

May 10, 2013

## 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.

*Note: The next issue of the SBIR-Alert will be posted May 31, 2013.*

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### >> SBIR/STTR NEWS AND INFORMATION

#### **DHS FY13.2 SBIR Solicitation Deadline Reminder**

The deadline for receipt of proposals in response to the Department of Homeland Security (DHS) Science & Technology (S&T) program is 2:00 PM ET, May 22, 2013. Proposals must be completely uploaded and submitted via the DHS Science and Technology (S&T) Directorate's SBIR Program electronic proposal submission system at <https://sbir2.st.dhs.gov> and electronically date stamped by this time.

Among the important things to keep in mind that are listed on the cover sheet of the solicitation are the following:

*DHS Science and Technology (S&T) Directorate's SBIR Program Proposal Submission System. The DHS Science and Technology Directorate's SBIR Program utilizes an online proposal submission system which was implemented in April 2011. Please allow sufficient time to register your company in the DHS S&T Directorate's SBIR Program proposal submission system, and submit your full complete Phase I proposal via the system. Register early and begin the submission process early.*

*Company Registration is Also Required in the Small Business Administration's (SBA) Company Registry Database. The Small Business Administration (SBA) maintains and manages a Company Registry at [www.SBIR.gov](http://www.SBIR.gov) to track ownership and affiliation requirements for all companies applying to the SBIR Program.*

*Information. If you have questions or problems related to the electronic submission of your proposal, please contact the SBIR Help Desk at [dhssbir@reisystems.com](mailto:dhssbir@reisystems.com) or call 703-480-7676.*

For more information regarding the DHS SBIR Program or the S&T Directorate, visit [sbir2.st.dhs.gov/portal/SBIR/](http://sbir2.st.dhs.gov/portal/SBIR/), or email [stsbir.program@dhs.gov](mailto:stsbir.program@dhs.gov).

#### **EPA FY 2014 SBIR Presolicitation Notice**

The Environmental Protection Agency (EPA) posted a presolicitation notice for their FY 2014 SBIR program on the Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov)) website on May 9, 2013. 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=0c12b7987df87eaa2b132de77c6610d2&tab=core&\\_cview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=0c12b7987df87eaa2b132de77c6610d2&tab=core&_cview=0).

Notice Type: Presolicitation Notice  
Solicitation Number: SOL-NC-13-00012  
Posted Date: May 9, 2013  
Original Response Date: July 17, 2013

#### Synopsis:

The Environmental Protection Agency (EPA) contemplates awarding approximately - twenty four (24) firm-fixed price contracts of \$100,000 each under the Small Business Innovative Research (SBIR) Program Phase I, during Fiscal Year 2014. During Phase I (covered by this solicitation) contractors shall conduct feasibility-related experimental research or R&D efforts on the following agency topics:

- Safe and Sustainable Water Resources (Topic A.Water)
- Chemical Safety for Sustainability (Topic B Innovation in Manufacturing)
- Sustainable and Healthy Communities (Topic C Waste)
- Air/Climate/Energy (Topic D Air Quality)
- Homeland Security (Topic E)
- People, Prosperity and the Planet (Topic F)
- Special funding opportunity(P3)

The Phase I awards are expected to be made by April 15, 2014. The period of performance for each Phase I contract will be six (6) months. Upon successful completion of an EPA SBIR Phase I contract, the Phase I contractors will receive the Phase II solicitation and may submit proposals for competitive evaluation. Funding for Phase II shall be based upon the results of Phase I, the quality and soundness of the Phase II workplan and the commercial potential of Phase II technology.

Proposals submitted in response to the solicitation must directly pertain to the EPA's environmental mission and must be responsive to EPA program interest included in the topic descriptions identified in the solicitation.

