

SBIR/STTR ALERTING SERVICE -- November 13, 2009

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.

The next issue of this newsletter will be distributed on December 4, 2009.

#### NEWS IN THIS ISSUE

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#### SBIR/STTR NEWS AND INFORMATION

- SBIR/STTR Programs Extended

The NIH SBIR/STTR News Flash Page ([http://grants.nih.gov/grants/funding/sbirsttr\\_news.htm#20091106](http://grants.nih.gov/grants/funding/sbirsttr_news.htm#20091106)) posted the following notice on November 11, 2009.

#### SBIR/STTR Programs Extended Through January 31, 2010

The House and Senate have not yet completed the SBIR and STTR reauthorizations so the programs have again been extended "as is" for an additional three months through January 31, 2010. This extension affects ten of the eleven agencies (including NIH) participating in SBIR. DoD's programs were previously extended through September 30, 2010, as part of the National Defense Authorization Act for Fiscal Year 2010.

- DOT, DOE, NSF, NIH Solicitation Deadline Reminders

Just a reminder that the deadlines for proposals in response to the following solicitations are fast approaching:

Department of Transportation (DOT) FY10.1 SBIR Solicitation, due November 16, 2009  
National Science Foundation (NSF) FY-2010 STTR Phase I Solicitation, due November 17, 2009  
Department of Energy (DOE) FY 2010 SBIR/STTR Phase I Solicitation, due November 20, 2009  
National Science Foundation (NSF) FY-2010 SBIR Phase I solicitation, due December 3, 2009.  
PHS-2009-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA, due December 5, 2009

Proposers are encouraged to review all of the checklists, FAQs and other tips that are available on the appropriate agency websites prior to submittal.

- DoD SBIR Program 2010.1 Presolicitation Notice

The Department of Defense (DoD) posted a presolicitation notice for their 2010.1 SBIR programs on the Federal Business Opportunities (<http://www.fedbizopps.gov>) website on November 3, 2009. A portion of the SBIR notice appears below for your convenience. To view the entire announcement, visit [www.fbo.gov/index?s=opportunity&mode=form&id=630f8b931ae67e5f72009701fa9ccfef&tab=core&view=0](http://www.fbo.gov/index?s=opportunity&mode=form&id=630f8b931ae67e5f72009701fa9ccfef&tab=core&view=0).

Notice Type: Presolicitation Notice  
Solicitation Number: DoDSBIR2010\_1  
Posted Date: November 3, 2009  
Original Response Date: January 13, 2010

Synopsis:

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 2010.1, which will be publicly released on the DoD SBIR Web Site ([www.acq.osd.mil/sadbu/sbir](http://www.acq.osd.mil/sadbu/sbir)) on Nov 12, 2009. The 2010.1 SBIR Solicitation will open for receipt of proposals on Dec 10, 2009 and will close at 6:00 AM EASTERN TIME, Jan 13, 2010.

Seven DoD components will participate in the 2009.3 solicitation - the Department of the Air Force, Department of the Army, Department of the Navy, Defense Advanced Research Projects Agency (DARPA), Chemical and Biological Defense Program (CBD), Defense Threat Reduction Agency (DTRA), and the United States Special Operations Command (SOCOM). The solicitation lists all the R&D topics under which DoD is seeking proposals, and also contains detailed information on the parameters of the SBIR program and how to submit a proposal.

The complete solicitation may be accessed at [www.dodsbir.net/solicitation](http://www.dodsbir.net/solicitation). Questions may be directed to the SBIR/STTR Help Desk at (866) 724-7457 or Mr. Joseph Misanin at (703) 604-0022, or by e-mail: [Joseph.Misanin@osd.mil](mailto:Joseph.Misanin@osd.mil) or Ms. Amy Smith, Contracting Officer at (937) 255-0493, e-mail [amy.smith@wpafb.af.mil](mailto:amy.smith@wpafb.af.mil).

-- DHS S&T 2010.1 SBIR Presolicitation Notice

The Department of Homeland Security (DHS) Science & Technology (S&T) Directorate posted a presolicitation notice for their 2010.1 SBIR program on the Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov)) website on November 1, 2009. To view the entire announcement, visit [www.fbo.gov/index?s=opportunity&mode=form&id=ac09bd619e9a9391f73fc0448a058eb0&tab=core&view=1](http://www.fbo.gov/index?s=opportunity&mode=form&id=ac09bd619e9a9391f73fc0448a058eb0&tab=core&view=1).

