

February 1, 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

SBA SBIR Size Rule Notice

The Small Business Administration (SBA) *Small Business Size Regulations Final Rule* for the SBIR and STTR programs became effective on January 28, 2013. A notice outlining some of the changes appearing in the new rule was posted by on the SBA SBIR/STTR website (see www.sbir.gov/news/time-and-schedule-changes-sbir-size-rules), and appears below for your convenience:

On time and on schedule: Changes to the SBIR Size Rules

SBA recently published the Final Rule for the SBIR Size Rules on December 27, 2012 in the Federal Register, just ahead of the deadline mandated by Congress. The size rule update was a key component of the recent SBIR Reauthorization Legislation, and it will take effect on January 28, 2013.

Last spring SBA issued a proposed rule, and solicited public comment and feedback on the rule. We received robust feedback, and incorporated that into the final rule. There are several major changes from the proposed rule to the final rule, including: timing of eligibility, VC Participation in STTR, ownership and affiliation. For those interested in the details of the changes, the preamble to the final rule spells out the feedback we heard and all of the changes that we made.

We know that it may take some time to digest these new changes. As we transition into implementing the rule and the reauthorization more broadly, we wanted to highlight some key things that everyone should know.

Going forward, each applicant will need to register with SBA prior to submitting their applicant. The process will be straight forward and should take less than 10-15 minutes for most applicants. Having one central registry will help coordinate data collection across agencies, and ultimately will save small businesses from having to input the same data across different agencies, across different years.

During the registration, small businesses will have the opportunity to review the basic rules on eligibility based on the new size rule. We know that these issues can get complex. As such, SBA is creating additional resources to help you understand the new size rules and company registry. For example, we've developed a checklist to help you quickly determine your eligibility and a FAQ with answers to your most popular questions. We also put together a compliance guide ([link](#)) written in plain English to help you understand the necessary certifications needed and provides numerous examples on various ownership and control requirements. Lastly, for those that prefer a more interactive experience, SBA will be holding monthly webinars to discuss key changes with SBIR/STTR and upcoming announcements pertaining to our other high growth programs. In fact, we did a webinar on all the size rule updates which through step-by-step all the upcoming changes. The webinar, along with the resources mentioned will be made available on our website at <http://www.sbir.gov> starting January 28th.

Finally, at the same time we are implementing a new policy required by the statute. The policy requires each agency to set a "benchmark", that establishes a minimum level of successful transitions for frequent award winners. For FY13, the focus is on demonstrating successful transition from Phase I to Phase II. Each agency has set a minimum transition rate (Phase II awards divided by Phase I awards) over a specified time period. For those firms who do not meet that minimum rate, they will not be able to participate in the program for one year. Importantly, this policy applies only to firms who have received more than 20 awards over the specified time period. More information can be found [here](#).

Through a concerted effort, we made meaningful clarification to the SBIR/STTR size rules, with a specific goal of making them easier to understand. We hope that you'll find these resources useful. As always, your feedback is critical and much appreciated.

National SBIR Conference Announcement and Spring Regional SBIR Events

We will soon find out (via the highly technical groundhog notification system) how much longer winter will last. No need to wait until winter is over to make plans to attend an upcoming SBIR conference or workshop, however. The National SBIR Conference notice below was recently distributed by the Department of Homeland Security SBIR program. In addition, several regional spring events in locations all over the country have recently been added to the 'CONFERENCES AND WORKSHOPS' section of this newsletter. These workshops provide an opportunity to improve proposal preparation skills and often offer a chance for one-on-one discussions with Agency representatives.

Dear SBIR Awardees and Innovators,

I wanted to make you aware of an event focused on SBIR and STTR education and access. It is the Spring National SBIR conference and for the first time will be co-located with the National Innovation Summit and Showcase (NISS), May 13-16, 2013 in Washington DC. NISS is designed to accelerate the commercialization of American innovation by providing the world's largest on-site matchmaking program with investors and corporate development partners and attracts over 3,500 attendees to its annual conference. The SBIR and STTR programs are the largest source of federal funding - over \$2 Billion annually - for small high tech firms. This new event format efficiently combines both events; it's an ideal opportunity for you to speak directly to those from the public and private sector looking to invest in innovative technologies.

This event is structured to cater to everyone from the SBIR beginner to the veteran firm. Both federal agency SBIR and Tech-Transfer offices will be participating. Together the two events will offer a variety of sessions both technical and informational, one-on-one opportunities with the SBIR PM's, display booths and unique programs like the NISS-SBIR Commercialization Acceleration Program. Three special registration options have been established for the SBIR and STTR community.

