

## **SBIR/STTR ALERTING SERVICE -- April 22, 2011**

The SBIR/STTR 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.pnl.gov/edo/opportunities/sbir.stm](http://www.pnl.gov/edo/opportunities/sbir.stm). Subscription instructions appear at the end of this newsletter.

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### SBIR/STTR NEWS AND INFORMATION

- EPA 2012 SBIR Phase 1 Solicitation Deadline Reminder

The closing date for the Environmental Protection Agency (EPA) SBIR Phase I program solicitation (RFP# SOL-NC-11-00012) is May 3, 2011. As indicated in the solicitation your proposal with an original and two (2) copies (including all appendices) must be received by 12:00 p.m. (Noon) local time. Offerors are encouraged to also include one CD-ROM with a Portable Document Form (PDF) copy of your proposal. You are also encouraged to review Section V., Paragraph J.9(c), for instructions to offerors, concerning late proposals and modifications.

Note that the following notice was recently posted on the EPA SBIR program website (<http://www.epa.gov/ncer/sbir/>) concerning Phase II dates:

An amendment was made to correct and incorporate the appropriate dates under Section I "Program Description" (b) (2). The issuance of Phase II solicitation will be on/about July 15, 2012, and proposals will be due on/about September 15, 2012

- DoD SBIR Program 2011.2 Presolicitation Notice

The Department of Defense (DoD) posted a presolicitation notice for their 2011.2 SBIR program on the Federal Business Opportunities (<http://www.fedbizopps.gov>) website on April 19, 2011. A portion of the notice appears below for your convenience. To view the entire announcement, visit <https://www.fbo.gov/index?s=opportunity&mode=form&id=1ab8a26a0029d8a594a8d718a5554d7f&tab=core&cvview=0>.

Notice Type: Presolicitation Notice  
Solicitation Number: DoDSBIR2011-2  
Posted Date: April 19, 2011  
Original Response Date: June 29, 2011

Small high-technology firms are encouraged to submit proposals to DoD for R&D projects with both military and commercial applications in response to SBIR solicitation 2011.2, which will be publicly released on the DoD SBIR Web Site (<http://www.acq.osd.mil/sadbu/sbir>) on April 26, 2011. The 2011.2

SBIR Solicitation will open for receipt of proposals on May 26, 2011 and will close at 6:00 AM EASTERN TIME, June 29, 2011.

Eight DoD components will participate in the 2011.2 solicitation - Department of the Air Force, Department of the Army, Department of the Navy, Defense Advanced Research Projects Agency (DARPA), Defense Threat Reduction Agency (DTRA), Missile Defense Agency (MDA), National Geospatial-Intelligence Agency (NGA) and Office of the Secretary of Defense, Defense Health Program (OSD-DHP).

Small firms apply first for a six-month phase I award of \$70,000 to \$150,000 (unless otherwise specified in the component instructions) to test the scientific, technical, and commercial merit of a particular concept. If phase I proves successful, the firm may be invited to apply for a two-year phase II award of \$500,000 to \$1,000,000 to further develop the concept.

The complete solicitation may be accessed at (<http://www.dodsbir.net/solicitation>). Questions may be directed to the SBIR/STTR Help Desk at (866)724-7457.

-- America's Next Top Energy Innovator Challenge Announced

The Department of Energy (DOE) recently posted notice of a program that may be of interest to SBIR participants:

Department of Energy Launches "America's Next Top Energy Innovator"

As part of the Obama Administration's Startup America Initiative, U.S. Energy Secretary Steven Chu today announced the "America's Next Top Energy Innovator" challenge, which will give start-up companies the opportunity to license groundbreaking technologies developed by the national laboratories for \$1,000 and build successful businesses. As part of this effort, the Department is reducing both the cost and paperwork requirements for start-up companies to obtain an option agreement to license some of the 15,000 patents and patent applications held by our 17 national laboratories.

On Monday, May 2, 2011, the Department will kick off the challenge by posting a streamlined template option agreement online for entrepreneurs to submit to laboratories. Entrepreneurs must identify the technology of interest and submit a business plan to be considered for the program. Participants will have until December 15 to make their submission to the laboratory.

To view the entire announcement, visit [http://apps1.eere.energy.gov/news/progress\\_alerts.cfm/pa\\_id=508](http://apps1.eere.energy.gov/news/progress_alerts.cfm/pa_id=508).

-- NIH SBIR RFA

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

The titles, announcement numbers, participating Institute(s), web addresses, and receipt date(s) of the RFA appears below:

SBIR E-learning for HAZMAT and Emergency Response (SBIR)  
(RFA-ES-11-008 – posted April 8, 2011)  
National Institute of Environmental Health Sciences  
Application Receipt Date(s): July 28, 2011

<http://grants.nih.gov/grants/guide/rfa-files/RFA-ES-11-008.html>

-- SBIR Proposal Writing Tip: Factors in Pricing Your Phase 1 SBIR/STTR Proposal

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.g-jgreenwood.com](http://www.g-jgreenwood.com).

