



ARC WA

Presents...

SBIR 101

Small Business Innovation Research

Updated: 11/2023

About ARC WA

Accelerating Research and Commercialization – Washington (ARC WA)

- Provides connections to SBIR/STTR training, education, and resources statewide
- Visit <https://washingtonapex.org/arc-wa/>



The ARC WA program is made possible by a 2022 Small Business Administration (SBA) Federal and State Technology Partnership (FAST) grant and is a partnership between Life Science Washington Institute and the Washington State PTAC/APEX program.



Goals of Presentation

- Part 1: Basics of the SBIR Program
- Part 2: Decide if the Program is for You
- Part 3: Review Available Resources



Program Basics

SBIR/STTR

Small Business Innovation Research &
Small Business Technology Transfer



America's Seed Fund



U.S. Small Business
Administration

Goals

- Meet federal **research and development needs**
- Increase private-sector **commercialization** of innovation derived from federal research and development funding
- Stimulate technological **innovation**
- Foster and encourage **participation** in innovation and entrepreneurship by women and socially/economically disadvantaged individuals
- Foster **technology transfer** through cooperative R&D between small businesses and research institutions (STTR)

Small Business Innovation Research (SBIR)

→ 3.2% of the extramural research budget for agencies with a budget greater than \$100 M per year

~\$3.2 billion minimum spend each year

Small Business Technology Transfer (STTR)

→ 0.45% of the extramural research budget for agencies with a budget greater than \$1B per year

~\$450 million minimum spend each year

Over 5,000 new awards every year

What does an SBIR/STTR firm look like?

- Company must be for profit, U.S. owned/operated, and under 500 people
- Work must be done in the U.S.
- Focus is on performing R&D – Not purchasing equipment, commercializing a technology that has already been developed, or one that has very low risk and only needs capital

Three Phase Process

Phase I

Concept Development
6 months – 1 year
~ \$50,000 – 250,000

Phase II

Prototype Development
24 months
~ \$500,000 – 1.5M

Phase III

Commercialization
Not SBIR funding



Participating Agencies

Agencies that Participate in SBIR & STTR



**Department of
Agriculture
(USDA)**

**Department of
Commerce
(DoC)
NIST, NOAA**

**Department of
Defense
(DoD)**

**Department of
Education
(ED)**

**Department of
Energy
(DOE)**

**Department of
Health and Human
Services
(HHS)**

**Department of
Homeland Security
(DHS)**

**Department of
Transportation
(DOT)**

**Environmental
Protection Agency
(EPA)**

**National
Aeronautics and
Space
Administration
(NASA)**

**National Science
Foundation
(NSF)**

SBIR.gov

PARTICIPATING FEDERAL AGENCIES



Small Business Administration



Department of Agriculture



Department of Commerce



Department of Defense



Department of Education



Department of Energy



Department of Health and Human
Services



Department of Homeland Security



Department of Transportation



Environmental Protection Agency



National Aeronautics and Space
Administration



National Science Foundation



Finding Opportunities

Topic Areas



- Forest & Related Resources
- Plant Production & Protection (Biology)
- Plant Production & Protection (Engineering)
- Animal Production & Protection
- Rural & Community Development
- Aquaculture
- Biofuels & Biobased Products
- Food Science & Nutrition



Topic Areas



U.S. DEPARTMENT OF
ENERGY

Office of
Science

- Energy Production
- Energy Use
- Fundamental Energy Sciences
- Environmental Management
- Defense Nuclear Nonproliferation



Topic Areas



- BioScience
- Medical research
- New Materials
- Aging
- Disease
- Health products