1. *National SBIR Conference Registration, May 14-16: \$375.00*
2. *National SBIR Conference and NISS Registration, May 13-16: \$575.00 (please use code SBIR13 when registering online)*
3. *NISS-SBIR Commercialization Acceleration Program, May 13-16: \$650.00 (discounted price includes Showcase booth and full access to both conferences)*

Please contact Derek Mayer at dmayer@techconnect.org to register for this package. Requires an Innovation Submission (SBIR awarded or other technology) by January 30 at: <http://nationalinnovationsummit.com/showcase/>. Accepted submissions will be asked to showcase their technology, with top-ranked submissions asked to present their innovation.

The agenda will be posted soon. To register online, visit: http://nationalinnovationsummit.com/program/National_SBIR_Conference.html.

They are also offering discounted room rates at the Gaylord National Hotel and Convention Center at <http://www.techconnectworld.com/World2013/venue/>.

PHS 2013-2 Omnibus Solicitation for SBIR/STTR Grants Released

The following notice was posted on the SBIR/STTR News Flash Page of the Health and Human Services Small Business Research Funding Opportunities website (grants.nih.gov/grants/funding/sbir.htm) on January 25, 2013:

PHS 2013-2 Omnibus Solicitation for SBIR/STTR Grants Now Available

The PHS 2013-2 Omnibus Solicitation of the NIH, CDC, FDA, and ACF for SBIR/STTR Grant Applications and SF 424 (R&R) Application Guide for SBIR/STTR Grant Applications are now available. The solicitation consists of: (1) [parent funding opportunity announcement \(FOA\) for SBIR](#), (2) a [parent FOA for STTR](#), and (3) narrative descriptions of the programs and research topics (in [PDF](#) - 1 MB and [MS Word](#) - 1 MB formats). The due dates for CY 2013 are April 5, August 5, and December 5. AIDS and AIDS-related applications are due May 7, September 7, 2013, and January 7, 2014. The issuance of the PHS 2013-2 Omnibus FOAs implements some, but not all, of the provisions of the SBIR/STTR Reauthorization Act. For details, see [NIH Guide Notice NOT-OD-13-027](#).

The NIH Guide Notice, referred to above, indicates that the PHS 2013-2 Omnibus Solicitation implements some, but not all, of the provisions of the SBIR/STTR Reauthorization Act, and that:

HHS intends to revise, amend or re-issue the Omnibus FOAs in the middle of 2013 to implement additional reauthorization provisions as guidance from SBA is received and electronic system and form updates at NIH and SBA are implemented. HHS will issue guidance to the community as it implements various provisions from the reauthorization through the NIH SBIR website and via NIH Guide Notices.

DoD STTR Program 2013.A Solicitation Pre-release

The Department of Defense (DoD) posted a pre-release of their 2013.A STTR program solicitation on their SBIR/STTR website (www.acq.osd.mil/osbp/sbir/) on January 25, 2013. The solicitation will be open to proposal submission from February 25, 2013 through March 27, 2013.

During this pre-release period (through February 24), you may talk directly with topic authors to ask technical questions about the topics. Their names, phone numbers, and e-mail addresses are listed within each solicitation topic.

Copies of the DoD-wide solicitation instructions and the Component-specific instructions and topic descriptions for the Army, Navy, Air Force and DARPA, are available in HTML, PDF, and MS Word file formats at www.acq.osd.mil/osbp/sbir/solicitations/sttr2013A/index.shtml.

If you have participated in the DoD SBIR/STTR program in the past, it may be worth noting that the 'Important' box on page one of the solicitation indicates:

Solicitation Changes:

As a result of program reauthorization, the solicitation has been EXTENSIVELY rewritten and follows the changes of the SBIR/STTR reauthorization. Please read the entire solicitation carefully prior to submitting your proposal.

Please go to <http://content.govdelivery.com/bulletins/gd/USSBA-4cada5#> to read the SBIR/STTR Policy Directive issued by the Small Business Administration.

For more information, contact the SBIR/STTR Help Desk at 1-866-724-7457 or sbirhelp@brtrc.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, or contact Sarah Wenning at (512) 697-8849 or wenning@techconnect.org.

Regional

** Phase 2 Proposal Preparation Workshop* -- Lexington, KY, February 5, 2013. Topics include Phase 2 SBIR/STTR basics, changes in Phase 2 proposals and projects based on the 2011 Reauthorization, recommendations for preparing the Phase 2 proposal, and a discussion of SBIR/STTR commercialization. For more information or to register, contact drempfer@kstc.com, or visit ksef.kstc.com.

SBIR/STTR Proposal Prep – NIH Focus -- Plymouth, MI, February 5-6, 2013. This NIH-focused seminar presents essential information for crafting a competitive SBIR/STTR proposal that meets the unique requirements of the NIH. 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/, or contact info@bbcetc.com.