SBIR Proposal Writing Basics: Factors in Pricing Your Phase 1 SBIR/STTR Proposal

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So this month's topic is how to price your Phase 1 SBIR/STTR proposal. Now you may be snickering, because you "know" that the maximum is \$100k, and you "know" that you just write down some labor, material, and subcontractor costs that you will incur doing the research and make sure they sort of add up to \$100k. Well, we're sorry to have to tell you that you "know" just enough to be dangerous to yourself and your company. Let us explain.

First, there is no single maximum dollar amount that applies to all of the SBIR/STTR agencies. The SBA has recently authorized the agencies to spend up to \$150k per Phase 1 award. Therefore, some agencies have increased their limit to \$150k. Others, however, have maximum amounts far below the SBA-authorized \$150k cap, and will toss your proposal into the nearest trash can if you ask them for more than their maximum of \$80k, \$95k, \$100k, or whatever is the maximum that they want to allocate to any given Phase 1 project. Then there is NIH, which believes it has the authority to exceed the SBA cap and fund Phase 1 grants at whatever dollar amount is "reasonable" given the nature of the project proposed. Note this NIH flexibility applies only to grants, which means can't do this with an NIH contract, and it does not apply to special Program Announcements (PAs) or Requests for Application (RFAs) that have stipulated maximums. Therefore, the first thing you have to do is carefully read the agency's solicitation/funding opportunity announcement to understand the maximum that they allow.

Second, that maximum dollar amount is the cap allowed for three categories of cost: direct, indirect and fee/profit. Direct costs are what you will incur to do the research project you are proposing to the agency—typical Phase 1s are mostly labor, with some materials, subcontracts, and other costs as required to accomplish the work. Indirect costs are the "general costs of being in business," such as rent, cell phone, utilities, office supplies, support labor, and general management and accounting. It is usually expressed as a percentage of direct costs or direct labor, and should be calculated at least annually for your company. And do we really have to explain fee/profit to you? All SBIR/STTR agencies allow you to ask for and receive fee/profit, with 7% of the sum of direct and indirect costs being a typical amount that you can ask for. Fee/profit is a very important category in your budget, because it can be used to cover any cost, either within the proposed project or in some other part of your business. And when we say "any cost," we include things that are "unallowable" items if called out specifically in your proposal—once you receive fee/profit, it can be used to cover legitimate business expenses that the Feds refuse to cover as direct or indirect costs.

When you add together your direct costs, indirect costs and fee/profit, they should not exceed the maximum dollar amount allowed by your agency. Yeah, this is obvious to some of you, but we get the question a lot so we wanted to make it "perfectly clear" here.

Therefore, if you ask for \$100k, and you ask that the government to only pay for your direct costs, then you are saying you will spend the entire budget on the R&D and have none available for indirect or fee/profit. That is a real bad idea, because every SBIR/STTR company has indirect costs, and every SBIR/STTR company has valuable uses for the fee/profit. We recommend that you take the maximum dollar amount allowed, subtract about 7% for fee/profit, subtract an amount to cover a reasonable fraction of your company-wide indirect costs, and see what is left over--that becomes your budget for the actual R&D you will propose in your Phase 1. A quick example: supposed the agency has a \$100k cap, and suppose you

have an indirect rate of 75% of direct costs; i.e., for every \$1 in the cost of doing the proposed research, you need \$.75 to help cover your costs of being in business. Divide the \$100k by 1.07 for the fee/profit, for a net of \$93,500k. Now divide the \$93,500 by 1.75 to get down to about \$53,400. That is the amount of money you can actually spend on the R&D in Phase 1. Our suggestion is to first calculate this amount, which determines your Phase 1 R&D budget, and then scope out a project that fits the budget.

Third, you need to realize that some agencies only give you their maximum Phase 1 funding if you propose both a base project and an option project. Navy, Army, and MDA do this: you are to propose a base project (\$80k at Navy, \$100k at Army and MDA) in which you prove feasibility of your innovation. You then can propose an option project (up to \$70k at Navy, and \$50k at Army and MDA) for additional work. Let us elaborate on this a bit, since many folks don't understand how these options work: you do the base project, hopefully proving feasibility and convincing the agency that you are a great company to work with. If they decide they want to fund you in Phase 2, then they will exercise the Phase 1 option to give you some money and tasks to work on to advance the project beyond feasibility. Therefore, do not include in the option any task required to prove feasibility, and do not assume that the option work will continue on immediately following completion of the Phase 1 base project. A more basic question: should you include an option in your Navy, Army or MDA proposal? The answer is emphatically YES, because it demonstrates your intent to pursue this project vigorously and it gives you additional funding that will not otherwise be available to you.

