

## **SBIR/STTR ALERTING SERVICE -- December 16, 2011**

The SBIR/STTR Alerting Service is a free service that provides bi-weekly notification of SBIR and STTR solicitation announcements, news and information, and Internet resources relevant to the SBIR/STTR programs. This service is provided by the Economic Development Office of Pacific Northwest National Laboratory (PNNL).

Back issues of the SBIR Alert are available at [www.pnl.gov/edo/opportunities/sbir.stm](http://www.pnl.gov/edo/opportunities/sbir.stm). Subscription instructions appear at the end of this newsletter.

The next issue of this newsletter will be distributed on January 6, 2011 – Happy Holidays!

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### SBIR/STTR NEWS AND INFORMATION

- SBIR and STTR Programs Reauthorized

On December 1<sup>st</sup>, the US Senate passed the National Defense Authorization (NDAA) bill which had been amended to include a reauthorization of the SBIR/STTR programs. On December 13, the House Science, Space and Technology Committee, the House Small Business Committee, and the Technology and Innovation Subcommittee announced that a compromise deal allowing a long-term reauthorization was successfully negotiated with the Senate. The following press release of this announcement is available on the House Science, Space and Technology Committee website:

<http://science.house.gov/press-release/deal-reached-long-term-sbir-reauthorization>.

The press release from the Senate Committee on Small Business and Entrepreneurship is available at: [http://www.sbc.senate.gov/public/index.cfm?p=PressReleases&ContentRecord\\_id=4ae5e3cc-5dc1-486f-92ef-c55b0ad479d8](http://www.sbc.senate.gov/public/index.cfm?p=PressReleases&ContentRecord_id=4ae5e3cc-5dc1-486f-92ef-c55b0ad479d8). As indicated in this notice, key provisions of the deal include:

- reauthorizing SBIR and STTR for six years,
- increasing the SBIR allocation from 2.5 percent to 3.2 percent over several years,
- increasing the STTR allocation from .3 percent to .45 percent over six years,
- increasing VC participation to 25 percent for NIH, DOE, and NSF, and 15 percent for other agencies,
- shortening the time for final decisions to 90 days,
- shortening the amount of time between decision and release of funds, with flexibility for the NIH, and
- allowing the agencies to use 3 percent of SBIR funds to administer SBIR programs, increase oversight, and provide outreach and application assistance to address shortcomings in the low participation of women, minorities and states with few awards.

On December 14<sup>th</sup>, the House version of the bill passed, and a final version was approved by the Senate on December 15<sup>th</sup>, and is expected to be signed by the President soon. Rick Shindell posted a PDF file of the

SBIR legislation from the conference report that was passed on his SBIR Gateway website ([www.zyn.com/sbir](http://www.zyn.com/sbir)). It is 107 pages from the 1844 page NDAA document, and is available at [www.zyn.com/sbir/insider/SBIR\\_Pages\\_from-HR1540conf.pdf](http://www.zyn.com/sbir/insider/SBIR_Pages_from-HR1540conf.pdf).

-- ED IES SBIR Pre-Solicitation Announcements

The U.S. Department of Education (ED) recently updated the Applicant Information page of their SBIR Program website (<http://www2.ed.gov/programs/sbir/applicant.html>) to include the following information:

The Institute of Education Sciences SBIR Program

2012 Program Solicitation Information

For Fiscal Year 2012 funding, the Institute's SBIR program anticipates releasing two solicitations as follows:

- A Phase I solicitation in education for up to \$150,000 for 6 months of funding. (NOTE: We do not anticipate releasing a Fast-Track (Phase II) option solicitation in education for Fiscal Year 2012).

- A Phase I solicitation in special education for up to \$150,000 for 6 months of funding, with the option to also submit a Fast-Track (Phase II) proposal for up to \$900,000 for an additional 2 years of funding in Phase II.

It is anticipated that all Fiscal Year 2012 program solicitations will be released in on December 20, 2011. Proposals will likely be due in early 2012. Awards are typically announced in late spring, 2012, and projects typically begin shortly thereafter.

Please contact [Edward.Metz@ed.gov](mailto:Edward.Metz@ed.gov) with any questions about the Fiscal Year 2012 program.

