

SBIR/STTR ALERTING SERVICE -- November 11, 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. Subscription instructions appear at the end of this newsletter.

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SBIR/STTR NEWS AND INFORMATION

- SBIR Reauthorization Resources

Another expiration deadline for the SBIR and STTR programs is only one week away. Last month, Congress extended the deadline that had been set for the SBIR and STTR programs to expire from October 4th to November 18, 2011. Since that time, efforts have been made to get the programs reauthorized. Resources on the web that are available to help monitor those efforts include the SBIR Gateway (<http://www.zyn.com/sbir/>) and the Small Business Technology Council (<http://www.sbtc.org/>).

Both organizations have posted letters from congressional members that offer some knowledge of the efforts that have been underway the last few weeks to reach a compromise on a reauthorization bill.

- DoD SBIR Solicitation 2012.1 in Pre-Release

As noted on the Department of Defense (DoD) SBIR/STTR website (<http://www.acq.osd.mil/osbp/sbir/index.shtml>), the SBIR 2012.1 Solicitation is in pre-release. The solicitation will be open to proposal submission from December 12, 2011 at 6:00 AM ET through January 11, 2012 6AM ET. The solicitation, including general instructions and topic descriptions and instructions for the participating components, is available in HTML, PDF, and MSWORD file formats at <http://www.acq.osd.mil/osbp/sbir/solicitations/sbir20121/index.shtml>.

During the Pre-Release period (November 9th – December 12th), you may talk directly with topic authors to ask technical questions about the topics. Their names, phone numbers, and e-mail addresses are listed within each solicitation topic.

The presolicitation notice for the DoD SBIR Solicitation 2012.1 was posted on the Federal Business Opportunities (www.fedbizopps.gov) website on November 1, 2011. A portion of the notice appears below for your convenience. To view the original announcement, visit <https://www.fbo.gov/index?s=opportunity&mode=form&id=f8788664eaac9fe56bcd2910f9bf07f5&tab=core&cvview=0>.

Notice Type: Presolicitation Notice
Solicitation Number: DoDSBIR2012_1
Posted Date: November 1, 2011
Original Response Date: January 11, 2012

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 the 2012.1 SBIR Solicitation, which will be publicly released on the DoD SBIR Web site (<http://www.acq.osd.mil/osbp/sbir/solicitations/index.shtml>) on November 9, 2011. The 2012.1 SBIR Solicitation will open for receipt of proposals on December 12, 2011 and will close at 6:00 A.M. ET on January 11, 2012.

Seven DoD Components will participate in the 2012.1 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), Office of the Secretary of Defense (OSD), and U.S. Special Operations Command (SOCOM). The solicitation lists all of 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.

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. Proposals must be submitted via the DOD SBIR Web site at (<http://www.dodsbir.net/submission>) following the instructions contained in the solicitation, including the instructions specified in the solicitation for the DoD component to which you are applying.

Questions may be directed to the SBIR/STTR Help Desk at 1-866-724-7457.

-- DOE FY 2012 SBIR/STTR Phase I Release 2 Funding Opportunity Announcement Topics Released

The Department of Energy (DOE) SBIR/STTR Programs Office expects to issue Release 2 of their 2012 SBIR/STTR Phase I Funding Opportunity Announcement on November 28, 2011, however, the topics for this FOA were released November 1, 2011 and are currently available on the DOE SBIR/STTR Funding Opportunities page at <http://science.energy.gov/sbir/funding-opportunities/>.

Participating DOE Research Programs for this FOA include:

- Office of Defense Nuclear Nonproliferation
- Office of Environmental Management
- Office of Electricity Delivery and Energy Reliability
- Office of Fossil Energy
- Office Energy Efficiency and Renewable Energy
- Office of Nuclear Energy

If you are interested in submitting an application, you need to submit a letter of intent by December 20, 2011. SBIR and STTR grant applications are due January 19, 2012. Additional guidance regarding this FOA has been provided by Greenwood Consulting Group, Inc., and is available in the proposal writing tip below.

-- SBIR Proposal Writing Tip: Updates on Finding Relevant Topics & the DOE Solicitation

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.

SBIR Proposal Writing Basics: Updates on Finding Relevant Topics & the Department. of Energy Solicitation

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Several months ago, we discussed the significant changes that have occurred in the Dept of Energy (DOE) SBIR/STTR program (this and other prior articles are on our website, www.g-jgreenwood.com). We wanted to offer an update, since DOE has just issued its second FY12 Funding Opportunity Announcement (aka solicitation).