Finally, don't think you will have a competitive advantage if you propose a cheap project relative to the maximum. Virtually everyone will propose a budget at or within 0.5% of the maximum, both because they realize there is no competitive advantage to be cheaper, and most SBIR/STTR Phase 1 projects need every penny available to cover the work necessary to prove feasibility. In fact, a really cheap project looks odd, and makes the reviewer wonder about your budgeting skills, the quality of your team, the quality of your research, and otherwise hinders rather than helps your proposal. If you have requested indirect costs and fee/profit in your budget, and if you are still below the agency's maximum, then consider adding additional worthwhile tasks that will make for a better project or a stronger conclusion about its feasibility.

Gail and Jim Greenwood may be reached at the following address:

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[gail-jim@g-jgreenwood.com](mailto:gail-jim@g-jgreenwood.com) (email)

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## CONFERENCES AND WORKSHOPS

### NATIONAL

National SBIR/STTR Conference – Madison, Wisconsin, April 11-13, 2011. This event will offer opportunities to hear from attending federal SBIR/STTR agency representatives; hear from government, industry and academic experts in the federal SBIR/STTR programs; meet with agency representatives at one-on-one sessions; connect and network with technology entrepreneurs, innovators, researchers; learn about cutting-edge technology opportunities in defense, agriculture, energy and life sciences; learn how to successfully submit competitive research proposal; learn about large companies and their partnering opportunities with small businesses; and learn about many research oriented organizations (private and public) in the Midwest. Visit [www.wisconsinsbir.org](http://www.wisconsinsbir.org) for details.

13th Annual NIH SBIR/STTR Conference -- Bethesda, MD, June 22-23, 2011. Over 600 health and science managers, entrepreneurs, small business researchers, university researchers, and consulting organizations will come together on the NIH campus to explore the many nuances of the NIH SBIR/STTR

program, the funding opportunities available to small business researchers, get questions answered by NIH staff, learn how the NIH SBIR/STTR program can be a valuable resource to help start and/or grow companies. For more information, and to register, visit <http://grants.nih.gov/grants/funding/SBIRConf2011/index.html>, or contact [ConferenceInquires@mail.nih.gov](mailto:ConferenceInquires@mail.nih.gov).

Beyond Phase II Conference -- Atlanta, GA, September 12-15, 2011. The Beyond Phase II Conference showcases the SBIR Program's Phase II awardees' technologies and provides a forum for commercialization opportunities. The event brings 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. This event is the only national SBIR event focusing on transitioning advanced SBIR research and development into commercialization opportunities. For more information, visit <https://www.beyondphaseii.com>.

## REGIONAL

DCAA Audit Support Center Government Contractors Compliance Seminar -- Scottsdale, AZ, April 26-27, 2011. This event which will include: DCAA Audit Seminar, Indirect Rate Workshop, Incurred Cost Proposal Workshop, QuickBooks Workshop, Contract Compliance, FAR/CAS Principals, and How to Build/Negotiate Cost Proposal, is designed to help SBIR contractors with their financial and accounting systems. Visit [www.dcaa-audits.com](http://www.dcaa-audits.com) or call 303-261-8222 for more information.

\* SBIR/STTR Phase 1 Proposal Preparation Workshop -- Sioux Falls, South Dakota, April 27, 2011 This workshop will cover the basics of SBIR/STTR, and then lead you through a simple but effective four step process for developing a competitive Phase 1 proposal. It will also cover updates on the status of the SBIR/STTR reauthorization effort, and a chance to see samples of SBIR/STTR proposals. Contact [Gary.Archambault@usd.edu](mailto:Gary.Archambault@usd.edu) for more information or to register.

Introduction to SBIR/STTR – Arkadelphia, AR, April 27, 2011. This interactive training workshop will introduce high-tech entrepreneurs and university researchers to the SBIR/STTR program. Participants will learn about the basic requirements for program participation, methods for assessing qualifying technologies and research projects, and how to get started with the SBIR/STTR program. Rebecca Norman, ASBTDC Innovation Consultant, will guide this one-hour training session and will be available for individualized consulting sessions following the training. For more information, visit <http://asbtdc.ualr.edu/training/arkadelphia.asp>.

Win a SBIR/STTR Award Workshop Series -- Irvine, CA, April 27, 2011. Topics covered during this workshop include Submitting proposals to the appropriate agency; Confidently identifying technologies the government is interested in; Preparing your proposal; Planning for your firm's success with SBIR or STTR Funding; and more. For more information, contact: Marquise Jackson at [marquise.jackson@rccd.edu](mailto:marquise.jackson@rccd.edu) or 951-571-6480.

\* SBIR/STTR Phase 1 Proposal Preparation Workshop -- Gainesville, Florida, April 28, 2011. This workshop will cover the basics of SBIR/STTR, and then lead you through a simple but effective four step process for developing a competitive Phase 1 proposal. For more information or to register, contact [cbrown11@ufl.edu](mailto:cbrown11@ufl.edu).