The anticipated release date of the solicitation is June 5, 2013, with an expected due date of July 17, 2013. The solicitation will be available on the Internet and can be found at [www.epa.gov/ncer/sbir/](http://www.epa.gov/ncer/sbir/) and [www.epa.gov/oam/rtp\\_cmd/](http://www.epa.gov/oam/rtp_cmd/). Firms are encouraged to download the solicitation from these websites. The solicitation document is approximately 50 pages in length, and includes all the requirements, instructions and forms needed for proper proposal submission.

Any questions on this solicitation should be directed to Judy Ancharski, Contract Specialist at [ancharski.judy@epa.gov](mailto:ancharski.judy@epa.gov) or Marsha Johnson, Contracting Officer at [johnson.marsha@epa.gov](mailto:johnson.marsha@epa.gov).

## **2013 Spring National SBIR Conference Begins Next Week**

The National SBIR Spring 2013 Conference will take place May 14-16 in Washington, DC. At this conference you'll learn how to participate and compete for SBIR/STTR funding and to commercialize your technological innovations. This event provides opportunities to interact with government SBIR/STTR program managers and staff, industry leaders and veteran SBIR/STTR awardees to learn how to access SBIR/STTR, build partnerships, and create successful commercialization strategies. Opportunities include Roundtable discussions, 1-on-1 meetings, and Conference sessions.

The National SBIR Conference is co-located with two other events at the same venue, TechConnect World (TC), and National Innovation Summit and Showcase (NISS). The [SBIR.gov](http://SBIR.gov) website recently highlighted this fact with the following announcement:

### *2013 National SBIR Spring Conference*

*The second annual National Innovation Summit and Showcase will be held in parallel with the 16th annual TechConnect World Conference, at the Gaylord Convention Center, May 12-16, 2013.*

*In support of the White House and Congressional call for innovation commercialization initiatives, the National Innovation Summit and Showcase, hosted at the 2013 TechConnect World Conference, May 12-16 in Washington DC, will deliver the world's largest showcase of industry-vetted emerging-technologies ready for commercialization. Don't miss as TechConnect presents the Nation's top innovations emerging from our federal technology funding programs. All showcasing innovations will be vetted by our industry and investment review committees, and all will participate the TechConnect Corporate Acceleration and Matchmaking Programs with our participating corporate and investment partners.*

Three SBIR Half-Day Short Courses will also be available at this event, on Tuesday, May 14, from 1:00 to 5:00pm:

#### *Phase I SBIR/STTR Proposal Preparation*

Jim Greenwood, Greenwood Consulting Group, Inc.

#### *Phase II SBIR/STTR Proposal Preparation*

Mark Henry, Grow Emerging Companies LLC

#### *Cost Accounting and Passing an Audit*

Ed Jameson, Jameson & Company LLC

For more information, including the latest program , visit [nationalinnovationsummit.com/program/National\\_SBIR\\_Conference.html](http://nationalinnovationsummit.com/program/National_SBIR_Conference.html), or contact Sarah Wenning at (512) 697-8849 or [wenning@techconnect.org](mailto:wenning@techconnect.org).

## **DOE FY 2013 Phase I Release 2 Solicitation Awards Posted**

The Department of Energy (DOE) recently posted a list of the DOE FY 2013 Phase I Release 2 Solicitation Award winners on the Awards page of their SBIR/STTR website: <http://science.energy.gov/sbir/awards/>.

Four of the award winners were highlighted this week by the DOE Solid-State Lighting program:

*The U.S. Department of Energy Office of Science has awarded four Small Business Innovation Research (SBIR) grants targeting advances in solid-state lighting (SSL) technology:*

- Litecontrol Corporation: A Novel OLED Luminaire System for Specialty Lighting Applications
- Plextronics, Inc.: Low Cost Printed Electrodes for OLED Lighting
- InnoSys, Inc.: Highly Efficient and Smart Power Supplies to Drive Phosphorescent OLED Lighting Panels
- Universal Display Corporation: Novel Energy Saving Phosphorescent OLED Lighting Products

These SBIR FY13 Release 2 Phase I awards will explore the technical merit or feasibility of an innovative concept or technology. To learn more about these awards, visit the DOE SSL website ([www1.eere.energy.gov/buildings/ssl/sbir\\_ssl\\_grants\\_release\\_2-1.html](http://www1.eere.energy.gov/buildings/ssl/sbir_ssl_grants_release_2-1.html)).

