

SBIR/STTR ALERTING SERVICE -- March 25, 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/STTR Solicitation Deadline Reminders

Proposals in response to the DoD STTR Solicitation 2011.A are due 6:00 a.m. ET on March 30, 2011. As usual, DoD cautions on the solicitation page of their website (<http://www.acq.osd.mil/osbp/sbir/solicitations/sttr11A/index.htm>): plan ahead and submit early. All SBIR Proposal Cover Sheets and Company Commercialization Reports must be prepared and submitted electronically through the DoD SBIR/STTR Electronic Submission Web Site <http://www.dodsbir.net/submission/>, as described in Sections 3.0 and 6.0 of the program solicitation. For components requiring complete electronic submission, technical proposals must be uploaded through the Submission Website.

The first of three deadlines for proposals in response to the PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF is April 5, 2011. If you are planning on submitting a proposal, it is strongly advised that you re-read the 'Instructions for Preparing an SBIR or STTR Application' the series of Frequently Asked Questions,' and 'Critically Important Checkpoints in Preparing for Electronic Submission' available from the NIH SBIR/STTR website: <http://grants.nih.gov/grants/funding/sbir.htm>.

- EPA FY 2012 SBIR Solicitation Opens

The Environmental Protection Agency (EPA) began accepting proposals in response to their FY 2012 SBIR Solicitation on March 15, 2011, and will close on May 3, 2011. As indicated in the solicitation program description:

“EPA is interested in advanced technologies that address priority environmental issues. This year's solicitation has nine topics grouped into five general areas: Safe and Sustainable Water Resources (topics include A. Drinking Water and B. Wastewater , Stormwater & Water Reuse), Chemical Safety for Sustainability (topic is C. Innovation in Manufacturing), Sustainable and Healthy Communities (topics include D. Green Building and E. Waste Monitoring), Air/Climate/Energy (topics include F. Greenhouse Gases and Other Climate Change Forcers, G. Air Pollution Monitoring and Control, and H. Sustainable Utilization of Biomass), and I. Homeland Security. This year's solicitation has a special focus on drinking water treatment technologies.”

EPA anticipates awarding approximately \$2.8M in firm fixed price contracts for amounts up to \$80,000 for Phase I, and approximately 10 Phase II awards each with a dollar amount of \$300,000 for this solicitation. For more information, including HTML, PDF, and MS WORD versions of the solicitation, visit the EPA SBIR website at <http://epa.gov/ncer/sbir/>.

-- U.S. House Small Business Committee SBIR Hearing Summary Available

Rich Shindell from the SBIR Gateway (<http://www.zyn.com/sbir/>) reported in the March 23, 2011 edition of the SBIR Insider Newsletter that the House Small Business Committee held a hearing on the SBIR Program on March 16, 2011. As noted on the Committee website (<http://smallbusiness.house.gov/Calendar/EventSingle.aspx?EventID=228546>):

“This hearing marks the beginning of the Committee’s work to reauthorize the SBIR program. Last fully reauthorized in 2000, the SBIR program is an effective way to jump start entrepreneurs, grow our economy, and create jobs. This hearing will provide members with an opportunity to learn more about this important program and will be the first in a series of Committee meetings aimed at fully examining the SBIR program before introducing reauthorizing legislation.”

The Committee hearing website page includes witness and testimony forms, and links to the Official Hearing Notice; Witness List; Hearing Memo; and a Video of Hearing.

-- SBIR Grant Winner Profile

A Department of Energy (DOE) SBIR grant recipient was highlighted in the following profile that appeared a recent edition of the EERE Network News weekly electronic newsletter (http://apps1.eere.energy.gov/news/news_detail.cfm/news_id=16796):

March 16, 2011

DOE SBIR Grant Helps Propel Innovative Wind Energy Small Business

Wind Tower Systems, a subsidiary of Wasatch Wind, was founded in 2002 to research, develop and commercialize new ways to make lighter, taller, and easier-to-assemble land-based wind turbines. Since then, the Park City, Utah-based small business received early funding from DOE, which catalyzed investment from the California Energy Commission and private sources and ensured that the promise of the company's innovative technology could be realized at commercial scale. As a testament to the importance of DOE's investment in innovative small businesses, Wind Tower Systems' 100-meter "Space Frame Tower" technology was acquired by General Electric Company (GE) in early February.

