

May 31, 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. Subscription instructions appear at the end of this newsletter.

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>> SBIR/STTR NEWS AND INFORMATION

NSF FY-2014 SBIR and STTR Solicitations Open

The National Science Foundation (NSF) began accepting proposals in response to their FY-2014 SBIR solicitation on May 11, 2013. Proposals are due by 5 p.m. proposer's local time on June 11, 2013.

NSF also began accepting proposals in response to their FY-2014 STTR solicitation on May 13, 2013. Proposals are due by 5 p.m. proposer's local time on June 13, 2013.

The broad solicitation topics for both the SBIR and the STTR are:

Biological and Chemical Technologies (BC)
Education Applications (EA)
Electronics, Information and Communication Technologies (EI)
Nanotechnology, Advanced Materials, and Manufacturing (NM)

Note that NSF indicates that *the submission of the same project idea to both this SBIR Phase I solicitation and the concurrent STTR Phase I solicitation is strongly discouraged.*

See the complete solicitations for lists of the required components for submittal; detailed descriptions of the four research topics; Cognizant Program Officer contact information; and more. The solicitations are available at http://nsf.gov/funding/pgm_summ.jsp?pims_id=504892&org=IIP&sel_org=IIP&from=fund, and http://nsf.gov/funding/pgm_summ.jsp?pims_id=504857&org=IIP&sel_org=IIP&from=fund.

DoD SBIR 2013.2 Solicitation Opens

The Department of Defense (DoD) began accepting proposals in response to their 2013.2 SBIR solicitation on

May 24, 2013. The solicitation will close June 26, 2013. As indicated on the solicitation website (www.acq.osd.mil/osbp/sbir/solicitations/sbir20132/index.shtml):

For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed during the Open period when DoD is accepting proposals for each solicitation. However, proposers may still submit written questions about solicitation topics through the [SBIR/STTR Interactive Topic Information System \(SITIS\)](#). In SITIS the questioner and respondent are anonymous and all questions and answers are posted electronically for general viewing until the solicitation closes. All proposers are advised to monitor SITIS during the Open solicitation period for questions and answers and other significant information relevant to their SBIR/STTR topics of interest.

SITIS will close to new questions on June 12, 2013.

Note that several modifications have been made to this solicitation since its release to the Internet on April 24, 2013, including the removal of several topics. A list of these modifications is available at www.acq.osd.mil/osbp/sbir/solicitations/sbir20132/modlist.shtml.

Questions regarding the solicitation may be directed to the [SBIR/STTR Help Desk](#), or (866) 724-7457.

NIH Fiscal Policy for Grant Awards – FY 2013

The National Institutes of Health (NIH) recently posted the following notice regarding their fiscal policies for grant awards on their SBIR/STTR News Flash Page at grants.nih.gov/grants/funding/sbirsttr_news.htm:

NIH Fiscal Policy for Grant Awards – FY 2013

May 8, 2013

NIH announces policies for fiscal operation for the remainder of the 2013 fiscal year (FY). These policies implement the continuing resolution signed by President Obama on March 26, and also incorporate the provisions of the sequester (formally known as the 2011 Balanced Budget and Emergency Deficit Control Act). See <http://grants.nih.gov/grants/guide/notice-files/NOT-OD-13-064.html>.

NIH SBIR and STTR RFA and Program Announcement

The National Institutes of Health (NIH) recently added a Request for Applications (RFA) and a Program Announcement (PA) 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). This page lists NIH SBIR/STTR-Relevant RFAs, PAs, and Notices (NOT) that are taken from the NIH Guide Electronic Repository of Special Announcements for Small Business Research Opportunities (grants.nih.gov/grants/guide/index.html).