The SBIR and Small Business Technology Transfer (STTR) program within the DOE Office of Science seeks to increase the participation of small businesses in federal R&D. To learn more about this program, visit <http://science.energy.gov/sbir/>.

### **NASA 2011 STTR Program Phase II Selections and Additional 2011 SBIR Program Phase II Selections Announced**

The following announcements were recently posted on the NASA SBIR/STTR News website (<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>):

#### STTR 2011 Phase II Selection Announcement

NASA 2011 Small Business Technology Transfer (STTR) Program Phase II proposals have been selected for negotiation and publicly announced on Wednesday, May 1, 2013 at 11:00 am. The press release, list of selections, and selection abstracts can be downloaded from this page (<http://sbir.gsfc.nasa.gov/SBIR/sttr2011/phase2/awards/index.html>).

#### Additional SBIR 2011 Phase II Selection Announcement

Due to funding availability, an additional 44 Phase II proposals under the 2011 Small Business Innovation Research (SBIR) Program have been selected for negotiation and publicly announced on Thursday, April 25th at 11:00 am. The combined award total for the 44 Phase II contracts is expected to be approximately \$30 million.

NASA initially selected 39 proposals to enter into negotiations for Phase II contract awards through the NASA SBIR Program on November 8, 2012 with a total value of approximately \$27 million.

The press release, list of selections, and selection abstracts for both sets of selections can be downloaded from this page. (<http://sbir.gsfc.nasa.gov/SBIR/sbir2011/phase2/awards/index.html>).

### **NIH SBIR and STTR RFA and Notices**

The National Institutes of Health (NIH) recently added a Request for Applications (RFA) and a pair of Notices (NOT) that may be of interest to SBIR participants on the 'Special Announcements for Small Business Research Opportunities' page on their SBIR web site ([grants.nih.gov/grants/funding/sbir.htm](http://grants.nih.gov/grants/funding/sbir.htm)). This page lists NIH SBIR/STTR-Relevant RFAs, Program Announcements (PA), and Notices that are taken from the NIH Guide Electronic Repository of Special Announcements for Small Business Research Opportunities ([grants.nih.gov/grants/guide/index.html](http://grants.nih.gov/grants/guide/index.html)).

The titles, announcement numbers, participating Institutes, and web addresses of the RFA and Notices appear below:

Notice of Participation of NCATS in RFA-HL-14-012 Small Market Awards: SBIR Phase IIB Competing Renewals for Heart, Lung, Blood and Sleep Technologies with Small Commercial Markets (SBIR)  
(NOT-TR-13-006 posted April 19, 2013)

National Center for Advancing Translational Sciences

<http://grants.nih.gov/grants/guide/notice-files/NOT-TR-13-006.html>

Small Market Awards: SBIR Phase IIB Competing Renewals for Heart, Lung, Blood and Sleep Technologies with Small Commercial Markets

(RFA-HL-14-012 posted April 19, 2013)

National Heart, Lung, and Blood Institute

National Center for Advancing Translational Sciences

Application Receipt Date(s): June 19, 2013; June 19, 2014; June 19, 2015

<http://grants.nih.gov/grants/guide/rfa-files/RFA-HL-14-012.html>

Notice of Intent to Publish a Funding Opportunity Announcement for Onsite Tools and Technologies for Heart, Lung, and Blood Clinical Research Point-of-Care (SBIR and STTR)

(NOT-HL-13-176 and NOT-HL-13-176 posted April 26, 2013)

National Heart, Lung, and Blood Institute

<http://grants.nih.gov/grants/guide/notice-files/NOT-HL-13-176.html> and <http://grants.nih.gov/grants/guide/notice-files/NOT-HL-13-177.html>

### **SBIR Proposal Writing Tip: DoD SBIR 2013.2 Solicitation Changes**

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.gjgreenwood.com](http://www.gjgreenwood.com).