The DOE topics in this 2nd solicitation are very different than those in the previous one, because they are coming from different offices within this agency. Check the topics out at <http://science.energy.gov/~media/sbir/pdf/docs/FY12-Phase-I-Rel-2-Topics-V4.pdf>. Even though DOE makes their SBIR/STTR awards as grants (which usually means you can propose anything that fits within some very broad topics), this agency insists that your proposal respond to fairly narrow topics and subtopics described in the solicitation. If you aren't sure of the fit, then speak with the DOE topic author to confirm it.

Those conversations, as well as others related to the new DOE solicitation topics, must occur before November 28, 2011. On that date, DOE goes into a black out period (again, more like a contract agency than a grant agency) and you cannot have such conversations that can be extremely valuable to preparing your proposal.

Two reminders critical to applying for DOE SBIR/STTR funding under this solicitation: If you plan to submit a proposal you MUST send the mandatory letter of intent on or before December 20, 2011. If you don't, they won't accept your proposal. And remember that DOE is one of the agencies that requires you use www.grants.gov to submit your proposal electronically--it can take up to 6 weeks just to get your firm registered on grants.gov so that you have the privilege of submitting your proposal, so you need to get going on that registration process ASAP since DOE proposals are due January 31, 2012. If you have previously registered on grants.gov you do not have to re-register, so this is advice to newcomers to the befuddling world of grants.gov.

Topic Key Word Searching

Key Word Searching: what is it? It is using the internet to help you find SBIR/STTR topics that might align with your interests. How do you do it? As we reported a few months ago, you go to either www.sbir.gov or www.zyn.com/sbir and use their search engines and SBIR/STTR topic databases to find opportunities.

When we discussed the sbir.gov and zyn.com search capabilities a few months back, we cautioned you that sbir.gov did not have any historical or closed topics in its database (which means you can't do important searches that help you see historical interests of the agencies, give you insights into future topics, or allow you to identify other companies competing on topics of interest to you). We were told that sbir.gov's historical topic database would be created slowly over time as "current topics" became "historical topics" as solicitations closed. We stated that sbir.gov, as the "official" Federal government website, would probably be populated with new SBIR/STTR topics faster than the volunteer-run zyn.com website. Boy, were we wrong!

After being told that sbir.gov would not be loaded with old topics, guess what they have done? They have loaded all of the closed topics for the past year. And when we looked on sbir.gov for the new Dept of Energy topics two days after they were announced, we discovered they weren't there yet. In contrast, on the same date the volunteers at zyn.com had the DOE topics loaded and available for key word searches. Also note that zyn.com has closed topics dating all the way back to FY2000.

We're not trying to jab sbir.gov, but we do want to caution you that its SBIR/STTR topic search capability apparently is still evolving, and is not a suitable substitute for that at zyn.com. For the foreseeable future, we recommend you use both websites' search capabilities to make sure that you don't miss an opportunity or some key historical data.

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)
gail-jim@g-jgreenwood.com (email)

CONFERENCES AND WORKSHOPS

NATIONAL

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

REGIONAL

SBIR - Technology Roadmapping Workshop -- Waco, Texas, Nov 14, 2011. This event, sponsored by the Technology Entrepreneurship Initiative at Baylor University, is designed to help early stage ventures improve their ability to write and win SBIR/STTR proposals. For more information, visit <http://www.baylor.edu/business/tei/>, or contact Monica Vardeman at monica_vardeman@baylor.edu or 254-710-6176.

SBIR/STTR Success Workshop -- Waco, Texas, Nov 15, 2011. This event, sponsored by the Technology Entrepreneurship Initiative at Baylor University, is designed to teach participants a structured SBIR grant-writing methodology demonstrated to be highly successful. For more information, visit <http://www.baylor.edu/business/tei/>, or contact Monica Vardeman at monica_vardeman@baylor.edu or 254-710-6176.

SBIR/STTR Intro Webinar -- November 17, 2011. The Seminar will introduce attendees to SBIR/STTR programs, the services that the North Carolina Small Business and Technology Development Center (SBTDC) provides to those looking to submit proposals, as well as sources of additional program information. For more information and to register, visit www.sbtcd.org/events/sbir/workshops2011/.

* SBIR/STTR Phase 1 Proposal Preparation & Cost Proposal/Government Accounting Workshops, New Brunswick Area, New Jersey, November 17-18, 2011. The first day Phase 1 proposal preparation workshop includes a strong overview of the SBIR/STTR programs, followed by an extensive discussion of a simple but effective four-step process for developing a credible and competitive Phase 1 proposal, and a group review an actual SBIR proposal. Cost proposal and government accounting will be covered on the second day. For more information or to register, contact RandyGHarmon@aol.com.

