

April 12, 2013

SBIR Alerting Service

The SBIR Alerting Service is a free service that provides bi-weekly notification of SBIR and STTR solicitation announcements, news and information, and Internet resources relevant to the SBIR/STTR programs. This service is provided by the [Economic Development Office](#) of [Pacific Northwest National Laboratory](#) (PNNL).

Back issues of the *SBIR-Alert* are available at www.pnnl.gov/edo/opportunities/sbir.stm. Subscription instructions appear at the end of this newsletter.

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>> SBIR/STTR NEWS AND INFORMATION

DHS FY13.2 SBIR Pre-Solicitation Released

The Department of Homeland Security (DHS) Science & Technology (S&T) program recently posted the following notice on the News And Events page of their SBIR Program Portal (sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events):

The DHS S&T Directorate's SBIR FY13.2 pre-solicitation, HSHQDC-13-R-00032, was released on April 2, 2012.

During the period April 2, 2013 through April 17, 2013, proposers have an opportunity to contact Technical Points of Contact by telephone or email to ask technical questions about specific technical topics contained in the Solicitation. Questions must be limited to specific technical information related to improving the understanding of a particular topic's requirements. If information given in response to a question is deemed necessary for the preparation of proposals, that information will be made available via an updated topic description(s). Proposers may not ask for advice or guidance on its solution approach, nor submit material to the Technical Points of Contact. No further contact between proposers and Technical Points of Contact shall occur from April 18, 2013 through May 22, 2013 for reasons of competitive fairness.

Proposals will be accepted via the electronic proposal submission system from April 18, 2013 through May 22, 2013, 2:00 p.m., ET. Proposals must be completely submitted to the DHS submission website at sbir2.st.dhs.gov by the specified closing time. The Solicitation deadline is firm. Late proposals will not be accepted or evaluated. Proposals received via any other means except the DHS submission website will not be accepted or evaluated. As the closing date draws near, heavy traffic on the web server may cause delays. Plan ahead and leave ample time to prepare and submit your proposal. Proposers bear the risk of website inaccessibility due to heavy usage in the final hours before the Solicitation closing time. In accordance with FAR 52.215-1, proposers are responsible for submitting proposals, and any modification, or revisions, so as to reach the Government office

designated in the solicitation by the time specified in the Solicitation.

Proposals are being sought in the following eight topic areas:

H-SB013.2-001: Bulk Currency Vapor Detection in Confined Spaces
H-SB013.2-002: Software Based Roots of Trust for Enhanced Mobile Device Security
H-SB013.2-003: Lost Person Locator for First Responders
H-SB013.2-004: Structural Collapse Prediction Technology
H-SB013.2-005: Commodity Goods Counterfeit Detection
H-SB013.2-006: Management of Mass Casualty Triage
H-SB013.2-007: Affordable Non-Destructive Anomaly Detection for Perceived Hollow Spaces
H-SB013.2-008: Pre-Shot Sniper Detection in Urban Environments

The FY13.2 Solicitation, and any amendments, can be found at www.fbo.gov. Search on HSHQDC-13-R-00032 in the Keyword/Solicitation Number field.

General questions pertaining to the DHS SBIR Program or the S&T Directorate should be submitted to stsbir.program@dhs.gov

NASA SBIR and STTR 2012 Phase I Selections Announced

NASA publicly announced the selection of their 2012 SBIR and STTR Program Phase 1 awards on April 3, 2013. The press release, list of awards, and award abstracts can be downloaded from their SBIR/STTR website: <http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>. Debriefings for Phase I proposals submitted in response to the 2012 SBIR/STTR solicitations will be emailed to offerors by June 3, 2013.

Questions regarding the 2012 solicitation and the award selections can be sent to the NASA SBIR/STTR Support Office at sbir@reisis.com.

NIH SBIR and STTR RFA and Notice

The National Institutes of Health (NIH) recently added a Request for Applications (RFA) and a Notice (NOT) that may be of interest to SBIR participants on the 'Special Announcements for Small Business Research Opportunities' page on their SBIR web site (grants.nih.gov/grants/funding/sbir.htm). This page lists NIH SBIR/STTR-Relevant RFAs, Program Announcements (PA), and Notices that are taken from the NIH Guide Electronic Repository of Special Announcements for Small Business Research Opportunities (grants.nih.gov/grants/guide/index.html).