*SBIR Proposal Writing Basics: Read Them or Weep*

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The Department of Defense (DOD) has been very good, in recent years, about listing on the cover page of a new solicitation how its requirements are different from the previous one. But here's what the new FY13.2 solicitation cover says: "*As a result of program reauthorization, the solicitation has been EXTENSIVELY rewritten and follows the changes of the SBIR reauthorization. Please read the entire solicitation carefully prior to submitting your proposal.*" With all the changes mandated in the reauthorization legislation for SBIR/STTR, it is not surprising that DOD and the other agencies are making major changes to their SBIR/STTR programs.

We think this is sound advice from the DOD: for the foreseeable future, we think you should be reading EVERY agency's solicitation/funding opportunities announcement from cover-to-cover to make sure you don't miss any of the changes. Agencies will be implementing the reauthorization legislation differently, and at different times; some will try something that doesn't work so well and will revise their solicitations to try something different. And beyond the reauthorization, agencies will continue to modify their solicitations and requirements to better meet their needs. If you don't read each new solicitation carefully, you likely will miss something and it could lead to your proposal being administratively screened (i.e., tossed without a technical merit review) or being inferior to competing proposals that comply with the latest instructions.

The agencies actually have an unfortunate incentive to catch you in noncompliance with one of the changes or new rules. The reauthorization calls for all agencies (except NIH and NSF) to make funding decisions within 90 days of a proposal deadline. One way to do this, especially in an era of tight budgets, is to toss aside proposals that do not comply with nit-picky stuff like page limits, required statements in certain sections of the proposal, failure to register your company on the Small Business Administration registration system found on [sbir.gov](http://sbir.gov), or

having a PI who is devoting at least the minimum required effort to the proposed project.

Just to get you started, here are some of the changes and new requirements that we identified in the new FY13.2 DOD solicitation:

- Firms majority owned by multiple venture capital, hedge fund or private equity firms are prohibited from receiving DOD SBIR funding
- All DOD components in this solicitation have gone to the 20 page Phase 1 proposal page limit--not a requirement of the reauthorization, but the implementation of a change within DOD to this shorter proposal format
- Similarly, all components either require a Phase 1 option be included in your proposal, or do not allow such an option. Put another way, the Phase 1 option is not optional at any DOD component in this solicitation
- Federal laboratories that qualify as federally funded research and development centers (FFRDC) can be included without requiring a waiver from SBA. This is a good example of a reauthorization requirement being implemented at different times: DOD no longer requires a waiver for an FFRDC, while NSF's recent solicitation still does.
- Explicit instructions about what must be included for any similar or related proposals or awards. This has taken on greater importance under reauthorization's focus on fraud, waste and abuse, so must be done carefully and thoroughly
- Register on sbir.gov in SBA's "Company Registry" and include the resulting id number on the DOD cover sheet
- Navy, Defense Health Program, and Air Force require that a firm receive a Phase 1 contract on a topic before it can be considered for a Phase 2 awards on that topic (i.e., no Phase 1 skipping—something the reauthorization allows at DOD, NIH and DoED, but is at each agency's discretion whether they implement it)

Finally, a word of advice: before you submit your DOD Phase 1 proposal, give it and the DOD instructions (and those for the component to which you are applying) to someone who can compare what is required with what you are about to submit. There is almost always a disconnect between the two. This is a great chance to prevent your proposal from being prematurely tossed out for being nonresponsive to the solicitation requirements, or downgraded for not completely addressing something. This "someone" can be an expert in your field, or even a generalist who is details oriented. Make it someone who has not been involved in drafting the proposal so that you can get fresh eyes on the proposal.