Pre-solicitation announcements regarding the solicitations referenced above were posted on the Federal Business Opportunities ([www.fedbizopps.gov](http://www.fedbizopps.gov)) website on December 5, 2011. To view the original announcements, visit the links below:

Small Business Innovation Research Program Phase I

Solicitation Number: EDIES-12-R-0006

[https://www.fbo.gov/index?s=opportunity&mode=form&id=431118a687183f5f785203956ed7000a&tab=core&\\_cvview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=431118a687183f5f785203956ed7000a&tab=core&_cvview=0)

Small Business Innovation Research Program - Special Education

Solicitation Number: EDIES-12-R-0007

[https://www.fbo.gov/index?s=opportunity&mode=form&id=94eaf22c7d7a1f820d6123c6b102b175&tab=core&\\_cvview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=94eaf22c7d7a1f820d6123c6b102b175&tab=core&_cvview=0)

Small Business Innovation Research Program FastTrack - Special Education

Solicitation Number: EDIES-12-R-0005

[https://www.fbo.gov/index?s=opportunity&mode=form&id=0e0255bc2c23066beeecb4551f9ada93&tab=core&\\_cvview=0](https://www.fbo.gov/index?s=opportunity&mode=form&id=0e0255bc2c23066beeecb4551f9ada93&tab=core&_cvview=0)

-- DoD SBIR 2012.1 Solicitation Opens

The Department of Defense (DoD) began accepting proposals in response to their 2012.1 SBIR solicitation on December 12, 2011. The solicitation will close January 11, 2012. As indicated on the solicitation website (<http://www.acq.osd.mil/osbp/sbir/solicitations/sbir20121/index.shtml>):

“For reasons of competitive fairness, direct communication between proposers and topic authors is not allowed starting December 13, when DoD begins accepting proposals for this solicitation. However, proposers may still submit written questions through the SBIR Interactive Topic Information System (SITIS), in which the questioner and respondent remain anonymous and all questions and answers are posted electronically for general viewing. No direct contact between proposers and the topic authors is allowed. Written questions to SITIS must be submitted via the Internet at [www.dodsbir.net/sitis](http://www.dodsbir.net/sitis).”

The SITIS service for this solicitation closes to new questions on January 4, 2011. You are advised to monitor SITIS during the solicitation period for questions and answers. You are also advised to review the ‘DoD 2012.1 SBIR Solicitation Modifications’ page (<http://www.acq.osd.mil/osbp/sbir/solicitations/sbir20121/modlist.shtml>) for modifications that have been made to the solicitation since its release to the Internet.

Questions regarding the solicitation may be directed to the SBIR/STTR Help Desk at (866) 724-7457 or Mr. Chris Rinaldi, DoD SBIR/STTR Program Administrator, at (703) 604-0157 X 146, or by e-mail: [Christopher.Rinaldi@osd.mil](mailto:Christopher.Rinaldi@osd.mil) or Ms. Shirley Lindom, Contracting Officer, at (505) 846-5935, email [Shirley.Lindom@kirtland.af.mil](mailto:Shirley.Lindom@kirtland.af.mil).

#### -- NIH SBIR Program Announcements and Request for Application

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

The titles, announcement numbers, participating Institutes, and web addresses of the RFA and PAs appears below:

Novel Technologies for Rapid and Sensitive Biomonitoring in Humans (SBIR)  
(RFA-ES-12-004 – posted December 16, 2011)  
National Institute of Environmental Health Sciences  
Application Receipt Date(s): February 23, 2012  
<http://grants.nih.gov/grants/guide/rfa-files/RFA-ES-12-004.html>

Radiological/Nuclear Medical Countermeasure Product Development Program (SBIR)  
(PA-12-044 – posted December 9, 2011)  
National Institute of Allergy and Infectious Diseases  
Application Receipt Date(s): Multiple dates, see announcement.  
<http://grants.nih.gov/grants/guide/pa-files/PA-12-044.html>

Advanced Neural Prosthetics Research and Development (SBIR)  
(PAR-12-054 – posted December 9, 2011)  
National Institute of Neurological Disorders and Stroke  
Application Receipt Date(s): Multiple dates, see announcement.  
<http://grants.nih.gov/grants/guide/pa-files/PAR-12-054.html>

#### -- SBIR Proposal Writing Tip: What Counts When it Comes to Subcontracting Limits

The following proposal writing tip was provided by Gail & Jim Greenwood. Past SBIR proposal writing articles written by the Greenwoods are available on the Greenwood Consulting Group, Inc. (GCGI) web site at [www.g-jgreenwood.com](http://www.g-jgreenwood.com).

