

April 2006 SBIR Newsletter

Events to be included in "Events" link:

Biotech Forum – "Challenges Faced by Scientific Founders":

April 17, 2006

NC Biotech Center

https://secure.cednc.org/programs/industry_forums/biotech_forum/register.htmls

Biotech 2006

May 22-23, 2006

Winston-Salem, NC

<http://www.cednc.org/conferences/biotech/2006/registration/>

Spring SBIR Events in NC and Vicinity

April 25: Becoming an Investor Ready Entrepreneur™, RTP, NC –

<http://www.sbtcd.org/events/investorready/>

April 27: SBIR Seminar Featuring NASA, Greensboro, NC –

<http://www.sbtcd.org/events/sbir/workshops2006/>

May 16-18: SBIR National Conference, Louisville, KY –

<http://www.sbirworld.com/conferences/eventDetails.asp?mnuConf=1&confId=1586&fromPg=home>

June 7-8: Phase 1 SBIR Proposal Training, RTP, NC –

http://www.sbtcd.org/events/sbir/proposal_prep/

Are You an Investor Ready Entrepreneur?

Join us in RTP on April 25th to find out!

Raising equity capital is challenging at best. *Becoming an Investor-Ready Entrepreneur™* is designed to educate and prepare growth-oriented entrepreneurs to successfully engage private equity investors. Getting ready includes a wide range of activities and decisions that will help the entrepreneur with their business in a number of ways. This program was developed with direct input from experienced entrepreneurs, angel investors, angel networks/fund executives, and venture capitalists, and provides an "insider's look" into the world of equity funding. By understanding what investors look for, entrepreneurs can reduce barriers to funding, navigate the process more easily, and increase the chances of obtaining funding for their business.

- Learn about the equity funding "food chain"

- Find out what investors look for and expect from the companies they fund
- Learn how to make your company "investor-ready" (and improve your business while you're at it)
- Assess your own "readiness" at each step of the way
- Hear from those who've "done it". Panelist will include serial entrepreneurs and angel investors who've "been there".
- Receive a comprehensive workbook, ongoing counseling support and access to additional online resources
- Save countless hours and enhance your chances of successfully raising equity capital

NC SBIR/STTR Awards Up Significantly

It is a pleasure to share this encouraging data with you. Below is a comparison of official 2003 to 2004 SBIR and STTR award data for North Carolina that was recently released by the Small Business Administration.

As the tables below demonstrate, NC achieved substantial increased across the board on all metrics. Most notably:

- SBIR Phase 1 and Phase 2 awards increased 34% and 32% respectively
- SBIR total dollars increased by 20% to over \$26M
- STTR Phase 1 and Phase 2 awards increased 33% and 67% respectively
- STTR total dollars increased by 82% to over \$5M

NC SBIR & STTR Comparison for 2003 to 2004

SBIR							
Year	Number of Phase 1 Awards	Phase 1 Dollars	Number of Phase 2 Awards	Phase 2 Dollars	Total Awards	Total Dollars	National Rank
2003	62	\$6,740,558	19	\$15,417,029	81	\$22,157,587	19
2004	83	\$9,876,752	25	\$16,672,490	108	\$26,549,242	19
Change	21	\$3,136,194	6	\$1,255,461	27	\$4,391,655	
% Change	34%	47%	32%	8%	33%	20%	

STTR							
Year	Number of Phase 1 Awards	Phase 1 Dollars	Number of Phase 2 Awards	Phase 2 Dollars	Total Awards	Total Dollars	National Rank
2003	9	\$1,279,160	3	\$1,498,632	12	\$2,777,792	11
2004	12	\$1,602,364	5	\$3,443,852	17	\$5,046,216	13
Change	3	\$323,204	2	\$1,945,220	5	\$2,268,424	
% Change	33%	25%	67%	130%	42%	82%	

A Common SBIR Question

Source PBC, Inc.

A Common SBIR/STTR Question: Can we submit the same proposal to multiple agencies or DOD departments? (And what might be a better approach....)

The simple answer is...yes. You can submit identical proposals. (We would suggest that you change the name of the agency to match the place you are sending it when you do so, which is something that doesn't always happen.) You typically have to notify the recipients of your subsequent duplicate proposals that you have submitted the same or similar proposals to other agencies after the first one goes in. You also must withdraw or at least refuse to accept funding for duplicate proposals if one of them gets funded.

That being said, we encourage our clients to find ways to differentiate the proposals and the work plans so that they can legitimately get each proposal funded. That often involves limiting the scope of each proposal so that they don't substantively overlap. It also can involve selecting different specific applications for a basic or "platform" technology, such that each proposal addresses a different set of feasibility issues related to the selected application area.

