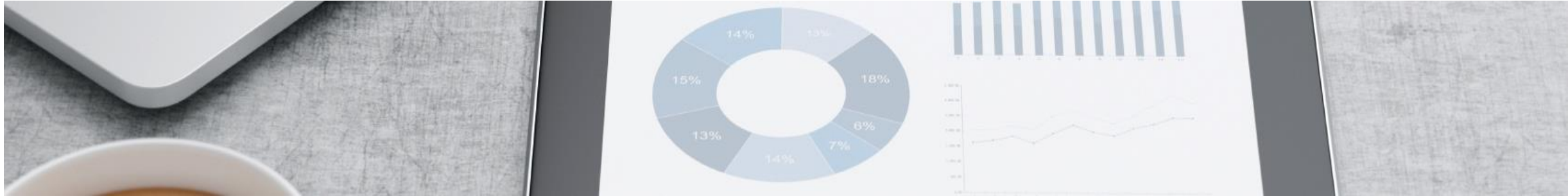
Cloud

- No installations, versions or licenses. Log in and access from the cloud.

Who's using Fundingportal

APPLICANTS

- We identify grants and incentives for Advantech's work in IOT, 5G and satellite telephony in US domestic and international markets

ADVANTECH

ADMINISTRATORS

- We helped Border cities to attract $31M for Great Lakes floodwater control systems and clean up

C G L R
COUNCIL OF THE GREAT LAKES REGION

ADVISORS
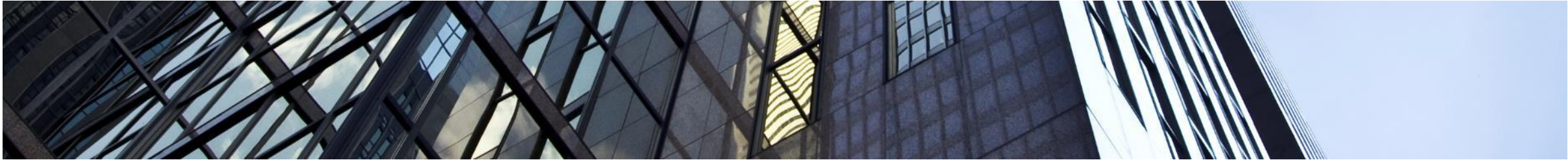
- We sourced $50M in non-dilutive grants funding for a $2B shipping infrastructure project

AVAIO|CAPITAL

Fundingportal by the Numbers

3 **Services**
Find It, Apply for It, Leverage It

1 **Solution**
Fundingportal GMS
Grants Management Systems

3 **Countries**
Canada, US, UK

1M **Companies served**

92% **Success Rate**

9500 **Grants & Incentives Programs**
$200B in business incentives NA-wide

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Use Case for Your Organization

Challenges

- Funding to support R&D is a challenge for most companies
- Now, companies can source the right programs using data-backed reports and alerts,

Outcomes

- Companies improve their financial outcomes from grants and incentives using application support systems

Funding

- The top 500 applicants receive $10M of nondilutive funding per project.

Testimonials

"We don't have the time or expertise to sort through all funding programs or craft professional applications. That's why we access the expertise that Fundingportal brings." – Kevin Loiselle, President, Clearford Water Systems Inc.

"As a global infrastructure leader, Fundingportal is our go-to for sourcing the funding programs that exist to support our clients' projects and ambitions."- Glynis Middleton, Senior Consultant, Stantec Consulting Ltd.

"Fundingportal does exceptional work to guide applicants through complex multimillion-dollar funding applications." - Albert Barbusci, CEO, **Novaporte**

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How to Get Started

Solutions I Book a Demo @ fundingportal.com/demo

Services I Email services@fundingportal.com to get started

FEI I Opt-in to receive these slides or subscribe to Fundnews I US

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Questions

2020 is an election year. What impact do do elections have on grants and incentives ?

A) Funding opportunities stay status quo
B) Not a Government priority
C) New administration means restructuring of how funds are spent

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Polling Question 4

How can FEI members stay on top of new funding developments?

A) Subscribe to Fundingportal's Newsletter
B) Watch for speaking engagements with Teri Kirk
C) Subscribe to Fundingportal's alerts
D) All of the above

Custom Reports
Comprehensive Workup on your top funds

Program Alerts
Custom alerts on the right grants for your business

Fundingportal GMS
Modernizing Grants and Incentives

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Contact Us

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