## SBIR Proposal Writing Basics: What Counts When it Comes to Subcontracting Limits

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Most of you know that you can subcontract up to 1/3 of your Phase 1 SBIR project, and up to 1/2 of your Phase 2 project. However, experience has shown that not all of you know what is subject to those subcontracting limits.

You yawn... “How boring, Greenwoods,” you mumble, “who cares what is included in the subcontracting limits?” Well the answer might be YOU. Someday, you may find yourself with a Phase 1 budget, for example, where your costs indicate you need to subcontract 40% of your Phase 1 effort. So, try to stay awake while we go through this important discussion.

The naïve answer is that “everything” is subject to the subcontracting limit on an SBIR project. The correct answer is that only RESEARCH is subject to it. The new DOD Phase 1 solicitation (FY12.1) says “a minimum of two-thirds of the research and/or analytical work in Phase 1 must be carried out by the proposing firm” while NSF states in its second FY11 solicitation that “a minimum of two thirds of the research... must be performed by the small business concern and the balance may be outsourced to a consultant or subcontractor...”

Therefore, if you want to subcontract out part of the R&D to a university, Federal lab, consultant, or private firm, then the dollar value of that subcontract is what counts towards the 1/3 limit in a Phase 1. But, if you plan to contract with a machine shop to help build a prototype of your widget, then that is clearly not research and therefore the dollar value of that machine shop work is not subject to the 1/3 Phase 1 limit.

Pretty simple, huh? Well, let’s muddle the water a bit: what if you intend to subcontract to a lab that will determine the composition of a material, or its resistance to abrasion or its strength? Is that research or just procured services? Reasonable people might differ in their answer, which could be a problem if you think it is just a procured service (and not subject to the subcontracting limit), while the SBIR agency’s procurement officer thinks it is research.

With this in mind, we offer the following suggestions:

First, omit from the 1/3 subcontracting limit calculation anything that is clearly not research.

Second, be prepared to argue that costs in the “grey areas” where reasonable people might differ really are not research, and therefore should not be subject to the subcontracting limit. The more evidence you can present that supports your case, the better chance you have of getting a decision in your favor.

Third, in your cost proposal, put non-research costs under categories other than subcontracts/consulting when possible. In our example of machine shop work, we would put this under “equipment and materials” since what we are really paying for is the widget that the shop will build.

Fourth, if you feel you have to put a non-research cost under the subcontract/consulting cost category, include an explanation in the budget justification narrative that both research and non-research costs are included and include the price of each. You might even help remind the officer what is subject to the subcontract/consulting limit by doing the math for them; e.g., “line item g includes both research and non-research subcontracts, with the former equaling about \$30k. As a percentage of the overall grant request of \$150k, this represents only 30%, which is well within the 33.3% limit on subcontracted research on a Phase 1 project.”

Fifth, determine what the agency wants you to use as the basis for deciding if you are under the 1/3 subcontracting limit on a Phase 1 project. Surprise, surprise: there is inconsistency here among the 11 SBIR-awarding agencies. Some will measure it as a percentage of the total requested contract or grant amount; if it is \$150k, then you can subcontract up to \$50k of the research. Others will calculate it as a percentage of direct plus indirect costs (i.e., without consideration of profit); therefore, if we are asking for

a 7% profit in our \$150k budget, then that is about \$9,813, giving us a balance of \$140,187 to be allocated to direct plus indirect costs. One-third of that amount is only \$46,729. Yet others get more complicated: the Dept of Energy, for example, has a “level of effort worksheet” that you are to use in making this calculation, and it pulls equipment, materials and supplies, and equipment rental out of the equation.

Sixth, consider breaking down the work to be done by your subcontractor into its research and non-research components. If your subcontractor proposes to charge \$70k for their part of your Phase 1 SBIR project and our overall budget is \$150k then this will clearly exceed the 1/3 limit. However, if \$25k of the subcontractor budget is for non-research work, then we should ask them to give us two estimates for two subcontracting efforts—one for research (which will be \$45k and fall within the 1/3 limit) and the other for \$25k for this non-research. As a variation on this, suppose the \$25k for non-research is for materials and supplies—then perhaps you should purchase them yourself (putting them in the materials and supplies section of your budget) and provide them to the subcontractor to use in their portion of the research.