The titles, announcement numbers, participating Institutes, and web addresses of the RFA and Notice appear below:

Methods Development in Natural Products Chemistry (SBIR and STTR)
(RFA-AT-14-001 and RFA-AT-14-002 posted April 12, 2013)
National Center for Complementary and Alternative Medicine
National Center for Advancing Translational Sciences
Application Receipt Date(s): August 02, 2013
grants.nih.gov/grants/guide/rfa-files/RFA-AT-14-001.html and grants.nih.gov/grants/guide/rfa-files/RFA-AT-14-002.html

Notice of Intent to Publish a Funding Opportunity Announcement for New Ways to Counteract Prescription Drug Diversion and Abuse (STTR and SBIR)
(NOT-DA-13-019 and NOT-DA-13-020 posted April 5, 2013)
National Institute on Drug Abuse
grants.nih.gov/grants/guide/notice-files/NOT-DA-13-019.html and grants.nih.gov/grants/guide/notice-files/NOT-

[DA-13-020.html](#)

SBIR Winners in the News

A trio of Department of Energy (DOE) SBIR/STTR award winning companies were recently profiled the following DOE Hydrogen and Fuel Cells Program News (www.hydrogen.energy.gov/cf/news.cfm) article:

SBIR/STTR Phase I Release 3 Award Winners Announced, Hydrogen Storage and Fuel Cell Manufacturing Projects Included Mar 6, 2013

The U.S. Department of Energy (DOE) recently announced the FY 2012 Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) Phase I Release 3 award winners, including three hydrogen and fuel cell projects located in California, Colorado, and New Jersey.

DOE's Office of Energy Efficiency and Renewable Energy invests in clean energy R&D designed to reduce the cost of technologies that enable the efficient use of energy and/or the generation of renewable energy.

Composite Technology Development, Inc. of Lafayette, Colorado, will optimize the cost and performance of composite cylinders for hydrogen storage using a graded construction. Current state-of-the-art hydrogen storage vessels for fuel cell electric vehicles are cost prohibitive because of the necessary carbon fiber. This project will seek to reduce the cost of these vessels by 25% by using less expensive fibers in a graded construction of the vessel wall.

Nextgen Aeronautics, Inc. of Torrance, California, will incorporate low-cost nanoreinforcement into high-pressure all-composite tank designs to improve composite performance and lower costs. This project will develop fibers, resins, and/or additives that will result in composite reinforced gas cylinders for hydrogen storage that meet or exceed the performance specifications of today's carbon fiber tanks but at a lower cost (at least 25% lower than the projected high volume cost of the carbon fiber layer for a 700 bar tank system).

Treadstone Technologies, Inc. of Princeton, New Jersey, will develop a novel, low cost structured metal bipolar plate technology for low temperature PEM fuel cells for transportation applications. The bipolar plate will be used during the manufacturing process and will help meet EERE's goal of reducing the cost of an 80 kW fuel cell system to \$30/kW (equivalent to the cost of a gasoline internal combustion engine) for automotive fuel cell systems by 2017 (produced at high volume).

SBIR Proposal Writing Tip: Important Changes & Features of New NSF SBIR/STTR Solicitations

The following proposal writing tip was provided by Gail & Jim Greenwood. Past SBIR proposal writing articles written by the Greenwoods are available on the Greenwood Consulting Group, Inc. (GCGI) web site at www.gjgreenwood.com.

SBIR Proposal Writing Basics: Important Changes & Features of New NSF SBIR/STTR Solicitations
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Recently, the National Science Foundation (NSF) released its Phase 1 solicitations for both SBIR and STTR. There are some important changes and significant features in both that we want to highlight this month.

First, NSF has somewhat changed its restrictions on how many Phase 1 proposals can be submitted by a company and by a principal investigator (PI). The new NSF solicitations say that a company can submit no more than 2 Phase 1 proposals under the current "cycle," which is defined as the SBIR and STTR solicitations with mid June 2013 due dates. A company can submit 2 SBIR proposals, or 2 STTR proposals, or one SBIR and one STTR proposal.

Restrictions on the PI, however, are different: an individual can be the PI on not more than one proposal per NSF solicitation. Note that is "per solicitation," not "per solicitation cycle." The difference is this: an individual can be the PI on one SBIR proposal and on one STTR proposal being submitted for the mid June 2013 deadlines (because they are separate solicitations), but cannot be the PI on more than 1 SBIR or 1 STTR proposal being submitted for the mid June 2013 deadline.

