

SBIR/STTR Opportunities for Business Funding

Monica Liebert, Ph.D.
Professor of Urology
University of Michigan



Thanks to....

Jo Anne Goodnight
SBIR/STTR Program Manager
Office of Extramural Research, NIH

Tab Wilkins
Account Manager
Senior Technology Advisor, NIST

And in memory of my father, CPO Roy W.
Liebert



When life gives you lemons.....

Make Lemonade!

Are your ideas “too practical” or “too applied” for a basic research grant?

Did you know that the Federal Government has grant opportunities to fund small business research and product development?



"Never, ever, think outside the box."

Research Opportunities reserved for small business!

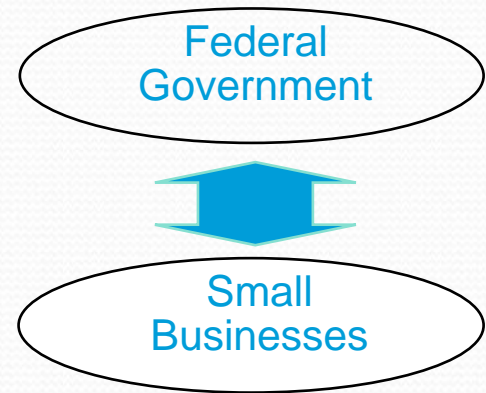
- **SBIR Small Business
Innovation Research Grants**
- **STTR Small Business
Technology Transfer Program**

SBIR/STTR Origins...

Small Business Innovation Development Act of 1982

Congress designated 4 major goals

- Stimulate technological innovation
- Meet federal R&D needs
- Foster and encourage participation by minority and disadvantaged persons in technological innovation
- Increase private-sector commercialization of innovations derived from Federal R&D



- **Reauthorized until Fall 2008**

SBIR/STTR Participating Agencies



**TOTAL ~ \$2.2 B
FY 2006**

- **DOD** (1.1B in FY04)
- **HHS**
 - NIH (640.0M in FY06)
- **NASA**
- **DOE**
- **NSF**
- **DHS**
- **USDA**
- **DOC**
- **EPA**
- **DOT**
- **ED**

But--- each agency is different!

- **Contact agency/ review website to learn processes**
- **Attend SBIR/STTR Symposia– held at least twice a year**
- **Meet with program officers**
- **Get on listservs**
- **Learn resources– including SBA**
 - **Definitions**
 - **Business plans and outlines**

What are SBIR and STTR ?

Similar Research Programs...

- ***SBIR:*** Set-aside program (2.5% of extramural budget) for small business concerns to engage in federal R&D with potential for commercialization.
- ***STTR:*** Set-aside program (0.3 % of extramural budget) to facilitate cooperative R&D between small business concerns and U.S. research institutions -- with potential for commercialization.

... in Three Phases.

- ***Phase I:*** Feasibility study (6 - 12 months, \$100K)
- ***Phase II:*** Full R/R&D (2 years, \$750K)
- ***Phase III:*** Commercialization (*WITHOUT* SBIR \$\$)

SBIR/STTR Eligibility

- For-profit U.S. business
- At least 51% U.S. owned by individuals and independently operated, or owned and controlled by one other eligible entity
- Small business– 500 or fewer employees, including affiliates

Comparison of SBIR and STTR

- **Principal Investigator:**

- **SBIR:** must be employed by small business entity (50% or greater)
- **STTR:** not stipulated, may be with small business or research institution

- **Research Partner:**

- **SBIR:** can include academic partnerships (33% in phase I, up to 50% in phase II)
- **STTR:** Partnership is **REQUIRED** (40% small business, 30% research partner/institution)

- **AWARD TO SMALL BUSINESS**

How to find SBIR/STTR Opportunities

- **Listservs-- DOD has specific programs**
- **NIH Guide for NIH and AHRQ announcements**
- **NIH CRISP for examples of funded research**
- **NIH examples on the web**
- **Meet and talk with program officers**
- **Attend SBIR/STTR Conferences**

Additional Information....

- **National SBIR/STTR Resource Center**

<http://www.sbirworld.com>

- **NIH Small Business Funding Site**

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

- **Computer Retrieval of Information on Scientific Projects (CRISP)**

<http://crisp.cit.nih.gov>



Go for it!

- **Thanks for your attention!**