Seventh, read your agency’s solicitation/funding opportunity announcement carefully: they may say “cannot exceed” or “must not exceed” the 1/3 limit, or they may offer some waffle room with phrases like “typically should not exceed” or “cannot exceed without approval of the contracting officer.” If they say the latter, then this suggests you have some opportunity to get approval even if your research costs exceed the 1/3 limit.

Finally, you may want to talk to the agency to which you are applying if you want to better understand how they measure the subcontracting limit, and even to ask them about your particular situation. They may be able to advise you based on what is the norm in their agency, and therefore what is most likely to be acceptable in contract/grant negotiations. You could then follow that guidance, and reference who gave it to you in your budget justification.

Gail and Jim Greenwood may be reached at the following address:

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

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## CONFERENCES AND WORKSHOPS

### NATIONAL

NCI SBIR Investor Forum – Santa Clara, CA , April 18, 2012. The Investor Forum is an exclusive event designed to connect the strongest and most promising NCI SBIR companies with life science investors and strategic partners. For more information, visit <http://sbir.cancer.gov/investorforum>.

14th Annual NIH SBIR/STTR Conference -- Louisville, Kentucky, May 30 - June 1, 2012. This event will be hosted by the Kentucky Science and Technology Corporation. Additional details as the logistics and agenda are developed will be available on the NIH SBIR/STTR website at <http://grants.nih.gov/grants/funding/sbir.htm>.

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](mailto:conference@esncc.com).

## REGIONAL

\* SBIR/STTR Phase 2 Proposal Preparation Workshop -- Louisville, KY, January 10, 2012. This workshop is aimed primarily at recipients (current or anticipating) of Phase 1 SBIR/STTR awards who want to learn about the critical next step in their projects, known as Phase 2, and those who help such companies. The presenters will differentiate Phase 2 from Phase 1 proposals and projects, talk about the myriad of differences among the agencies when it comes to Phase 2, and recommend how to prepare a Phase 2 proposal. It will also address the all-important commercialization plan, and show you how other firms are commercializing their SBIR/STTR projects. For more information on the workshop or to register, check out <http://ksef.kstc.com/?288>.

Texas SBIR/STTR Summit & Conference -- Austin, Texas, January 19th, 2012. The Summit is the "capstone" of the initial phase in a new Texas SBIR outreach effort, providing direct interaction with program managers from the largest SBIR/STTR agencies. Hear directly from the agencies about their pressing technical needs and small business funding opportunities, including important new developments in the SBIR/STTR programs at participating agencies. Promote your firm's technologies and capabilities. Meet federal prime contractors, investors, university representatives and other resources to assist you in creating a winning SBIR/STTR proposal. Registration and information is at <https://txfic.wufoo.com/forms/texas-sbirsttr-summit-conference/>. Sponsored by the Texas Foundation for Innovative Communities ([www.txfic.org](http://www.txfic.org)).

14th Annual Regional SBIR Conference -- St. Louis, MO, January 26-27, 2012. This event, hosted by the Center for Emerging Technologies, will include representatives from several SBIR agencies, prime contractors, and federal laboratories. For more information, visit <http://www.emergingtech.org/events.html>, or contact Bill Simon at 615-6908 or [bsimon@emergingtech.org](mailto:bsimon@emergingtech.org).

\* SBIR/STTR Phase 1 Proposal Preparation Workshop -- Orlando, Florida, February 3, 2012. This workshop contains information for newcomers to SBIR/STTR and veterans alike, including strong overview of the SBIR/STTR programs and a simple but comprehensive four-step process for developing a credible and competitive Phase 1 proposal. An actual SBIR proposal will be reviewed and critiqued using the tools learned during the day. For more information on the workshop or to register, contact [Jack@ucf.edu](mailto:Jack@ucf.edu).

\* Advanced SBIR/STTR DoD Proposal Preparation Workshop -- New York City, New York, March 28, 2012. This workshop will consist of a unique blend of both Phase 1 and Phase 2 issues among the 11 SBIR agencies, with an emphasis on the Department of Defense's SBIR and STTR programs --which make up roughly 50% of the entire SBIR/STTR programs and could be a candidate for your proposal regardless of your technical area. For more information or to register, contact [lharcum@nycedc.com](mailto:lharcum@nycedc.com).

