

Florida SBIR/STTR News

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Attention SBIR/STTR Hopefuls: "Phase 0" Pilot Program is Here for You

Launched in November 2005, the Florida's SBIR/STTR "Phase 0" Pilot Program has assisted companies in developing proposals for Federal SBIR and STTR Phase 1 grants, which have recently been increased to a maximum of \$150,000 for SBIR and \$100,000 for STTR. Enterprise Florida undertook "Phase 0" to facilitate an increase in the success rate of Florida SBIR/STTR proposal submissions. In 2005, Florida ranked 38th in the nation.

To date, there have only been two "Phase 0" awards granted for 2010. Through "Phase 0," Enterprise Florida awards qualified companies grants in amounts up to \$3,000, which can be applied toward preparation efforts such as:

1) consultant assistance relating to the project/solicitation (for example, market research, proposal/grant writing, legal aid for patent filing, etc.),

2) conference expenses relating directly to the project/solicitation, and
3) certain office expenses, such as office supplies (subject to approval)

The program provides assistance on a first-come/first-served basis, and a company must not have received a Phase I award in the past five years. In addition, qualified companies must be a client of a participating Florida Technology Incubator, University Technology Transfer Office, Economic Development Organization, or Small Business Development Center or be recommended by a partner serving as the point of contact for a Florida county.

Visit the "Phase 0" Pilot Program page on Enterprise Florida's website to find out more about this assistance opportunity: www.eflorida.com/phase0

SBA Raises SBIR Award Caps

The U.S. Small Business Administration(SBA) has published a Notice of Final Amendments to their Small Business Innovation Research Program (SBIR) Policy Directive. These new amendments are effective immediately and deal only with the SBIR award amount thresholds.

SBA has raised the award threshold amounts for SBIR only (not STTR) from \$100,000 to \$150,000 for Phase I and \$750,000 to \$1,000,000 for Phase II. (Source: <http://www.zyn.com/sbir/bnews.htm#sba10-2>)

The amendment also continues to provide participating agencies with an appropriate degree of flexibility in award size.

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Special points of interest:

- SBIR Program extended through July 31, 2010
- 12th Annual NIH
- Monthly Writing Tip: Knowing the proper way to search through the SBIR/STTR Phase I topics is crucial to your proposal success!

Senate Passes SBIR Extension (CR) Bill

"This now marks the 7th in a series of short term CRs since 2008 to extend the SBIR/STTR program"

The Senate has passed a bill to extend the SBIR/STTR and some other SBA programs through July 31, 2010. (This does not affect the DoD's SBIR/STTR program that is good through September 30, 2010.)

This 3 month extender, S. 3253 was led by Senator Mary Landrieu (D-LA), Chair of the Senate Committee on Small Business and Entrepreneurship, and ranking member Olympia Snowe (R-ME).

Most of you that follow the SBIR Insider know that the Senate wanted a longer leash, perhaps as long as a one year extension, but true to form and typical of the House Small Minded (oops) I meant House Small Business Committee, three months was the maximum Nydia Velazquez (D-NY) was willing to give.

This now marks the 7th in a series of short term CRs since 2008 to extend the SBIR/STTR program.

Source:

<http://www.zyn.com/sbir/insider/sb-insider04-23-10.htm>

Upcoming Events

Upcoming National Events

EVENT	DATE	LOCATION	INFORMATION
12 th Annual NIH SBIR/STTR Conference	June 2 - 3, 2010	Raleigh, NC	http://www.sbt-dc.org/nihsbir2010/index.htm
2010 Navy Opportunity Forum	June 7 - 9, 2010	Crystal City, VA	http://www.navyopportunityforum.com/about.php
TechConnect World Conference & Expo	June 21 - 24, 2010	Anaheim, CA	http://www.techconnectworld.com/
DoD SBIR Beyond Phase II Conference	Sept. 13 - 17, 2010	San Antonio, TX	https://www.beyondphaseii.com/2010/index.aspx

Upcoming State Events

EVENT	DATE	LOCATION	INFORMATION
Roadmap to Success Workshop	May 19, 2010	Melbourne, FL	http://www.trda.org/events/event.asp?eventId=121
2010 Professional Development Conference	June 14 - 17, 2010	Ft. Myers, FL	http://www.pdconference.org/PDMain.asp

Florida SBIR/STTR Success Spotlights

Advanced Technologies, Inc.

Advanced Technologies, Inc. (ATI) of Winter Springs, FL is a developer of real-time safety critical embedded software that was founded in 1986. The company was formed to use their expertise in developing software systems to provide consulting and subcontracting services to the military and major corporations in the defense contracting, software development, and aerospace industries. With success generating from the consulting and subcontracting business, ATI had their sights set on taking their military software development to the next level.

As a result of these efforts, the U.S. Department of Transportation (DOT) awarded Advanced Technologies a \$98,000 Phase I SBIR grant in 2006 for Signal State Transition Software Development, which led to a Phase II award and contract of

over \$600,000 in 2009. ATI's Phase II effort will consist of developing an Open Source Signal Control Program Environment (SCOPE). SCOPE will incorporate newly developed Advanced Signal Control concepts and will ultimately be ported to an Advanced Traffic Controller. With a large portion of ATI's efforts going to the SCOPE project, they are currently completing testing and enhancing the functioning prototype with delivery of the final product expected for Spring 2011.

With their expansion into the product world, ATI realized the need for assistance in developing the business. Regardless of Founder Mark Gardinier's 27+ years experience in software development and consulting, ATI needed the business development support they found with the University of Central Florida Business Incubator Program (UCFBIP). In May 2009,

ATI was accepted into the UCFBIP. ATI values their ongoing experiences with UCFBIP, which has not only provided assistance in business and commercialization plan development, expert business knowledge, and marketing experience, but has also allowed ATI to leverage the traffic control expertise available at UCF.

