

SBIR Newsletter

September 2007

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Register Now!

Fall 2007 SBIR Seminars across 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, and 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. See agendas and 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
- Elizabeth City State University – October 18th

Fall 2007 SBIR National Conference

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

SAVE THE DATE – SBIR Commercialization Seminar

December 5th: RTP, NC

Commercialization for SBIR/STTR stage companies: Why it is never too early to start and How to get going now...

Most SBIR/STTR stage companies typically approach things from a technology perspective. But technology is only half of the story. In fact, without commercialization, there is no story – and ultimately no company! This session will address the issue of commercialization and its importance early in the development of tech-based companies. We will explore what entrepreneurs need to consider at the early stages of company development when SBIR/STTR awards play a key role in funding R&D. The session will provide:

- Overview of commercialization concepts
- Commercialization Plan requirements for Phase II SBIR/STTR proposals
- Information on how to write a commercialization plan,
- Strategic planning related to commercialization
- Commercialization considerations from a tactical perspective

The program is open to participants from all technology sectors and will be applicable across SBIR/STTR funding agencies. Whether new to the SBIR/STTR program or successful in receiving previous SBIR/STTR funding, learn why the agencies continue to increase their focus and attention on commercialization and how you can better address this key component to SBIR/STTR funding and successful company development.

SBIR Solicitations

NIH (Contracts): Closes 11/7

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

NIH (Grants): Closes 12/5

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

Future Solicitations: <http://www.zyn.com/sbir/scomp.htm#future>

Biotech Center Launches NC Wet Lab Space Portal

Web site pinpoints research facilities for lease, sale

RESEARCH TRIANGLE PARK, N.C., - The North Carolina Biotechnology Center has established a Web site listing wet lab facilities throughout the state that are available for start-up companies to lease or buy.

The site, http://www.ncbiotech.org/services_and_programs/business_assistance/Wet_Labs.html, contains site details provided by official facility representatives, including, in some cases, Internet links to more information and photos of the facilities.

Properties eligible for inclusion in the free listing service must be available for immediate occupancy via lease or sale to companies requiring wet lab or incubator space or manufacturing space suitable for life sciences-related production.

The free listings are searchable for six regions of the state, coinciding with the Biotechnology Center's six sites serving western North Carolina, the Charlotte region, the Piedmont Triad, the Research Triangle Park area, the eastern region and the southeast region.

Pure office space and “flex” or “shell” space that requires significant adaptation or investment for lab work are not eligible, nor are “captive” facilities such as university-only academic research labs. Instrumentation and other capabilities not associated with the wet lab space are also not permitted in the listings.

The Biotechnology Center is co-sponsoring the site with the North Carolina Small Business and Technology Development Center (SBTDC), which had maintained a wet lab and incubator space Web site for several years. Participants in the listing service who log onto the SBTDC site are now automatically linked to the new site hosted by the Biotechnology Center.

"This is another valuable asset that the Biotechnology Center can uniquely provide," said John Richert, the Biotechnology Center's vice president, business and technology development. "As the statewide go-to site for bioscience information we're frequently asked by start-up companies if we know of any available wet lab space that might meet their specific requirements. This site provides that."

For more information about the wet laboratory facilities Web site contact Pamela Gaster at pamela_gaster@ncbiotech.org or at 919-541-9366.

The Biotechnology Center is a private, non-profit corporation supported by the N.C. General Assembly. Its mission is to provide long-term economic and societal benefits to North Carolina by supporting biotechnology research, business and education statewide.

Contact: Jim Shamp, news & publications editor, North Carolina Biotechnology Center, 919-541-9366 or jim_shamp@ncbiotech.org. Visit the Biotechnology Center's Web site at www.ncbiotech.org.

CED's Tech Conference October 10-11, 2007 – Chapel Hill

Tech 2007 - presented by the Council for Entrepreneurial Development
October 10-11, 2007
The Friday Center, Chapel Hill, NC
www.cednc.org/tech

CED's Tech 2007 will explore the future of emerging and converging technologies that are reshaping today's hottest industries. Now in its 17th year, Tech 2007 will focus on the latest cutting-edge markets and global opportunities in clean technologies, medical devices, new materials, nanotechnology and more, as well as telecom, internet, software and hardware.

NxLevel Business Planning Course in Chapel Hill

NxLevel™ is a business-planning course designed to enhance your entrepreneurial skills and assist you in creating a comprehensive business plan. NxLevel™ helps entrepreneurs learn the skills needed to create, develop and strengthen successful business ventures. Unlike other educational programs, NxLevel™ addresses the special needs of the entrepreneur by providing a practical, hands-on and common sense approach to developing their business plan and business planning skills.

Course includes:

- Experienced business educators with prominent business leaders as guest speakers
- Comprehensive textbook, workbook and guide
- One-on-one business counseling and support

Learn to:

- Write a detailed business plan
- Analyze your market
- Get financials in order
- Fund for your business

Topics:

- Introduction, Overview & Entrepreneurship
- Entrepreneurial Essentials
- Management and Legal Structure
- Marketing: Analysis and Understanding, Strategies & Implementation
- Managing your money: Financial planning, Budgets, Cash Flow & Statements
- Financing your business
- Manage growth

Your investment is only \$150 and one morning per week for 6 weeks.

9am – Noon for six consecutive Tuesdays
October 2, 9, 16, 23, 30 and November 6

1700 Martin Luther King Jr., Blvd.
Room 158
Chapel Hill, NC

Information & registration

<http://www.sbt dc.org/events/nxlevel/index.asp>

or call 919.962.0389

NxLevel™ is part of the family of executive and management education products provided by the Small Business & Technology Development Center SBTDC. The SBTDC is administered by NC State University on behalf of The University of North Carolina System and operated in partnership with the US Small Business Administration.