Topic Areas

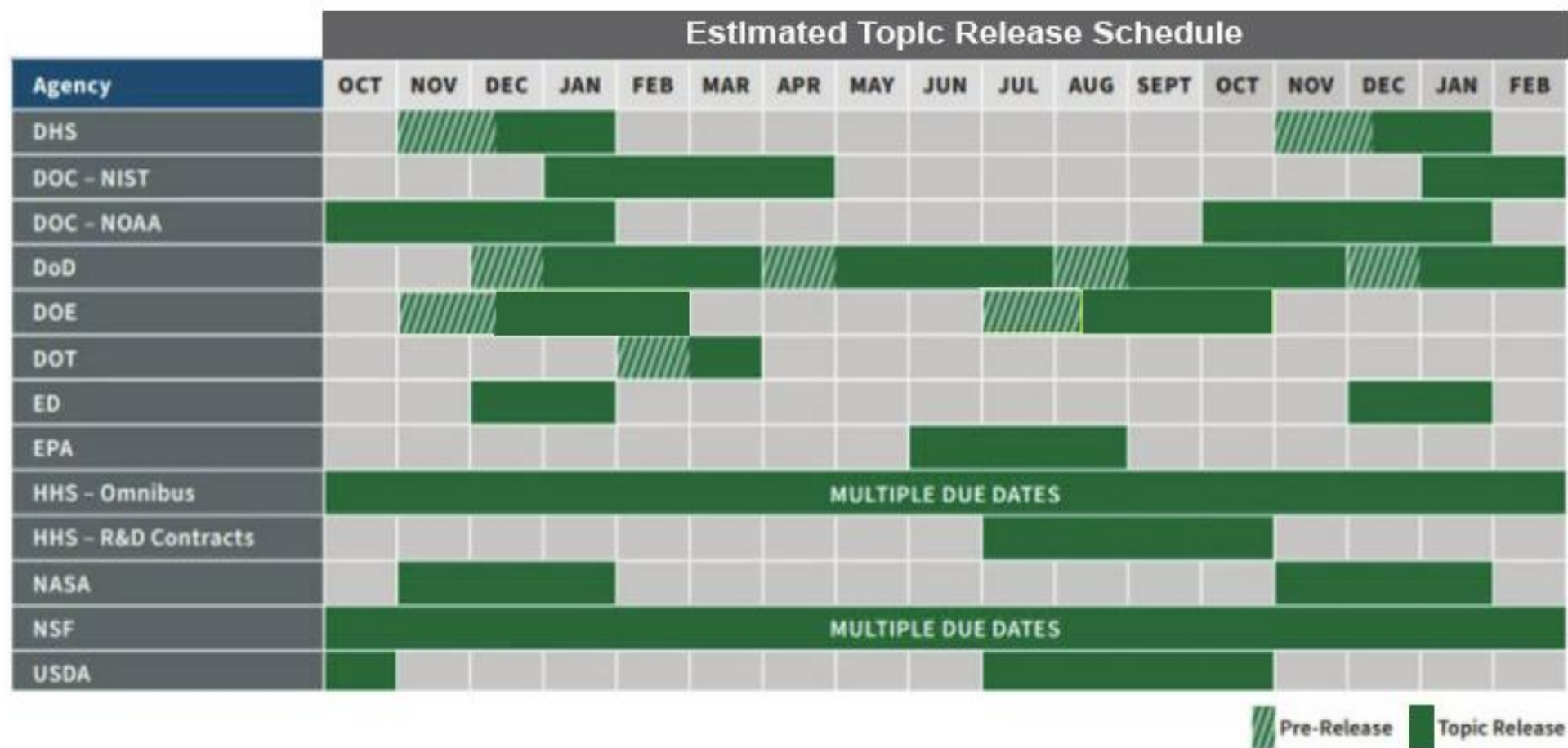


- Unmanned vehicles
- Safety
- New Materials
- AI
- Space Platforms
- Electronics
- Cyber security
- Ground / Sea /Air
- Sensors



Planner

Participating Agencies post SBIR/STTR funding opportunities on a regular periodic basis throughout the year. Some agencies have multiple solicitations throughout the year, while others may only have one solicitation release each year. Once you identify a relevant agency to target, learn more about that specific agency's process.





Is SBIR/STTR for You?

Award Rates

SBIR Phase I - 16%

SBIR Phase II - 54%

STTR Phase I - 19%

STTR Phase II - 47%





1. Your product

Is it innovative?

Have you found an agency match?

Does your innovation have commercialization potential?



1. Your Team

Do you have a deep knowledge of a particular technology?

Can you achieve the proposed milestones with your team?



1. Your Company

Are you prepared to run a business?

Can you identify additional funding opportunities?

Will you be ready to bring a product to market?





How to Apply

1. Create a business entity
2. Find an agency match
3. Register on federal databases



1. Create a business entity

- Determine your company structure
- Pick a name – May be harder than it sounds
- Determine your business address
- Buy your domain name
- **Register with the Secretary of State**
- **Obtain a company EIN – allow up to 3 weeks**
- **Open a Bank Account**



2. Find something to apply for

- SBIR/STTR Funding Topics
<https://www.sbir.gov/sbirsearch/topic/current>
- SBIR/STTR Open Solicitations <https://www.sbir.gov/solicitations>
- Grants.gov <https://www.grants.gov/web/grants/search-grants.html>
- SAM.gov
www.sam.gov



3. Register

- System for Award Management (SAM)
www.sam.gov
- SBA SBIR Registry <https://www.sbir.gov>
- Agency Specific Registrations
- Grants.gov – www.grants.gov



Successful Applications

- ✓ Appropriate Agency Match
- ✓ A strong team
- ✓ Understanding commercialization





What Resources are Available?

General Resources

- SBIR Get Started <https://www.sbir.gov/applicants>
- WA Secretary of State <https://www.sos.wa.gov/>
- IRS (EIN) <http://www.irs.gov/>
- APEX Accelerator's Innovation Station - <https://www.innovationstation-ptac.org/>
- Associate Economic Development Organizations <https://www.innovationstation-ptac.org/resourcelibrary>
- Federal Laboratories <https://federallabs.org/>



Individual No-cost Advising

- SCORE.org – Starting a business <https://www.score.org/>
- WA APEX Accelerator – Government contracting, Phase 1 applicant assistance <https://washingtonapex.org/>
- NW Tech Bridge – Navy Topics <https://nwtechbridge.org/>
- SBDC – Business development, market research <https://wsbdc.org/>
- Life Science Washington – Life Science related topics, Phase 1 or 2 <https://www.lswinstitute.org/>



Event Calendars

- SBA Events

<https://www.sba.gov/events>

- APEX Accelerator [Calendar](#)

- SBDC Events and Trainings

<https://wsbdc.ecenterdirect.com/events>

- Life Science Washington

<https://lifesciencewa.org/events/>



Conclusions

For Individual Follow Up

Kate Hoy, khoy@thurstonedc.com

Rich Giersch, rich@lswinstitute.org

For General Questions

arcwa@lswinstitute.org

