

July 13, 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. Subscription instructions appear at the end of this newsletter.

In this issue:

- [Coming Soon -- 2012 Summer Solicitation Releases](#)
- [Public Comments on Proposed SBIR Size Rule Ends July 16th](#)
- [Conferences and Workshops](#)
- [Open Solicitations](#)

>> SBIR/STTR NEWS AND INFORMATION

Coming Soon -- 2012 Summer Solicitation Releases

The Department of Defense (DoD), Department of Energy (DOE), and NASA have solicitations opening this summer:

DoD FY-2012.3 SBIR

The Navy SBIR/STTR website (www.navysbir.com/) has a notice that the DoD will issue the pre-release of its FY-2012.3 SBIR solicitation on July 26, 2012. The solicitation, inclusive of Navy topics, will officially open to accept proposals on August 27, 2012 and will close on September 26, 2012 at 6:00am est.

If you are interested in preparing a proposal, now is a great time to get familiar with the resources that are available from the various components of DoD that can help with the process. Most of the component websites that are available from the DoD SBIR Contacts page of the DoD SBIR/STTR website (www.acq.osd.mil/osbp/sbir/contacts/sbir-contacts.shtml), have resources such as articles on featured SBIR success stories, technology highlights, topic/award data search capability, draft solicitation topics, proposal preparation tools, points of contact, and more.

DOE FY2013 SBIR/STTR Phase I FOA

Release 1 of the DOE FY2013 SBIR/STTR Phase I Funding Opportunity Announcement (FOA) is scheduled to be issued August 13, 2012, however, the topics are scheduled to be issued July 16th. Watch the DOE SBIR/STTR website (science.energy.gov/sbir/) for updates.

NASA 2012 SBIR/STTR Solicitation

The 'Program Schedule and Planning Dates' page (sbir.gsfc.nasa.gov/SBIR/schedule.html) of the of the NASA SBIR/STTR website indicates a tentative release date of September 4, 2012 for their 2012 SBIR/STTR Solicitation.

Public Comments on Proposed SBIR Size Rule Ends July 16th

The last day for public comments on the proposed Small Business Administration (SBA) SBIR Size Rule (RIN: 3245-AG46) is July 16th. Links to the proposed rule, comment site, and more are available on the sbir.gov website.

Interpretations and opinions on how this rule could affect the SBIR program, links to news articles on the issue, and suggested steps for submitting your opinions are available from the latest issues of the SBIR Gateway's *SBIR Insider Newsletter* (www.zyn.com/sbir/insider/) and the Small Business Technology Council (www.sbtc.org) website.

>> 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.

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.

Regional

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, or contact 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, or contact Merrie London at 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.

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, or contact kris@bioconsultants.com.

Inside the Air Force SBIR/STTR Programs -- Webinar I, August 7, 2012. This two-session webinar series will be presented by: Mr. Steve Guilfoos, now retired from the Air Force, spent the last 10 years of his career as the Air Force Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Manager. Session I: Steve will share with you his insider's view of how the Air Force operates its SBIR and STTR programs, and how they generate topics and evaluate proposals. To register, visit www.abdainc.com/Webinar/7Aug12Registration.htm, or contact meetings@abdainc.com for more information.

Inside the Air Force SBIR/STTR Programs -- Webinar II, August 8, 2012. Steve will cover the multiple variables of technology readiness for successful introduction of your technology into the marketplace. Steve will also present "how to" pointers on use of the AF SBIR/STTR website. The website tools can help you find opportunities as well as potential partners. To register, visit www.abdainc.com/Webinar/7Aug12Registration.htm, or contact meetings@abdainc.com for more information.

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, or contact 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, or contact 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 or call 303-800-9115 for more information.

Meet with the National Cancer Institute: New SBIR Opportunities for Early-Stage and Venture-Backed Companies -- San Diego, CA, August 23, 2012. NCI Small Business Innovation Research (SBIR) Development Center Director Michael Weingarten, and Team Leader Andrew Kurtz, will lead a presentation on funding opportunities available for early stage companies and some of NCI's initiatives, including the NCI SBIR Bridge Award and the NCI Investor Forum. Additionally, Michael Weingarten will discuss new legislation that will increase funding levels dedicated to the program and expand eligibility to small businesses that are majority-owned by multiple venture capital operating companies, hedge funds, or private equity firms. For more information, visit sbir.cancer.gov/news/upcoming/.

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, or contact 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.

* *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, 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

USDA FY-2013 SBIR Solicitation

Due September 6, 2012

www.nifa.usda.gov/funding/rfas/sbir_rfa.html

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

STTR

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

Coming Soon

DoD 2012.3 SBIR Solicitation

Pre-release expected July, 2012

acq.osd.mil/osbp/sbir/index.shtml

DoD 2012.B STTR Solicitation

Pre-release expected July, 2012

acq.osd.mil/osbp/sbir/index.shtml

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Announcement Release 1
FOA Expected August 13, 2012

science.energy.gov/sbir/funding-opportunities/

NASA 2012 SBIR/STTR Solicitation
Expected September 4, 2012

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.

>> SUBSCRIPTION INSTRUCTIONS

To SUBSCRIBE to the SBIR-Alert mailing list, send an email to 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 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:

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

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