

October 2005 SBIR Newsletter Material

Events

SBIR Workshop: October 4th, UNC-Greensboro. Event Information and Registration online at: <http://www.sbtcdc.org/events/sbir/workshops2005>

Biotech Forum - What's New with SBIR Funding: October 17th, RTP, NC
Information and Registration online at:
<http://www.cednc.org/cgi-bin/irCom.pl?545/1/db/351/0/0/28/0/0/2335>

SBIR Workshop: October 31st, East Carolina University – The Willis Building
Pre-register by phone at 252-619-3467 or by e-mail muthigm@ctc.com

Fifth Annual SBIR/STTR R&D Funding Conference: November 7-8th, RTP, NC - . Event Information and Registration online at: <http://www.sbtcdc.org/events/sbir/conference/>

CED's 15th Annual InfoTech Conference: October 12th
Information and Registration online at:
<http://www.cednc.org/conferences/infotech/2005/registration/>

Fifth Annual SBIR/STTR R&D Funding Conference

The 2005 season of SBIR events wraps up on the November 7th and 8th with the Fifth Annual SBIR/STTR R&D Funding Conference hosted by The University of North Carolina's Small Business and Technology Development Center (SBTDC). This conference offers an unsurpassed opportunity to expand your knowledge of multi-billion-dollar federal R&D funding sources— including SBIR/STTR programs — for small businesses that are developing innovative technologies.

SBIR/STTR is by far the largest source of early stage funding for small businesses in the United States today. North Carolina firms alone were awarded over \$30M in grant funds in 2004, a significant increase over 2003. The great news? This is \$30M of HIGH-RISK capital that neither needs to be repaid nor does it dilute the equity in the business. In conjunction with the State of North Carolina's newly inked incentive and matching program, the stakes are higher now for North Carolina firms to secure these awards. The One Carolina Small Business Program will allow new SBIR/STTR awardees to be eligible for up to \$100,000 in matching funds and up to \$3000 of the cost of submitting SBIR or STTR proposals.

The SBIR/STTR programs are the premier funding mechanisms for early stage R&D that will likely lead to commercializable products and services. Since the programs' inception in 1982, the federal government has granted over \$16 billion and more than 50,000 awards to small businesses in the United States through the 11 Federal agencies that participate.

A common misconception in the world of SBIR is that only "high-tech" firms are winners. The truth is quite the contrary. One recently funded project at NIH was for a PBS documentary while several others had a focus on social skills training for school-age children. Just remember you don't need to be developing the next blockbuster cancer therapy or a new recipe for rocket fuel

to be in the game. SBTDC services and the Fifth Annual Conference are open to all small businesses in North Carolina who are interested in pursuing SBIR funding.

The content of this year's SBIR/STTR R&D Funding Conference program will bring value both to those who are new to the programs as well to current and prior SBIR award winners. Highlights of the conference include:

Federal Agency Participation

Program managers from federal agencies including National Institutes of Health, Department of Defense, Department of Energy, and others will tell about their agencies' current areas of interest and explain the differences between them from presentations, roundtable discussions, and interactive Q&A sessions. Additionally, one-on-one sessions offered throughout the day will enable attendees to speak with federal representatives about respective interests.

Advanced and Introductory Tracks

By popular demand, this year's conference will offer concurrent advanced and introductory tracks. Introductory sessions will build a strong foundation for those new to the SBIR/STTR programs and who are seeking Phase I awards. Advanced sessions will offer precious insights and direction for those firms that have a Phase I award and are thinking about Phase II as well as to those that have a Phase II award and are moving toward commercialization and may need additional funding from equity sources. Secrets of selling to the government will be covered as well as how to avoid common accounting and intellectual property pitfalls.

Don't miss the Southeast's premier early stage R&D funding event. Register early as seating is limited!

WHEN: Monday, November 7, 2005, 5:30pm – 8:00pm
Tuesday, November 8, 2005, 7:30am – 1:00pm

WHERE: NC Biotechnology Center, Research Triangle Park, NC

COST: \$75 – Pre-registration
\$125 after 11/4 and at the door

REGISTRATION: <http://www.sbtcdc.org/events/sbir/conference/>

SBIR/STTR Collaboration Opportunities and Research Partnerships (CORP)

Are you in need of an area of expertise or in search of a collaborative partner to work on an SBIR/STTR proposal? The purpose of this site is to foster collaborative opportunities within the SBIR/STTR programs. If you are looking for a research partner or looking to partner with a small business, check out <http://grants.nih.gov/grants/funding/corp.htm>

**Advice on Small Business (SBIR and STTR) Applications
From NIAID Website**

ZEN-BIO, INC AWARDED \$961,000 GRANT FROM NIH

Zen-Bio, Inc, a private, closely held biotechnology company, today announced that it was awarded a 24-month \$961,578 Phase II SBIR grant from the National Institutes of Health. The Phase II application was awarded after the successful completion of Zen-Bio's \$100,000 NIH Phase I award. The Phase II grant was favorably reviewed by the NIH for both scientific merit and business strategy.