How To Win SBIR Awards – Wexford, PA, April 29, 2011. This event, sponsored/hosted by Duquesne Small Business Development Center and the Ben Franklin Innovation Partnership, will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

\* SBIR/STTR Phase 1 Proposal Preparation & Cost Proposal/Government Accounting Workshops -- Oklahoma City Area, Oklahoma, May 3-4, 2011. The first day of this event will cover the basics of SBIR/STTR, and then lead you through a simple but effective four step process for developing a competitive Phase 1 proposal. The second day will address cost proposals and government accounting. For more information on the workshops or to register, contact [Tessa.North@ocast.ok.gov](mailto:Tessa.North@ocast.ok.gov).

SBIR/STTR Proposal Preparation - NIH focus -- Pittsburgh, PA, May 3-4, 2011. This two-day session provides detailed instruction on proposal preparation, including both technical and commercialization plans and proposal submission procedures. Differences between agencies are addressed. Core principles of preparing fundable SBIR/STTR proposals are stressed. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

SBIR/STTR Proposal Preparation - NSF and DoD focus -- Cleveland, OH, May 4-5, 2011. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

How To Win SBIR Awards -- Scranton, PA, May 5, 2011. This event, sponsored/hosted by Kutztown University Small Business Development Center and the Ben Franklin Innovation Partnership, will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

SBIR/STTR Phase I Proposal Writing Workshop -- Little Rock, AR, May 06, 2011. The Phase I Proposal Writing Workshop being offered by Arkansas Small Business and Technology Development Center can help your business move from SBIR applicant to awardee. The eight-hour workshop is for early-stage, first-time or unsuccessful writers of SBIR Phase I proposals. Instructor Sharon Ballard will focus on two areas key to winning SBIR funding: the work plan and the commercialization plan. For more information, visit <http://asbtcd.ualr.edu/training/littlerock.asp#current>.

SBIR Programs Series: Learn from Leading SBIR awardees -- Webinar, May 11, 2011. This monthly webinar series will explore topics relevant to the SBIR Program and how researchers and small businesses can use this funding source. The series will begin with an overview of the program and its implementation at the participating agencies. Winners of the prestigious Tibbetts Award who have successfully brought their SBIR technologies to market will share their stories and tips on how they progressed from SBIR seed funding to commercialization. The series will include several webinars highlighting how large corporations partner with SBIR awardees to integrate their technologies into their supply chain. For more information, visit [http://center.ncet2.org/index.php?option=com\\_joomla\\_lms&Itemid=53&task=course\\_guest&id=12](http://center.ncet2.org/index.php?option=com_joomla_lms&Itemid=53&task=course_guest&id=12), or contact Ria Ancheta-Adrias at [ria@ncet2.org](mailto:ria@ncet2.org) for more information.

SBIR/STTR Grants Seminar 2011 -- St. Louis County, MO, May 12. This event offers an opportunity to explore the SBIR and STTR programs and how they can be utilized to fund your technology-based business. Francis Chmelir and Phil Berger of MoFAST will discuss the SBIR/STTR funding programs outlining the current program structure with emphasis on open solicitation agencies providing strategies for success. For more information and to register, visit <http://www.missouribusiness.net/calendar/date.asp?EventID=125612&Date=5/12/2011&SessionID=1>, or call (314) 241-2084.

SBIR/STTR Proposal Preparation - NIH focus -- Kalamazoo, MI, May 17-18, 2011. This two-day session provides detailed instruction on proposal preparation, including both technical and commercialization plans and proposal submission procedures. Differences between agencies are addressed. Core principles of preparing fundable SBIR/STTR proposals are stressed. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

DCAA and Government Contractors Accounting Seminar -- Denver, CO, May 17-20, 2011. This event which will include: Cost Accounting Seminar, Indirect Rates, ICE and QuickBooks Workshop. DCAA Advanced Seminar, FAR Principles and Cost Proposals, EVM Workshops, is designed to help SBIR contractors with their financial and accounting systems. Visit [www.gov-con.us](http://www.gov-con.us) or call 303-800-9115 for more information.

MDA SBIR Industry Day -- Dallas, TX, May 18-19, 2011. The Industry Day will focus on enhancing the SBIR and STTR process for the Missile Defense Agency (MDA) and the Small Business Community, and is expected to draw representatives from small and large businesses in the high technology R&D sector. Attendees will have the opportunity to sign up for one-on-one sessions with key MDA technical representatives and industry personnel as well as hear overview presentations from key MDA technology leaders. For more information, visit [www.ndia.org/meetings/1160](http://www.ndia.org/meetings/1160), or contact Michelle Hariston at 703-247-9478 or [mhariston@ndia.org](mailto:mhariston@ndia.org).