Therefore, you will need to put some serious thought into what proposals you will submit to NSF, and with what personnel (specifically the PI), to stay in compliance with these limits.

Second, you must register your company in the new Small Business Administration (SBA) database, which is done on the www.sbir.gov website. NSF is the first agency we've seen to require this. It is the first step in what SBA has envisioned to be a massive database in which you the SBIR/STTR applicant or recipient, of course, will be expected to provide most of the data. But for now, it just means getting registered on the sbir.gov site and attaching the "proof" of such registration as a pdf file to your NSF proposal.

Third, the heart of the Phase 1 NSF SBIR/STTR proposal is the Project Description, which includes key sections like identification/significance of the innovation, objectives, and research plan. *This part of your proposal is capped at 15 pages, including a commercialization plan that is up to 5 pages long.* There's a message here: even though this is a proposal for a Phase 1 feasibility study of a technical innovation that may not even work, the proposal needs to be framed in the context of a commercialization opportunity that exists if it does prove feasible. This is a new way of approaching SBIR/STTR: for decades, small companies have proposed gee-whizzy technical ideas to see if they are feasible and work. Now, NSF (and a number of other agencies) expects you to convince its reviewers that the feasibility study is even worth doing, in terms of there being a strong possibility that this will lead to a marketable product or service. The page allocations that NSF is suggesting reinforces this emphasis: they give you 15 pages, but expect to see up to 5 of them focused on the commercialization potential and plan, and therefore leaving about 10 pages for the heart of the technical discussion and work plan.

Fourth, the NSF solicitations instruct you to address "societal impacts" in the Project Description, but then give you the choice of where to put this discussion. Societal impacts, including the commercialization potential, are a big deal to NSF, so we recommend you address them in the initial section of the Project Description, known as the identification & significance of the innovation section. You will be detailing the commercialization discussion later in the Project Description, so you could include just a brief overview at this point--perhaps you can focus some attention on the other societal impacts like improved quality of life, increased interest among kids in science/technology/engineering/mathematics careers, or reduced environmental impacts.

Fifth, NSF indicates that up to 3 "letters of support for the technology" can be included in a Phase 1 SBIR or STTR proposal. At one time, such letters were mandatory at NSF; more recently they were "highly encouraged;" now they are soft peddled. However, the wording says they are still important: quoting both current solicitations, "Letters of support act as an indication of market validation for the proposed innovation and add significant credibility to the proposed effort." We STRONGLY ENCOURAGE you to include at least 1 such letter in any Phase 1 proposal, especially one going to NSF. And don't let the "letters of support for the technology" phrasing fool you: these are to be letters from potential customers, funders, and/or strategic partners (like potential licensees). They should not be addressing the technical merits, but the commercialization potential of your innovation.

Finally, a couple of words about the NSF budget. The current solicitations state that a consultant on an NSF SBIR/STTR project can only receive \$600 per day, but what is not made clear is that this is only the DIRECT portion of a consultant's fee. Consultants should be charging direct, indirect (to cover their general costs of being in business), and a profit. If you use as a guideline NSF's stated cap of indirect costs on an SBIR/STTR proposal being not more than 150% of direct costs and profit being 7%, then \$600 per day could be as much as $\$600 \times (1+1.5) \times 1.07 = \1605 . Equipment purchase is not allowed by NSF as a direct charge to a Phase 1 SBIR or STTR project, but if you charge a profit you can use that profit for anything you want, including buying equipment (by the way, never indicate in a budget justification how you plan to spend the profit you are requesting--a decision on how much profit you are given should be based on the merits and risk level of the project, not the

reader's opinion of how you want to spend it). And note that the maximum Phase 1 SBIR at NSF is \$150k, while STTR is capped at \$225k, while Phase 2s under both SBIR and STTR are limited to \$750k.

As always, a careful read of a new solicitation is important, especially with all the changes being made as the Reauthorization legislation is implemented. Failure to do so means you run a high risk of missing opportunities, as well as having your proposal rejected for your noncompliance.