The innovative design of the taller wind turbine towers offer greater power potential because higher-altitude winds are stronger and these towers can be outfitted with longer blades. The combination of stronger winds and longer blades enable the turbines to capture more energy, improving wind farm developers’ return on investment per unit. With the support of \$850,000 in Phase I and II Small Business Innovation Research (SBIR) grants from DOE in 2002 and 2003, Wind Tower Systems was able to complete the final engineering design for the 100-meter wind turbine tower that GE now plans to market. See the complete Energyblog post: <http://blog.energy.gov/blog/2011/03/11/small-business-innovation-research-grant-helps-propel-innovative-wind-energy-small-b>.

-- Design Contest Available for SBIR/STTR Companies

The NASA SBIR/STTR 2011 Phase 1 Solicitations are still a few months away from opening (expected July 11, 2011), however, a different type of funding opportunity may be worth investigating. NASA recently posted an announcement for the 2011 Create the Future Design Contest on their SBIR/STTR website (<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>), with a notice that ‘SBIR/STTR companies are eligible to win a Grand Prize of \$20,000.’

The Create the Future Design Contest was launched in 2002 by the publishers of NASA Tech Briefs magazine to help stimulate and reward engineering innovation. The annual event has attracted more than 7,000 product design ideas from engineers, entrepreneurs, and students worldwide. The contest's principal sponsors are COMSOL, PTC, and Tech Briefs Media Group.

Entry categories include Consumer Products Electronics; Machinery & Equipment; Medical; Safety and Security; Sustainable Technologies; Transportation. For more information, visit <http://contest.techbriefs.com/>.

-- SBIR Proposal Writing Tip: Waste, Fraud and Abuse

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: Shall We Just Assume You Are Guilty?

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SBIR/STTR companies have drawn some undesirable attention lately. Under the general term “waste, fraud and abuse,” some entities within the Federal government have decided to carefully scrutinize SBIR/STTR companies to ensure they are in compliance and not cheating the government. Those who received SBIR/STTR funds under the ARRA/“Stimulus Program” seem particularly vulnerable to this attention.

What has brought this on? There are a number of factors, including political ones, with “whistle blowing” being one mentioned frequently. For whatever reason, an SBIR/STTR company terminates an employee, and that person decides to disclose to the Federal government whatever dirt they have on their former employer, real or fabricated.

Why are the Feds picking on SBIR/STTR companies? Because they are low lying fruit on the Federal procurement tree: these firms typically haven't memorized the thousands of Federal rules, and do not know which are most “sensitive” with the government. These small firms are less likely to put up much of a fight when accused of wrongdoing, because they seldom have corporate attorneys who can wage long, expensive legal battles defending themselves from the accusations levied by the taxpayer-funded government lawyers.

So what can you do to prevent becoming another victim of the scrutiny of SBIR/STTR companies? Here are some suggestions.

First, be honest in your proposals and projects. Do not embellish or inflate your experience, credentials, or qualifications. Don't claim that certain persons will be involved and then not use them as you proposed. Be squeaky-clean in what you say you will do in your proposals, then do it when you conduct the research.

Second, be careful in two important sections of your SBIR/STTR proposal. In the “related R&D” section, disclose any similar work that you (the company, PI, consultant, etc) have done, and be generous in your definition of “any.” And in the “similar or related proposals” section, once again disclose anything remotely similar to this proposal that you have submitted elsewhere. And be careful here: some agencies even want you to disclose proposals you are thinking about submitting, not just the ones you've already sent in--read the solicitation/FOA for your agency carefully to see what they require.

TAKE THE EXTRA STEP of differentiating this related work and related/similar proposals so that the reviewer can clearly see that you are not proposing to do something you've already done, or that is identical to what you are sending to another agency (the latter is allowed, but frowned upon). SBIR/STTR is not “reimbursement” funding where you can do the work, and then send in a proposal to get reimbursed for its expenses.

Third, be careful in who you hire. Do the due diligence and reference checks to make sure they are honest, and therefore unlikely to file false whistle blowing charges against your firm if they are terminated. And make sure you have employment agreements to protect you against other “good employee gone bad” situations like a terminated worker trying to take intellectual property or clients with them.

Fourth, learn as much of the Federal rules as you can. Read your entire SBIR/STTR contract or grant document, and actually look up and read the requirements that are only referenced. These referenced rules often are found in the Federal Acquisition Regulations (FAR) or the agency’s supplement to the FAR. If you don’t understand something, ask for help--from the agency’s contract or grants administrator, a fellow SBIR/STTR winner, or a CPA or lawyer who knows Federal procurement regs.

