

June 29, 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

#### **DHS S&T FY12.2 SBIR Solicitation Deadline Reminder**

The deadline for receipt of proposals in response to the Department of Homeland Security (DHS) Office of Procurement Operations FY12.2 Small Business Innovation Research (SBIR) solicitation is July 3, 2012 at 2:00 p.m. EDT.

The solicitation, including a series of Q&A notices, is available on the Federal Business Opportunities web site at:

[https://www.fbo.gov/index?s=opportunity&mode=form&id=3efb7a72db2bf7438f8670328f827bd5&tab=core&\\_cvi\\_ew=1](https://www.fbo.gov/index?s=opportunity&mode=form&id=3efb7a72db2bf7438f8670328f827bd5&tab=core&_cvi_ew=1).

#### **DOE FY 2012 SBIR/STTR Phase I (Release 3) FOA Deadline Reminder**

Grant Applications in response to the Department of Energy (DOE) FY 2012 SBIR/STTR Phase I (Release 3) Funding Opportunity Announcement (FOA) must be submitted to and received by Grants.gov by July 3, 2012, 11:59 PM EST. As indicated in the FOA: "*Please note, due to the Grants.gov system limitation of accepting applications in bulk on or near the deadline, you are highly encouraged to transmit your application well before the 11:59 PM EST deadline. Please be aware that applications received after the July 3, 2012, 11:59 PM EST deadline will not be reviewed or considered for award.*"

For more information regarding the DOE SBIR and STTR programs, visit [science.energy.gov/sbir/](http://science.energy.gov/sbir/).

## USDA FY-2013 SBIR Solicitation Released

The US Department of Agriculture (USDA) National Institute of Food and Agriculture (NIFA) recently released their FY-2013 SBIR Phase I solicitation. Applications are due September 6, 2012. The solicitation is available from the USDA SBIR web site at [www.nifa.usda.gov/funding/rfas/sbir\\_rfa.html](http://www.nifa.usda.gov/funding/rfas/sbir_rfa.html).

As indicated in section 3.2 of the application: *the USDA SBIR program will require electronic application submission through Grants.gov (www.grants.gov). Submission through Grants.gov requires the use of forms located at the Grants.gov Website. Applications not submitted electronically are not eligible to be considered for a Phase I SBIR award and will not be reviewed. Please note the USDA NIFA has developed both this Program Solicitation and a NIFA document titled "A Guide for Preparation and Submission of NIFA Applications via Grants.gov," also known as the "NIFA Grants.gov Application Guide," to assist in completing the application forms. Both documents are needed to complete the application process.*

The research topics for this solicitation are listed below. As indicated in the solicitation, applicants are encouraged to submit applications that address the research priorities. They are further encouraged to submit applications related to the Government Wide Research Priority Areas: 1) Agriculturally-related Manufacturing Technology, 2) Energy Efficiency and Alternative and Renewable Energy; or one or more of the NIFA Societal Challenge Areas: 1) Global Food Security and Hunger, 2) Climate Change, 3) Sustainable Bioenergy, 4) Childhood Obesity, and 5) Food Safety. Special consideration will be given to applications that address one of these priorities.

- 8.1-Forests and Related Resources
- 8.2-Plant Production and Protection - Biology
- 8.3-Animal Production and Protection
- 8.4-Air, Water and Soils
- 8.5-Food Science and Nutrition
- 8.6-Rural and Community Development
- 8.7-Aquaculture
- 8.8- Biofuels and Biobased Products
- 8.12-Small and Mid-Size Farms
- 8.13-Plant Production and Protection - Engineering

For more information regarding this SBIR solicitation, contact Mr. Elden Hawkes at [sbir@nifa.usda.gov](mailto:sbir@nifa.usda.gov), or (202) 401-4002.

### Public Comments on Proposed SBIR Size Rule Reminder Notice

The Small Business Administration (SBA) posted the following notice regarding the deadline for public comments on the proposed SBIR size rule on the [sbir.gov](http://sbir.gov) website on June 22, 2012:

*July 16 deadline for public comments on Proposed SBIR Size Rule*

The U.S. Small Business Administration (SBA) proposes to amend its regulations governing size and eligibility for the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. This proposed rule would implement provisions of the Defense Reauthorization Act. The proposed rule addresses ownership, control and affiliation for participants in the SBIR and STTR Programs. This includes participants that are majority-owned by multiple VCOCs, private equity firms, or hedge funds.

You must submit your comments on or before July 16, 2012.

Submit your comments at [www.regulations.gov](http://www.regulations.gov) (RIN 3245-AG46).