*Gail and Jim Greenwood may be reached at:*

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

## >> CONFERENCES AND WORKSHOPS

### **National**

*National SBIR Spring 2013 Conference* -- Washington DC, May 14-16, 2013. Co-located with the 15th Annual TechConnect World and the National Innovation Summit, the National SBIR Conference will provide key information and contacts for small businesses and TTOs competing for SBIR/STTR contracts totaling over \$2.5B Annually. Meet one-on-one with program managers and corporate acceleration partners focused on Accelerating Commercialization of American Innovation! For more information and to register, visit [nationalinnovationsummit.com/program/National\\_SBIR\\_Conference.html](http://nationalinnovationsummit.com/program/National_SBIR_Conference.html), or contact Sarah Wenning at (512)

697-8849 or [wenning@techconnect.org](mailto:wenning@techconnect.org).

*15th Annual NIH SBIR/STTR Conference* -- Sioux Falls, South Dakota, October 28-30, 2013. Agenda, registration, and all logistics tbd. Watch <http://sbir.nih.gov/> for updates.

## **Regional**

*National SBIR/STTR Conference Seminars* -- Washington, DC area, May 14-16, 2013. Three important half-day seminars will be available on the afternoon of May 14th as part of the pre-conference events taking place during the National SBIR Spring 2013 Conference in Washington DC, May 14-16, 2013. The seminars will include an abbreviated Phase 1 proposal preparation workshop led by Greenwood Consulting Group, Inc., a Phase 2 proposal preparation workshop led by Mark Henry, and cost proposal/government accounting/budget workshop led by Ed Jameson. For more information or to register for the conference and these pre-conference workshops, go to [http://nationalinnovationsummit.com/program/National\\_SBIR\\_Conference.html](http://nationalinnovationsummit.com/program/National_SBIR_Conference.html).

*SBIR At-A-Glance* -- Sterling Heights, MI, May 15, 2013. This class will provide you with a high-level view of alternative avenues for commercialization and how the federal funding through the SBIR and STTR programs can be a valuable part of the process. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*Essentials of Commercialization* -- Detroit, MI, May 16, 2013. Learn the basics of how to develop an SBIR/STTR commercialization plan. Includes information on the ingredients of a credible plan, pitfalls to avoid, using market research and developing financial plans and business models. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*How to Prepare a Budget for SBIR/STTR Proposals Webinar* -- Online, May 16, 2013. This session will walk through the development of a project budget. Items covered will include: what costs need to be included, how to write a budget justification, can the company afford to pursue this project, what indirect rate should be used and more. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*Introduction to SBIR/STTR Funding* -- Jackson, TN, May 20, 2013. This workshop provides a thorough introduction to the SBIR/STTR programs and will highlight funding opportunities. Mark Henry, founder of Grow Emerging Companies, LLC, will present this free workshop for local researchers & business partners interested in learning about SBIR/STTR funding opportunities. To register, visit [http://bit.ly/SBIR\\_RAP](http://bit.ly/SBIR_RAP). For more information, contact Linda Garrard, Ph.D. at [Lgarrard@startupedc.com](mailto:Lgarrard@startupedc.com), Hope Seth at [hseth@startupedc.com](mailto:hseth@startupedc.com), or Jim Stefansic at [jim@launchtn.org](mailto:jim@launchtn.org).

*How To Win SBIR Awards* -- Bethlehem, PA, May 21, 2013. Lehigh University SBDC will sponsor this regional 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). Topics include: How to strategically align SBIR & STTR with your plans; How to decide if you, or your firm, should pursue SBIR/STTR; How to evoke desired responses in reviewers of SBIR/STTR applications, and more. For more information and to register, visit [sbir.us/course.html](http://sbir.us/course.html), or contact [sbir@sbir.us](mailto:sbir@sbir.us).

