

January 6, 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](http://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

#### **DOC NIST FY-2012 SBIR Solicitation Now Open**

The Department of Commerce (DOC), National Institute of Standards and Technology (NIST) 2012 SBIR Phase I program solicitation opened on December 20, 2011. Proposals are due March 2, 2012. The solicitation is available in pdf format on the Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov)) website at [www.fbo.gov/index?s=opportunity&mode=form&id=4f865ee6db0b106fbb1fee7258047507&tab=core&\\_cview=0](http://www.fbo.gov/index?s=opportunity&mode=form&id=4f865ee6db0b106fbb1fee7258047507&tab=core&_cview=0)

For more information regarding the solicitation, including additional forms and to post and view solicitation questions and answers, visit the NIST SBIR website at [www.nist.gov/tpo/sbir/](http://www.nist.gov/tpo/sbir/), or contact Micole A. Cheatham at [micole.cheatham@nist.gov](mailto:micole.cheatham@nist.gov) or (301) 975-8335.

#### **ED Fiscal Year 2012 SBIR Solicitations Open**

Four U.S. Department of Education (ED) Fiscal Year 2012 SBIR Solicitations are now open. Visit the ED SBIR website ([www2.ed.gov/programs/sbir/applicant.html](http://www2.ed.gov/programs/sbir/applicant.html)) for details.

*ED National Institute on Disability and Rehabilitation Research (NIDRR) FY-12 SBIR Solicitation.* All SBIR projects funded by NIDRR must address the needs of individuals with disabilities. The closing date is February 13, 2012.

*ED Institute of Education Sciences (IES) FY-12 SBIR Phase I in Education:* Solicitation #ED-IES-12-R-0006 is a request for Phase I proposals for awards up to \$150,000 for the research and development of prototypes of education technology products to improve student learning directly or indirectly (e.g., through teacher practices) in authentic education delivery settings (e.g., schools, after-school programs, or distance learning programs), or to facilitate research in the field of education. The closing date is February 22, 2012.

*ED IES FY-12 SBIR Phase I in Special Education:* Solicitation #ED-IES-12-R-0007 is a request for Phase I proposals for awards up to \$150,000 for the research and development of prototypes of technology products used by infants, toddlers, or students with or at risk for disabilities, or teachers (or other instructional personnel, related services providers, or family members) in early interventions or special education. The closing date is February 22, 2012.

*ED IES FY-12 SBIR Fast-Track in Special Education:* Solicitation #ED-IES-12-R-0005 is a request for Fast-Track (Phase I & II) proposals for awards up to \$1,050,000 for the research and development of technology products used by infants, toddlers, or students with or at risk for disabilities, or teachers (or other instructional personnel, related services providers, or family members) in early interventions or special education. The closing date is February 22, 2012.

### **Tibbets Awards and SBIR Hall of Fame Announcement**

On December 21, 2011, the Small Business Administration posted a notice on [SBIR.gov](http://SBIR.gov) that nominations are open for the 2012 Tibbets Awards and the SBIR Hall of Fame. The nomination period for both will close on January 31, 2012.

The Tibbets Awards are presented to those small businesses and individuals judged to exemplify the best in the SBIR and the STTR programs. The award is named for Roland Tibbets, acknowledged as the father of the SBIR program, and is presented to companies and individuals that promote the mission and goals of the SBIR and STTR programs. There are two types of Tibbets Awards: awards to any businesses who have participated in the SBIR or the STTR Phase I and II award programs and individuals who have not received assistance but supported the SBIR and STTR programs.

The second annual SBIR Hall of Fame awards will be made to firms with a long period of extraordinary success of research, innovation, and commercialization within the SBIR and STTR programs. Nominees must be previous SBIR or STTR awardees that have contributed significantly to the program's goals over a period of time through their work.

A national ceremony to recognize recipients of the 2012 Tibbets Awards and SBIR Hall of Fame Awards will be held in Washington, DC in April 2012. To view the complete announcement including details on eligibility, nomination requirements and the selection process, visit [www.sbir.gov/news/nominations-now-open-2012-tibbets-awards-and-sbir-hall-fame](http://www.sbir.gov/news/nominations-now-open-2012-tibbets-awards-and-sbir-hall-fame) For additional information, contact Lisa Younger, U.S. Small Business Administration, at [Lisa.Younger@sba.gov](mailto:Lisa.Younger@sba.gov).