\* SBIR/STTR Phase 1 Proposal Resubmission Workshop & Cost Proposal/Government Accounting Workshop -- Omaha, Nebraska, April 3-4, 2012. Day 1, which will be by invitation, will be an opportunity for entrepreneurs who have previously submitted at least one Phase 1 proposal that was not awarded. It will focus on specific recommendations for resubmitting proposals by those attending this workshop. Day 2's workshop will focus on SBIR/STTR cost proposal and government accounting. For more information of either or both of these workshops, to find out whether you can be an invited participant in Day 1, or to register, contact [vdoga@mail.unomaha.edu](mailto:vdoga@mail.unomaha.edu).

\* SBIR/STTR Cost Proposal/Government Accounting Workshop -- Gainesville, Florida, April 20, 2012. This event will be useful if you are submitting SBIR/STTR proposals and don't know all the rules or don't understand concepts like indirect rate, ir&d, reasonableness and unallowable costs, and if you already have SBIR/STTR awards and don't know the 7,000 rules pertaining to Federal government procurement (not to mention agency supplements like the DFAR). This workshop will also include a noontime "lunch and learn" session which will provide a quick overview of SBIR/STTR geared for both newbies as well as

veterans who want to learn the latest about the programs. For more information or to register, contact [vawiad@ufl.edu](mailto:vawiad@ufl.edu).

\* 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.

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## SOLICITATIONS CURRENTLY OPEN

### SBIR

DHS S&T SBIR FY12.1 Solicitation

Due January 5, 2012

<https://sbir2.st.dhs.gov>

PHS-2011-02 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

AIDS and AIDS-related due January 7, 2012

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

DoD SBIR Solicitation 2012.1

Due January 11, 2012

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

DOE FY 2012 SBIR/STTR Phase I (Release 2) Funding Opportunity Announcement

Letters of Intent due December 20, 2011

FOA closes January 31, 2011

<http://science.energy.gov/sbir/funding-opportunities/>

### STTR

PHS-2011-02 SBIR/STTR Omnibus Solicitation of the NIH, CDC, FDA and ACF

AIDS and AIDS-related due January 7, 2012

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

DOE FY 2012 SBIR/STTR Phase I (Release 2) Funding Opportunity Announcement

Letters of Intent due December 20, 2011

FOA closes January 31, 2011

<http://science.energy.gov/sbir/funding-opportunities/>

DOC NOAA SBIR 2012-1 Phase I Solicitation

Due February 1, 2012

<http://www.oar.noaa.gov/orta/>

### COMING SOON

DOC NIST FY-2012 SBIR Solicitation

Expected November 2, 2011; not posted as of December 16, 2011

<http://www.nist.gov/tpo/sbir/>

ED IES FY 2012 SBIR Solicitation  
Expected December 20, 2011  
<http://www2.ed.gov/programs/sbir/index.html>

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## SBIR/STTR INFO ON THE INTERNET

### PARTICIPATING AGENCY SBIR WEB SITES:

Department of Agriculture

[www.csrees.usda.gov/funding/sbir/sbir.html](http://www.csrees.usda.gov/funding/sbir/sbir.html)

Department of Commerce

National Oceanic and Atmospheric Administration

[www.oar.noaa.gov/orta/](http://www.oar.noaa.gov/orta/)

National Institute of Standards and Technology

[www.nist.gov/sbir](http://www.nist.gov/sbir)

Department of Defense

[www.acq.osd.mil/sadbu/sbir](http://www.acq.osd.mil/sadbu/sbir) or

[www.dodsbir.net](http://www.dodsbir.net)

Defense Technical Information Center

[www.dtic.mil/dtic/sbir/](http://www.dtic.mil/dtic/sbir/)

Air Force

[www.afsbirsttr.com](http://www.afsbirsttr.com)

Army

[www.aro.army.mil/arowash/rt/sbir/sbir.htm](http://www.aro.army.mil/arowash/rt/sbir/sbir.htm)

Chemical and Biological Defense Program (CBD)

Defense Advanced Research Projects Agency (DARPA)

[www.darpa.mil/sbir/](http://www.darpa.mil/sbir/)

Defense Threat Reduction Agency (DTRA)

[www.dtra.mil/acq/business/acq%5Fsmallbus.html](http://www.dtra.mil/acq/business/acq%5Fsmallbus.html)

