Presentation Overview

- SBTDC Overview
- What is SBIR and STTR?
- Who is eligible?
- Subcontracting – is it allowable?
- The search for solicitations
- SBTDC Assistance
- NC Incentive and Match Funds
- Contact information
SBTDC mission

- Support the growth and development of North Carolina’s economy by:
  - encouraging entrepreneurship
  - assisting in the creation and expansion of small to medium-sized enterprises
  - facilitating technology development and commercialization
  - supporting economic development organizations
Tech Counselor Locations

Asheville, Beaufort, Boone, Chapel Hill, Charlotte, Cullowhee, Durham, Elizabeth City, Fayetteville, Greensboro, Greenville, Hickory, Pembroke, Raleigh, Wilmington, and Winston-Salem
Cost per job generated = $1,736

Jobs created and sales growth

SOURCE: 2007 SBTDC Impact Assessment Study
Counseling offered to SBTDC clients generated $5.26 in tax revenues for every $1.00 spent on the SBTDC’s program.

North Carolina’s Information Resource for Small Business R&D Funding

Return on investment

SOURCE: 1996-2007 SBTDC Impact Assessment Study
Brief History of SBIR

SBIR

- Federal Agencies with R&D Budgets Exceeding $100 Million
- 2.5% Set Aside of Extramural Research Budget
- Currently = $2.5 Billion
- $16 Billion Awarded via 70,000 Awards Since 1983
- 1.45 million persons are employed with SBIR firms
- 1 in 9 firms have attracted equity financing
- Of the currently SBIR funded firms government has funded $3B which has attracted $35B in equity funding
STTR Stats.

- Largest 5 Agencies Participate
- 0.3% Set Aside
- Currently = $150 million
Three Phase Program

Phase I
- Evaluate viability and feasibility of an idea
- Up to $100K for 6 month period \((STTR\ 12\ months)\)
- Win Rates: approx. 1-8 \((varies\ widely)\)

Phase II
- Expand results and pursue further development
- Up to $750K for up to 24 months
- Win Rates: approx. 1-3 \((varies\ widely)\)

Phase III
- Commercialization
Participating Federal Agencies

- Department of Agriculture *(SBIR Only)*
- Department of Commerce *(SBIR Only)*
- Department of Defense
- Department of Education *(SBIR Only)*
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security *(SBIR Only)*
- Department of Transportation *(SBIR Only)*
- Environmental Protection Agency *(SBIR Only)*
- NASA
- National Science Foundation

*Tip: Don’t judge an agency by its name!*
$2 Billion - Some Perspectives

- A billion seconds ago it was 1959.
- A billion hours ago our ancestors were living in caves.
- A billion dollars ago was only 8 hours and 20 minutes, at the rate our government is spending it.
Is Your Firm Eligible?

- Organized for-profit U.S. business
- At least 51% U.S. owned and independently operated
- P.I.’s primary employment is with small business during the project (either business or university in STTR)
- 500 or fewer employees
Important Facts to Remember

- PI is **not** required to have a Ph.D
- PI **is** required to have expertise to oversee project scientifically and technically
- Applications may be submitted to **different** agencies for similar work
- Awards may **not** be accepted from different agencies for the same project
Now what?
Conduct a Solicitation Search

www.zyn.com/sbir

The Most Comprehensive and Easy to Use SBIR Information Site

Resources
- SBIR Agency Links
- Solicitation Dates
- SBIR Events Calendar
- State Newsletters
- About SBIR Funding
- Federal Laboratories
- EPScoR Program
- Other Grant Info
- SBA Policy Directive

News Items
- View Latest SBIR News
  News Updated 7/7/06

- NASA Opens 2006 SBIR/STTR
  Opens 7/7/06 Closes 3/7/06

- SBIR Insider Newsletter
  Update 6-20-06

- USDA Opens FY-2007 SBIR
  Opens 6/20/06 Closes 9/1/06

- HHS ACF Opens FY-2006 SBIR
  Opens 6/19/06 Closes 6/30/06

- SBIR Tibbetts Awards Program
  Nominations Open May 15, 2006

Search Services
- Open SBIR/STTR Solicitation Topics
  Includes All Agencies Open SBIR/STTR Topics

- Closed SBIR/STTR Solicitation Topics
  Topics often recycled for future solicitations

- Past SBIR/STTR Awards
  SBIR/STTR Awards Databases

- Federal Laboratory R&D Resources
  Keyword search for federal tech resources
Communicate with Agency

Each solicitation provides a point of contact

- Contact to discuss the fit

Potable Water Production Module
Navy SBIR 2006.2 - Topic N06-135
NAVSEA - Ms. Janet Jaensch - janet.jaensch@navy.mil
Opens: June 14, 2006  Closes: July 14, 2006

N06-135 TITLE: Potable Water Production Module

TECHNOLOGY AREAS: Ground/Sea Vehicles, Human Systems

ACQUISITION PROGRAM: PEO SHIPS – Littoral Combat Ship (PMS501) - ACAT 1D

OBJECTIVE: Develop and demonstrate a modularized potable water production system suitable for shipboard use.

