

SBIR/STTR JUNE 2008 UPDATE

To be added to the E-list, send a message to rgharmon@njsbdc.com with the words "Subscribe Update" in the title.

Greetings. You are receiving this Update because you have either attended an SBIR/STTR training program sponsored by the NJ Commission on Science & Technology and coordinated by NJSBDC, 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.

2008 SBIR/STTR SPRING TRAINING SECRETS OF WINNING SBIR/STTR PROPOSALS

Thursday, June 5, The Picatinny Technology Innovation Center, Dover

See description and agenda below. In addition to training, the NJ Commission on Science & Technology (NJCST) and NJSBDC offer **cost shared proposal preparation assistance services**. Up to 12 hours of assistance is available at a rate of \$20 per hour with the balance of the cost covered by NJCST and NJSBDC. Coaching and guidance in drafting proposals continues to be available at no cost. For more information call 973-353-1923.

ACTION ALERT –NJ SMALL BUSINESS DEVELOPMENT CENTERS NEEDS YOUR HELP HELP RESTORE STATE FUNDING FOR SMALL BUSINESS ASSISTANCE:

Despite the fact that the Governor's economic growth strategy makes small business a strategic priority, the proposed State budget slashes the entire \$1 million appropriation for small business assistance services through the NJ Small Business Development Centers (NJSBDC), which also provides technology commercialization assistance and services;

PLEASE CALL OR WRITE:

Assembly Speaker Joseph Roberts- phone: 856-742-7600, fax: 856-742-1831
Senate President Richard Codey- phone: 973-731-6770, fax: 973-731-0647

Ask them to please restore full funding to NJSBDC, so that this important organization can continue to help small businesses grow and create more jobs for NJ residents.

Phone and fax are preferable. E-mail as last resort:

AsmRoberts@njleg.org

SenCodey@njleg.org

Important facts:

- NJSBDC leverages federal, state, and other private funding to provide one-to-one counseling, training, loan packaging and other forms of technical assistance for small businesses to develop and grow their operations.
- Eleven walk-in centers across New Jersey serve small businesses in all 21 counties. NJSBDC has served small business for 30 years.
- If State funding is not restored, almost \$1 million in federal funds would also be lost and services could be reduced by half or more of their current level.
- **In 2007, the NJSBDC assisted almost 22,000 entrepreneurs and small business owners through counseling and training activities. Its economic impact is as follows:**

- Helped small business clients create almost 1,000 new jobs and helped retain more than 11,000 jobs;
- 861 small business clients started a new business;
- Facilitated \$36.5 million in capital financing and equity investment;
- Facilitated \$64.48 million in State, Federal, and private/commercial procurement contracts;
- Helped its clients conservatively generate a half billion dollars in sales revenues which returned more than \$30 million in sales tax revenues to the State, notwithstanding other additional business and income tax revenues.

Technology Commercialization Assistance

In addition to providing SBIR/STTR proposal preparation assistance, the NJSBDC Technology Commercialization Center 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 Center then helps companies identify their best prospects and will assist them in preparing and strengthening the required funding proposal, business plan or investor presentation.

Services are limited to NJ based small businesses located outside the NJ Business Incubation Network. Assistance can be requested at www.njsbdc.com/scitech or by calling 973-353-1923.

The New Jersey Technology Collaboration Database Project (NJCDB)

This project is intended to enable New Jersey companies and researchers to find valuable collaborative opportunities to obtain funding through various sources, including SBIR/STTR, and State, Foundation, and Federal grants. Whether you are a commercial company looking for expertise in a specific field, or a researcher looking for a company to assist in the commercialization of a product, the NJCDB can help you find the support you need. After completing a free, simple registration, users can search the Database for possible collaborative partners.

visit: <http://www.rowan.edu/centers/cie/sbir/>

The project director is Peter Jamieson, jamieson@rowan.edu

Please let me know if you don't wish to receive future updates and I will be pleased to remove you from the list.

Best regards, Randy Harmon

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 NJSBDC/Rutgers Business School;
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CONTENTS:

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

I. SOLICITATION SCHEDULE

The following agencies have open solicitations:

National Science Foundation 2009 SBIR

Proposals due 6/10 and 12/4. http://www.nsf.gov/publications/pub_summ.jsp?ods_key=nsf08548

Department of Defense SBIR 2008.2

Proposals due 6/18, **6:00 a.m. Eastern Standard Time.**

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

Department of Homeland Security SBIR FY082

Proposals due 6/27. <http://www.sbir.dhs.gov>

Public Health Service/NIH, CDC, FDA, 2008 SBIR/STTR

Proposals due 8/5, 12/5/08. <http://grants.nih.gov/grants/funding/sbir.htm>

In addition, NIH issues numerous small solicitations throughout the year focused on specific areas. They are listed at http://grants.nih.gov/grants/funding/sbir_announcements.htm.

UPCOMING SOLICITATIONS

Department of Agriculture SBIR 2008

Opens June 15. Proposals due 9/4.