Missile Defense Agency (MDA)

[www.winbmdo.com/](http://www.winbmdo.com/)

Navy

[www.navysbir.com/](http://www.navysbir.com/)

National Geospatial-Intelligence Agency (NGA)

[www.nga.mil/portal/site/nga01/index.jsp](http://www.nga.mil/portal/site/nga01/index.jsp)

Office of the Secretary of Defense (OSD)

Special Operations Command (SOCOM)

<http://soal.socom.mil/index.cfm?page=sadbu&sb=sbir>

SBIR Interactive Technical Information System (SITIS)

<http://dtica.dtic.mil/sbir/index.html>

Department of Education

<http://www2.ed.gov/programs/sbir/index.html>

Department of Energy

<http://sbir.er.doe.gov/sbir/>

Homeland Security Science and Technology Directorate (S&T)

<https://sbir2.st.dhs.gov>

Department of Transportation

[www.volpe.dot.gov/sbir](http://www.volpe.dot.gov/sbir)

Environmental Protection Agency

[www.epa.gov/ncer/sbir/](http://www.epa.gov/ncer/sbir/)

National Institutes of Health

<http://grants1.nih.gov/grants/funding/sbir.htm>

National Aeronautics & Space Administration

<http://sbir.nasa.gov>  
National Science Foundation  
<http://www.nsf.gov/eng/iip/sbir/index.jsp>  
Small Business Administration  
[www.sba.gov/SBIR/](http://www.sba.gov/SBIR/)

#### NATIONAL RESOURCES (GOVERNMENT/NON-PROFIT)

CRIS (Current Research Information System)  
<http://cris.csrees.usda.gov/>  
CRISP (Computer Retrieval of Information on Scientific Projects)  
[www.crisp.cit.nih.gov/](http://www.crisp.cit.nih.gov/)  
Federal Business Opportunities  
[www.fedbizopps.gov/](http://www.fedbizopps.gov/)  
Grants.gov  
[www.grants.gov](http://www.grants.gov)  
Pacific Northwest National Laboratory Economic Development Office  
[www.pnl.gov/edo/](http://www.pnl.gov/edo/)  
SBA Tech-Net  
<http://tech-net.sba.gov/>  
State Science and Technology Institute  
[www.ssti.org](http://www.ssti.org)

#### STATE/REGIONAL SBIR AND SMALL BUSINESS RESOURCES (listed alphabetically by state)

Technology Research and Development Center of Alaska (TREND)  
[www.trendalaska.org/](http://www.trendalaska.org/)  
Arkansas SBDC SBIR/STTR Program  
<http://asbtdc.ualr.edu/technology/index.asp>  
SBIR Colorado  
[www.sbircolorado.org/](http://www.sbircolorado.org/)  
The Connecticut SBIR Office  
[www.ctsbir.com/](http://www.ctsbir.com/)  
Delaware SBDC Technology Assistance  
<http://www.delawaresbdc.org>  
Florida SBDC Network Business Technology Commercialization Program  
[www.floridasbdc.org/btc](http://www.floridasbdc.org/btc)  
Georgia Advanced Technology Development Center (ATDC) SBIR/STTR  
<http://atdc.org/services/sbirsttr>  
Hawaii SBIR program (HDTC)  
[www.htdc.org/sbir/](http://www.htdc.org/sbir/)  
Idaho SBIR Initiative Program  
<http://technology.idaho.gov/sbir>  
Idaho – Boise State University Technology and Entrepreneurial Center (TECenter)  
<http://www.bsutecenter.com/>  
Idaho Department of Commerce SBIR/STTR Grant Programs  
<http://commerce.idaho.gov/business/business-development/federal-funding/about-sbir-sttr/>  
Heartland Illinois Technology Enterprise Center (HITEC)  
[www.heartlanditec.org/](http://www.heartlanditec.org/)  
Illinois Department of Commerce and Economic Opportunity (DECO)  
<http://www.commerce.state.il.us/dceo/>  
Indiana Economic Development Corporation  
<http://iedc.in.gov/entrepreneurship/small-business-innovation-research-initiative>  
Iowa State University Research Foundation, Inc. (ISURF)  
[www.techtransfer.iastate.edu](http://www.techtransfer.iastate.edu)