Gail and Jim Greenwood may be reached at:

Greenwood Consulting Group, Inc.
1150 Junonia
Sanibel, FL 33957
(239) 395-9446 (voice & fax)
gail-jim@g-jgreenwood.com

>> CONFERENCES AND WORKSHOPS

National

National SBIR Spring 2013 Conference -- Washington DC, May 14-16, 2013. Co-located with the 15th Annual TechConnect World and the National Innovation Summit, the National SBIR Conference will provide key information and contacts for small businesses and TTOs competing for SBIR/STTR contracts totaling over \$2.5B Annually. Meet one-on-one with program managers and corporate acceleration partners focused on Accelerating Commercialization of American Innovation! For more information and to register, visit nationalinnovationsummit.com/program/National_SBIR_Conference.html, or contact Sarah Wenning at (512) 697-8849 or wenning@techconnect.org.

15th Annual NIH SBIR/STTR Conference -- Sioux Falls, South Dakota, October 28-30, 2013. Agenda, registration, and all logistics tbd. Watch <http://sbir.nih.gov/> for updates.

Regional

SBIR/STTR Phase I Proposal Writing Workshop -- Little Rock, AR, April 17, 2013. Covering all 11 agencies that participate in SBIR and STTR (a sister program), the eight-hour workshop is for early-stage, first-time or unsuccessful writers of SBIR Phase I proposals, and will focus on the work plan and the commercialization plan. For more information and to register, visit asbtcd.ualr.edu/training/fayetteville.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

SBIR Workshop -- Asheville, NC, first week of April, 2013. Email John Ujvari at sbir@sbtcd.org for more information.

SBIR/STTR Grant Proposal Prep Workshop -- Norfolk, VA, April 16, 2013. This one-day session provides detailed instruction on strategy and technical proposal preparation. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

DCAA Compliant Seminar -- Denver, CO, April 23-24, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks Seminar, and more. Visit www.gov-con.com or contact 303-800-9115 or info@gov-con.com for more information.

* *SBIR/STTR Overview and Proposal Preparation Workshop* -- New Orleans, LA, April 30, 2013. The Louisiana Technology Transfer Office, LSU Innovation Park, Baton Rouge, LA and the New Orleans Bio Innovation Center (NOBIC) are partnering to sponsor this all-day event. Jim Greenwood, Greenwood Consulting Group, Inc. will conduct the workshop. The morning session will cover SBIR/STTR basics (including the recent reauthorization),

and Phase 1 proposal preparation. The afternoon includes abbreviated sessions on Phase 2/commercialization and the cost proposal. A brief panel discussion/Q&A will also be held that will include Greenwood; Dr. Kam Ng, CEO, University of LA-Lafayette LITE Center; Dr. Tom Stanley, NASA SBIR Program at Stennis Space Center, and representatives from several companies that have won SBIR awards. For more information contact Roy Keller, Director, Louisiana Technology Transfer, at (225) 578-3985 or email at: rkeller@lsu.edu, or visit www.neworleansbio.com/news_events/events/sbir_workshop.

** SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Oklahoma City, Oklahoma, May 1, 2013. This event will offer a strong overview of the SBIR/STTR programs and a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. The SBIR/STTR Reauthorization is leading to many important changes in these programs, and the most important ones that you need to know about will be highlighted. For more information on the workshop or to register, contact steven.martinez@ocast.ok.gov.

Overview of DoD topics and Components Webinar -- Online, May 2, 2013. Does your project have an application in the current Dept. of Defense SBIR/STTR solicitation? Get an overview of the topics as well as the various DoD components, ask questions and learn how to get your proposal off to a great start. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Submitting to DoD? Learn Their Language! Webinar -- Online, May 7, 2013. This webinar will provide a brief look at how SBIR/STTR projects fit into the DoD's procurement process, and how you can "speak their language" to improve your chances of winning Phase I and Phase II contract awards. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Government Contracting and Accounting -- New York, NY, May 7, 2013. This seminar is specifically designed for SBIR grant applicants and recipients, including other financing applicants and winners. Working on a RO1? Won an SBIR grant? Have you received an award from a federal agency that uses cost-plus-fixed fee contracts? Ready to apply for a grant, but first you want to understand contract negotiation? If you answered yes to any of the above questions, then join ITAC and Jameson CPA for a thorough workshop on the do's and don'ts of government accounting and contracting. For more information and to register, visit <http://govtcontracts101.eventbrite.com/#>.