SBIR funding has had a huge impact on Advanced Technologies. Without SBIR funding, ATI would still be in the business of consulting and subcontracting. SBIR funding has allowed for ATI to launch a product line, the ability for continued software development, and the ability to scout for additional funding and contracts. For more information about Advanced Technologies, Inc. and their services and products visit <http://www.advancedtechnologies.cc/601.html>.

OptiGrate Corp.

OptiGrate Corp., another product of the expertise found at the University of Central Florida's (UCF) Business Incubator Program, is a fast-growing company that was spun off from the UCF Center for Research and Education in Optics and Lasers (CREOL) in 1999. OptiGrate specializes in the development and manufacturing of a full range of volume Bragg gratings (VBG), a type of unique narrowband optical filter for industrial, scientific, and defense applications. In 2000, OptiGrate was awarded their first Phase I STTR, which provided the funding needed to jump start the company and allow for commercialization of their breakthrough VBG technology developed at UCF's CREOL.

Currently, OptiGrate is working on a \$600,000 Department of Defense Phase II Navy contract that was awarded to them in 2009 to develop the technology of robust and compact stretchers and compressors for ultra short pulse laser systems. Additionally, in 2009, OptiGrate received a Department of Defense Air Force Phase I award of \$100,000 to pursue an experimental study of coherent beam combining of fiber lasers by volume Bragg gratings that was extended to a Phase II award in 2010. OptiGrate is also currently pursuing a Phase II program from NASA for development of a single mode fiber laser and just recently received a NASA Phase I award to develop a monolithic rare earth doped photo-thermo-refractive glass laser.

Since OptiGrate's first STTR award in 2000, the company has received a total of 8 Phase I awards and 6 Phase II awards. Government funding via SBIR/STTR and other federal grants currently generates 25% of OptiGrate's revenues and has made full-scale optics development and commercialization a reality for the company. OptiGrate is the epitome of the success that can be achieved through the funding and business development resources available nationally and throughout the State of Florida. For more information about OptiGrate Corp. and their services and products visit <http://www.optigrate.com/>.

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Upcoming TRDA SBIR/STTR Workshops

From April through September 2010, [Technological Research & Development Authority](#) (TRDA) is offering seven high-impact workshops around the state to help businesses submit more competitive SBIR and STTR proposals. For more information [click here](#).

- June 3 - Miami (University of Miami in Coral Gables)
- June 10 - Tallahassee (National High Magnetic Field Lab at Innovation Park, 1800 E. Paul Dirac Dr.)
- July 15 - Largo (Star Technology Enterprise Center, 7887 Bryan Dairy Rd.)
- August 4 - Orlando (Disney Entrepreneur Center, 315 E. Robinson St., Suite 100)
- September 16 - Boca Raton (Enterprise Development Corp. Technology Business Incubator at FAU, 3701 FAU Blvd., Suite 201)

SBIR/STTR Key Solicitations: Current and Future

AGENCY	SOLICITATION AVAILABLE	PROPOSALS DUE	WEBSITE
Dept of Transportation, FY10.2	04/02/10	06/02/10	http://www.volpe.dot.gov/sbir/
National Science Foundation SBIR	05/09/10	06/09/10	www.nsf.gov/eng/oii/about.jsp
The Department of Homeland Security (DHS) Science & Technology Directorate (S&T)	05/03/10	06/10/10	www.sbir.dhs.gov
Dept of Defense, FY10.2	05/19/10	06/23/10	www.acq.osd.mil/osbp/sbir

Proposal Writing Tips: SBIR/STTR Topic Search Basics

"When applying for a SBIR/STTR, immediately create DUNS, EIN, and CCR numbers and register your company at Grants.gov, allowing 2-6 weeks for this process."

For our first in a series of grant proposal writing tips to come, we will start with the basics of SBIR/STTR Phase I topic searching across the agencies. (Its most ideal to read through all the agencies, but if time is limited, check **ALL** of the suggested below).

Depending on what technology you are seeking funding for, the agencies who commit to the SBIR/STTR program can be organized by the following technology topic areas:

MEDICAL:

NIH ; CDC (no STTR); FDA (no STTR); ACF (no STTR); USDA; DOD; DARPA; NIST

CLEANTECH: DOEEnergy; EPA; NSF; USDA; DOD; NASA; DOT
ELECTRONICS: DOD; DARPA; DOEEnergy; NSF; NASA; DOT; NIST

MATERIALS: NSF; DOD; DARPA; NIST

SOFTWARE: NOAA; DOD; DARPA; DHS; DOEEnergy; NASA

Best Words of Advice: Please heed this article carefully! If you are reading this article in the first place and are even thinking about applying for SBIRs/STTRs , **be sure to immediately create DUNS, EIN, and CCR numbers, as well as register your company at**

www.grants.gov. Follow the instructions to do all of the above. This can *take 2 – 6 weeks* to complete and can hinder your submittal if you do not have this information. Also, if you are seeking NIH funding, you must additionally register your company AND Principal Investigator in the NIH ERA Commons at <https://commons.era.nih.gov/commons/registration/registrationInstructions.jsp>. This process can also take 2 – 6 weeks.

Artemis Endeavors, LLC
 Orlando, FL
 Phone: 407.517.5666
writing@artemisendeavors.com
www.artemisendeavors.com

About Artemis Endeavors, LLC

Artemis Endeavors was launched in 2009 to meet an unmet need in the technical community: excellent, yet affordable marketing and PR services for technical start-ups. Artemis specializes in SBIR/STTR/other grant writing, commercialization plan writing/research, and product and company marketing/branding. For more information please visit www.artemisendeavors.com