### **SBIR Proposal Writing Tip: SBIR/STTR Reauthorization Analysis**

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](http://www.gjgreenwood.com).

*SBIR Proposal Writing Basics: What Does the SBIR/STTR Reauthorization Mean for Your Company?*  
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You probably have heard by now that the SBIR and STTR programs have been reauthorized. It occurred in late December, and was tucked inside of the National Defense Authorization Act, but at least it happened. It gives us the SBIR/STTR programs through 2017. Kudos go to Senator Mary Landrieu of Louisiana who really lead the effort, as well as to Jere Glover of the Small Business Technology Council (SBTC, [www.sbtc.org](http://www.sbtc.org)) and Rick Shindell of the SBIR Gateway ([www.zyn.com/sbir](http://www.zyn.com/sbir)) who worked tirelessly to move the reauthorization forward and keep us all informed of the progress (and at times, the lack thereof).

So after we all heave a sigh of relief that we have "secure" SBIR/STTR programs for the next six years, the question becomes how the reauthorization will impact our firms and how (or even if) we should compete in these programs for grants and contracts to move our innovations forward. We have plowed through the 100+ pages of the reauthorization legislation (you are encouraged to do likewise; you can find it at [www.zyn.com/sbir/insider/SBIR\\_Pages\\_from-HR1540conf.pdf](http://www.zyn.com/sbir/insider/SBIR_Pages_from-HR1540conf.pdf)), and we want to offer our initial impressions and conclusions about how the reauthorization is going to impact the SBIR/STTR programs. We apologize for the length of this discussion but, as you will see, there are a lot of changes in store for SBIR/STTR.

1. There are changes in the level of funding for the SBIR/STTR programs. For SBIR, the reauthorization calls for annual increases of 0.1% from the current level of 2.5% of the agencies' extramural R&D budgets that must be set aside for SBIR. Therefore, the set aside is 2.6% in Federal fiscal year (FY) 2012, 2.7% in 2013, and so forth--although oddly there is a 0.2% increase from 3.0 to 3.2% between FY2016 and FY2017. But the agencies are now allowed to keep up to 3% of their SBIR budgets for administrative purposes, and a fraction of the SBIR funds are now available to previously-ineligible applicants who are majority owned by multiple venture capitalists, hedge funds and private equity funds (VC/HF/PEFs). And of course there's the impact of the inevitable ebb and flow of each agency's extramural R&D budget, especially in such turbulent economic times.

So what is the net increase or decrease in SBIR funding? Here's our assessment: we assume a steady state in each agency's extramural R&D budget. We add the annual 0.1% increase in the SBIR set aside amounts while subtracting the 3% that the agencies can now keep for administrative purposes. This yields, by FY2017, a 24% net increase in SBIR funding, compared to FY2011. That overall increase will then be impacted by the fraction of each agency's SBIR budget that can now be awarded to previously-ineligible firms (those that are majority owned by multiple VC/HF/PEFs). Who knows at this point how many proposals from such entities will be submitted and funded, but if we assume the average agency awards 15% of its SBIR funds to them (the reauthorization permits a maximum of 25% at NIH, NSF and DoE, and 15% at the other agencies), then there will be a 5% net increase between FY2011 and FY2017 in SBIR funds available to small firms that are not majority owned by multiple VC/HF/PEFs.

That's the SBIR situation. What about STTR? We think STTR comes out far better. The reauthorization legislation calls for 0.05% increases in each fiscal year between 2012 and 2016. Doesn't sound like much, but 0.05% as a fraction of the current STTR set aside of 0.3% is actually quite a bit -- we estimate that, by FY2017, there will be a 50% increase in STTR funding, compared to FY2011 amounts. What's the bad news relative to the STTR funding? THERE ISN'T ANY. STTR is not subject to the 3% administrative tax being imposed on SBIR, and firms majority owned by multiple VC/HF/PEFs are still ineligible for STTR.