*Advanced DCAA Government Contractors Compliance Webinar* -- Online, May 21-22, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting/DCAA Audits, FAR Overview, Cost Accounting Standards – Overview, Overhead/G& Rate Varieties and Considerations, and more. Visit [www.gov-con.com](http://www.gov-con.com) or call 303-800-9115 for more information.

*The ABC's of SBIR/STTR Funding Webinar* -- Online, May 22, 2013. Join us for this webinar covering SBIR/STTR program basics including: program purpose; eligibility; and sources of funding. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*What You Need to Know About Government Audits Webinar* -- Online, May 23, 2013. Technology firms who have received a grant or a contract, such as SBIR or STTR, are often unprepared to deal with a government audit. This event will include discussions on: types of audit; company financial policies and procedures; contracts and agreements; equipment logs; required reporting; audit alerts, and more. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*Introduction to SBIR/STTR Funding* -- Knoxville, TN, May 22, 2013. This workshop provides a thorough introduction to the SBIR/STTR programs and will highlight funding opportunities. Mark Henry, founder of Grow Emerging Companies, LLC, will present this free workshop for local researchers & business partners interested in learning about SBIR/STTR funding opportunities. To register, visit [http://bit.ly/SBIR\\_RAP](http://bit.ly/SBIR_RAP). For more information, contact Michael Carroll at [michael.carroll@knoxec.net](mailto:michael.carroll@knoxec.net), Katie Connell at [katie.connell@knoxec.netor](mailto:katie.connell@knoxec.netor), or Jim Stefansic at [jim@launchtn.org](mailto:jim@launchtn.org).

*Introduction to SBIR/STTR Funding* -- Johnson City, TN, May 23, 2013. This workshop provides a thorough introduction to the SBIR/STTR programs and will highlight funding opportunities. Mark Henry, founder of Grow Emerging Companies, LLC, will present this free workshop for local researchers & business partners interested in learning about SBIR/STTR funding opportunities. To register, visit [http://bit.ly/SBIR\\_RAP](http://bit.ly/SBIR_RAP). For more information, contact Dave Lawrence at [dave@accelnow.com](mailto:dave@accelnow.com), Audrey Depelteau at [depelteau@etsu.edu](mailto:depelteau@etsu.edu), or Jim Stefansic at [jim@launchtn.org](mailto:jim@launchtn.org).

\* *Phase 2 Proposal Preparation Workshop* -- Reno, NV, May 30, 2013. This workshop begins with the basics of Phase 2, including a discussion of how the recent reauthorization means important changes to Phase 2 of the SBIR and STTR programs. It then progresses into a presentation of a four-step process for developing a competitive Phase 2 proposal. It concludes with a discussion of the all-important Phase 2 commercialization plan, including presentation of samples of how SBIR/STTR companies are commercializing their technologies. This workshop is perfect for anyone with a Phase 1 award interested in progressing into the larger Phase 2 effort, or for those who work with such companies. For more information or to register, contact [fhgrupe@gmail.com](mailto:fhgrupe@gmail.com).

*Secrets of Winning SBIR/STTR Proposals* -- Princeton University, NJ, May 31, 2013. This half-day seminar is intended to provide participants with an introduction and overview of the SBIR and STTR programs including 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 seminar agenda and registration visit [www.njsbdc.com/sbir](http://www.njsbdc.com/sbir) beginning April 19.

*Navy Opportunity Forum 2013* -- Crystal City, VA, June 3-5, 2013. The 13th Annual Navy Opportunity Forum, sponsored SBIR Program Office, provides an effective way for acquisition officers, R&D managers, prime contractors, 1st and 2nd tier suppliers, and defense personnel to preview Navy-funded technologies developed by small business. Visit [www.navyopportunityforum.com](http://www.navyopportunityforum.com) for more information.