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

In-vivo Methods for Assessing Placental Development and Function (SBIR)
(RFA-HD-14-005 posted May 24, 2013)
Eunice Kennedy Shriver National Institute of Child Health and Human Development
National Institute of Biomedical Imaging and Bioengineering
Application Receipt Date(s): August 21, 2013
<http://grants.nih.gov/grants/guide/rfa-files/RFA-HD-14-005.html>

Improvement of Animal Models and Development of Technologies for Stem Cell-Based Regenerative Medicine

(SBIR and STTR)

(PA-13-223 and PA-13-224 posted May 10, 2013)

Division of Program Coordination, Planning and Strategic Initiatives, Office of Research Infrastructure Programs
National Institute of Biomedical Imaging and Bioengineering

National Institute of General Medical Sciences

Application Receipt/Submission Date(s): Multiple dates, see announcement.

<http://grants.nih.gov/grants/guide/pa-files/PA-13-223.html> and <http://grants.nih.gov/grants/guide/pa-files/PA-13-224.html>

Tibbetts and SBIR Hall of Fame Awards Announced

The winners of the 2013 Tibbetts Awards and inductees into the SBIR Hall of Fame Awards were announced on May 20, 2013. The announcement that was posted on the sbir.gov website appears below. To see the list of award winning companies and individuals, visit <http://www.sbir.gov/news/innovative-and-outstanding-high-tech-small-businesses-receive-tibbetts-awards>.

Innovative and Outstanding High-Tech Small Businesses Receive Tibbetts Three Companies Inducted into SBIR Hall of Fame

The U.S. Small Business Administration (SBA) today honored eighteen high-tech small businesses and three individuals in Washington, D.C., for the critical role they play in research and development for the government and for their success in driving innovation and creating new jobs.

The Tibbetts Awards, given by SBA, honor outstanding small businesses and individuals who participate in the SBA's Small Business Innovation Research (SBIR) program. In addition, three past participants in SBIR who represent the very best of the 30-plus-year SBIR program were named to the third annual SBIR Hall of Fame class.

"The people who power our economy, make our industries more globally competitive and create new jobs are the outstanding and innovative entrepreneurs like those we honor with Tibbetts Awards," said Karen Mills, SBA administrator. "In particular, our three 2013 Hall of Fame inductees illustrate how innovative entrepreneurs can continue to show strong economic growth and technical innovation, reminding us all how central the success of high growth small business can be to making our country more globally competitive."

The Tibbetts Awards, named after Roland Tibbetts, who was instrumental in developing the SBIR program, are presented to companies and individuals from all over the United States who are beacons of promise and models of excellence in high technology.

Tibbetts award winners are selected based on the economic impact of their technological innovation, and on whether they have met federal research and development needs, encouraged diverse participation in technological innovation, and increased the commercialization of federal research.

Two types of Tibbetts Awards exist: awards for businesses that have participated in the SBIR award program, and awards for individuals who have supported the SBIR Program but who have not received economic assistance from the program.

Another category, created last year, is the SBIR Hall of Fame Awards, which recognize companies with a long period of extraordinary success of research, innovation, and commercialization within the SBIR program.

The presentations were made at the White House by Administrator Mills, Senator Mary Landrieu, Chair of the Senate Small Business and Entrepreneurship Committee and Rebecca Bagley, CEO and President of NorTech.

>> CONFERENCES AND WORKSHOPS

National

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

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 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 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/, or contact 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/, or contact 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.

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. Attendees will also learn how to use QuickBooks accounting software to manage accounting requirements. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

How to Write a Compelling NIH SBIR/STTR Proposal -- Ann Arbor, MI, June 6, 2013. This one-day seminar is intended for those contemplating an SBIR/STTR proposal submission to the National Institutes of Health. It presents essential "how-to" instruction on writing a competitive SBIR/STTR proposal that meets the unique requirements of the NIH and the expectations of its reviewers. For more information, visit www.bbcetc.com/training/, or contact 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/, or contact 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/, or contact info@bbcetc.com.