Our conclusion is that STTR may look more attractive to you as a candidate for your Phase 1 proposal. Yes, there is far less money in STTR than SBIR, and not all agencies have STTR programs, but a 17% increase in STTR funds this first year (especially when some of your competitors don't know that STTR is getting that kind of increase), and a 50% overall increase by FY2017 could create opportunities for you. Further, you do not have to compete with firms that are majority owned by multiple VC/HF/PEFs that may have deep pockets to fund their SBIR proposal preparation efforts.

2. STTR is far more prominent in this reauthorization compared to past ones. Ever since STTR was created in the 1992 Reauthorization, it has been treated with less respect (and with lower expectations) compared to SBIR. But in this reauthorization, most of the provisions and expectations put on SBIR are also placed on STTR (notable exceptions being the 3% admin tax and VC/HF/PEF siphoning discussed above). Particularly notable is the expectation that STTR should generate the same sort of Phase 3 commercialization successes as those coming from SBIR.

Again, our interpretation is that this is good news for you if your project is a candidate for STTR. STTR recipients can now qualify, for example, for the DoD's popular commercialization pilot program and the opportunity for expansion of that program into the other 10 agencies (see more on this below).

3. Some of us have supported the 3% administrative tax that is available to the agencies because we thought it would give them funds to do a better job of managing their SBIR/STTR programs, give more beneficial debriefings, and more quickly get awards in place. Unfortunately, the reauthorization puts many new administrative requirements and expectations on the agencies, which will undoubtedly take some of that 3% admin money.

4. Several parts of the reauthorization legislation convey a very unfortunate, if not alarming, attitude that SBIR/STTR companies cannot be trusted and are not being truthful, honest, and sincere in their dealings with the Federal government, and that those sins must be sought out, prosecuted, and eliminated. See, for example, subparagraphs E through G on page 1123 of the above referenced PDF file, which talk about how the 3% admin tax can be spent: "activities relating to...waste, fraud, and abuse prevention...targeted reviews of...recipients...at high risk for fraud, waste, or abuse to ensure compliance... verification of reports and invoices and cost reviews." The tone towards small businesses participating in SBIR/STTR is not positive, in our opinion, in a number of sections of the reauthorization. There have been some bad apples among the thousands of small companies that have received SBIR/STTR funds over the years, and they should be weeded out, but a more common problem in our experience has been a lack of knowledge about the rules and regulations and/or a lack of appreciation for the seriousness of things that an entrepreneur may think is "no big deal." Unfortunately, the tone appears to be one of "seek out and destroy" rather than to heighten the awareness of SBIR/STTR applicants on the seriousness of major waste, fraud and abuse issues, and educating them on what is permitted and what is not.

5. The reauthorization legislation not only places many requirements on the awarding agencies, but also on the Small Business Administration (SBA). SBA has always had a role in developing SBIR/STTR related policy and gaining compliance by the awarding agencies. At times it has done this job well, and not so well during other times. But the reauthorization requires SBA develop and implement policy and guidance for a large number of new provisions and, unlike the SBIR/STTR awarding agencies which get their 3% admin tax, the SBA does not appear to get any additional resources under the reauthorization. We are concerned about SBA's ability to meet its obligations under the reauthorization, with no new resources to do so. This may manifest itself with delayed implementation of some provisions of the reauthorization, or worse.

We'll finish up now with some additional interesting provisions in the SBIR/STTR reauthorization:

- Agencies are no longer allowed to use an "invitation only" process for selecting Phase 2 applicants. While several agencies do this currently, Dept of Defense is the most prominent.
- The 3% admin tax given to the agencies is only authorized for 3 fiscal years, and is referred to as a "pilot" provision. It is not clear what happens after this pilot program expires.
- Agencies are not to exceed the \$150k Phase 1 and \$1 million Phase 2 "guidelines" by more than 50%. Therefore, Phase 1 awards are really capped at \$225k and Phase 2 awards at \$1.5 million (with annual provisions for increases in the cost of living). This will certainly impact NIH grant and PA/RFA programs, under which much larger awards have been made. There is a provision for SBA waivers on specific topics
- Phase 1 SBIR winners can receive Phase 2 funding through the STTR program, and Phase 1 STTR winners can get SBIR Phase 2 awards. This gives you greater flexibility if you want to switch from one program to the other between phases.
- A pilot program will allow NIH, DoD and DoEd to make Phase 2 awards for a particular project to firms that have not received a Phase 1 award for the same project. Critics of this approach have argued that it will reduce the level of innovation funded by SBIR, and increase the funding of "sure bets." There is no limit on the fraction of SBIR funds that can be channeled into this pilot.
- Up to 25% of SBIR funding at NIH, NSF and DoE can go to small businesses which are majority owned by multiple VC/HF/PEFs. All other agencies can give awards equaling 15% or less of their SBIR budgets to such entities. There is no minimum dollar amount that must be awarded to such entities, but there are penalties for agencies that exceed the stated percentages.
- The legislation clarifies that the VC/HF/PEFs cannot be majority owned or controlled by large or foreign firms. This allays some fears that large firms could set up venture capital companies and compete for SBIR awards.
- It also states that the agencies "...may not use investment of venture capital...as a criterion for the award of" SBIR/STTR projects. Presumably this was inserted to prevent agencies from discriminating against VC/HF/PEFs, but it also oddly seems to prohibit them from giving any preference for these firms. This also

will impact agencies that have used funding commitments from third parties as a measure of an SBIR/STTR project's commercial potential.

- Firms are given greater freedom to subcontract to Federal laboratories. This replaces an unfortunate waiver process that has hindered use of Federal labs on SBIRs. Federal labs also can't require advance payments for more than 30 days worth of work as a subcontractor on an SBIR or STTR award.
- The DoD's popular Commercialization Pilot Program (CPP) becomes permanent under the name Commercialization Readiness Program. The legislation also invites the other 10 agencies to create a Commercialization Readiness Pilot Program (CRPP) modeled after the DOD's CPP using not more than 10% of their SBIR/STTR funds. We expect several of the agencies that are more aggressive on Phase 3 commercialization to take advantage of this opportunity.
- Final funding decisions must be made on SBIR and STTR proposals within 90 days of the deadline for their submission, except at NIH and NSF where such decisions must be made within 1 year. This suggests to us that agencies may seek ways to quickly narrow in on a relatively small number of proposals that will be given serious consideration. It also seems to give an incentive to agencies to reduce the number of awards given (perhaps by increasing the dollar value of each, or putting significant portions of their SBIR/STTR budgets into CRPP or other set asides).
- NIH can spend up to \$5 million of its STTR funds for a Phase 0 Proof of Concept Partnership Pilot Program in which it give up to \$1 million per year for up to 3 years to a university "or other research institution that participants in the [NIH] STTR Program" to "accelerate the creation of small businesses and the commercialization of research innovations" from within the institution. NIH's FY09 STTR obligation was about \$72 million, so this pilot could absorb about 7% of NIH's STTR funding.
- There does not appear to be any provision for continuing the Federal and State Technology Partnership Program (FAST) that has sporadically provided funding to state SBIR/STTR outreach efforts. This is unfortunate, because those outreach efforts are crucial to help ensure that SBIR/STTR applicants do not unknowingly or unintentionally engage in the "waste, fraud and abuse" issues that permeate the reauthorization.

We recommend you stay in touch with the reauthorization implementation efforts, through [www.sbtc.org](http://www.sbtc.org) and [www.zyn.com/sbir](http://www.zyn.com/sbir), to know what SBA and the awarding agencies are doing, and take advantage of any public comment opportunities to voice your questions, concerns and complements. Put another way, we can't sit back and rest now that we finally have the reauthorization, but instead we must remain diligent as changes in the SBIR/STTR programs required under the reauthorization are implemented by SBA and the awarding agencies.

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## >> 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](http://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](mailto:conference@esncc.com).