You may access the proposed rule at: [www.gpo.gov/fdsys/pkg/FR-2012-05-15/html/2012-11586.htm](http://www.gpo.gov/fdsys/pkg/FR-2012-05-15/html/2012-11586.htm).

General information on the SBIR Size Rule and comment process: [sbir.gov/news/implementing-sbir-and-sttr-reauthorization-seeking-public-comment](http://sbir.gov/news/implementing-sbir-and-sttr-reauthorization-seeking-public-comment).

A recording of the SBIR Size Rule webinar: [connect16.uc.att.com/sba/meet/?RecordingKey=766F3155-2A95-4707-B243-48A07D109BF7](http://connect16.uc.att.com/sba/meet/?RecordingKey=766F3155-2A95-4707-B243-48A07D109BF7).

A PowerPoint presentation from the SBIR Size Rule webinar: [sbir.gov/events/small-business-sbir-regulatory-roundtable](http://sbir.gov/events/small-business-sbir-regulatory-roundtable).

The latest issue of the SBIR Gateway's *SBIR Insider Newsletter* ([www.zyn.com/sbir/insider/](http://www.zyn.com/sbir/insider/)) included a section titled '*Important Tips on How to Make Your Comments Heard and Relevant for Consideration*' which included the following suggestions:

- If the SBIR community is to be successful in the commenting campaign, the SBA should receive hundreds of comments from the small business community. Your involvement is very important.
- Keep your comments short and to the point
- Don't comment on issues that have been settled in the legislation
- The best way to comment is to use the regulations.gov web system at: [www.federalregister.gov/articles/2012/05/15/2012-11586/small-business-size-regulations-small-business-innovation-research-sbir-program-and-small-business](http://www.federalregister.gov/articles/2012/05/15/2012-11586/small-business-size-regulations-small-business-innovation-research-sbir-program-and-small-business)  
You should read the proposed language. Then in the upper right hand corner, click on "Comment Now". You'll have to register your information, then you can type your comments into comment box, or copy and paste from your word processor into the text box (formatting will not be preserved). Alternatively, if your comment requires formatting, tables, etc., you can attach a Word or PDF file (in the upload files box), which has a 10mb size limit. Make sure you use standard fonts or your file could be hosed.

## >> CONFERENCES AND WORKSHOPS

### National

*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).

*2012 National SBIR and STTR Conference* – Portland, Oregon, November 13-15, 2012. The Micro-enterprise Inventors Program of Oregon (MIPO) and the Oregon Small Business Development Center Network (OSBDC) will host the SBIR/STTR 2012 National Conference. The theme "Crack the Code" is designed to promote discovery of the key issues to successful grant applications – creating connections, fostering new opportunities, showcasing diversity, and exploring innovative possibilities for both new and experienced SBIR recipients. For more information, visit [www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus](http://www.sbir.gov/events/portland-oregon-will-host-2012-national-small-business-innovation-research-sbir-and-small-bus).

### Regional

*NIH SBIR Proposal Checklist* – Webinar, July 12, 2012. How much time does it take to write a NIH SBIR Proposal? Less time than you probably think. What takes, or should take, the most time is the planning. This webinar covers the up-front planning process for developing an NIH SBIR/STTR proposal and provides you with a checklist of key activities designed to help facilitate the actual writing. For more information, visit

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

*How To Win SBIR Awards* -- Hanover, Maryland, July 17, 2012. Maryland TEDCO and the Maryland SBDC Network will co-sponsor this Nation's Capitol area workshop designed to equip entrepreneurs and senior personnel to win federal SBIR/STTR awards (NOT just write proposals) on a consistent basis at all agencies (with NIH emphasis). Course instruction, workbook, and classroom materials will be provided by the SBIR Resource Center. For more information, visit [sbir.us/course.html](http://sbir.us/course.html), or contact [SBIR@win-sbir.com](mailto:SBIR@win-sbir.com) or (410) 315-8101.

*SBIR & Global Trade Summit* -- Uncasville, CT, July 24-26, 2012. This event will provide an opportunity to meet one-on-one with global companies, agencies and government reps; attend presentations, panels and workshops; interact with other innovators and manufacturers; and more. For more information, visit [www.SBIRglobalTRADE.com](http://www.SBIRglobalTRADE.com), or contact Merrie London at [merrie.london@ctinnovations.com](mailto:merrie.london@ctinnovations.com) or (860) 257-2894.