SBIR/STTR Grant Writing Workshop -- Chicago, IL, February 5-6, 2013. A 2-day intensive workshop covering all aspects of writing SBIR/STTR grants focused on life science technologies. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

* *Phase 1 Proposal Preparation Workshop* -- Miami, FL, February 7, 2013. This event will cover the basics of SBIR/STTR, changes to both programs from the recent reauthorization legislation, and a recommended process for preparing a Phase 1 proposal. Contact egarami@fiu.edu for more information.

SBIR Introduction Webinar -- Online, February 7, 2013, Noon to 1:00PM. Topics Include: What are SBIR and STTR?; Who is eligible to apply?; Subcontracting – is it allowable?; The search for solicitations; SBTDC Assistance. Visit <https://www1.gotomeeting.com/register/950849392> to register, or contact John Ujvari at sbir@sbtdc.org for more information.

An Overview of Federal SBIR/STTR Funding through DoD -- Lansing, MI, February 13, 2013. Attendees will learn SBIR/STTR program basics, including: program purpose, eligibility, sources of funding and tools for proposal development with emphasis on the unique features of the Dept. of Defense program. For more information, visit www.bbcetc.com/training/, or contact info@bbcetc.com.

SBIR Workshop -- NC State University, February 26, 2013. Email Wade Fulghum at mwfulghu@ncsu.edu to register or for more information.

Introduction to SBIR/STTR -- Jonesboro, AR, February 26, 2013. 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 training session and will be available for individualized consulting sessions following the training. For more information, visit asbtdc.ualr.edu/training/jonesboro.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700 .

SBIR/STTR Overview Workshop -- Chattanooga, TN, February 26, 2013. Instructor Mark Henry will provide overview information about the SBIR and STTR programs, and will describe the key similarities and differences among the federal agencies. He will introduce tools, exercises and examples that he has developed over the past three decades to help participants develop highly competitive proposals. The session also will cover how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. Register online at <https://cis.tennessee.edu>. For more information, contact Bill Wiley, Economic Development Consultant, University of Tennessee Center for Industrial Services Tennessee SBIR Assistance Center, at bill.wiley@tennessee.edu or (865) 974-8464.

SBIR/STTR Overview Workshop -- Nashville, TN, February 27, 2013. Instructor Mark Henry will provide overview information about the SBIR and STTR programs, and will describe the key similarities and differences among the federal agencies. He will introduce tools, exercises and examples that he has developed over the past three decades to help participants develop highly competitive proposals. The session also will cover how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. Register online at <https://cis.tennessee.edu>. For more information, contact Bill Wiley, Economic Development Consultant, University of Tennessee Center for Industrial Services Tennessee SBIR Assistance Center, at bill.wiley@tennessee.edu or (865) 974-8464.

SBIR/STTR Overview Workshop -- Memphis, TN, February 28, 2013. Instructor Mark Henry will provide overview information about the SBIR and STTR programs, and will describe the key similarities and differences among the federal agencies. He will introduce tools, exercises and examples that he has developed over the past three decades to help participants develop highly competitive proposals. The session also will cover how changes in the SBIR/STTR law (with the recent six-year renewal) will likely impact the various programs beginning in 2013. Register online at <https://cis.tennessee.edu>. For more information, contact Bill Wiley, Economic Development Consultant, University of Tennessee Center for Industrial Services Tennessee SBIR Assistance Center, at bill.wiley@tennessee.edu or (865) 974-8464.

SBIR Workshop -- NC Central University, February 27, 2013. Email John Ujvari at sbir@sbtdc.org to register or for more information.

NIH SBIR Introduction and Proposal Preparation Webinar -- Online, March 6, 2013, Noon to 1:00PM. Visit <https://www1.gotomeeting.com/register/214350001> to register, or contact John Ujvari at sbir@sbtdc.org for more information.

Introduction to SBIR/STTR -- Little Rock, AR, March 6, 2013. 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 training session and will be available for individualized consulting sessions following the training. For more information, visit asbtdc.ualr.edu/training/jonesboro.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

SBIR Proposal Writing from the Reviewer's Perspective -- Albuquerque, NM, March 7, 2013. Dr. Bob Berger, former national Department of Energy SBIR Program Manager, will explain the spectrum of technical expertise of SBIR/STTR proposal reviewers and the typical relation between reviewers and your SBIR/STTR project. For more information, visit www.techventures.org/events/calendar-of-events, or call (505)-843-4143.

DCMA/DCAA Gov't Contract Mgt. Seminar -- Denver, CO and Online, March 12-13, 2013. This event, designed to help SBIR contractors, will address DCAA Audits, DCAA Audits/System Design, Contract Management, Lunch/Networking, Contract Close Outs, How to Seek Venture Capital, EVM and more. Visit www.gov-con.com or contact 303-800-9115 or info@gov-con.com for more information.

