

August 2010 SBIR/STTR UPDATE

To subscribe to this approximately monthly newsletter, send an E-mail message to rgharmon@njsbdc.com with the words **SUBSCRIBE SBIR UPDATE** in the title.

Greetings. I hope that you have had a pleasant summer, except for the excessive heat. You are receiving this Update because you have either attended an SBIR/STTR training program presented by the New Jersey Small Business Development Centers of Rutgers Business School, or are thought to have a possible interest in these programs. In addition to SBIR/STTR information, it includes other information that companies interested in SBIR are also likely to be interested in. This month's edition includes information about:

EVENTS

-NJTC Clean Energy Summit, September 23, Princeton

-Biotech 2010, 10/27, 28, Philadelphia, \$100 Exhibit Opportunity- application deadline 9/13

See descriptions in Section II below

NEW FUNDING OPPORTUNITIES

-DoD SBIR 2010.3, Proposals due 9/15

-DoD STTR 2010B, Proposals due 9/15

-NIH/CDC SBIR 2011 Phase I Contract Solicitation, Proposals due 11/8

-NSF STTR 2011, Proposals due 11/17

See links in section I below

NJSBDC Steps Up With SBIR Training To Help Fill Void for Sci/tech Businesses

The New Jersey Small Business Development Centers will step up together with long time partners EisnerAmper, LLP and Lowenstein Sandler PC to restore SBIR/STTR training this fall. The recent State budget eliminated funding for the NJ Commission on Science and Technology (CST). For nearly 10 years, the Commission had collaborated and contracted with the NJSBDC to provide specialized training sessions for science and technology based (sci/tech) companies on the preparation of SBIR and STTR R&D grant proposals, as well as proposal preparation assistance.

The closing of the Commission (CST) meant the loss of state funding to continue SBIR training and proposal assistance services. The most recent training seminar was held last November. The closing of CST also meant the loss of millions of dollars of funding for CST's venture funding and Fellowship programs, which have also been eliminated. SBIR and STTR are consequently now more important to NJ entrepreneurs than ever as the best source of early stage risk capital to fund the development of promising new technologies.

The sessions will begin with a half-day Introduction to SBIR/STTR and Proposal Writing seminar on October 15, at the NJEDA Commercialization Center in North Brunswick. A two-day program is planned for November 18 and 19 at the NJIT Enterprise Development Center in Newark,

subject to the availability of funding. This program will feature the full-day Phase I Proposal Development and Cost Proposal Preparation seminars delivered by the nationally recognized Greenwood Consulting Group.

See 10/15 program description in section III below and visit www.njsbdc.com/sbir for more information and online registration.

Proposal Preparation Assistance

NJSBDC will continue to offer cost shared proposal preparation assistance services. Up to 12 hours of assistance is available to SBIR/STTR training seminar attendees a rate of \$20 per hour, with the balance of the cost covered by NJSBDC. Entrepreneurs who have not attended training will be charged \$25 per hour. Services consist of written critiques of draft proposals and assistance in strengthening them. The service is available on a first come first served basis and availability may become limited as submission deadlines approach. Coaching and guidance in drafting proposals continues to be available at no cost.

Due to funding limitations, proposal preparation assistance for companies that have not attended training is currently only available to NJ based small businesses located outside the state funded incubator network. Assistance can be requested at www.njsbdc.com/scitech or by sending an E-message to: rgharmon@njsbdc.com.

Technology Commercialization Assistance

In addition to providing SBIR/STTR proposal preparation assistance, the NJSBDC Technology Commercialization Program serves NJ entrepreneurs as a free one-stop resource for financing science and technology based businesses and commercializing new technologies. Funding strategies including state financing programs, angel investments and venture capital are identified to fit with a company's technology, goals and stage of development. The Program then helps companies identify their best prospects and will assist them in preparing and strengthening the required funding proposal, business plan or investor presentation.

Technology Commercialization Assistance services are also limited to NJ based small businesses located outside the state funded incubator network. Assistance can be requested at www.njsbdc.com/scitech or by sending an E-message to: rgharmon@njsbdc.com.

Regards Randy

Randy G. Harmon,
Technology Commercialization Consultant,
NJSBDC/Rutgers Business School;
Principal, Foundations Business Development Group, LLC
phone: 908-754-3652
randygharmon@aol.com
rgharmon@njsbdc.com

CONTENTS:

- I. Solicitation Schedule
- II. Financing, Networking and Related Events and Information
- III. Training Schedule

I. SOLICITATION SCHEDULE

The following agencies presently have open solicitations:

Department of Agriculture 2011 SBIR

Proposals due 9/2, http://www.nifa.usda.gov/funding/rfas/sbir_rfa.html

NASA 2010 SBIR/STTR

Proposals due 9/2,

https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=1c18ed037a13ae8c94c1d5ea014d9ceb&_cvview=0

DoD SBIR 2010.3

Proposals due 9/15, <http://www.acq.osd.mil/osbp/sbir/solicitations/>

DoD STTR 2010B

Proposals due 9/15, <http://www.acq.osd.mil/osbp/sbir/solicitations/>

NSF STTR 2011

Proposals due 11/17,

http://www.nsf.gov/publications/pub_summ.jsp?WT.z_pims_id=5527&ods_key=nsf10590

NIH/CDC SBIR 2011 Phase I Contract Solicitation

Proposals due 11/8, <http://grants.nih.gov/grants/funding/sbir.htm>

Public Health Service/NIH, CDC, FDA, ACF SBIR/STTR 2010

Proposals due 12/5/2010.