Fifth, know your state’s labor laws. In this era of ridiculously high unemployment, some of you will want to do the right thing and offer a job to someone when you get your SBIR/STTR award. Not only do you need to check their references carefully (see above), but also ask your state’s department of labor/unemployment service what obligation you are making to this person. Years ago, we wanted to hire an unemployed person temporarily on a project; just before we made the job offer, we checked with the state and learned that a person could file unemployment claims against our firm at the end of the project even though they knew it was a temporary position. Every state is different when it comes to labor law, so make sure you know about yours.

Sixth, don’t take liberties with the rules. For example, every SBIR/STTR company should have its employees keeping timesheets, because the FAR requires it. If you decide this is an unreasonable burden, then don’t accept any Federal contracts or grants--don’t take the money, and then knowingly fail to play by the rules.

Seventh, don’t accept two awards (SBIR/STTR or otherwise) and then bill both for one set of research. If you do one hour of research, then you should get paid for one hour, not paid double. Work with the agencies in advance to find an acceptable way to share the cost, perhaps charging each project for one-half hour of work if that is agreeable to both agencies.

Eighth, do not use a fictitious indirect/overhead/f&a rate on your SBIR/STTR cost proposals. Even if you have to use an artificial rate (such as the 40% rate imposed by NIH on Phase 1 proposers who don’t have one established with some Federal agency) in the proposal, you need to estimate your rate as accurately as possible. This is a “must” by the time you are proposing your Phase 2 effort, and a darn good idea even in your Phase 1 proposal.

Finally, get professional help (not that kind, but don’t rule it out either). You may need help from an accountant or lawyer who knows Federal procurement rules to teach the rules to you and make sure you are in compliance. Make sure that professional has worked with the same branch(es) of the Federal government with which you are working--someone with Dept of Defense expertise will not be all that helpful with your NIH grant, and vice versa.

And if your firm is accused of “indiscretions” in its SBIR/STTR contracts and grants, you need to hire a lawyer with appropriate expertise to protect you and your interests. This is not the time to “self medicate,” and fight the battle alone. Once again, seek out someone with expertise in this area, rather than calling that guy whose billboard assures you he knows how to sue drunk drivers. There can be serious consequences of being convicted of waste/fraud/abuse, including serving time, which should be motivation enough to get help if so accused.

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

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 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.

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

SBIR/STTR 101: How do I "grab" a grant? -- Kalamazoo, MI, March 29, 2011. This half-day workshop covers the program basics, including: program purpose, eligibility and sources of funding. The course is targeted to a broad audience that is still exploring the SBIR/STTR program. It is designed to provide enough information for the attendees to determine if they would like to seriously pursue proposal development. For more information, visit www.bbcetc.com/training.html, or call Kris Bergman at 734-930-9741.

Introduction to SBIR/STTR – Magnolia, AR, March 30, 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://asbtcd.ualr.edu/training/magnolia.asp>.

* SBIR/STTR Phase 1 Proposal Preparation Workshop – Murfreesboro (Nashville area), TN, March 31, 2011. This workshop will include information on: the basics of preparing a competitive Phase 1 SBIR or

STTR proposal; how to avoid common mistakes many proposers make; insights into the award process by critiquing an actual proposal; and an overview of basic government accounting concepts. For more information or to register, visit <http://www.cis.tennessee.edu/training/sbir/SBIRProposalWriting.shtml>, or contact Beth Phillips at beth.phillips@tennessee.edu or (865) 974-0268, or bill.wiley@tennessee.edu.

How To Win SBIR Awards – Boston, MA, March 31, 2011. This event, sponsored by Smaller Business Association of New England (SBANE), National Defense Industrial Association (NDIA) and Burns & Levinson, 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.

* SBIR/STTR Phase 1 Proposal Preparation Workshop -- Orlando, Florida, April 1, 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, please contact jhenkel@mail.ucf.edu.

Secrets of Winning SBIR/STTR Proposals -- North Brunswick, NJ, April 1, 2011. This half-day seminar, sponsored by the New Jersey Small Business Development Centers Of Rutgers; Eisneramper LLP; Lowenstein Sandler PC, and hosted by the NJEDA Commercialization Center, North Brunswick, is intended to provide participants with an introduction and overview of the SBIR and STTR programs followed by instruction on how to search for solicitations and topics that may fit their technologies and core technical competencies. Participants will also receive instruction intended to help them prepare competitive grant proposals. For more information, visit www.NJSBDC.com/SBIR, or contact RandyGHarmon@aol.com.