SBIR/STTR Proposal Prep – NIH Focus -- Kalamazoo, MI, May 7-8, 2013. This seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Proposal Prep – DoD Focus -- Troy, MI, May 9, 2013. This Dept. of Defense-focused seminar provides detailed instruction on the ins and outs of preparing a proposal to meet the requirements of the DoD, including both technical and commercialization plans, and navigating the often complicated submission process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

DHS S&T SBIR Webinar Series: Manufacturing Extension Program (MEP) -- Online, May 9, 2013, 1:00-2:00PM EST. This webinar series has been designed specifically for DHS Phase I and Phase II SBIR awardees, as well as other organizations that are interested in becoming involved with the DHS Small Business Innovation Research program. The NIST Manufacturing Extension Program is a valuable resource for companies looking to shift from research and development to production. Learn where the MEPs are in your area and how they can assist you with Product Design and Prototyping, Design for Manufacturing, Design for Assembly, and Sourcing. Visit sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events#2 for more information.

Basics of Commercializing a Technology Webinar -- Online, May 9, 2013, Noon to 1:00PM. Contact John Ujvari at sbir@sbtdc.org for more information.

National SBIR/STTR Conference Seminars -- Washington, DC area, May 14-16, 2013. Three important half-day seminars will be available on the afternoon of May 14th as part of the pre-conference events taking place during the National SBIR Spring 2013 Conference in Washington DC, May 14-16, 2013. The seminars will include an abbreviated Phase 1 proposal preparation workshop led by Greenwood Consulting Group, Inc., a Phase 2

proposal preparation workshop led by Mark Henry, and cost proposal/government accounting/budget workshop led by Ed Jameson. For more information or to register for the conference and these pre-conference workshops, go to http://nationalinnovationsummit.com/program/National_SBIR_Conference.html.

SBIR At-A-Glance -- Sterling Heights, MI, May 15, 2013. This class will provide you with a high-level view of alternative avenues for commercialization and how the federal funding through the SBIR and STTR programs can be a valuable part of the process. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Essentials of Commercialization -- Detroit, MI, May 16, 2013. Learn the basics of how to develop an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and developing financial plans and business models. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

How to Prepare a Budget for SBIR/STTR Proposals Webinar -- Online, May 16, 2013. This session will walk through the development of a project budget. Items covered will include: what costs need to be included, how to write a budget justification, can the company afford to pursue this project, what indirect rate should be used and more. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

Advanced DCAA Government Contractors Compliance Webinar -- Online, May 21-22, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, FAR Overview, Cost Accounting Standards – Overview, Overhead/G& Rate Varieties and Considerations, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

The ABC's of SBIR/STTR Funding Webinar -- Online, May 22-23, 2013. Join us for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *Phase 2 Proposal Preparation Workshop* -- Reno, NV, May 30, 2013. This workshop begins with the basics of Phase 2, including a discussion of how the recent reauthorization means important changes to Phase 2 of the SBIR and STTR programs. It then progresses into a presentation of a four-step process for developing a competitive Phase 2 proposal. It concludes with a discussion of the all-important Phase 2 commercialization plan, including presentation of samples of how SBIR/STTR companies are commercializing their technologies. This workshop is perfect for anyone with a Phase 1 award interested in progressing into the larger Phase 2 effort, or for those who work with such companies. For more information or to register, contact fhgrupe@gmail.com.

Secrets of Winning SBIR/STTR Proposals -- Princeton University, NJ, May 31, 2013. This half-day seminar is intended to provide participants with an introduction and overview of the SBIR and STTR programs including how to search for solicitations and topics that may fit their technologies and core technical competencies. Participants will also receive instruction intended to help them prepare competitive grant proposals. For seminar agenda and registration visit www.njsbdc.com/sbir beginning April 19.

Navy Opportunity Forum 2013 -- Crystal City, VA, June 3-5, 2013. The 13th Annual Navy Opportunity Forum, sponsored SBIR Program Office, provides an effective way for acquisition officers, R&D managers, prime contractors, 1st and 2nd tier suppliers, and defense personnel to preview Navy-funded technologies developed by small business. Visit www.navyopportunityforum.com for more information.

* *SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Orlando, Florida, June 6, 2013. This event will provide a strong overview of SBIR/STTR (including important things that many "experts" don't know about these two programs), a briefing on the SBIR/STTR reauthorization and its implications for the programs and your proposal, and in-depth coverage of a simple but comprehensive four-step process for developing a competitive Phase 1 proposal. More information and registration can be had from jack@ucf.edu.