DESCRIPTION: The next generation of Navy combatants will utilize commercial modularization standards to allow great flexibility in the payloads and systems they can employ. This flexibility means that the types and capacities of ship service systems are no longer imbedded in the basic ship design and unchangeable, but can be adjusted for a particular role or over the life of the ship with the installation of particular modular services. The objective of this topic is the development of technologies to enable a standard commercial ten foot container that can generate and manage freshwater supply for shipboard applications.
# Solicitation Calendar

<table>
<thead>
<tr>
<th>Agency / Program</th>
<th>Open</th>
<th>Close</th>
</tr>
</thead>
<tbody>
<tr>
<td>NIH (SBIR/STTR)</td>
<td>January 16</td>
<td>April 5, August 5, December 5</td>
</tr>
<tr>
<td>DoD - STTR</td>
<td>January 27</td>
<td>March 25</td>
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<tr>
<td></td>
<td>(pre-solicitation window open to 2/24)</td>
<td></td>
</tr>
<tr>
<td>DoT</td>
<td>February 16</td>
<td>May 1</td>
</tr>
<tr>
<td>EPA</td>
<td>March 20</td>
<td>May 21</td>
</tr>
<tr>
<td>DoD - SBIR</td>
<td>April 20</td>
<td>June 17</td>
</tr>
<tr>
<td></td>
<td>(pre-solicitation window open to 5/18)</td>
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</tbody>
</table>

*Dates are different for each of the 11 agencies!*
SBIR Facts and Figures – NC
1983 to present

- Total Dollars: $400,000,000
- Phase 1 Awards: 1,100
- Phase 2 Awards: 425
- Number of Awardees: 399
- Publicly Traded: 9
- M & A Deals: 18
- VC Funded Firms: 148
- Total Issued patents: 1,660
Your Competitive Edge is Sharper in NC

NC’s Accomplishments

- NC’s SBIR activity has risen to over $40 mil, over 5X increase from 2001
- 10x increase in DoD SBIR dollars from 1999
- NC award rates are on average 1:5 - national rate is on average 1:8
We guide you through the SBIR process…

- One-on-One Counseling
- Information Resources [www.ncsbir.org](http://www.ncsbir.org)
- Proposal Reviews
- Conferences & Workshops
- Follow-on Services via Tech Counselors
Future Solicitation Dates

Please bookmark the following site and visit to get updated information on when solicitations will be open from various agencies: www.zyn.com/sbircomp.htm

The current NIH SBIR/STTR Omnibus Solicitation will be released mid-January 2009. The due dates for FY 2009 will be April 5, August 5, and December 5.

NIH SBIR/STTR Applications to Transition to Adobe-based Forms Beginning January 8, 2009

The NIH Guide Notice NOT-09-08-112 announced the schedule for transitioning from PureEdge to Adobe-based forms. SBIR/STTR applications submitted after the January 7, 2009, receipt date must be submitted using Adobe-based forms. Additional information is available at the NIH Electronic Submission of Grant Applications website: http://grants.nih.gov/ElectronicReceipt.

Courses and Events of Interest

Course: Out of the Cubicle and Into Business
January 20th (46h to 111 course series)
Cary, NC
http://www.outofthecubicle.com
Free: $267 for course (or pay for individual sessions)

Event: SBIR Webinar
January 20th, 3:00 - 4:00 PM
Registration: Email share@sbtdc.org
Fees: NO CHARGE
Attend this three-hour seminar to learn about the $2.2 Billion in R&D funding available for innovative technologies through the Federal Government’s Small Business R&D programs.
# SBIR Program & Proposal Training - 2009

## Webinars

**January 29**  
**SBIR Introduction** by John Ujvari  
3:00-4:00pm | [agenda](#)

**March 11**  
**SBIR Introduction** by John Ujvari  
3:00-4:00pm | [agenda](#)

**May 6**  
**SBIR Introduction** by John Ujvari  
3:00-4:00pm | [agenda](#)

## Live Sessions

**Early/Mid April**  
**SBIR Introduction & Grantmanship Overview** by John Ujvari - Hamner Institute, RTP  
9:00-10:30am | [agenda](#)

**Early June**  
**SBIR Phase I Proposal Preparation** - Sigma Xi, RTP  
9:00-4:30pm | [agenda](#)

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# Meet the Experts - 2009

## Webinars

**March 18**  
**Budgets** by Lea Strickland - online  
12:00 - 12:30pm | [agenda](#)

**May 13**  
**Accounting** by Brooks Malone - online  
12:00 - 12:30pm | [agenda](#)

## Live Sessions - Invitation Only

**March 27**  
**Budgets** by Lea Strickland - Raleigh, NC  
Time TBA | [agenda](#)

**May 20**  
**Accounting** by Brooks Malone - Raleigh, NC  
Time TBA | [agenda](#)
One North Carolina Small Business Program

- SBIR/STTR Incentive Program
- SBIR/STTR Matching Funds Program
SBIR/STTR Incentive Program

- **Purpose of grant**
  - Offsets costs associated with applying for SBIR/STTR grants

- **Reimburses eligible companies for 50% of proposal preparation costs up to $3000**
  - Includes direct costs in proposal prep and submission
  - Does NOT include travel, legal fees, facility improvement, large equipment purchases
**SBIR/STTR Matching Funds Program**

- **Purpose of grant**
  - Match funds received as an SBIR/STTR Phase I award
  - Encourage businesses to apply for Phase II awards

- **Matches Phase I awards 1:1 up to $75K**
  - 75% paid at the time of award
  - 25% paid at completion of Ph I report and submission of Phase II proposal

- **Receive one per year; max of 5 total**
Final Comments

- Significant amount of funds reserved for small, innovative firms
- Funds high risk projects
- Company retains IP – no dilution
- Provides valuable credibility
- Offers a simplified route to obtaining federal R&D funds
Contact Information

John Ujvari
North Carolina Small Business & Technology Development Center
CB# 1823
Chapel Hill, NC  27599

sbir@sbtcdc.org
919-962-8297