Kansas Technology Enterprise Corporation (KTEC)  
[www.ktec.com/business/section/resources.htm](http://www.ktec.com/business/section/resources.htm)

Kentucky Science and Technology Corporation  
[www.kstc.com](http://www.kstc.com)

Maine Technology Institute  
[www.mainetechnology.org/](http://www.mainetechnology.org/)

Maryland Technology Development Corporation (TEDCO)  
[www.marylandtedco.org/](http://www.marylandtedco.org/)

Minnesota Science & Technology Authority  
[www.PositivelyMinnesota.com/SciTech](http://www.PositivelyMinnesota.com/SciTech)

Defense Alliance of Minnesota  
[www.defensealliance.com/](http://www.defensealliance.com/)

MoFAST: Moving Missouri's Innovations to Market  
[www.mofast.net](http://www.mofast.net)

Montana SBIR Program - Montana Department of Commerce  
<http://sbir.mt.gov/index.asp>

MSU TechLink - Regional DoD SBIR and Transition Assistance  
[www.techlinkcenter.org/sbir](http://www.techlinkcenter.org/sbir)

Nebraska Business Development Center  
<http://nbdc.unomaha.edu/SBIR/>

Nevada Small Business Development Center (NSBDC)  
[www.nsbdc.org/](http://www.nsbdc.org/)

New Jersey SBDC Technology Commercialization Center  
<http://njsbdc.com/blog/technology-commercialization/>

New Mexico SBIR Outreach Program  
[www.techventures.org/whatwedo/entrepreneurs.php](http://www.techventures.org/whatwedo/entrepreneurs.php)

New York SBIR/STTR Assistance  
[www.nystar.state.ny.us/sbir/outreach.htm](http://www.nystar.state.ny.us/sbir/outreach.htm)

University of North Dakota Center for Innovation SBIR / STTR Services  
[http://www.innovators.net/innovators/public\\_html/entrepreneur\\_services/es\\_sbir.html](http://www.innovators.net/innovators/public_html/entrepreneur_services/es_sbir.html)

North Carolina SBTDC SBIR Outreach  
[www.sbtdc.org/technology/sbirsttr.asp](http://www.sbtdc.org/technology/sbirsttr.asp)

Ohio SBIR Program  
[www.odod.state.oh.us/tech/sbir/](http://www.odod.state.oh.us/tech/sbir/)

Ohio Aerospace Institute Small Business Network and Industry Membership Program  
<http://www.oai.org/networking/event/index.html?sc=3>

Oklahoma Center for the Advancement of Science and Technology  
<http://www.ok.gov/ocast/>

Oregon SBIR and STTR Resource Guide  
[www.bizcenter.org/Services/7530/6198/7548](http://www.bizcenter.org/Services/7530/6198/7548)

Innovation Partnership (Pennsylvania)  
[www.innovationpartnership.net/](http://www.innovationpartnership.net/)

Puerto Rico Small Business Development Center  
[www.prsbdc.org/CDTC\\_web/index.htm](http://www.prsbdc.org/CDTC_web/index.htm)

Small Business High Technology Institute  
[www.sbhti.org/](http://www.sbhti.org/)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

South Dakota SBIR Center  
[www.sbir.dsu.edu](http://www.sbir.dsu.edu)

The University of Tennessee SBIR Assistance Center  
[www.tnsbir.tennessee.edu](http://www.tnsbir.tennessee.edu)

Virginia's Center for Innovative Technology  
[www.cit.org/](http://www.cit.org/)

Washington Technology Center SBIR Program  
<http://www.watechcenter.org/sbir>

Washington State Small Business Development Center

[www.sbdc.wsu.edu](http://www.sbdc.wsu.edu)

Wisconsin Entrepreneurs' Network

[www.wenportal.org](http://www.wenportal.org)

Wisconsin SBIR/STTR Program

[www.wisconsinsbir.org/](http://www.wisconsinsbir.org/)

Wyoming SBIR/STTR Initiative

[www.uwyo.edu/sbir/](http://www.uwyo.edu/sbir/)

## OTHER RESOURCES AND CONSULTING SERVICES

Advanced Technology Innovations, Inc.