Another way to differentiate multiple proposals is to carefully select the type of work you focus on. One proposal could explore a novel method of fabrication, while the other could focus on the unique performance characteristics of the resulting product. In many cases, Phase I proposers promise too much for the limited scope and time frame of a standard Phase I, and splitting the aspects of the project into two or three feasibility projects actually makes a lot of sense.

One of PBC's clients recently encountered a situation in which they had submitted similar proposals with similar work plans to NSF and NIH. The focus was originally on manufacturing technology. NSF chose to fund the project first, and asked that the NIH project be withdrawn. We worked with the client to re-cast the NIH work plan to clearly distinguish it from the NSF project by changing it from a manufacturing project to one that focused on the efficacy and pharmacokinetics of the resulting product. We were completely up-front with both sponsors about what we were changing, and both projects were legitimately funded. The \$100K in initial funding became \$330K, which was much closer to the amount needed to show the feasibility of the entire approach.

For more information on this topic or any other SBIR/STTR proposal issue, call Mark Henry at 303-679-8182, or e-mail him at mhenry@pbcinc.com

Business Loans available from NCBC

Source NCBC

The North Carolina Biotechnology Center provides low-interest loans to biotechnology companies around the state through the Business and Technology Development Program. The loans assist companies developing biotechnology products, processes, services or tools.

These awards can help support research projects undertaken by businesses that may not yet qualify for more conventional forms of financial assistance.

For more information, visit NCBC's [Business Loans and Awards web page](http://www.ncbiotech.org/ouractivities/business/businessloans.cfm). (<http://www.ncbiotech.org/ouractivities/business/businessloans.cfm>)

Access to ScienceDirect Journals

Source NCBC

N.C. companies invited to join consortium to access ScienceDirect journals

The North Carolina Biotechnology Center's Library and Information Services works to provide the broadest level of access to useful information tools for the biosciences community.

To meet this goal the Biotechnology Center's Library Service is coordinating a consortium to provide desktop access to Elsevier B.V.'s Corporate Edition of ScienceDirect fulltext scientific journals.

This unlimited use subscription at the broadest level of access comes at the remarkably advantageous price of \$897 per individual company user per year. Since the usual price is \$45,000 per company for a minimum of 50 users, we are extremely pleased to offer you this new option.

The consortium allows us to share this minimum subscription. The first round of licensing through the Consortium runs April 1 through Dec. 31.

Each company that subscribes to ScienceDirect through the Consortium may also subscribe to Cell Press journals at a reduced rate by signing a separate license with Elsevier.

For complete information on how to join the Consortium please contact: [The Director of Library and Information Services](#) at xlibrary@ncbiotech.org. Please place "ScienceDirect" in the subject line.

Spring National Small Business Innovation Research Conference

May 15 – 18, Louisville, KY

ARC Scholarships for Attending the Conference Available to Appalachian Tech Businesses

The Kentucky Science and Technology Corporation (KSTC) announces availability of scholarships, on a first-come-first serve basis, to small technology businesses located in the Appalachia region enabling them to attend the Spring *National Small Business Innovation Research Conference*. These scholarships are provided by the Appalachian Regional Commission (ARC) through a grant to KSTC. A scholarship of \$325 value will cover the conference registration fee but will not cover travel and accommodations. The scholarship will also not cover the pre- and post-conference workshops, which are available at an additional fee.

Kentucky will host the 2006 Spring *National SBIR Conference* on May 15 – 18, 2006 in Louisville, KY. The event will take place at the Louisville Marriott Downtown. The Small Business Innovation Research (SBIR) and the Small Business Technology Transfer

Research (STTR), two competitively awarded, federal government grant programs, are designed to stimulate technological innovation and provide opportunities for small businesses and entrepreneurs. Annually, the SBIR and STTR programs provide over \$2 billion to small businesses through federal programs to help entrepreneurs take their ideas from conception to reality. The theme for the Louisville conference is "*Taking Ideas from the Bench to the Boardroom*".

The conference will bring some of the nation's 700+ top innovators, researchers, cutting edge entrepreneurs and the federal government's small business grant makers.

This conference will provide each participant with multiple opportunities to meet and network with federal SBIR and STTR program managers, fellow attendees including SBIR/STTR award winners, and speakers and experts from businesses and the government. This national SBIR conference is being held for the first time in Kentucky. It is a great opportunity for existing and new start-up technology businesses and university faculty entrepreneurs in Appalachia to attend the conference and the Small Business Tech Expo (SBTE), which will be co-located with the conference.

Go to <http://www.kstc.com.?587> to obtain the application form to apply for a scholarship. The deadline for application submissions is April 13, 2006. All applications must be received by Vicki Carothers via fax (859-259-0986) or email (vcarothers@kstc.com) on or before that date. Detailed information on the conference program and accommodation is available at <http://www.sbirworld.com/ky>.

For further information about the conference and scholarships contact Mahendra Jain (mjain@kstc.com) at (859) 255-3613 x 230.