How To Win SBIR Awards (all agency event with NIH focus ) – Kutztown, PA, May 19, 2011. This event, sponsored/hosted by Kutztown University Small Business Development Center and the Ben Franklin Innovation Partnership, will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

SBIR/STTR Proposal Preparation - NIH focus – New York, NY, May 25, 2011. This event provides detailed instruction on proposal preparation, including both technical and commercialization plans and proposal submission procedures. Differences between agencies are addressed. Core principles of preparing fundable SBIR/STTR proposals are stressed. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

SBIR/STTR Grants Seminar 2011 -- St. Louis County, MO, May 26. This event offers an opportunity to explore the SBIR and STTR programs and how they can be utilized to fund your technology-based business. Francis Chmelir and Phil Berger of MoFAST will discuss the SBIR/STTR funding programs outlining the current program structure with emphasis on open solicitation agencies providing strategies for success. For more information and to register, visit <http://www.missouribusiness.net/calendar/date.asp?EventID=125731&Date=5/26/2011&SessionID=1>, or call (314) 241-2084.

The Secrets to Winning SBIR and STTR Proposals -- State College, PA, June 1-3, 2011. This technology and commercialization conference will help guide entrepreneurs through the entire SBIR/STTR proposal development process. For more information, visit [www.sdbc.psu.edu/calendar.htm](http://www.sdbc.psu.edu/calendar.htm), or contact David Jordan at [daj7@psu.edu](mailto:daj7@psu.edu) or 814-865-1862.

How To Win SBIR Awards (all agency event with DoD focus ) – Exton, PA, June 2, 2011. This event will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

SBIR/STTR Proposal Preparation - NIH focus -- Chicago, IL, June 7-8, 2011. This two-day session provides detailed instruction on proposal preparation, including both technical and commercialization plans and proposal submission procedures. Differences between agencies are addressed. Core principles of preparing fundable SBIR/STTR proposals are stressed. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

Navy Opportunity Forum 2011 -- Crystal City, VA, June 8 - 10, 2011. For more information, visit [www.navyopportunityforum.com](http://www.navyopportunityforum.com), or call 585-617-9465.

\* SBIR/STTR Phase 1 Proposal Preparation Boot Camp -- Omaha, Nebraska, June 9-10, 2011. This event starts with an overview of the programs and how they are evolving, and continues into a logical four step process for developing a competitive Phase 1 proposal. The "boot camp" portion of the event means you will have an opportunity to begin preparing your Phase 1 proposal, using an extensive series of worksheets that you can complete and receive feedback on during the training. By the end of the boot camp at midday on June 10th, you will be well on your way to preparing a competitive Phase 1 proposal. Participants are eligible to for a review of your draft proposal, at no cost, before you submit it to the SBIR/STTR agency for Phase 1 funding. For more information on the workshop and the EPA/USDA SBIR briefing and one-on-ones, visit <http://nbdc.unomaha.edu/sbir/>.

How To Win SBIR Awards – Erie, PA, June 14, 2011. This event, sponsored/hosted by Duquesne Small Business Development Center and the Ben Franklin Innovation Partnership, will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

SBIR/STTR Proposal Preparation - NIH focus -- Charlottesville, VA, June 14-15, 2011. This two-day session provides detailed instruction on proposal preparation, including both technical and commercialization plans and proposal submission procedures. Differences between agencies are addressed. Core principles of preparing fundable SBIR/STTR proposals are stressed. To register or for more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or call Kris Bergman at 734-930-9741.

How To Win SBIR Awards (all agency event with NIH focus ) – Exton, PA, July 29, 2011. This event will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

How To Win SBIR Awards – Pittsburgh, PA, September 23, 2011. This event, sponsored/hosted by Duquesne Small Business Development Center and the Ben Franklin Innovation Partnership, will focus on how to employ strategies and techniques for developing compelling proposals; discover how to best target the agencies and pick/reject topic opportunities; understand how to handle cost estimates and develop budget proposals and more. Course instruction, workbook, & classroom materials will be provided by the SBIR Resource Center. For more information, visit <http://sbir.us/course.html>, or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

Other possible upcoming SBIR training opportunities include:

SBIR/STTR workshops, West, Mid & East Tennessee, Early summer 2011

SBIR/STTR workshops, Omaha, Nebraska area, Summer 2011

SBIR/STTR Training Event, Newark/North Brunswick, New Jersey area, November 2011 (tentative)

\* 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.

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## SOLICITATIONS CURRENTLY OPEN

### SBIR

EPA 2011 SBIR Solicitation

Due May 3, 2011

<http://www.epa.gov/ncer/sbir/>

FY11.2 DOT SBIR Program Solicitation.