DHS also posted the following notice on their SBIR website ([www.sbir.dhs.gov](http://www.sbir.dhs.gov)):

The DHS S&T Directorate's SBIR Program opened its FY10.1 solicitation on November, 2, 2009. The presolicitation is available through November 17, 2009. During the period from November 2, 2009 through November 17, 2009, proposers have the opportunity to contact the Technical Point of Contact for each technical topic by telephone or by email to ask technical questions about specific technical topics. The full solicitation will be released on November 18, 2009. Proposals will be accepted from November 18, 2009 - January 4, 2010. No further contact between proposers and Technical Points of Contact shall occur from November 18, 2009 through January 4, 2010 for reasons of competitive fairness.

The following six topics are included in the FY10.1 solicitation:

H-SB010.1-001 Rechargeable, High Efficient, High Capacity Energy Storage  
H-SB010.1-002 Rare Variant Detection Using Next Generation Sequencing Technology  
H-SB010.1-003 Precision Information Environments  
H-SB010.1-004 Molecular Recognition for Explosives Detection

H-SB010.1-005 Synthetic Biometrics  
H-SB010.1-006 GPS Resolution in Denied Location (GRIDLOC)

-- SBIR Proposal Writing Tip: A Common, Critical Omission in Phase 2 Commercialization Plans

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 <http://g-jgreenwood.home.att.net>.

SBIR Proposal Writing Basics: A Common, Critical Omission in Phase 2 Commercialization Plans

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We have reviewed several Phase 2 proposals recently, all of which included fairly strong commercialization plans. As you probably know, commercialization is an area of ever-greater importance in SBIR/STTR, and the Phase 2 proposal is expected to convey a clear and logical plan for transitioning the R&D into a product or service in Phase 3.

The proposals we reviewed addressed some very important parts of the commercialization plan. They tended to understand and convey the unmet market need that their innovation would address, the characteristics of the customer and market, and the size of the market. They tended to understand that they had competitors (although some teetered on brink of making the common mistake of thinking they have no competition), and had plans for protecting their intellectual property. Most also had decent financial projections. So what critical parts of the commercialization plan were missing?

One missing piece was how the company was going to translate a Phase 2 prototype into a Phase 3 product or service, but that is the subject of another article. The other missing part of the commercialization plan, which is the subject of this article, is how the company is going to fund the post-Phase 2 commercialization effort.

Most of the proposal writers get credit for realizing they would need additional money, beyond what is available in Phase 2, to get a product or service into the market place. And most had estimated the amount of money they will need. But all fell on their faces when it came to identifying where that money was going to come from.

Why should you have to tell the SBIR/STTR reviewer where that commercialization money is going to come from? Well, let's rephrase that question, from the reviewer's standpoint: why should the government invest \$750k in your Phase 2 R&D effort if there is no evidence that you have the ability to move the Phase 2 results out of the lab and into the market place? Perhaps now it is easier for you, as an SBIR/STTR proposer, to see why this question must be answered.

Our advice is that you acknowledge that post-Phase 2 money is going to be needed (it almost always is, so if you have the unique situation where it is not, then you should explain your conclusion to the reviewer). Then estimate how much money might be required, using a financial projection like a cash flow forecast in which you estimate the cash in (revenue, grants & contracts, etc) minus the cash you expect to pay out (salaries, rent, patent attorney expenses, etc) which equals an estimate of your funding shortfall. Next, consider alternatives for securing that money, and select the "best" one given your needs, your preferences, and what is available to you. Finally, contact actual potential sources of the funding, and at a bare minimum be able to talk in your Phase 2 proposal about what sources you are working with as potential funders.

Let's talk about some of the general sources of funding that might be available to you to fill the post-Phase 2 gap.

First, there is vulture...er...we mean venture capital. This is where you give up some ownership or equity in your company to a friendly venture capitalist (VC) in return for an investment in your company.

