

engage

in interactive discussions
with the experts

network

with colleagues

identify

new resources

Join us

for the fifth annual
SBIR/STTR

R&D Funding Conference

a comprehensive two-track conference

- Agency overviews
- Phase I proposal development
- How to effectively use an SBIR proposal consultant
- Follow-on funding opportunities
- Selling to the government in Phase III
- IP protection
- Accounting pitfalls
- Angel networks
- Case: University/small business R&D

SBIR program managers will be available to meet one-on-one with attendees.

Small Business and Technology Development Center (SBTDC)

608 Airport Road, Suite B ■ Chapel Hill, NC 27514-5703

The University of North Carolina's

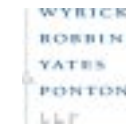
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Fifth annual

SBIR/STTR R&D Funding Conference



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November 7-8, 2005

*NC Biotechnology Center
Research Triangle Park, NC*

SBIR training provided
by the nation's leading experts
in NIH SBIR grantsmanship,
Mark Henry and
Randy Dipner of PBC Inc.

*"The nation's premier
SBIR support services company."*



HOSTED BY

*The University of North Carolina's
Small Business & Technology
Development Center (SBTDC)*
www.sbtdc.org/sbir

AGENDAS

DAY ONE (Monday, November 7)

- 5:00 – 5:30 Registration / Posters
- 5:30 – 5:40 Opening Remarks
- 5:40 – 7:30 SBIR Introduction

DAY TWO (Tuesday, November 8)

- 7:00 – 7:30 Registration
- 7:30 – 8:30 Agency Introductions

INTRODUCTORY TRACK

- 8:30 – 12:30 Phase I Proposal Development

ADVANCED TRACK

- 8:30 – 9:30 Follow-on Funding Opportunities: Agency Roundtable
- 9:30 – 10:15 Selling to the Government as Your Customer After SBIR Funding
- 10:30 – 11:00 Protecting Your Government-funded IP
- 11:00 – 11:30 Avoiding Accounting Pitfalls: Grants & Contracts
- 11:30 – 12:00 Funding from the Heavens – Angel Networks
- 12:00 – 12:30 Case Study – Successful University/Small Business Collaboration
- 12:30 – 12:45 Using an SBIR Consultant
- 12:45 – 1:00 Using NIH's New Electronic Proposal System
- 9:45 – 12:30 One-on-one sessions

www.sbt-dc.org/sbir

INVITED EXPERTS

- **Randy Dipner**
PBC, Inc.
- **Tara Edwards**
Cherry, Bekaert & Holland
- **John Fuscoe**
Wyrick Robbins Yates & Ponton
- **Dr. Jerry Heindel**
SBIR Program Manager, NIH
- **Mark Henry**
PBC, Inc.
- **Tim Janke**
Founder, Inception MicroAngel Fund
- **Tim Linker**
SBTDC Procurement Technical Assistance Center (PTAC)
- **Dr. Robert McMahan**
Executive Director, NC Board of Science and Technology
- **Dr. Terry Payne**
Oakridge National Laboratory
- **John Richert**
Vice President, Business and Technology Development
- **Dr. Ellen Segan**
US Department of Defense
- **Kathleen Shino**
Acting Director, NIH SBIR/STTR Programs
- **Lea Strickland**
FOCUS Resources
- **Dr. Mary Beth Thomas**
Small Business and Technology Development Center (SBTDC)

The US Small Business Administration (SBA) Cooperative Agreement is partially funded by the SBA. SBA's funding is not an endorsement of any products, opinions, or services. All SBA-funded programs are extended to the public on a non-discriminatory basis.

**North Carolina's SBIR/STTR awards
totaled over \$30 million in 2004!**

TO REGISTER:

**Advance registration requested—
seating is limited**

Register **ONLINE** at:
www.sbt-dc.org/events/sbir/conference

Or complete the information at that site, print your registration, and **FAX** to John Ujvari at 919.962.3291 or **MAIL** to:
SBTDC, c/o John Ujvari
608-B MLK Jr. Blvd,
Chapel Hill, NC 27514-5703

Payments by Visa, MasterCard, or personal checks accepted.

COST:

\$75 pre-registration until 11/4/05
\$125 after 11/4/05 and at the door

QUESTIONS?

Visit our website at
www.sbt-dc.org/events/sbir/conference
call 919.962.8297
or send e-mail to sbir@sbt-dc.org



FEDERAL AGENCY PARTICIPANTS