<http://www.atiincusa.com/>

Bid Data Line

[www.biddataline.com/fed/](http://www.biddataline.com/fed/)

Biotechnology Business Consultants, LLC

[www.bioconsultants.com](http://www.bioconsultants.com)

Centurion Technology

[www.centuriontechnology.com/](http://www.centuriontechnology.com/)

Clark Nuber P.S., CPAs

[www.clarknuber.com/](http://www.clarknuber.com/)

Cohen International, SBIR Consulting

<http://rogercohen.com/sbir>

Consulting Concepts, LLC

[www.consultingconceptsllc.com](http://www.consultingconceptsllc.com)

DuResTec

[www.durestec.com](http://www.durestec.com)

Foresight Science & Technology, Inc.

[www.foresightst.com](http://www.foresightst.com)

Gov-Con Solutions, LLC

[www.sbiraccounting.info](http://www.sbiraccounting.info)

Grant Strategies, LLC

[www.grantstrategies.com](http://www.grantstrategies.com)

Greenwood Consulting Group, Inc.

[www.g-jgreenwood.com](http://www.g-jgreenwood.com)

GROW LLC

[www.growllc.com](http://www.growllc.com)

Illinois Partners

[www.illinoispartners.com](http://www.illinoispartners.com)

InKnowVation Online

[www.inknowvation.com](http://www.inknowvation.com)

Innovation Asset Management, LLC

[www.iam-llc.com/](http://www.iam-llc.com/)

Jameson & Company, P.C. (SBIR Survival Kit)

[www.sbircpa.com](http://www.sbircpa.com)

JHEverson Consulting LLC

[www.JHEversonConsulting.com](http://www.JHEversonConsulting.com)

John Balsam Associates, LLC

[www.johnbalsamassociates.com](http://www.johnbalsamassociates.com)

Hentzel & Associates SBIR Services

[www.sbirhelp.com](http://www.sbirhelp.com)

Lytmos Group, LLC

[www.lytmos.com](http://www.lytmos.com)

Marti Elder Inc. -- SBIR consulting in the Northern Rockies region

[www.martielder.com](http://www.martielder.com)

Miller & Associates, P.C.

[www.millerpc.com/](http://www.millerpc.com/)  
New Technology Connection  
[www.newtechconnect.com](http://www.newtechconnect.com)  
NineSigma, Inc.  
[www.ninesigma.net/](http://www.ninesigma.net/)  
Ohio Aerospace Institute  
[www.oai.org](http://www.oai.org)  
Parmelee Creative & Technical Writing  
[www.parmeleeewriting.com/](http://www.parmeleeewriting.com/)  
PBC SBIR Services  
[www.sbirhelpdesk.com](http://www.sbirhelpdesk.com)  
[www.pbcinc.com](http://www.pbcinc.com)  
Piquero Insights, Inc.  
[www.piqueroinc.com/](http://www.piqueroinc.com/)  
Proposals that Work, LLC  
[www.proposalsthatwork.com](http://www.proposalsthatwork.com)  
ResearchResearch  
[www.researchresearch.com/entry/entry.htm](http://www.researchresearch.com/entry/entry.htm)  
Research Commercialization and SBIR Center  
<http://center.ncet2.org/>  
Research Editing  
[www.researchediting.com](http://www.researchediting.com)  
Robert Berger Consulting  
Under construction  
Rocket Science Technologies  
<http://rocketscitech.com>  
SHIFT Connector: Bringing Business Jobs to Academic Investigators  
<http://funding.niaid.nih.gov/ncn/sbir/shift/default.htm>  
SBIR.gov  
<http://www.sbir.gov/>  
SBIR Gateway  
[www.zyn.com/sbir/](http://www.zyn.com/sbir/)  
SBIR Nation  
[www.twitter.com/SBIRNation](http://www.twitter.com/SBIRNation)  
SBIR Resource Center  
<http://sbir.us>  
SciBiz Services  
[www.scibiz.net/](http://www.scibiz.net/)  
Small Business Technology Coalition  
[www.sbtc.org](http://www.sbtc.org)  
Summit Contract Management, LLC  
[www.summitcontractmanagement.com](http://www.summitcontractmanagement.com)  
Tech BizSolutions, Inc.  
[www.sbiraccounting.com](http://www.sbiraccounting.com)  
The SBIR Coach - Fred Patterson  
[www.SBIRcoach.com](http://www.SBIRcoach.com)  
The SBIR Network  
[www.sbir.net](http://www.sbir.net)

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<https://lyris.pnl.gov/read/login/>.

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#### HOW TO REACH US

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

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