

January 20, 2012

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

DOE FY 2012 SBIR/STTR Phase I Release 2 FOA Deadline Reminder

The deadline for receipt of proposals in response to the Department of Energy (DOE) 2012 SBIR/STTR Phase I Funding Opportunity Announcement (FOA) is January 31, 2012. The FOA is available on the DOE SBIR website at science.energy.gov/sbir/. Note that an Amendment was made to the FOA on January 17 to corrections in the Topics document which is attached to the FOA. Note that all Phase I applications must be submitted through the Grants.gov web portal to be considered for award. Page 2 of the solicitation outlines the submission process.

DOC NOAA SBIR 2012-1 Phase I Solicitation Deadline Reminder

The deadline for receipt of proposals in response to the Department of Commerce (DOC), National Oceanic and Atmospheric Administration (NOAA) 2012-1 Phase 1 SBIR solicitation is February 1, 2012. The solicitation is available to download on the Federal Business Opportunities (www.fedbizopps.gov) website at www.fbo.gov/index?s=opportunity&mode=form&id=fada14ff631c75636708234c986f3c3b&tab=core&_cvview=1

For more information regarding the solicitation contact Joan Clarkston, Contract Specialist at joan.e.clarkston@noaa.gov.

For more information regarding the DOC NOAA SBIR program, visit the NOAA Office of Research and Technology Applications website: www.oar.noaa.gov/orta/.

Winter Regional SBIR Event Announcements

It may be cold outside, but the SBIR/STTR program reauthorization will make SBIR/STTR training a hot topic this year. Now is a great time to start making plans to attend a SBIR conference or workshop. Several winter and early spring events in locations all over the country have recently been added to the 'CONFERENCES AND WORKSHOPS' section of this newsletter. These workshops provide an opportunity to improve proposal

preparation skills and often offer a chance for one-on-one discussions with Agency representatives. If you would like to include a workshop announcement in this listing, please email richard.fowler@pnnl.gov.

NIH SBIR and STTR Program Announcements

The National Institutes of Health (NIH) recently added three Program Announcements (PA) 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 PAs, Request for Applications (RFA), and Notices (NOT) 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 PAs appear below:

NINDS Exploratory Clinical Trials for Small Business (SBIR and STTR)
(PAR-12-072 and PAR-12-073 posted January 13, 2012)
National Institute of Neurological Disorders and Stroke
Application Receipt/Submission Date(s): Multiple dates, see announcement.
<http://grants.nih.gov/grants/guide/pa-files/PAR-12-072.html> and <http://grants.nih.gov/grants/guide/pa-files/PAR-12-073.html>

NINDS Competing Renewal Awards of SBIR Phase II Grants (Phase IIB) for Exploratory Clinical Trials (SBIR and STTR)
(PAR-12-074 and PAR-12-075 posted January 13, 2012)
National Institute of Neurological Disorders and Stroke
Application Receipt/Submission Date(s): August 5, 2012 and August 5, 2013 AIDS: September 7, 2012 and September 7, 2013
<http://grants.nih.gov/grants/guide/pa-files/PAR-12-074.html> and <http://grants.nih.gov/grants/guide/pa-files/PAR-12-075.html>

NINDS Competing Renewal Awards of SBIR Phase II (Phase IIB) Grants (SBIR and STTR)
(PAR-12-076 and PAR-12-077 posted January 13, 2012)
National Institute of Neurological Disorders and Stroke
Application Receipt/Submission Date(s): August 5, 2012 and August 5, 2013 AIDS Date: September 7, 2012 and September 7, 2013
<http://grants.nih.gov/grants/guide/pa-files/PAR-12-076.html> and <http://grants.nih.gov/grants/guide/pa-files/PAR-12-077.html>

>> CONFERENCES AND WORKSHOPS

National

14th Annual NIH SBIR/STTR Conference -- Louisville, Kentucky, May 30 - June 1, 2012. This event will be hosted by the Kentucky Science and Technology Corporation. Additional details as the logistics and agenda are developed will be available on the NIH SBIR/STTR website at grants.nih.gov/grants/funding/sbir.htm.