Texas SBIR/STTR Summit & Conference -- Austin, Texas, June 12, 2013. Texas has announced an ambitious new effort to triple its share of SBIR/STTR Awards. A key part of that effort is the upcoming 2013 Texas SBIR/STTR Summit & Conference, providing direct access to federal program managers, which are critical decision-makers in awarding grants. Participants of the conference will have the opportunity to hear directly from various agencies about their pressing technical needs and learn best practices and inside tips for winning awards directly from national experts. In addition, the conference provides small businesses a full set of partnering resources needed to build winning proposals. Attendees can meet one-on-one in structured networking opportunities with investors, prime contractors, peer mentors, university partners, and resources for prototyping and manufacturing. Highlights of the program include a welcome by Rep. Lamar Smith, Chairman of the Science, Space, and Technology Committee; a keynote by Emerging Technology Fund Chair Terry Chase Hazell, including plans for the Texas Emerging Technology Fund (TEFT) SBIR/STTR Matching program, which will be the largest of its kind in the country; and a luncheon keynote by Dr. John Fischer, Director, Defense Laboratories Enterprise. The Conference will be held at the AT&T Executive Education and Conference Center on The University of Texas campus in Austin. For more information or to register, visit <http://txfic.org/events/overview-and-registration>.

DCMA/DCAA Gov't Contract Mgt. Seminar -- Denver, CO and Online, June 12-13, 2013. This event, designed to help SBIR contractors, will address DCAA Audits/System Design, FAR Specifics, EVM, Forward Pricing Rates/Audits and more. Visit www.gov-con.com or call 303-800-9115 for more information.

* *SBIR Proposal Writing Workshop: 'SBIR Smarts: Keep Your Promises..and Keep from Losing Money'* -- 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/, or contact 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.

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 for more information.

DCAA Government Contractors Compliance -- Denver, CO and Online, June 18-19, 2013. This event, designed to help SBIR contractors, will address Government Cost Accounting, Indirect Rate Development - Budgets, Incurred Cost Proposal, QuickBooks and more. Visit www.gov-con.com or call 303-800-9115 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 cpmgmt@fairpoint.net.

SBIR Introduction & Overview -- Durham, NH, June 24, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development. The class is designed to provide enough information for attendees to determine if they would like to seriously pursue a grant or contract proposal. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

NIH Proposal Writing Workshop -- Durham, NH, June 25-26, 2013. This two-day seminar is intended for those contemplating an SBIR/STTR proposal submission to the National Institutes of Health. It presents essential "how-to" instruction on writing a competitive SBIR/STTR proposal that meets the unique requirements of the NIH and the expectations of its reviewers. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR/STTR Federal Agency Overviews, One-on-One Sessions with Program Managers & Proposal Guidance -- Cary, NC, June 26, 2013. This full-day session will demystify differences between agencies and allow you to speak one-on-one with individual agency program managers. Also, receive guidance on Phase 1 proposal preparation as well as commercialization plan development, an integral component of the program. For registration and more information, visit www.sbtcd.org/events/sbir/agency-overviews/, or contact John Ujvari at sbir@sbtcd.org.

** 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, 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-2014 Phase I SBIR Solicitation

Due June 11 2013

www.nsf.gov/eng/iip/sbir/

DoD SBIR 2013.2 Solicitation

Due June 26, 2013

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

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 September 7, 2013, and January 7, 2014
<http://grants.nih.gov/grants/funding/sbir.htm>

STTR

NSF FY-2014 Phase I STTR Solicitation
Due June 13 2013
www.nsf.gov/eng/iip/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 September 7, 2013, and January 7, 2014
<http://grants.nih.gov/grants/funding/sbir.htm>

Coming Soon

EPA FY-2013 Phase I SBIR Solicitation
Expected June 5, 2013
epa.gov/ncer/sbir/

USDA 2014 SBIR Phase I Solicitation
Expected June 2013
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.

>> 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):

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example: subscribe sbir-alert joe smith

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

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