Interestingly, many of the SBIR/STTR commercialization plans we've reviewed recently were claiming VCs will be the source of their post-Phase 2 funding. We do not think that VCs are going to fund the commercialization of most SBIR/STTR innovations, for several reasons:

- (a) VCs tend to only fund companies that will grow very rapidly to a very large size. Most small businesses do not experience such a growth scenario, and yours likely is one of them.
- (b) VCs like to invest \$millions\$. They do not invest \$hundreds of thousands\$ and they do not invest \$hundreds of millions\$, so unless the size of your need fits the size they like to invest, they may not be interested in you.
- (c) VCs take equity--sometimes lots of equity--in return for their investment. Are you OK with that? And be careful, because if you give up more than 50% of your company to a VC firm, then you may no longer qualify for SBIR/STTR funding (it isn't this simple, but we just want to caution you of the possibility)
- (d) VCs often want an active role in the management of your company. Are you OK with that?
- (e) VCs may want you to relocate to some place more convenient for them to keep an eye on you. Are you OK with that?
- (f) There aren't that many of them, and they don't invest in that many companies.

For these reasons and many, many more, you may find that VCs are not your likely path to SBIR/STTR commercialization funding

Second, there is self finance or "boot strapping." You don't want to give up equity to VCs, or you don't want to be at risk of not getting to the market place in time if a funding source drags its heels, so you put up your own money. That is fine, but make sure you provide, in your commercialization plan, enough details that the reviewer feels comfortable that you are capable of coming up with the magnitude of money that is needed. Also, realize that self funding likely means you cannot avail yourself of some of the "enhancement" moneys from the SBIR/STTR agencies, as discussed later.

Third, you might turn to angel investors. Who are these folks? Stop looking to the heavens, because these investors do not always live up to their name. Many are as shrewd as the VCs, but they are individuals putting up their own money whereas VCs typically are firms investing other firms' money. They tend to make a lot more investments than VCs, but typically make much smaller investments. As long as angels are people rather than companies, and are US citizens or permanent resident aliens, then you can actually give more than 50% ownership in your firm to them and still qualify for future SBIR/STTR funding.

Fourth, consider strategic partners and suppliers as possible funding sources. These are folks who could benefit if you commercialize your SBIR/STTR technology as licensees and providers of parts or subassemblies. Given this ulterior motive, they might be willing to invest in your firm on more favorable terms.

Fifth, don't rule out getting a loan. Debt capital is an alternative to equity capital. Good luck finding it in the current economic climate, because despite the fanfare from Washington about greater borrowing opportunities for small businesses, it ain't happening in many places. But maybe you are lucky, and have a lender who is willing to help you reach that Phase 3 commercialization goal. But you still have to be "bankable," which means you will have to show an ability to repay the debt, a source of collateral that the bank will accept (they don't tend to like weird equipment and materials from your SBIR project for which there is not a ready resale market), and you need to be willing to personally sign for the debt even though the loan is being made to your company.

Sixth, some states have initiatives to help SBIR/STTR companies. Which states have them, and under what conditions, is changing constantly, so ask the SBIR support person for your state about what might be available to you.

Finally, some of the SBIR/STTR agencies have "enhancement" programs that can provide additional funds to Phase 2 companies. To access these funds, you typically have to bring outside, third party money to the table as a match. Therefore, this source may be a supplement, rather than an alternative, to sources listed above. Not only can these enhancement programs give you extra money, they also can help you get a

better deal from a VC or angel investor. How? By you presenting this to them as an opportunity to increase the leverage of their investment. For example, a Phase 2b “enhancement” from NSF requires a \$2 outside match for each \$1 in NSF investment, which means a \$1 million investment by a third party will generate another \$500k in NSF funding. Therefore, you would present this to a VC or angel investor as an opportunity to get a \$1.5 million influx of capital into your company in return for only a \$1 million investment from them.

In conclusion, do not negate your hard work on your commercialization plan by failing to address the question of how you are going to fund the post-Phase 2 needs of your SBIR/STTR project. It would be great if you already have a funding source secured by the time you are writing the Phase 2 proposal, but at a minimum, you should have an idea of the amount of money you will need, and where it will come from-- and that you are in active discussions/negotiations with one or more specific potential funding sources.

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

Greenwood Consulting Group, Inc.  
1150 Junonia  
Sanibel, FL 33957  
(239) 395-9446 (voice & fax)  
[g-jgreenwood@att.net](mailto:g-jgreenwood@att.net) (email)

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## CONFERENCES AND WORKSHOPS

### NATIONAL

National SBIR Conference, Connecticut, April 2010. Details tbd.