2012 National SBIR Beyond Phase II Conference & Technology Showcase – Indianapolis, IN, September 10 - 13, 2012. This event showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities, and will bring together current SBIR Phase II companies, key technology and acquisition personnel from government and industry to enable the transition of SBIR-funded research and development into products for military, government and private sector commercial markets. For more information, email conference@esncc.com.

Regional

Secrets of Winning SBIR/STTR Proposals -- Arcata, CA, January 25, 2012. The Humboldt State University Office of Research and Sponsored Programs will be hosting a free on-campus session on how to write winning SBIR/STTR proposals. The event will include the following topics: How the government funds early stage technology; Secrets of writing winning proposals; Review of an actual in-progress Phase II proposal; Debriefings on proposals that did not win. For more information and to register please contact the HSU Sponsored Programs Foundation at (707) 826-5159.

14th Annual Regional SBIR Conference -- St. Louis, MO, January 26-27, 2012. This event, hosted by the Center for Emerging Technologies, will include representatives from several SBIR agencies, prime contractors, and federal laboratories. For more information, visit www.emergingtech.org/events.html, or contact Bill Simon at 615-6908 or vawiad@ufl.edu.

SBIR/STTR Proposal Preparation - NIH focus -- Chicago, IL, January 31-February 1, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.ibiopropel.org/propel/SBIR.html, or contact mvelasquez@ibio.org.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, February 1, 2012. This half-day workshop covers the SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

* *SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Orlando, Florida, February 3, 2012. This workshop contains information for newcomers to SBIR/STTR and veterans alike, including strong overview of the SBIR/STTR programs and a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. An actual SBIR proposal will be reviewed and critiqued using the tools learned during the day. For more information on the workshop or to register, contact Jack@ucf.edu.

NIH SBIR/STTR Hands-on Proposal Prep Training -- Chapel Hill, NC, February 4-5, 2012. This two-day course is designed to prepare you to submit a competitive proposal in the new format. At the end of the workshop you should have all the tools you need to develop a much more competitive proposal for submission to NIH. Also, learn about the review process, scoring and other critical aspects to successful funding. For more information and to register, visit www.NcFisherResearch.com.

SBIR/STTR Proposal Preparation - NIH focus -- Newark, NJ, February 13-14, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.bbcetc.com/training.html.

SBIR/STTR Proposal Preparation - NIH focus -- Ann Arbor, MI, February 15-16, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.bbcetc.com/training.html.

DCAA Compliant Seminar -- Denver, CO, February 17-18, 2012. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks Seminar. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR Intro -- Webinar, February 22, 2012. This webinar will introduce attendees to SBIR/STTR programs, the services that the North Carolina SBTDC provides to those looking to submit proposals, as well as sources of additional program information. For more information and to register, visit www1.gotomeeting.com/register/555895425.

SBIR/STTR Proposal Preparation - NIH focus -- Richmond, VA, February 21-22, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.cit.org/node/280, or contact robert.brooke@cit.org.

SBIR/STTR Proposal Preparation - NSF focus -- Herndon, VA, February 23, 2012. This seminar will present information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NSF, including detailed instruction on the ins and outs of preparing a proposal and navigating the often complicated submission process. For more information and to register, visit www.cit.org/node/280, or contact robert.brooke@cit.org.