Government Contractors Compliance/DCAA Conference -- Denver, CO, December 6-7, 2011. This event, designed to help SBIR contractors, will address contract compliance, DCAA Pre-Award Audits, FAR Overview, Cost Accounting Standards, Overhead/G&A Rate Varieties and Considerations, Advanced Incurred Cost Proposals, DCAA Audit -- Support and Defense, and more. Visit www.gov-con.com or call 303-800-9115 for more information.

Denver, CO -- December 8th, 2011 -- DCAA Government Contractors Compliance Workshops. This event, designed to help SBIR contractors, will include an Indirect Rate Development -- Budgets Workshop, Incurred Cost Proposal Workshop, and QuickBooks. Visit www.gov-con.com or call 303-800-9115 for more information.

How To Win SBIR Awards – Columbia, MD, December 13, 2011. This event, sponsored by Maryland TEDCO and the Maryland SBDC Network, and timed to support opportunities for DoD 2012.1, NOAA and NIST, will focus on how to evoke the desired responses in reviewers of SBIR/STTR applications through focused strategic planning, pre proposal marketing efforts and competitive application techniques. 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 or (410) 315-8101.

Other possible upcoming SBIR training opportunities include:

SBIR/STTR workshop, Orlando, Florida, Early winter 2011

* Greenwood Consulting Group, Inc. will provide training at these workshops. Any attendee of one of these workshops is entitled to a free critique of his or her draft SBIR or STTR proposal. If you have questions, contact Gail or Jim Greenwood at (239) 395-9446 (voice & fax) or gail-jim@g-jgreenwood.com, or visit their web site at www.g-jgreenwood.com.

If you are sponsoring or are aware of SBIR workshops in your area and would like to post an announcement feel free to contact us.

SOLICITATIONS CURRENTLY OPEN

SBIR

NSF FY 2012 SBIR Solicitation

Due December 2, 2011

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

DOT FY12.1 SBIR Program Solicitation

Due December 12, 2011

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

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

Due December 5, 2011;

AIDS and AIDS-related due January 7, 2012

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

STTR

NSF FY 2012 STTR Solicitation

Due November 17, 2011

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

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

Due December 5, 2011;

AIDS and AIDS-related due January 7, 2012

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

COMING SOON

DOC NIST FY-2012 SBIR Solicitation

Expected November 2, 2011

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

DHS S&T SBIR FY12.1 Solicitation

Expected November 16, 2011 (pre-release available on the web now)

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

DoD SBIR Solicitation 2012.1

Expected December 11, 2011 (pre-release available on the web now)

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

ED IES FY 2012 SBIR Solicitation

Expected late Fall, 2011

<http://www2.ed.gov/programs/sbir/index.html>

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

FOA Expected November 28, 2011 (topics available on the web now)

<http://science.energy.gov/sbir/funding-opportunities/>

DOC NOAA SBIR 2012-1 Phase I Solicitation

Expected January 17, 2012

<http://www.oar.noaa.gov/orta/>

SBIR/STTR INFO ON THE INTERNET

PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture

www.csrees.usda.gov/funding/sbir/sbir.html

Department of Commerce

National Oceanic and Atmospheric Administration

www.oar.noaa.gov/orta/

National Institute of Standards and Technology

www.nist.gov/sbir

Department of Defense

www.acq.osd.mil/sadbu/sbir or

www.dodsbir.net

Defense Technical Information Center

www.dtic.mil/dtic/sbir/

Air Force

www.afsbirsttr.com

Army

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/

Defense Threat Reduction Agency (DTRA)

www.dtra.mil/acq/business/acq%5Fsmallbus.html

Missile Defense Agency (MDA)

www.winbmdo.com/

Navy

www.navysbir.com/

National Geospatial-Intelligence Agency (NGA)

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
<http://www2.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

Environmental Protection Agency
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/

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/

Federal Business Opportunities
www.fedbizopps.gov/

Grants.gov
www.grants.gov

Pacific Northwest National Laboratory Economic Development Office
www.pnl.gov/edo/

SBA Tech-Net
<http://tech-net.sba.gov/>

State Science and Technology Institute
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/

Arkansas SBDC SBIR/STTR Program
<http://asbtcd.ualr.edu/technology/index.asp>

SBIR Colorado
www.sbircolorado.org/

The Connecticut SBIR Office
www.ctsbir.com/

Delaware SBDC Technology Assistance
<http://www.delawaresbdc.org>

Florida SBDC Network Business Technology Commercialization Program
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/