### REGIONAL

Renewable Energy Technologies SBIR/STTR Phase I and Technology Roadmap Course -- Scottsdale, Arizona, November 13, 2009. This event is a combination workshop on Renewable Energy Technologies, and is an 8-hour workshop that examines SBIR/STTR Program funding opportunities for renewable energy technologies and innovations, and reviews the associated investment roadmap plans. To register, or for more information, visit [www.asutechnopolis.org](http://www.asutechnopolis.org), or contact Jessica Groeneveld at [jessica.groeneveld@asu.edu](mailto:jessica.groeneveld@asu.edu) or 480-884-1804.

SBIR/STTR Introductory Webinar, November 15, 2009. This 1-hour session will provide an in-depth understanding of the SBIR and STTR programs, searching for solicitations, sources of follow-on information and SBTDC's service offerings. For more information or to register, visit <http://www.sbtcd.org/events/sbir/workshops2009/>, or contact John Ujvari at 919-962-8297 or [sbir@sbtcd.org](mailto:sbir@sbtcd.org).

11th Biennial Hawaii SBIR and STTR Conference -- Oahu/Maui/Hawaii, HI, November 16-20, 2009. This event is targeted toward: Companies or individuals developing innovations that can lead to broad-scale commercialization; Companies or individuals wanting to learn how to apply to SBIR/STTR program; Experienced SBIR/STTR companies looking for partnerships and commercial opportunities; University of Hawaii researchers; Investors in technology; Economic development agencies; Business consultants and advisors. For more information, visit <http://www.htdc.org/sbir-conference-2009>, or phone 808-539-3806 or Email: [registration@htdc.org](mailto:registration@htdc.org).

DCAA / DCMA Cost Accounting Seminar – Denver, Colorado, November 16th – 17th, 2009. This seminar will cover Cost Accounting/Basics, Internal Controls, Adequate Accounting System, Structure Specific Indirect Rate Pools, Labor Tracking Issues, Travel Regulations, Equipment, Unallowable Costs,

Billings/Into WAWF, Contract Briefs, Provisional Billing Rates, DCAA Pre-Award Audits, Post Award, Provisional Billing Rates, and Incurred Cost Proposal, Labor Floor Checks. For more information, visit <http://www.gov-con.us>, or contact 303-800-9115 ext 2 or [info@gov-con.us](mailto:info@gov-con.us).

SBIR: Survival in A Difficult Economy – Albuquerque, New Mexico, November 17, 2009. This daylong workshop will cover the basic information required to understand the SBIR Phase I and SBIR Phase II program. You'll learn planning elements for successfully developing a competitive proposal. Other topics include: proposal fundamentals, getting ready to write, and writing your elevator pitch as well as viewing SBIR proposal writing samples. For more information and to register please visit: <http://www.techventures.org/events>, or contact Barbara Stoller at [barbara.j.stoller@lmco.com](mailto:barbara.j.stoller@lmco.com).

2009 Maryland State SBIR Conference -- Greenbelt, Maryland, November 17, 2009. This event will feature: Morning and afternoon keynote speakers; Specifics on how reauthorization will affect your small business; Representatives from the major Federal SBIR/STTR agencies available for one-on-one counseling; Beginner track programming; Advanced track programming; Presentations by prominent members of the SBIR community and companies that have leveraged SBIR awards and made millions; Special Session for Economic Developers. For more information, visit <http://www.marylandtedco.org/calendarofevents/detail.cfm?eventID=280>, or contact Jacqueline Du Bois at [jdubois@marylandtedco.org](mailto:jdubois@marylandtedco.org) or 410-715-4176.

\* SBIR/STTR Phase 1 and Phase 2 Proposal Preparation and Cost Proposal & Government Accounting Workshops -- Newark & North Brunswick, New Jersey, November 18-20, 2009. The Phase 1 SBIR/STTR proposal workshop on day 1 in Newark will include 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. Day 2 also will be in Newark, and will address cost proposals and government accounting. The workshop on Day 3, in North Brunswick, will cover Phase 2 basics, significant differences among the agencies in their Phase 2 expectations, and a recommended approach to preparing your Phase 2 SBIR/STTR proposal. For more information, contact [RandyGHarmon@aol.com](mailto:RandyGHarmon@aol.com).

Mid-Atlantic SBIR/STTR Conference -- Morgantown, West Virginia., November 30-December 2, 2009. This event will bring together federal agencies, entrepreneurs, small companies, large companies, researchers, colleges and universities, venture capitalists and angel investors, federal laboratory and university representatives, as well as experts who provide assistance to or have an interest in doing business with ventures at various maturity levels. For more information, visit <http://www.midatlanticsbir.com/>, or contact Patrick Gregg, INNOVA Commercialization Group, West Virginia High Technology Consortium (WVHTC) Foundation, at (304)333-6773.