Introduction to SBIR/STTR – Monticello, AR, April 5, 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/monticello.asp>.

How to Win SBIR Funding, W/ DOD Tips Session -- Richmond, VA, April 5, 2011. This workshop is lead by one of the leading SBIR instructors/consultants in the country, Mr. John Davis of The SBIR Resource Center. CIT leads the Commonwealth's efforts to assist Virginia based tech firms to learn about and apply for SBIR/STTR. For more information, visit <http://www.cit.org/node/227>, or contact Robert Brooke at robert.brooke@cit.org or 703-689-3080.

DCAA and Government Contractors Accounting Seminar -- Washington, DC, April 5-8, 2011. DCAA/Cost Accounting Seminar, Indirect Rate Workshop, Incurred Cost Proposal Workshop, QuickBooks Workshop, DCAA Advanced Seminar, Earned Value Management Workshop, FAR Principles Workshop, How to Prepare/Negotiate a Cost Proposal Workshop. This event is sponsored by Gov-Con Solutions, Inc., who offer financial and accounting solutions for government contractors such as SBIR Award Winners, DoD contractors, Prime Contractors and Subcontractors. Visit www.gov-con.us or call 303-800-9115 for more information.

Understanding SBIRs for Researchers and Entrepreneurs Webinar Series – NCET2 SBIR Certificate Program, April 14, 21, 28, May 5, 12. This class, offered through the National Council of Entrepreneurial Tech Transfer (NCET2), will train and expose entrepreneurs, graduate students, researchers, and faculty members to the SBIR/STTR programs, which provide them the opportunity to get their ideas to the market place. Common errors and tips in writing a good proposal are covered. The expected outcome of this course is to give the researchers an advantage in knowing how the proposals are reviewed and what to include in a competitive proposal. Visit

http://center.ncet2.org/index.php?option=com_joomla_lms&Itemid=53&task=course_guest&id=43, or contact Ria Ancheta-Adrias at ria@ncet2.org for more information.

SBIR/STTR Phase 1 Proposal Preparation Workshop – Murfreesboro (Nashville area), TN, April 19, 2011. The workshop includes: Introduction to the SBIR/STTR Programs; Discussion of the use of SBIR/STTR funding in the context of a comprehensive funding strategy for small firms; Thorough investigation of key differences between selling to grant programs (e.g., NIH, NSF, USDA) and to contract programs (e.g., DOD, NASA); Methods for effectively pre-qualifying your firm/idea for SBIR/STTR participation; Methods for identifying or creating SBIR/STTR proposal opportunities that go well beyond doing keyword searches; and more. For more information or to register, visit

<http://www.cis.tennessee.edu/training/sbir/SBIRProposalWriting.shtml>, or contact Beth Phillips at beth.phillips@tennessee.edu or (865) 974-0268, or Chris Przybyszewski at cprzybyszewski@memphisbioworks.org.

* 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.Archambout@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://asbtcd.ualr.edu/training/arkadelphia.asp>.

* 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.

* 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.

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, or contact Ria Ancheta-Adrias at ria@ncet2.org 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, or contact Michelle Hariston at 703-247-9478 or mhariston@ndia.org.

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.sbdc.psu.edu/calendar.htm, or contact David Jordan at daj7@psu.edu or 814-865-1862.

Navy Opportunity Forum 2011 -- Crystal City, VA, June 8 - 10, 2011. For more information, visit www.navyopportunityforum.com, or call 585-617-9465.

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, 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

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due April 5, 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>

EPA 2011 SBIR Solicitation

Due May 3, 2011

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

STTR

DoD STTR Solicitation 2011.A

Due March 30, 2011

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

PHS-2010-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF
Due April 5, 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

FY11.2 DOT SBIR Program Solicitation.

Expected April 4, 2011

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

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

FY 2012 USDA Phase I solicitation

Expected June of 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>

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/arowash/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

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

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://asbtdc.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
www.njsbdc.com/SciTech/sbir.asp
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.sbtde.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/ocast/>
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

InKnowVation Online
www.inknowvation.com

Innovation Asset Management, LLC
www.iam-llc.com/

Jameson & Company, P.C. (SBIR Survival Kit)
www.jamesoncpa.com/gov't_contract_services.htm

JHEverson Consulting LLC
www.JHEversonConsulting.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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HOW TO REACH US

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

Richard Fowler - richard.fowler@pnl.gov - (509) 372-4332

Gary Spanner - gary.spanner@pnl.gov - (509) 372-4296