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/

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

Kansas Technology Enterprise Corporation (KTEC)
www.ktec.com/business/section/resources.htm

Kentucky Science and Technology Corporation
www.kstc.com

Maine Technology Institute
www.mainetechnology.org/

Maryland Technology Development Corporation (TEDCO)
www.marylandtedco.org/

Minnesota Science & Technology Authority
www.PositivelyMinnesota.com/SciTech

Defense Alliance of Minnesota
www.defensealliance.com/

MoFAST: Moving Missouri's Innovations to Market
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

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

Nevada Small Business Development Center (NSBDC)
www.nsbdc.org/

New Jersey SBDC Technology Commercialization Center
<http://njsbdc.com/blog/technology-commercialization/>

New Mexico SBIR Outreach Program
www.techventures.org/whatwedo/entrepreneurs.php

New York SBIR/STTR Assistance
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

North Carolina SBTDC SBIR Outreach
www.sbtdc.org/technology/sbirsttr.asp

Ohio SBIR Program
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/oacast/>

Oregon SBIR and STTR Resource Guide
www.bizcenter.org/Services/7530/6198/7548
Innovation Partnership (Pennsylvania)
www.innovationpartnership.net/
Puerto Rico Small Business Development Center
www.prsbdc.org/CDTC_web/index.htm
Small Business High Technology Institute
www.sbhti.org/
South Dakota SBIR Center
www.sbir.dsu.edu
South Dakota SBIR Center
www.sbir.dsu.edu
The University of Tennessee SBIR Assistance Center
www.tnsbir.tennessee.edu
Virginia's Center for Innovative Technology
www.cit.org/
Washington Technology Center SBIR Program
<http://www.watechcenter.org/sbir>
Washington State Small Business Development Center
www.sbdc.wsu.edu
Wisconsin Entrepreneurs' Network
www.wenportal.org
Wisconsin SBIR/STTR Program
www.wisconsinsbir.org/
Wyoming SBIR/STTR Initiative
www.uwyo.edu/sbir/

OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.
<http://www.atiincusa.com/>
Bid Data Line
www.biddataline.com/fed/
Biotechnology Business Consultants, LLC
www.bioconsultants.com
Centurion Technology
www.centuriontechnology.com/
Clark Nuber P.S., CPAs
www.clarknuber.com/
Cohen International, SBIR Consulting
<http://rogercohen.com/sbir>
Consulting Concepts, LLC
www.consultingconceptsllc.com
DuResTec
www.durestec.com
Foresight Science & Technology, Inc.
www.foresightst.com
Gov-Con Solutions, LLC
www.sbiraccounting.info
Grant Strategies, LLC
www.grantstrategies.com
Greenwood Consulting Group, Inc.
www.g-jgreenwood.com
GROW LLC
www.growllc.com
Illinois Partners

www.illinoispartners.com
InKnowVation Online
www.inknowvation.com
Innovation Asset Management, LLC
www.iam-llc.com/
Jameson & Company, P.C. (SBIR Survival Kit)
www.sbircpa.com
JHEverson Consulting LLC
www.JHEversonConsulting.com
John Balsam Associates, LLC
www.johnbalsamassociates.com
Hentzel & Associates SBIR Services
www.sbirhelp.com
Lytmos Group, LLC
www.lytmos.com
Marti Elder Inc. -- SBIR consulting in the Northern Rockies region
www.martielder.com
Miller & Associates, P.C.
www.millerpc.com/
New Technology Connection
www.newtechconnect.com
NineSigma, Inc.
www.ninesigma.net/
Ohio Aerospace Institute
www.oai.org
Parmelee Creative & Technical Writing
www.parmeleeewriting.com/
PBC SBIR Services
www.sbirhelpdesk.com
www.pbcinc.com
Piquero Insights, Inc.
www.piqueroinc.com/
Proposals that Work, LLC
www.proposalsthatwork.com
ResearchResearch
www.researchresearch.com/entry/entry.htm
Research Commercialization and SBIR Center
<http://center.ncet2.org/>
Research Editing
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/
SBIR Nation
www.twitter.com/SBIRNation
SBIR Resource Center
<http://sbir.us>
SciBiz Services
www.scibiz.net/

Small Business Technology Coalition
www.sbtc.org
Summit Contract Management, LLC
www.summitcontractmanagement.com
Tech BizSolutions, Inc.
www.sbiraccounting.com
The SBIR Coach - Fred Patterson
www.SBIRcoach.com
The SBIR Network
www.sbir.net

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subscribe sbir-alert first_name last_name

example: subscribe sbir-alert joe smith

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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.

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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