## Regional

\* *SBIR/STTR Phase 2 Proposal Preparation Workshop* -- Louisville, KY, January 10, 2012. This workshop is aimed primarily at recipients (current or anticipating) of Phase 1 SBIR/STTR awards who want to learn about the critical next step in their projects, known as Phase 2, and those who help such companies. The presenters will differentiate Phase 2 from Phase 1 proposals and projects, talk about the myriad of differences among the agencies when it comes to Phase 2, and recommend how to prepare a Phase 2 proposal. It will also address the all-important commercialization plan, and show you how other firms are commercializing their SBIR/STTR projects. For more information on the workshop or to register, visit <http://ksef.kstc.com/?288>.

*SBIR/STTR 101: Introduction and Overview* -- Ann Arbor, MI, January 11, 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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto:kris@bioconsultants.com).

*Texas SBIR/STTR Summit & Conference* -- Austin, Texas, January 19, 2012. The Summit is the "capstone" of the initial phase in a new Texas SBIR outreach effort, providing direct interaction with program managers from the largest SBIR/STTR agencies. Hear directly from the agencies about their pressing technical needs and small business funding opportunities, including important new developments in the SBIR/STTR programs at participating agencies. Promote your firm's technologies and capabilities. Meet federal prime contractors, investors, university representatives and other resources to assist you in creating a winning SBIR/STTR proposal. Registration and information is at [txfic.wufoo.com/forms/texas-sbirsttr-summit-conference/](http://txfic.wufoo.com/forms/texas-sbirsttr-summit-conference/). Sponsored by the Texas Foundation for Innovative Communities ([www.txfic.org](http://www.txfic.org)).

*SBIR/STTR Proposal Preparation - NIH focus* -- Aurora, CO, January 19-20, 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](http://www.bbcetc.com/training.html), or contact [vjenings@colobio.com](mailto:vjenings@colobio.com).

*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](http://www.emergingtech.org/events.html), or contact Bill Simon at 615-6908 or [yawiad@ufl.edu](mailto:yawiad@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](http://www.ibiopropel.org/propel/SBIR.html), or contact [mvelasquez@ibio.org](mailto: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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto: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](mailto:Jack@ucf.edu).

*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](http://www.cit.org/node/280), or contact [robert.brooke@cit.org](mailto: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](http://www.cit.org/node/280), or contact [robert.brooke@cit.org](mailto:robert.brooke@cit.org).

*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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto:kris@bioconsultants.com).

*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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto: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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto: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](mailto: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](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto: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](mailto: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 [vawiad@ufl.edu](mailto:vawiad@ufl.edu).

\* *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](mailto:gail-jim@g-jgreenwood.com), or visit their web site at [www.g-jgreenwood.com](http://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-2011-02 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF  
AIDS and AIDS-related due January 7, 2012  
[grants.nih.gov/grants/funding/sbir.htm](http://grants.nih.gov/grants/funding/sbir.htm)

DoD SBIR Solicitation 2012.1  
Due January 11, 2012  
[www.acq.osd.mil/osbp/sbir/solicitations/index.htm](http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm)

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

DOC NOAA SBIR 2012-1 Phase I Solicitation  
Due February 1, 2012  
[www.oar.noaa.gov/orta/](http://www.oar.noaa.gov/orta/)

ED NIDRR FY 2012 SBIR  
Due February 13, 2012  
[www2.ed.gov/programs/sbir/applicant.html](http://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](http://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](http://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](http://www2.ed.gov/programs/sbir/applicant.html)

DOC NIST FY-2012 SBIR Solicitation  
Due March 2, 2012  
[www.nist.gov/tpo/sbir/](http://www.nist.gov/tpo/sbir/)

## STTR

PHS-2011-02 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF  
AIDS and AIDS-related due January 7, 2012  
[grants.nih.gov/grants/funding/sbir.htm](http://grants.nih.gov/grants/funding/sbir.htm)

DOE FY 2012 SBIR/STTR Phase I (Release 2) Funding Opportunity Announcement  
FOA closes January 31, 2011  
[science.energy.gov/sbir/funding-opportunities/](http://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](http://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](http://www.pnnl.gov/edo/opportunities/sbir.stm).

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

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