* *How to Keep From Losing Money or Going to Jail Over Your SBIR/STTR Project* -- Albuquerque, New Mexico, June 13, 2013. The focus of this unique workshop is twofold: First, we are going to talk about the key changes coming in SBIR/STTR because of the recent Reauthorization of both programs, SBA's policy directives guiding how the agencies should implement the reauthorization, and what the agencies are deciding to do based on the legislation and the policy. Then we'll sort of shift gears and talk about the all-important SBIR/STTR cost proposal and the recordkeeping you are expected to do if you get an award. For more information or to register, contact metta-marie.d.stahl@lmco.com.

DHS S&T SBIR Webinar Series -- The Safety Act -- Online, June 13, 2013, 1:00-2:00PM EST. This webinar series has been designed specifically for DHS Phase I and Phase II SBIR awardees, as well as other organizations that are interested in becoming involved with the DHS Small Business Innovation Research program. The DHS Safety Act is an invaluable tool for technology developers. It provides legal liability protection for providers of Qualified Anti-Terrorism technologies. Learn about the protection that this Act provides and how to apply for Certification under this Act. Visit sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events#2 for more information.

2013 New England Regional SBIR/STTR Summer Session -- Kennebunkport, ME, June 20, 2013. The Maine Technology Institute offers a prime opportunity for New England's small business owners, entrepreneurs, researchers, scientists and inventors, to meet with federal agency program managers who are charged to seek out and invest in developing technologies across the country. For more information, contact Karen West at cpmgmt@fairpoint.net.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR Phase 2/Commercialization workshop -- Tampa, Florida, October 17, 2013

Annual New Jersey SBIR/STTR conference -- Newark/Brunswick area, New Jersey, November 2013 (tentative)

SBIR/STTR Phase 1 workshop -- Tampa, Florida, February 4, 2014

* **Greenwood Consulting Group, Inc.** will provide training at these workshops. Any attendee of one of these workshops is entitled to a free critique of his or her draft SBIR or STTR proposal. If you have questions, contact Gail or Jim Greenwood at (239) 395-9446 (voice & fax) or gail-jim@g-jgreenwood.com, or visit their web site at www.g-jgreenwood.com.

If you are sponsoring or are aware of SBIR workshops in your area and would like to post an announcement, feel free to contact us.

>> SOLICITATIONS CURRENTLY OPEN

SBIR

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, December 5, 2013;

AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014

<http://grants.nih.gov/grants/funding/sbir.htm>

STTR

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, December 5, 2013;

AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014

<http://grants.nih.gov/grants/funding/sbir.htm>

Coming Soon

DHS S&T FY13.2 SBIR Solicitation
Expected April 18, 2013
sbir2.st.dhs.gov/portal/SBIR/

DoD SBIR 2013.2 Solicitation
Pre-Release Expected April 24, 2013
acq.osd.mil/osbp/sbir/index.shtml

EPA FY-2013 Phase I SBIR Solicitation
Expected May 2013
epa.gov/ncer/sbir/

NSF FY-2014 Phase I SBIR Solicitation
Opens May 11 2013; Available on the web now
www.nsf.gov/eng/iip/sbir/

NSF FY-2014 Phase I STTR Solicitation
Opens May 13 2013; Available on the web now
www.nsf.gov/eng/iip/sbir/

>> SBIR/STTR ADDITIONAL RESOURCES

For a listing of and links to participating federal agencies, state/regional SBIR and small business resources, consulting services and more, view the *SBIR/STTR Resources on the Web* file at www.pnnl.gov/edo/opportunities/sbir.stm.

>> SUBSCRIPTION INSTRUCTIONS

To SUBSCRIBE to the SBIR-Alert mailing list, send an email to lyris@lyris.pnl.gov with the following in the subject line or body of your message (your name is optional):

subscribe sbir-alert first_name last_name
example: subscribe sbir-alert joe smith

To UNSUBSCRIBE, send an email to lyris@lyris.pnl.gov with the words "unsubscribe sbir-alert" in the subject line of your message

If you have any comments, suggestions, or would like to submit items for the next issue please contact us:

Richard Fowler - richard.fowler@pnnl.gov - (509) 372-4332
Gary Spanner - gary.spanner@pnnl.gov - (509) 372-4296