*Creating a Budget for Your DOD SBIR/STTR Proposal Webinar* -- Online, June 4, 2013. This webinar provides a sound approach for preparing a credible budget for your DoD proposal. Receive tips on direct vs. indirect costs, how to come up with an overhead rate, how complete unfamiliar forms and more. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*Effective Proposal Writing for the NIH SBIR Program* -- Reno, NV, June 5, 2013. This agency specific seminar/workshop presents essential information for crafting a competitive SBIR/STTR proposal that meets the requirements of the National Institutes of Health. It provides detailed instruction on the ins & 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/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

\* *SBIR/STTR Phase 1 Proposal Preparation Workshop* -- Orlando, Florida, June 6, 2013. This event will provide a strong overview of SBIR/STTR (including important things that many "experts" don't know about these two

programs), a briefing on the SBIR/STTR reauthorization and its implications for the programs and your proposal, and in-depth coverage of a simple but comprehensive four-step process for developing a competitive Phase 1 proposal. More information and registration can be had from [jack@ucf.edu](mailto:jack@ucf.edu).

*QuickBooks and Compliance for SBIR/STTR Recipients Webinar* -- Online, June 6, 2013. This webinar will discuss how to manage your SBIR/STTR grant or contract to can improve your odds of moving from Phase I to Phase II, and Phase II to Phase III (transition and/or commercialization). We will review the various sources for managing funds from DoD, NIH, NSF, or DoE, as well as reporting requirements and close-out procedures.session. Attendees will also learn how to use QuickBooks accounting software to manage accounting requirements. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*SBIR/STTR Grant Writing Workshop* -- Chicago, IL, June 6-7, 2013. 2-day Intensive Workshop format to cover all aspects of writing SBIR/STTR grants focused on life science technologies including: eligibility, sources of funding and agency differences, understanding what reviewers look for, step-by-step instruction on how to write each section of your proposal. The workshop will cover all agencies, including Department of Defense, National Science Foundation and the National Institutes of Health, with detailed emphasis on NIH. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*SBIR/STTR NIH Focused Phase I Proposal Preparation* -- Louisville, KY, June 11-12, 2013. This workshop helps attendees learn how to prepare high-quality, competitive proposals especially for the National Institutes of Health, from fundamentals and strategic planning, to proposal development and submission, to commercialization plan and post-submission issues. The workshop also provides an opportunity to learn about the Kentucky SBIR/STTR assistance programs and other state programs for small businesses. This event is designed for anyone from universities, the business community, state and local leaders, students and PostDocs. For more information, visit [www.bbcetc.com/training/](http://www.bbcetc.com/training/), or contact [info@bbcetc.com](mailto:info@bbcetc.com).

*Texas SBIR/STTR Summit & Conference* -- Austin, Texas, June 12, 2013. Make plans to participate in the Texas SBIR/STTR Summit & Conference, June 12 at the sophisticated AT&T Center in Austin, Texas. The Summit is the "capstone" in pursuing a winning SBIR/STTR proposal, with direct interaction with program managers from the biggest SBIR/STTR granting agencies. Hear direct from the agencies about their pressing technical needs. Promote your firm's technologies and capabilities. Meet federal prime contractors, investors, university representatives and other resources to assist you in a winning SBIR/STTR proposal. For more information or to register, visit <http://txfic.org/events/overview-and-registration>.

\* *SBIR Proposal Writing Workshop* -- Albuquerque, New Mexico, June 13, 2013. The focus of this unique workshop is twofold: First, we are going to talk about the key changes coming in SBIR/STTR because of the recent Reauthorization of both programs, SBA's policy directives guiding how the agencies should implement the reauthorization, and what the agencies are deciding to do based on the legislation and the policy. Then we'll sort of shift gears and talk about the all-important SBIR/STTR cost proposal and the recordkeeping you are expected to do if you get an award. For more information or to register, visit [techventures.org/events/calendar-of-events/2013/06/sbir-proposal-writing-workshop/](http://techventures.org/events/calendar-of-events/2013/06/sbir-proposal-writing-workshop/), or contact [metta-marie.d.stahl@lmco.com](mailto:metta-marie.d.stahl@lmco.com).