Phase 1 overview: Pre-Proposal Work, Common Pitfalls -- Webinar, February 29, 2012. Learn about tools to carryout SBIR solicitation searching, team building and common problems that reviewers see. For more information and to register, visit www1.gotomeeting.com/register/254570736.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, March 1, 2012. This half-day workshop covers the SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

Advanced DCAA Seminar -- Webinar, March 7, 2012. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards, Advanced Incurred Cost Proposals, DCAA Audit, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

SBIR/STTR 101: Introduction and Overview -- Ann Arbor, MI, March 8, 2012. This half-day workshop covers the SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

Tips on Electronic SBIR/STTR Submission to NIH Webinar -- Online, March 15, 2012. This event will offer tips for successful submission of NIH SBIR/STTR proposals and how to avoid common mistakes. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

* *Advanced SBIR/STTR DoD Proposal Preparation Workshop* -- New York City, NY, March 28, 2012. This workshop will consist of a unique blend of both Phase 1 and Phase 2 issues among the 11 SBIR agencies, with an emphasis on the Department of Defense's SBIR and STTR programs --which make up roughly 50% of the entire SBIR/STTR programs and could be a candidate for your proposal regardless of your technical area. For more information or to register, contact lharcum@nycedc.com.

SBIR/STTR Overview Webinar -- Online, March 29, 2012. This event will address SBIR/STTR program basics, including: program purpose; eligibility; and sources of funding; and will provide enough information for attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or contact kris@bioconsultants.com.

* *SBIR/STTR Phase 1 Proposal Resubmission Workshop & Cost Proposal/Government Accounting Workshop* -- Omaha, Nebraska, April 3-4, 2012. Day 1, which will be by invitation, will be an opportunity for entrepreneurs who have previously submitted at least one Phase 1 proposal that was not awarded. It will focus on specific recommendations for resubmitting proposals by those attending this workshop. Day 2's workshop will focus on SBIR/STTR cost proposal and government accounting. For more information of either or both of these workshops, to find out whether you can be an invited participant in Day 1, or to register, contact vdog@mail.unomaha.edu.

* *SBIR/STTR Cost Proposal/Government Accounting Workshop* -- Gainesville, Florida, April 20, 2012. This event will be useful if you are submitting SBIR/STTR proposals and don't know all the rules or don't understand concepts like indirect rate, ir&d, reasonableness and unallowable costs, and if you already have SBIR/STTR awards and don't know the 7,000 rules pertaining to Federal government procurement (not to mention agency supplements like the DFAR). This workshop will also include a noontime "lunch and learn" session which will provide a quick overview of SBIR/STTR geared for both newbies as well as veterans who want to learn the latest about the programs. For more information or to register, contact yawiad@ufl.edu.

SBIR & Global Trade Summit -- Uncasville, CT, July 24-26, 2012. A website with details and registration will open soon. For more information contact Merrie London at merrie.london@ctinnovations.com or (860) 257-2894.

* *Other possible upcoming SBIR training opportunities include:*

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, Spring 2012

Annual New Jersey SBIR/STTR Conference & Workshops -- Newark/North Brunswick, New Jersey area, November 14-16, 2012 (tentative)

National SBIR Conference -- Portland, Oregon area, Fall 2012

* **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

DOE FY 2012 SBIR/STTR Phase I (Release 2) Funding Opportunity Announcement

FOA closes January 31, 2011

science.energy.gov/sbir/funding-opportunities/

DOC NOAA SBIR 2012-1 Phase I Solicitation

Due February 1, 2012

www.oar.noaa.gov/orta/

ED NIDRR FY 2012 SBIR

Due February 13, 2012

www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Phase I Solicitation

Due February 22, 2012

www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Phase I Solicitation for Special Education
Due February 22, 2012
www2.ed.gov/programs/sbir/applicant.html

ED IES FY 2012 SBIR Fast Track Solicitation for Special Education
Due February 22, 2012
www2.ed.gov/programs/sbir/applicant.html

DOC NIST FY-2012 SBIR Solicitation
Due March 2, 2012
www.nist.gov/tpo/sbir/

STTR

DOE FY 2012 SBIR/STTR Phase I (Release 2) Funding Opportunity Announcement
FOA closes January 31, 2011
science.energy.gov/sbir/funding-opportunities/

Coming Soon

DoD STTR Solicitation 2012.A
Expected January 26, 2012
www.acq.osd.mil/osbp/sbir/solicitations/index.htm

>> 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, visit 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:

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