Due June 13, 2011

<http://www.volpe.dot.gov/sbir/>

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2011;

AIDS and AIDS-related due May 7, September 7, 2011, and January 7, 2012

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

### STTR

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2011;

AIDS and AIDS-related due May 7, September 7, 2011, and January 7, 2012

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

### COMING SOON

DoD SBIR Solicitation 2011.2

Pre-release expected April 26, 2011

<http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm>

NSF FY-2011 (2) SBIR

Expected May 10, 2011 (on the web now)

[http://www.nsf.gov/pubs/2011/nsf11691/nsf11691.htm?WT.mc\\_id=USNSF\\_25&WT.mc\\_ev=click](http://www.nsf.gov/pubs/2011/nsf11691/nsf11691.htm?WT.mc_id=USNSF_25&WT.mc_ev=click)

FY 2012 USDA Phase I solicitation

Expected June 2011

<http://www.csrees.usda.gov/funding/sbir/sbir.html>

NASA SBIR/STTR 2011 Phase 1 Solicitations

Expected July 11, 2011

<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>

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## SBIR/STTR INFO ON THE INTERNET

### PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture

[www.csrees.usda.gov/funding/sbir/sbir.html](http://www.csrees.usda.gov/funding/sbir/sbir.html)

Department of Commerce

National Oceanic and Atmospheric Administration

[www.oar.noaa.gov/orta/](http://www.oar.noaa.gov/orta/)

National Institute of Standards and Technology

[www.nist.gov/sbir](http://www.nist.gov/sbir)

Department of Defense

[www.acq.osd.mil/sadbu/sbir](http://www.acq.osd.mil/sadbu/sbir) or

[www.dodsbir.net](http://www.dodsbir.net)

Defense Technical Information Center

[www.dtic.mil/dtic/sbir/](http://www.dtic.mil/dtic/sbir/)

Air Force

[www.afsbirsttr.com](http://www.afsbirsttr.com)

Army

[www.aro.army.mil/arowash/rt/sbir/sbir.htm](http://www.aro.army.mil/arowash/rt/sbir/sbir.htm)

Chemical and Biological Defense Program (CBD)

Defense Advanced Research Projects Agency (DARPA)

[www.darpa.mil/sbir/](http://www.darpa.mil/sbir/)

Defense Threat Reduction Agency (DTRA)

[www.dtra.mil/acq/business/acq%5Fsmallbus.html](http://www.dtra.mil/acq/business/acq%5Fsmallbus.html)

Missile Defense Agency (MDA)

[www.winbmdo.com/](http://www.winbmdo.com/)

Navy

[www.navysbir.com/](http://www.navysbir.com/)

National Geospatial-Intelligence Agency (NGA)

[www.nga.mil/portal/site/nga01/index.jsp](http://www.nga.mil/portal/site/nga01/index.jsp)

Office of the Secretary of Defense (OSD)

Special Operations Command (SOCOM)

<http://soal.socom.mil/index.cfm?page=sadbu&sb=sbir>

SBIR Interactive Technical Information System (SITIS)

<http://dtica.dtic.mil/sbir/index.html>

Department of Education

[www.ed.gov/programs/sbir/index.html](http://www.ed.gov/programs/sbir/index.html)

Department of Energy

<http://sbir.er.doe.gov/sbir/>

Homeland Security Science and Technology Directorate (S&T)

<https://sbir2.st.dhs.gov>

Department of Transportation

[www.volpe.dot.gov/sbir](http://www.volpe.dot.gov/sbir)

Environmental Protection Agency

[www.epa.gov/ncer/sbir/](http://www.epa.gov/ncer/sbir/)

National Institutes of Health

<http://grants1.nih.gov/grants/funding/sbir.htm>

National Aeronautics & Space Administration

<http://sbir.nasa.gov>

National Science Foundation

<http://www.nsf.gov/eng/iip/sbir/index.jsp>

Small Business Administration

[www.sba.gov/SBIR/](http://www.sba.gov/SBIR/)

NATIONAL RESOURCES (GOVERNMENT/NON-PROFIT)

CRIS (Current Research Information System)

<http://cris.csrees.usda.gov/>

CRISP (Computer Retrieval of Information on Scientific Projects)

[www.crisp.cit.nih.gov/](http://www.crisp.cit.nih.gov/)

Federal Business Opportunities

[www.fedbizopps.gov/](http://www.fedbizopps.gov/)

Grants.gov

[www.grants.gov](http://www.grants.gov)

Pacific Northwest National Laboratory Economic Development Office

[www.pnl.gov/edo/](http://www.pnl.gov/edo/)

SBA Tech-Net

<http://tech-net.sba.gov/>

State Science and Technology Institute

[www.ssti.org](http://www.ssti.org)

## STATE/REGIONAL SBIR AND SMALL BUSINESS RESOURCES

(listed alphabetically by state)

Technology Research and Development Center of Alaska (TREND)

[www.trendalaska.org/](http://www.trendalaska.org/)

Arkansas SBDC SBIR/STTR Program

<http://asbtdc.ualr.edu/technology/index.asp>

SBIR Colorado

[www.sbircolorado.org/](http://www.sbircolorado.org/)

The Connecticut SBIR Office

[www.ctsbir.com/](http://www.ctsbir.com/)

Delaware SBDC Technology Assistance

<http://www.delawaresbdc.org>

Florida SBDC Network Business Technology Commercialization Program

[www.floridasbdc.org/btc](http://www.floridasbdc.org/btc)

Georgia Advanced Technology Development Center (ATDC) SBIR/STTR

<http://atdc.org/services/sbirsttr>

Hawaii SBIR program (HDTC)