*SBIR/STTR Phase I Proposal Preparation Workshop, NIH Focus* -- Louisville, KY, June 11-12, 2013. At this event, attendees will learn how to prepare high-quality, competitive proposals especially for the National Institutes of Health - from fundamentals and strategic planning, to proposal development and submission, to commercialization plan and post-submission issues. In addition, attendees will also learn about Kentucky SBIR/STTR assistance programs - Phase Zero and Phase Double Zero grants as well as the Kentucky SBIR-STTR Matching Funds Grant Program. For more information, visit <http://ksef.kstc.com> or contact Mahendra Jain at [mjain@kstc.com](mailto:mjain@kstc.com).

*DHS S&T SBIR Webinar Series -- The Safety Act* -- Online, June 13, 2013, 1:00-2:00PM EST. This webinar series has been designed specifically for DHS Phase I and Phase II SBIR awardees, as well as other organizations that are interested in becoming involved with the DHS Small Business Innovation Research program. The DHS Safety Act is an invaluable tool for technology developers. It provides legal liability protection for providers of Qualified Anti-Terrorism technologies. Learn about the protection that this Act provides and how

to apply for Certification under this Act. Visit [sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir\\_news\\_events#2](http://sbir2.st.dhs.gov/portal/public/Menu.action?page=sbir_news_events#2) for more information.

*2013 New England Regional SBIR/STTR Summer Session* -- Kennebunkport, ME, June 20, 2013. The Maine Technology Institute offers a prime opportunity for New England's small business owners, entrepreneurs, researchers, scientists and inventors, to meet with federal agency program managers who are charged to seek out and invest in developing technologies across the country. For more information, contact Karen West at [cpmgt@fairpoint.net](mailto:cpmgt@fairpoint.net).

*\* Other possible upcoming SBIR training opportunities include:*

*SBIR/STTR Phase 2/Commercialization workshop* -- Tampa, Florida, October 17, 2013

*Annual New Jersey SBIR/STTR conference* -- Newark/Brunswick area, New Jersey, November 2013 (tentative)

*SBIR/STTR Phase 1 workshop* -- Tampa, Florida, February 4, 2014

**\* 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 FY13.2 SBIR Solicitation

Due May 22, 2013

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

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, December 5, 2013;

AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014

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

### STTR

PHS 2013-2 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

Due Dates: August 5, December 5, 2013;

AIDS and AIDS-related due May 7, September 7, 2013, and January 7, 2014

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

### Coming Soon

NSF FY-2014 Phase I SBIR Solicitation

Opens May 11 2013; Available on the web now

[www.nsf.gov/eng/iip/sbir/](http://www.nsf.gov/eng/iip/sbir/)

NSF FY-2014 Phase I STTR Solicitation

Opens May 13 2013; Available on the web now

[www.nsf.gov/eng/iip/sbir/](http://www.nsf.gov/eng/iip/sbir/)

DoD SBIR 2013.2 Solicitation  
Expected May 24, 2013; pre-release currently available on the web  
[acq.osd.mil/osbp/sbir/index.shtml](http://acq.osd.mil/osbp/sbir/index.shtml)

EPA FY-2013 Phase I SBIR Solicitation  
Expected June 5, 2013  
[epa.gov/ncer/sbir/](http://epa.gov/ncer/sbir/)

USDA 2014 SBIR Phase I Solicitation  
Expected June 2013  
[www.csrees.usda.gov/funding/sbir/sbir.html](http://www.csrees.usda.gov/funding/sbir/sbir.html)

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

## >> SUBSCRIPTION INSTRUCTIONS

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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](mailto:richard.fowler@pnnl.gov) - (509) 372-4332  
Gary Spanner - [gary.spanner@pnnl.gov](mailto:gary.spanner@pnnl.gov) - (509) 372-4296