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

NASA SBIR/STTR 2008

Opens July 7. Proposals due 9/4

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

II. TRAINING SCHEDULE

**SMALL BUSINESS INNOVATION RESEARCH PROGRAM
SPRING 2008 TRAINING**

HALF-DAY SEMINAR: SECRETS OF WINNING SBIR/STTR PROPOSALS
Thursday, June 5, The Picatinny Technology Innovation Center, Dover

**SPONSORED BY:
NEW JERSEY COMMISSION ON SCIENCE & TECHNOLOGY**

**COSPONSORS:
-THE NEW JERSEY SMALL BUSINESS DEVELOPMENT CENTERS-
-AMPER, POLITZINER & MATTIA, P.A.-
-LOWENSTEIN SANDLER PC-**

This morning seminar will provide entrepreneurs and small businesses with an introduction to and overview of the SBIR/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 write competitive grant proposals. The program will be delivered by Randy Harmon and Roger S. Cohen.

The seminar will also feature a presentation by representatives of the U.S. Army Armament Research, Development and Engineering Center (ARDEC), at the Picatinny Arsenal. ARDEC like CERDEC at Fort Monmouth initiates many of the Army's SBIR and STTR solicitation topics and welcomes collaborations with entrepreneurs.

8:00- 8:30 am

Registration, Continental Breakfast

8:30- 9:45 am	Welcome, Introduction and Overview -NJ Commission on Science and Technology -Overview of the SBIR Program -Overview of the STTR Program
9:45-10:05 am	Solicitation/Topic Search and Selection & Broad Agency Announcements (BAA)
10:05-10:15 am	Break
10:15-11:45 am	Preparing Competitive Proposals -Proposal Format and Structure -Defining the Feasibility Study -Crafting the Abstract -Proposal Evaluation -Introduction to Cost Proposals
11:45-12:15 pm	Picatinny Arsenal/U.S. Army SBIR/STTR Programs Collaborative Opportunities with Picatinny
12:15-12:35 pm	Picatinny Innovation Center SBIR Entrepreneur Success Story -Jerry Chung, Founder & President, Frontier performance Polymers
12:35-12:45 pm	SBIR/STTR Legal Issues, Lowenstein Sandler,
12:45- 1:00 pm	Final Q&A followed by one-to-one time with speakers upon completion of program

For more information and online registration visit: www.NJSBDC.com/SciTech

8th ANNUAL NEW JERSEY SBIR/STTR CONFERENCE

Phase I Proposal Development, Wednesday, November 19

Cost Proposal Preparation, Thursday, November 20

Phase II Proposal Development, November 21

III. FINANCING, NETWORKING AND RELATED EVENTS AND INFORMATION

NJIT EDC Incubator Monthly Entrepreneurs Gathering

Thursday, June 5th, 10:00 -12:30, EDC III, 211 Warren St., Newark
Exit Strategies to consider when dealing with investors, partners and employees
Peter ("Chip") L. Korn, Jr., Partner, Sonnenschein Nath & Rosenthal LLP
Complimentary book covering important topics in commercialization
RSVP to Kelly Carthens in the EDC Office (973-643-4063, Ext. 103)

Advanced Invention to Venture Workshop (AI2V)

NJIT Office of Technology Development and the Enterprise Development Center
Monday, June 9 to Thursday, June 12 (4 full days, 8am-5pm)
NJIT Enterprise Development Center, 211 Warren Street, Newark
This is a highly successful venture accelerator program delivered nationally that puts entrepreneur teams through a vigorous workshop to support commercialization of their technology innovation.
For more information: <http://www.invention2venture.org/advanced/index.html>, To register:
<https://secure.nciia.org/WebObjects/NciiaApplyForGrants.woa/wa/EV/instantRegistration?i=1000133>

Follow-on SBIR Phase I Proposal Writing Workshop

Friday, June 13
<https://secure.nciia.org/WebObjects/NciiaApplyForGrants.woa/wa/EV/instantRegistration?i=1000134>

NJTC 2008 Mid Atlantic Security & Defense Expo

Thursday, June 19, 11:00 AM – 6:00 PM

Sarnoff Corporation, Princeton

Expo will feature companies exhibiting products and services in the areas of Defense and Homeland Security.

<http://njtc.org/events/indevt.asp?dbid={60D5B03D-0683-DC11-9077-0013725A113C}>

ENTREPRENEUR NETWORKING MEETINGS:

NJ Entrepreneurial Network

End Of The Year Barbeque And Networking Event

Wednesday, June 4, 5:30 p.m., dinner meeting

Princeton Marriott, outside weather permitting

www.njen.com

NJ Entrepreneurs Forum

Financing Methods plus “Fast Pitch 5+5” program

Thursday, June 12, 4-6 p.m.

NJEDA Commercialization Center, North Brunswick

www.njef.com

Venture Association of NJ

The Innovation Capitalist Approach to Technology Commercialization

Tuesday, June 17

Neal Fryett, Vice President – IgniteIP

**New Location: Marriott Hanover, Whippany

www.vanj.com