[www.htdc.org/sbir/](http://www.htdc.org/sbir/)

Idaho SBIR Initiative Program

<http://technology.idaho.gov/sbir>

Idaho – Boise State University Technology and Entrepreneurial Center (TECenter)

<http://www.bsutecenter.com/>

Idaho Department of Commerce SBIR/STTR Grant Programs

<http://commerce.idaho.gov/business/business-development/federal-funding/about-sbir-sttr/>

Heartland Illinois Technology Enterprise Center (HITEC)

[www.heartlanditec.org/](http://www.heartlanditec.org/)

Illinois Department of Commerce and Economic Opportunity (DECO)

<http://www.commerce.state.il.us/dceo/>

Indiana Economic Development Corporation

<http://iedc.in.gov/entrepreneurship/small-business-innovation-research-initiative>

Iowa State University Research Foundation, Inc. (ISURF)

[www.techtransfer.iastate.edu](http://www.techtransfer.iastate.edu)

Kansas Technology Enterprise Corporation (KTEC)

[www.ktec.com/business/section/resources.htm](http://www.ktec.com/business/section/resources.htm)

Kentucky Science and Technology Corporation

[www.kstc.com](http://www.kstc.com)

Maine Technology Institute

[www.mainetechnology.org/](http://www.mainetechnology.org/)

Maryland Technology Development Corporation (TEDCO)

[www.marylandtedco.org/](http://www.marylandtedco.org/)

Minnesota Science & Technology Authority

[www.PositivelyMinnesota.com/SciTech](http://www.PositivelyMinnesota.com/SciTech)

Defense Alliance of Minnesota

[www.defensealliance.com/](http://www.defensealliance.com/)

MoFAST: Moving Missouri's Innovations to Market

[www.mofast.net](http://www.mofast.net)

Montana SBIR Program - Montana Department of Commerce

<http://sbir.mt.gov/index.asp>

MSU TechLink - Regional DoD SBIR and Transition Assistance  
[www.techlinkcenter.org/sbir](http://www.techlinkcenter.org/sbir)

Nebraska Business Development Center  
<http://nbdc.unomaha.edu/SBIR/>

Nevada Small Business Development Center (NSBDC)  
[www.nsbdc.org/](http://www.nsbdc.org/)

New Jersey SBDC Technology Commercialization Center  
[www.njsbdc.com/SciTech/sbir.asp](http://www.njsbdc.com/SciTech/sbir.asp)

New Mexico SBIR Outreach Program  
[www.techventures.org/whatwedo/entrepreneurs.php](http://www.techventures.org/whatwedo/entrepreneurs.php)

New York SBIR/STTR Assistance  
[www.nystar.state.ny.us/sbir/outreach.htm](http://www.nystar.state.ny.us/sbir/outreach.htm)

University of North Dakota Center for Innovation SBIR / STTR Services  
[http://www.innovators.net/innovators/public\\_html/entrepreneur\\_services/es\\_sbir.html](http://www.innovators.net/innovators/public_html/entrepreneur_services/es_sbir.html)

North Carolina SBTDC SBIR Outreach  
[www.sbtcd.org/technology/sbistr.asp](http://www.sbtcd.org/technology/sbistr.asp)

Ohio SBIR Program  
[www.odod.state.oh.us/tech/sbir/](http://www.odod.state.oh.us/tech/sbir/)

Ohio Aerospace Institute Small Business Network and Industry Membership Program  
<http://www.oai.org/networking/event/index.html?sc=3>

Oklahoma Center for the Advancement of Science and Technology  
<http://www.ok.gov/ocast/>

Oregon SBIR and STTR Resource Guide  
[www.bizcenter.org/Services/7530/6198/7548](http://www.bizcenter.org/Services/7530/6198/7548)

Innovation Partnership (Pennsylvania)  
[www.innovationpartnership.net/](http://www.innovationpartnership.net/)

Puerto Rico Small Business Development Center  
[www.prsbdc.org/CDTC\\_web/index.htm](http://www.prsbdc.org/CDTC_web/index.htm)

Small Business High Technology Institute  
[www.sbhti.org/](http://www.sbhti.org/)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

The University of Tennessee SBIR Assistance Center  
[www.tnsbir.tennessee.edu](http://www.tnsbir.tennessee.edu)

Virginia's Center for Innovative Technology  
[www.cit.org/](http://www.cit.org/)

Washington Technology Center SBIR Program  
<http://www.watechcenter.org/sbir>

Washington State Small Business Development Center  
[www.sbdw.wsu.edu](http://www.sbdw.wsu.edu)

Wisconsin Entrepreneurs' Network  
[www.wenportal.org](http://www.wenportal.org)

Wisconsin SBIR/STTR Program  
[www.wisconsinsbir.org/](http://www.wisconsinsbir.org/)

Wyoming SBIR/STTR Initiative  
[www.uwyo.edu/sbir/](http://www.uwyo.edu/sbir/)

#### OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.  
<http://www.atiincusa.com/>

Bid Data Line  
[www.biddataline.com/fed/](http://www.biddataline.com/fed/)

Biotechnology Business Consultants, LLC

[www.bioconsultants.com](http://www.bioconsultants.com)  
Centurion Technology  
[www.centuriontechnology.com/](http://www.centuriontechnology.com/)  
Clark Nuber P.S., CPAs  
[www.clarknuber.com/](http://www.clarknuber.com/)  
Cohen International, SBIR Consulting  
<http://rogercohen.com/sbir>  
Consulting Concepts, LLC  
[www.consultingconceptsllc.com](http://www.consultingconceptsllc.com)  
DuResTec  
[www.durestec.com](http://www.durestec.com)  
Foresight Science & Technology, Inc.  
[www.foresightst.com](http://www.foresightst.com)  
Gov-Con Solutions, LLC  
[www.sbiraccounting.info](http://www.sbiraccounting.info)  
Grant Strategies, LLC  
[www.grantstrategies.com](http://www.grantstrategies.com)  
Greenwood Consulting Group, Inc.  
[www.g-jgreenwood.com](http://www.g-jgreenwood.com)  
GROW LLC  
[www.growllc.com](http://www.growllc.com)  
InKnowVation Online  
[www.inknowvation.com](http://www.inknowvation.com)  
Innovation Asset Management, LLC  
[www.iam-llc.com/](http://www.iam-llc.com/)  
Jameson & Company, P.C. (SBIR Survival Kit)  
[www.jamesoncpa.com/gov't contract services.htm](http://www.jamesoncpa.com/gov't_contract_services.htm)  
JHEverson Consulting LLC  
[www.JHEversonConsulting.com](http://www.JHEversonConsulting.com)  
Hentzel & Associates SBIR Services  
[www.sbirhelp.com](http://www.sbirhelp.com)  
Lytmos Group, LLC  
[www.lytmos.com](http://www.lytmos.com)  
Marti Elder Inc. -- SBIR consulting in the Northern Rockies region  
[www.martielder.com](http://www.martielder.com)  
Miller & Associates, P.C.  
[www.millerpc.com/](http://www.millerpc.com/)  
New Technology Connection  
[www.newtechconnect.com](http://www.newtechconnect.com)  
NineSigma, Inc.  
[www.ninesigma.net/](http://www.ninesigma.net/)  
Ohio Aerospace Institute  
[www.oai.org](http://www.oai.org)  
Parmelee Creative & Technical Writing  
[www.parmeleeewriting.com/](http://www.parmeleeewriting.com/)  
PBC SBIR Services  
[www.sbirhelpdesk.com](http://www.sbirhelpdesk.com)  
[www.pbcinc.com](http://www.pbcinc.com)  
Piquero Insights, Inc.  
[www.piqueroinc.com/](http://www.piqueroinc.com/)  
Proposals that Work, LLC  
[www.proposalsthatwork.com](http://www.proposalsthatwork.com)  
ResearchResearch  
[www.researchresearch.com/entry/entry.htm](http://www.researchresearch.com/entry/entry.htm)  
Research Commercialization and SBIR Center  
<http://center.ncet2.org/>

Research Editing

[www.researchediting.com](http://www.researchediting.com)

Robert Berger Consulting

Under construction

Rocket Science Technologies

<http://rocketscitech.com>

SHIFT Connector: Bringing Business Jobs to Academic Investigators

<http://funding.niaid.nih.gov/ncn/sbir/shift/default.htm>

SBIR.gov

<http://www.sbir.gov/>

SBIR Gateway

[www.zyn.com/sbir/](http://www.zyn.com/sbir/)

SBIR Nation

[www.twitter.com/SBIRNation](http://www.twitter.com/SBIRNation)

SBIR Resource Center

<http://sbir.us>

SciBiz Services

[www.scibiz.net/](http://www.scibiz.net/)

Small Business Technology Coalition

[www.sbtc.org](http://www.sbtc.org)

Summit Contract Management, LLC

[www.summitcontractmanagement.com](http://www.summitcontractmanagement.com)

Tech BizSolutions, Inc.

[www.sbiraccounting.com](http://www.sbiraccounting.com)

The SBIR Coach - Fred Patterson

[www.SBIRcoach.com](http://www.SBIRcoach.com)

The SBIR Network

[www.sbir.net](http://www.sbir.net)

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## SUBSCRIPTION INSTRUCTIONS

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subscribe sbir-alert first\_name last\_name

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The URL for the Lyris ListManager Web-based interface of this newsletter is:

<https://lyris.pnl.gov/read/login/>.

You will need to choose a password to access your account online. You can make changes to your account as well as view back-issues of the SBIR-Alert (under the Messages tab) and perform keyword searches for issues containing a particular subject or topic of interest from within this interface.

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## HOW TO REACH US

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

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Gary Spanner - [gary.spanner@pnl.gov](mailto:gary.spanner@pnl.gov) - (509) 372-4296