\* Phase 1 Proposal Preparation Workshop -- Morgantown, West Virginia., November 30, 2009. This workshop will be offered as part of the Mid-Atlantic SBIR/STTR Conference, and will lead you through an effective four step process for preparing a Phase 1 proposal. For more information, check out <http://www.midatlanticsbir.com/> or contact [pgregg@wvhtf.org](mailto:pgregg@wvhtf.org).

How To Win SBIR Awards (SM) – Hanover, Maryland, December 8, 2009. This workshop will provide a strategic understanding of the SBIR and STTR Programs; tools for deciding if you or your firm should pursue SBIR/STTR; and information on how to successfully develop business in SBIR/STTR. For more information or to register, visit <http://sbir.us/course.html>, call (410) 315-8101, or email [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com)

\* Customized SBIR/STTR Workshop -- Gainesville, Florida, December 8, 2009. This workshop will include a brief overview of SBIR/STTR (including the reauthorization), and brief presentations on Phase 1, Phase 2, and Cost Proposals, with ample time for Q&A between each session. To register or for more information, contact [cbrown11@ufl.edu](mailto:cbrown11@ufl.edu).

Commercialization: From R&D to the Market -- Tuesday, December 8<sup>th</sup>, Research Triangle Park, North Carolina. This event is part of the North Carolina Small Business & Technology Development Center (SBTDC) SBIR/STTR Training Series. For more information, visit

<http://www.sbtcd.org/events/sbir/workshops2009/>, or contact John Ujvari at 919-962-8297 or [sbir@sbtcd.org](mailto:sbir@sbtcd.org).

DCAA / DCMA Cost Accounting Seminar – Washington, DC, December 8th – 10th, 2009. This seminar will cover Cost Accounting/Basics, Internal Controls, Adequate Accounting System, Structure Specific Indirect Rate Pools, Labor Tracking Issues, Travel Regulations, Equipment, Unallowable Costs, Billings/Into WAWF, Contract Briefs, Provisional Billing Rates, DCAA Pre-Award Audits, Post Award, Provisional Billing Rates, and Incurred Cost Proposal, Labor Floor Checks. For more information, visit <http://www.gov-con.us>, or contact 303-800-9115 ext 2 or [info@gov-con.us](mailto:info@gov-con.us).

12th Annual Regional SBIR Conference -- St. Louis, Missouri, January 28-29, 2010. Speakers at this event will include NIH, DARPA, NSF, DHS, DOE (LANL), Army, Air Force, NASA (Goddard), DOT, DTIC, FBI, MS&T, University of Missouri System, SLU, Leonard Wood Institute and Boeing. For more information, visit <http://www.emergingtech.org/calendar.html>, or contact: Bill Simon at 314-615-6908, or [bsimon@emergingtech.org](mailto:bsimon@emergingtech.org).

Other possible upcoming SBIR training opportunities include:

SBIR Phase 2 Proposal Preparation Workshop, Orlando, Florida, February 11, 2010  
National SBIR Conference, Connecticut, April 2010

\* 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 [g-jgreenwood@att.net](mailto:g-jgreenwood@att.net), 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

DOT FY10.1 SBIR Solicitation  
Due November 16, 2009  
<http://www.volpe.dot.gov/sbir/>

DOE FY 2010 SBIR/STTR Phase I Solicitation  
Due November 20, 2009  
<http://sbir.er.doe.gov/sbir/>

NSF FY2010 SBIR Solicitation  
Due December 3, 2009  
<http://www.nsf.gov/eng/iip/sbir/index.jsp>

PHS-2009-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA  
Due December 5;  
AIDS and AIDS-Related Due January 7, 2010  
<http://grants.nih.gov/grants/funding/sbir.htm>

DOC NOAA FY2010 SBIR  
Due January 10, 2010  
<http://www.oar.noaa.gov/orta/>

NIST FY2010 SBIR  
Due January 22, 2010  
[http://tsapps.nist.gov/ts\\_sbir/Default.asp](http://tsapps.nist.gov/ts_sbir/Default.asp)

## STTR

NSF FY2010 STTR Solicitation  
Due November 17, 2009  
<http://www.nsf.gov/eng/iip/sbir/index.jsp>

