

# 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!

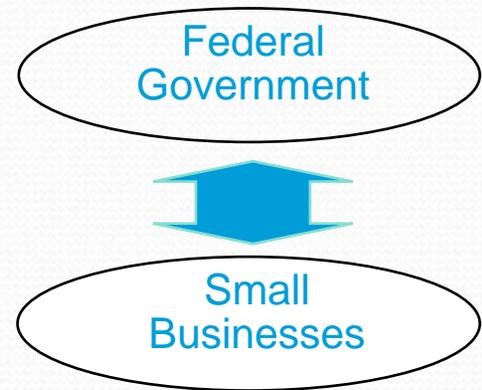
- **SBIR Small Business  
Innovation Research Grants**
- **STTR Small Business  
Technology Transfer Program**

# ***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!**