** Phase 1 and Cost Proposal Preparation and Commercialization Overview Boot Camp* -- Omaha, NE area, March 13-14, 2013. Day 1 will cover the basics of SBIR/STTR, how the programs are changing as a result of their 2011 reauthorization, and a recommended four-step process for developing a Phase 1 proposal. Day 2 will focus on the all-important cost proposal (as well as the accounting/recordkeeping required once you get an award), and the basics of SBIR/STTR commercialization. Contact murodriguez@unomaha.edu for more information.

Advanced DCAA Government Contractors Compliance Seminar -- Denver, CO, March 14, 2013. This event, designed to help SBIR contractors, will address FAR Overview, Cost Accounting Standards - Overview, Overhead/GandA Rate Varieties and Considerations, Advanced Incurred Cost Proposals, and more. Visit www.gov-con.com or contact 303-800-9115 or info@gov-con.com for more information.

** Phase 1 Proposal Preparation Workshop* -- Tampa, FL, March 19, 2013. This workshop includes SBIR/STTR basics, important changes from the recent reauthorization legislation, and a recommended 4-step process for preparing a competitive Phase 1 proposal. Contact wplant@usf.edu for more information.

** Phase 1 and Cost Proposal Preparation Workshops* -- Sandy, UT, March 20-21, 2013. Day 1 will cover SBIR/STTR basics, important changes to both programs based on their recent reauthorization, and a recommended process for developing a Phase 1 proposal. Day 2 will emphasize the all-important cost proposal and recordkeeping requirements of SBIR/STTR award recipients. For more information or to register, contact mcardon@utah.gov.

USDA SBIR Program: From Submission to Award Webinar -- Online, AR, April 3, 2013. This webinar will address key content to include in SBIR proposal applications, including the commercialization plan that is a required part of a Phase II application. Also to be discussed is the review process used by USDA and the necessary steps for successful registration and submission through Grants.gov. The webinar will address common issues that present challenges for new SBIR applicants and offer guidance regarding how to plan ahead in order to ensure successful completion of major steps within the application process. The webinar will be led by Dr. Charles Cleland, USDA/NIFA SBIR National Program Leader. For more information and to register, visit <https://www2.gotomeeting.com/register/739805770>, or contact Rebecca Norman at rxnorman@ualr.edu or

(501)-683-7700.

Introduction to SBIR/STTR -- Fayetteville, AR, April 4, 2013. 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 training session and will be available for individualized consulting sessions following the training. For more information and to register, visit asbtcd.ualr.edu/training/fayetteville.asp, or contact Rebecca Norman at rxnorman@ualr.edu or (501)-683-7700.

SBIR Workshop -- Asheville, NC, first week of April, 2013. Email John Ujvari at sbir@sbtdc.org for more information.

DCAA Compliant Seminar -- Denver, CO, April 23-24, 2013. 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 contact 303-800-9115 or info@gov-con.com for more information.

Basics of Commercializing a Technology Webinar -- Online, May 9, 2013, Noon to 1:00PM. Contact John Ujvari at sbir@sbtdc.org for more information.

* Other possible upcoming SBIR training opportunities include:

SBIR/STTR workshops -- Santa Fe/Albuquerque, New Mexico area, Spring 2013 (tentative)

SBIR/STTR workshops -- Orlando, Florida, Spring 2013 (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

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2
Letter of Intent Due December 17, 2012; Applications Due February 5, 2013
science.energy.gov/sbir/funding-opportunities/

ED IES FY 2013 SBIR Phase I, Fast Track and Phase I for Games Solicitations
Due February 5, 2013
www.ed.gov/programs/sbir

DOC NIST FY-2013 Phase I SBIR Solicitation
Due February 25, 2013
www.nist.gov/tpo/sbir/

DOC NOAA FY-2013 Phase I SBIR Solicitation
Due February 27, 2013
www.oar.noaa.gov/orta/

ED NIDRR 2013 SBIR Phase I Solicitation

March 1, 2013

www.ed.gov/programs/sbir

DOT FY13.1 SBIR Solicitation

Due March 4, 2013

www.volpe.dot.gov/sbir

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

Due April 5, 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

DOE FY 2013 SBIR/STTR Phase I Funding Opportunity Release 2

Letter of Intent Due December 17, 2012; Applications Due February 5, 2013

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

NSF FY-2013 Phase I STTR Solicitation (Release 2)

Letter of Intent due January 8, 2013; Proposals due February 6, 2013

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

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

Due April 5, 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

DoD 2013.A STTR Solicitation

Expected February 25, 2013; pre-release currently available on the web

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

NSF FY-2013 Phase I SBIR Solicitation

Expected March 2013

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

EPA FY-2013 Phase I SBIR Solicitation

Expected March 2013

epa.gov/ncer/sbir/

>> 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):

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:

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