The grant will be used to fund the development and characterization of a human omental adipocyte cell system. "The human omental cell system is a novel research tool invaluable to human metabolic disease researchers," states Dr. Renee Lea-Currie, Zen-Bio's Director of Cell Biology and the grant's principal investigator. She went on to state, "Customers will be able to use our human cell system to evaluate potential new drugs and therapies as well as elucidate some of the basic functions of this highly metabolically active endocrine organ."

Richard Giersch, Zen-Bio's Chief Operating Officer added, "Multiple organizations in North Carolina and throughout the US are working with us on this exciting project. We have seen that the researchers using our cell systems are some of the most innovative thinkers in human health research. This is a big day for Zen-Bio." "We are a small company that bootstrapped ourselves into existence with no venture financing and up until now, had to rely on our product revenues to drive research and other large projects. We are elated that the NIH has validated our scientific approach and our commercialization strategy. With this funding, Zen-Bio is plotting an exciting growth path over the coming years with plans to launch over two dozen innovative products that will provide the next generation of research tools for diabetes and obesity research."

Clinical research has shown the link between type 2 diabetes (NIDDM) and obesity involves the deep body fat depots (visceral depots such as omental fat) more than the fat under the skin (subcutaneous fat). The mechanisms responsible for this association are not clearly understood due to the lack of adequate discovery models. The Zen-Bio research program focuses on this link with the eventual goal of developing diagnostics and/or pre-clinical drug targets.

ABOUT THE COMPANY:

Zen-Bio, Inc. is a leading provider of research tools for the study of human metabolic disease. The company, founded in 1995 has an established customer base of over 1000 and performs contract research for major pharmaceutical and biotechnology companies around the world. The company pioneered tissue engineering with adult adipose-derived stem cells and is currently researching the role obesity plays in the development and onset of metabolic disease. Its mission is to provide the highest quality cells, reagents, and contract services to the biomedical research community; to develop and commercialize research tools; and to leverage their expertise in this field into successful treatments for metabolic diseases through research and development and strategic alliances. For more information visit the company website at <http://www.zen-bio.com> or call or e-mail Dawn Stricker, Director of Business Development dawn@zen-bio.com 919-321-4556.

Dot Metrics wins DARPA Award

The Defense Advanced Research Projects Agency (DARPA), announced the winners of the 2005 DARPA Awards for Excellence at DARPA Tech 2005, DARPA's 24th Systems and Technology Symposium, in Anaheim, Calif., in mid-August. DARPA presented the Award for Small Business Innovation Research to **Dot Metrics Technologies Corp., of Charlotte** for demonstrating a new method of introducing deep-green luminescent nanostructures into semiconductor materials for light emitting diodes. Dot Metrics achieved this breakthrough via a proprietary process sequence that produces a higher efficiency electroluminescent output, tunable to the deep-green portion of the visible spectrum. "The technology achieved by Dot Metrics will directly translate into solid-state lighting devices that are more weight- and power-efficient," explained Tether. "The technology will be part of a DARPA program to install innovative lighting systems on US Navy vessels."

The full list of nominees for all award categories is available online at <http://www.darpa.mil/darpattech2005/05awards.htm>.

MDA 2005.3 SBIR Solicitation Now Open for Submissions

The Missile Defense Agency 2005.3 SBIR Solicitation is now open for proposal submission. This year's offering includes 70 topics covering the technical areas of materials, lasers, sensors, optics, systems, and software.

You can access the topics in this solicitation as well as the topics for other DoD agencies by going to their website at <http://www.winmda.com>

Click on the "DoD SBIR/STTR" link. That will take you to the DoD SBIR/STTR Gateway. You can then download the solicitation in HTML, PDF or MS WORD formats.

The deadline for all proposals is Friday, October 14th, 2005 at 6:00 AM EDT.

NSF Releases FY-2006 SBIR Solicitation

The National Science Foundation (NSF) has released its NSF 05-557 SBIR solicitation with an opening date of November 8, 2005 and closing December 8, 2005 at 5:00pm proposer's local time.

This offering has three main proposal topics, each with a group of subtopics. The main topic areas are:

- ◆ [Biotechnology \(BT\)](#)
- ◆ [Chemical-Based Technology \(CT\)](#)
- ◆ [Emerging Opportunities \(EO\)](#)

Proposals should not be submitted prior to the opening date of November 8, 2005. The solicitation and instructions are available on the NSF SBIR web site at <http://www.nsf.gov/eng/sbir/>

From zyn.com/sbir