\* *SBIR/STTR Workshop* -- FAU Boca Raton, Florida, July 25, 2012 . This workshop will help small businesses and entrepreneurs understand SBIR/STTR Phase I funding opportunities and proposal requirements (and post-reauthorization changes). It is designed for newcomers to SBIR/STTR as well as those who are more experienced with the process but want to sharpen proposal preparation skills and learn how to develop a more competitive proposal. Academic and corporate technology, innovation, business and proposal writing professionals are welcome. For more information, contact Beth C. Barak, FAU Division of Research, at 561-297-2311 or [bbarak@fau.edu](mailto:bbarak@fau.edu).

*SBIR/STTR for Dept. of Defense: An Overview* -- Webinar, July 26, 2012. Find out if you're eligible to seek federal funding through the Dept. of Defense's SBIR/STTR program. Learn the basics, including: program purpose; the difference between SBIR and STTR, grants vs. contracts, participating agencies and how they differ, and what's unique about the DoD program. 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 Proposal Prep-DoD/DoE Focus* -- Brookpark, OH, August 7, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. It provides detailed instruction on the ins and outs of preparing a proposal, including both technical and commercialization plans, and navigating the often complicated submission process. 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 Proposal Prep-DoD/DoE Focus* -- Sterling Heights, MI, August 8, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. It provides detailed instruction on the ins and outs of preparing a proposal, including both technical and commercialization plans, and navigating the often complicated submission process. For more information, visit [www.bbcetc.com/training.html](http://www.bbcetc.com/training.html), or contact [kris@bioconsultants.com](mailto:kris@bioconsultants.com).

*DCAA Compliant Seminar* -- Denver, Colorado, August 8-9, 2012. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, Indirect Rates-Budget Seminar, Incurred Cost Proposal, QuickBooks Seminar, and more. Visit [www.gov-con.com](http://www.gov-con.com) or call 303-800-9115 for more information.

*SBIR/STTR Proposal Prep-DoD/DoE Focus* -- Kalamazoo, MI, August 28, 2012. This DoD/DoE-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the DoD and DoE. It provides detailed instruction on the ins and outs of preparing a proposal, including both technical and commercialization plans, and navigating the often complicated submission process. 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 I Proposal Writing Workshop* -- Fayetteville, AR, August 29, 2012. This event will focus on two areas key to winning SBIR funding: the work plan and the commercialization plan. Participants will receive guidance in researching government organizations, topics and financial and administrative requirements and will explore some specific steps to attract commercialization partners, even at the Phase I stage of the SBIR

Program. For more information and to register, visit [asbtdc.ualr.edu/training/technology.asp](http://asbtdc.ualr.edu/training/technology.asp).

\* Other possible upcoming SBIR training opportunities include:

*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

DHS S&T FY12.2 SBIR Solicitation

Due July 3, 2012

[sbir2.st.dhs.gov/portal/SBIR/](http://sbir2.st.dhs.gov/portal/SBIR/)

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement

Grant Applications Due: July 3, 2012

[science.energy.gov/sbir/funding-opportunities/](http://science.energy.gov/sbir/funding-opportunities/)

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2012;

AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013

[grants.nih.gov/grants/funding/sbir.htm](http://grants.nih.gov/grants/funding/sbir.htm)

### STTR

DOE FY 2012 SBIR/STTR Phase I Funding Opportunity Announcement

Grant Applications Due: July 3, 2012

[science.energy.gov/sbir/funding-opportunities/](http://science.energy.gov/sbir/funding-opportunities/)

PHS 2012-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due August 5, December 5, 2012;

AIDS and AIDS-related due May 7, September 7, 2012, and January 7, 2013

[grants.nih.gov/grants/funding/sbir.htm](http://grants.nih.gov/grants/funding/sbir.htm)

### Coming Soon

DoD 2012.3 SBIR Solicitation

Pre-release expected July, 2012

[acq.osd.mil/osbp/sbir/index.shtml](http://acq.osd.mil/osbp/sbir/index.shtml)

DoD 2012.B STTR Solicitation

Pre-release expected July, 2012

[acq.osd.mil/osbp/sbir/index.shtml](http://acq.osd.mil/osbp/sbir/index.shtml)

NASA 2012 SBIR/STTR Solicitation

Expected September 4, 2012

[sbir.nasa.gov](http://sbir.nasa.gov)

### >> **SBIR/STTR ADDITIONAL RESOURCES**

For a listing of and links to participating federal agencies, state/regional SBIR and small business resources, consulting services and more, view the *SBIR/STTR Resources on the Web* file on at visit

[www.pnnl.gov/edo/opportunities/sbir.stm](http://www.pnnl.gov/edo/opportunities/sbir.stm).

### >> **SUBSCRIPTION INSTRUCTIONS**

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

subscribe sbir-alert first\_name last\_name

*example: subscribe sbir-alert joe smith*

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

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

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