DOE FY 2010 SBIR/STTR Phase I Solicitation  
Due November 20, 2009  
<http://sbir.er.doe.gov/sbir/>

PHS-2009-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA  
Due December 5;  
AIDS and AIDS-Related Due January 7, 2010  
<http://grants.nih.gov/grants/funding/sbir.htm>

## COMING SOON

Ed OSERS/NIDRR  
Expected late Fall, 2009  
<http://www.ed.gov/programs/sbir/applicant.html>

Ed IES 2010 SBIR  
Expected late Fall, 2009  
<http://www.ed.gov/programs/sbir/applicant.html>

DoD SBIR Program 2010.1  
Expected December 10, 2009 (in pre-release on the Web now)  
<http://www.acq.osd.mil/osbp/sbir/solicitations/index.htm>

DHS S&T SBIR-2010-1 Solicitation  
Expected November 17, 2009 (in pre-release on the Web now)  
<https://www.sbir.dhs.gov/>

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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.sbirstrmall.com/Portal.aspx](http://www.sbirstrmall.com/Portal.aspx)

Army

[www.aro.army.mil/arrowash/rt/sbir/sbir.htm](http://www.aro.army.mil/arrowash/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://sbir.dhs.gov/>

Homeland Security Domestic Nuclear Detection (DNDO)

<https://dndosbir.dhs.gov/>

Department of Transportation

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

Environmental Protection Agency

<http://epa.gov/ncerqa/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  
[www.asbdc.ualr.edu/sbir/grants/](http://www.asbdc.ualr.edu/sbir/grants/)  
SBIR Colorado  
[www.sbircolorado.org/](http://www.sbircolorado.org/)  
The Connecticut SBIR Office  
[www.ctsbir.com/](http://www.ctsbir.com/)  
Delaware Technology Assistance Program (DETAP)  
[www.detap.org/](http://www.detap.org/)  
Florida SBDC Network Business Technology Commercialization Program  
[www.floridasbdc.org/btc](http://www.floridasbdc.org/btc)  
Georgia SBIR Assistance Program  
<http://innovate.gatech.edu/sbir>  
Hawaii SBIR program (HDTC)  
[www.htdc.org/sbir/](http://www.htdc.org/sbir/)  
Idaho SBIR Initiative Program  
<http://technology.idaho.gov/sbir>  
Heartland Illinois Technology Enterprise Center (HITEC)  
[www.heartlanditec.org/](http://www.heartlanditec.org/)  
Illinois DCEO Innovation Challenge Technical Assistance Program  
[www.illinoisbiz.biz/dceo/Bureaus/Technology/Technology+Grants+Programs/Innovation+Challenge+Program.htm](http://www.illinoisbiz.biz/dceo/Bureaus/Technology/Technology+Grants+Programs/Innovation+Challenge+Program.htm)  
Office of Intellectual Property and Technology Transfer (OIPTT) and  
NASA Illinois Commercialization Center (NICC)  
[www.nasa-illinois.org](http://www.nasa-illinois.org)  
Indiana Economic Development Corporation  
<http://www.in.gov/iedc/sbir.htm>  
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/)  
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)  
North Dakota SBIR/STTR (NDSS)  
[www.techconnectnd.com/](http://www.techconnectnd.com/)  
North Carolina SBTDC SBIR Outreach  
[www.sbtcd.org/technology/sbirsttr.asp](http://www.sbtcd.org/technology/sbirsttr.asp)  
Ohio SBIR Program  
[www.odod.state.oh.us/tech/sbir/](http://www.odod.state.oh.us/tech/sbir/)  
Oklahoma Center for the Advancement of Science and Technology  
[www.ocast.state.ok.us/Programs/SBIRSTTR/tabid/58/Default.aspx](http://www.ocast.state.ok.us/Programs/SBIRSTTR/tabid/58/Default.aspx)  
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)  
SBIR-STTR Assistance Center of Utah  
[www.innovationutah.com/sbir.html](http://www.innovationutah.com/sbir.html)  
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.sbdc.wsu.edu](http://www.sbdc.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)

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)

Hentzel & Associates SBIR Services  
[www.sbirhelp.com](http://www.sbirhelp.com)

Lytmos Group, LLC  
[www.lytmos.com](http://www.lytmos.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 Editing  
[www.researchediting.com](http://www.researchediting.com)

Robert Berger Consulting  
Under construction

Rocket Science Technologies  
<http://rocketscitech.com>

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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## 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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