

SBIR Newsletter

August 2007

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NC Board of Science and Technology SBIR/STTR Matching Funds Program for 2007-2008

In 2007-2008 North Carolina based small businesses will once again be eligible to receive significant follow-on grant assistance in support of their SBIR or STTR projects. Under the One North Carolina Small Business Matching Funds Program, the State of North Carolina issues a grant of 100% of the amount a NC-based small business receives in a federal SBIR/STTR Phase I award up to a maximum of \$100,000, based upon the availability of program funds. These grants are disbursed in two stages: 75% of the total goes to the company upon proof of Phase I award, and the remaining 25% goes to the company upon submission of the Phase II application and acceptance of the Phase I report by the federal SBIR/STTR program agency.

The North Carolina Board of Science and Technology administers these grants. Since the inception of the program in early 2006, the program has issued over **75** Phase I matching grants to North Carolina small businesses totaling in excess of **\$5.5 million**. The average grant award in FY0607 was over \$89,000.

The General Assembly appropriated \$4.83 million to the One North Carolina Small Business Program for FY 2007-08. The Matching Program Solicitation for FY07-08, as well as general information about the program and application instructions will be published in late August on the Board's website at: <http://www.ncscienceandtechnology.com> after certification of the program budget.

New Program Announcement: NC Board of Science and Technology SBIR/STTR Incentive Funding Program for NC Small Businesses

Starting with the 2007-08 fiscal year, North Carolina small businesses participating in the Federal SBIR and STTR program will be eligible to receive **a grant reimbursement for a portion of the costs they incur in preparing and submitting their Federal Phase I SBIR/STTR proposals**. Under the One North Carolina Small Business Incentive Funds Program, new this year, the State will issue qualified applicants a grant in the amount equal to 50% of their approved Phase I Proposal preparation costs, up to \$3,000. These grants are awarded to qualified applicants on a first-come, first-served basis, up to the limits of available funding.

The FY 2007-08 solicitation for this program, covering the period July 2, 2007 through June 30, 2008, as well as information about the program, application instructions, and supporting materials will be published in late August on the Board's website at: <http://www.ncscienceandtechnology.com>.

The Department of Defense issued its pre-solicitations on July 19th. The full proposal will be released until August 20th at which time they will begin accepting proposals. The proposal submission deadline is September 19, 2007. Participating DoD Components in this solicitation are Air Force, Navy, MDA, and NGA (National Geospatial-Intelligence Agency).

Solicitation Spreadsheet

The T2Bridge program, who is partnering with the NC SBTDC on DoD outreach and assistance efforts, has developed a spreadsheet populated with all 222 topics. For each topic, the following key points are provided:

Title
Technical Area Key words
Overall Objective
Description
Phase 1, 2 and 3 Objectives
Keywords
Technical Points of Contact

The spreadsheet is available for download at: www.sbtcdc.org/technology/newsletter/07-8/DOD_Topics-SBIR_07-3.xls

The hope is that this tool will provide you with simplified view of the DoD's current offerings and potentially enlighten you to potential funding opportunities that you may not have been aware of.

If you do identify a potential match(es), we strongly recommend that you communicate with the TPOC. You have until to August 20th when the full solicitation is published to communicate one-on-one with the TPOC. Use this opportunity to determine if the pre-solicitation is truly a fit with your areas of interest. Many DoD awardees can attest to the value of this communication.

Articles

Below is a compilation of articles published over the past few years by the Greenwood Consulting Group that will help to shed light on the details of the DoD SBIR/STTR program. All articles are copyrighted by the Greenwood Consulting Group. The more informed you are, the more successful you will become.

“Smart Schmoozing with the Dept of Defense”:

http://g-jgreenwood.home.att.net/sbir_proposal_writing_basics65.htm

“Two Tips for Dept of Defense Phase I Proposals”:

http://g-jgreenwood.home.att.net/sbir_proposal_writing_basics60.htm

“A Must Activity for SBIR Companies Proposing to the DoD”:

http://g-jgreenwood.home.att.net/sbir_proposal_writing_basics9.htm

Interview with DoD

In 2004 the NC SBTDC interviewed several DoD SBIR program Managers. The Q&A from this interview is available at: http://www.sbtcdc.org/technology/sbir/DoD_interview.pdf

DoD Website

And finally, the DoD's SBIR/STTR website offers a plethora of information. Make specific note of the link within for the DoD's helpdesk:

<http://www.dodsbir.net/>

SBIR Seminars in North Carolina

Several morning and afternoon SBIR Seminars will be held at University campuses across North Carolina this fall. These workshops will provide an introduction to the SBIR/STTR programs, the services that the SBTDC provides to those looking to submit proposals, as well as sources of additional program information. They will also present insights in how to prepare a winning-proposal. Select workshops will offer a presentation from local SBIR awardees as well as an IP attorney about partnering. Attendees will have the opportunity to meet with speakers as well as counselors from the SBTDC during and after the workshop. Register online at:

www.sbtdc.org/events/sbir/workshops2007/

- East Carolina University – September 25th
- UNC Charlotte – September 28th
- UNC Greensboro – October 2nd
- NC State – October 4th

Fall 2007 SBIR National Conference

- Richardson, TX, October 29 – November 1, 2007
www.sbir texas.com

Solicitations Open Now

USDA: Closes 9/5

<http://www.csrees.usda.gov/funding/sbir/sbir.html>

NASA: Closes 9/6

<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>

Department of Defense: Closes 9/19

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

NIH (Contracts): Closes 11/7

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

Solicitations in the Pipeline

National Science Foundation: Release 11/2

<http://www.nsf.gov/eng/iip/sbir/stop.jsp>

NIST: Release November (date TBA)

http://patapsco.nist.gov/ts_sbir/