There are 2 parts to this solicitation. The program descriptions and research topics can be found at: http://grants.nih.gov/grants/funding/sbirsttr1/2010-2_SBIR-STTR-topics.doc

The proposal writing instructions can be downloaded at:

http://grants.nih.gov/grants/funding/424/SF424_RR_Guide_SBIR_STTR_Adobe_VerB.doc

Special NIH SBIR/STTR Initiatives (PAs & RFAs) In addition to the main PHS/NIH SBIR/STTR grant solicitation and the fall contract solicitation, NIH issues numerous small contract

solicitations throughout the year focused on specific health areas. They are listed at www.grants.nih.gov/grants/funding/sbir_announcements.htm

II. FINANCING, NETWORKING AND RELATED EVENTS AND INFORMATION

NJTC Clean Energy Summit, September 23, Princeton

The NJTC Clean Energy Summit, will bring together leaders in the emerging industries of energy conservation, climate control and renewable energy sources from the entire mid-Atlantic region. Attendees will include representatives from major utilities, as well as companies engaged in alternative energy solutions (wind, solar, nuclear power), and regulators from BPU and other governmental agencies. www.njtc.org/events/green10/home.html

Biotech 2010, 10/27, 28, Philadelphia, \$100 Exhibit Opportunity- application deadline 9/13

Calling all students, faculty, principal investigators, early-stage companies, and entrepreneurs – submit a topic and abstract of your work for a poster presentation at the **Biotech 2010 Innovation Corridor** at the Pennsylvania Convention Center in Philadelphia.

The **Innovation Corridor** offers you the opportunity to:

- Showcase your cutting-edge research aimed at solving problems and addressing needs within the bioscience industry
- Interact with the mid Atlantic region's top bioscience executives, companies, investors, and institutions
- Receive feedback on your poster from a panel of experts in the areas of scientific, legal, business, and investment
- Compete with other presenters to receive a one-on-one evaluation from the panel of experts

Present and attend at the discounted rate of \$100 - this allows one presenter to participate in the Innovation Corridor and other **Biotech 2010** sessions on the day of their presentation.

The abstract submission deadline is **September 13, 2010**.

<http://www.biotech2010.org/content/innovation-corridor>

ENTREPRENEUR NETWORKING MEETINGS:

NJ Entrepreneurial Network:

I want to buy your business! Is it better to start a new business or buy an existing company?

Wednesday 10/15, Princeton Marriott, www.njen.com

NJ Entrepreneurs Forum

No summer meetings, www.njef.org

Venture Association of NJ: Value Drivers and the Entrepreneur's Dilemma

Tuesday 9/21, Marriott Hanover, Whippany

Frank J. Graziano, Angel Investor & Managing Partner, Golden Seeds

Managing partner, Monmouth Venture Partners, LLC

www.vanj.com

III. Training Schedule:

Secrets of Winning SBIR/STTR Proposals

Friday, October 15, 2010, 8:30 am- 1:00 pm

Sponsored by:

NJ SMALL BUSINESS DEVELOPMENT CENTERS OF RUTGERS

EISNERAMPER, LLP

LOWENSTEIN SANDLER PC

Featuring Participation by The Federal Laboratory Consortium (FLC)

NJEDA Commercialization Center, North Brunswick

This half-day seminar is intended to provide participants with an introduction and overview of the SBIR and STTR programs followed by instruction on how to search for solicitations and topics that may fit their technologies and core technical competencies. Participants will also receive instruction intended to help them prepare competitive grant proposals.

A representative of the Federal Laboratory Consortium (FLC) will discuss how entrepreneurs can explore potential collaborative relationships with the 700 federal laboratories and research programs across the country, which comprise the Consortium and generate many of the individual SBIR and STTR topics found in agency solicitations. The program will also include participation by an NJ entrepreneur who has successfully used SBIR/STTR in building his business.

8:00- 8:30 am	Registration, Continental Breakfast
8:30- 9:45 am	Welcome, Introductions and Overview -Overview of the SBIR Program -Overview of the STTR Program
9:45-10:05 am	Solicitation/Topic Search and Selection & Broad Agency Announcements (BAA)s
10:05-10:15 am	Break
10:15-12:00 pm	Preparing Competitive Proposals -Proposal Format and Structure -Defining the Feasibility Study

- Crafting the Abstract
- Proposal Evaluation
- Introduction to Cost Proposals
- Lessons from the Field
- 12:00-12:30 pm SBIR Entrepreneur Success Story
- 12:30-12:45 pm Federal Laboratory Consortium
 - Lew Meixler
- 12:45- 1:00 pm Final Q&A followed by one-to-one time with speakers upon completion of program

This seminar will be delivered by:

- Randy Harmon, NJSBDC technology commercialization consultant and Principal, Foundations Business Development Group
- Roger Cohen, Principal, Cohen International and an NJSBDC consultant
- Anthony Faugno & Matthew Herdman, EisnerAmper, LLP

Registration: \$45 in advance, \$60 after 3 pm 10/14; Visit www.NJSBDC.com/SciTech

November Programs

SBIR Phase I Proposal Development

Thursday, November 18, NJIT Enterprise Development Center, Newark

SBIR Cost Proposal Preparation

Friday, November 19, NJIT Enterprise Development Center, Newark

****These November programs are tentative and subject to the availability of funding.**