

Through NJSBDC's partnership with the NJ Commission on Science and Technology, Randy Harmon distributes an SBIR/STTR Update E-newsletter inserted below to update the entrepreneur community on current proposal submission and training opportunities. It also includes other information that companies interested in SBIR are likely to be interested in.

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

SBIR/STTR APRIL 2008 UPDATE

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. The spring season brings numerous proposal submission, training and networking opportunities for entrepreneurs.

2008 SBIR/STTR Spring Training Begins

At its March 28th meeting, the NJ Commission on Science and Technology (NJCST) authorized a new SBIR/STTR training contract with the NJ Small Business Development Centers of Rutgers Business School for 2008. The spring season will consist of two half-day seminars:

SECRETS OF WINNING SBIR/STTR PROPOSALS

Tuesday, May 13, 2008, The NJEDA Waterfront Technology Center, Camden

Thursday, June 5, The Picatinny Innovation Center, Dover

The contract includes additional funding for **cost shared proposal preparation assistance services**. Proposal assistance will consist of written critiques of draft proposals and help in strengthening them. Up to 12 hours of assistance will be available at a rate of \$20 per hour, with NJCST and NJSBDC covering the rest of the cost. Coaching and guidance in drafting proposals continues to be available at no cost.

Environmental Protection Agency (EPA)

The EPA issued its 2008 SBIR solicitation on March 20. Proposals are due on May 21. See link below.

Department of Transportation (DoT)

The DoT is scheduled to release its 2008 SBIR solicitation on April 15. Proposals are due on June 1. See link below.

Department of Defense (DoD)

The second of three scheduled DoD SBIR solicitations is scheduled to be released on April 21 with proposals due June 18. For the first few weeks following the 4/21, the solicitation will be in "pre-release." During this period, entrepreneurs can contact the designated technical point of contact (TPOC) for each topic and ask questions. These conversations can prove very useful in assessing the fit between a topic and the company's technology and core technical competencies.

Each topic abstract in the solicitation is typically 1-2 pages in length. Prior to a topic being selected for inclusion in a solicitation, there has often been a significant number of E-mail messages, memos and papers exchanged about the origins of the problem that led to the topic and efforts that have been undertaken to address it. By speaking with the TPOC, you can often tap in to some of this information. However, be forewarned that some TPOCs are much more helpful than others. This opportunity end will end approximately one month prior to the June 18

proposal submission deadline. Be aware that proposals must be received by 6 a.m. Eastern Standard time. See link below.

May Entrepreneur Events

NJTC Bootcamp

NJ Technology Council

Wednesday, May 21

New Jersey Hospital Association, Princeton

Provides a good introduction to building a science or technology-based business. Includes a new CEO Executive Sales Workshop.

<http://njtc.org/events/bootcamp08/home.html>

Entrepreneurs Expo & Elevator Pitch Olympics

Venture Association of NJ

Tuesday, May 29

**New Location: Marriott Hanover, Whippany

A good opportunity to exhibit and pitch your business to the regional venture community.

www.vanj.com

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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I. SOLICITATION SCHEDULE

The following agencies have open solicitations:

Environmental Protection Agency 2008 SBIR

Proposals due 5/21. <http://es.epa.gov/ncer/sbir/>

National Science Foundation 2009 SBIR

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

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 Transportation 2008 SBIR

Scheduled to be released 4/15. Proposals due 6/1.

<http://www.volpe.dot.gov/sbir/index.html>

Department of Defense SBIR 2008.2

Scheduled to be released 3/21. Proposals due 6/18, **6:00 a.m. Eastern Standard Time.**

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

II. TRAINING SCHEDULE

SMALL BUSINESS INNOVATION RESEARCH PROGRAM SPRING 2008 TRAINING PROGRAMS

SPONSORED BY:

THE NJ COMMISSION ON SCIENCE & TECHNOLOGY

COSPONSORS:

-THE NEW JERSEY SMALL BUSINESS DEVELOPMENT CENTERS-

-AMPER, POLITZINER & MATTIA, P.A.-

-LOWENSTEIN SANDLER PC-

HALF-DAY SEMINARS: SECRETS OF WINNING SBIR/STTR PROPOSALS

Tuesday, May 13, The NJEDA Waterfront Technology Center, Camden

Thursday, June 5, The Picatinny Innovation Center, Dover

These two morning seminars 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 programs will be delivered by Randy Harmon and Roger S. Cohen. Topics include:

Overview of the SBIR & STTR Programs
Solicitation and Topic Search
Proposal Format and Structure
Defining the Feasibility Study
Crafting the Abstract

Proposal Evaluation
Introduction to Cost Proposals
U.S. Army SBIR/STTR Programs &
Collaborative Opportunities
SBIR/STTR Legal issues

**For more information and online registration visit
www.NJSBDC.com/SciTech beginning April 22nd**

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. STATE FUNDING OPPORTUNITIES

New Jersey Technology Fellowships

The Commission on Science and Technology pays the salary for recent doctoral graduates of New Jersey universities to work in small New Jersey technology companies, providing companies with new talent and expertise. The program provides doctoral graduates with valuable entrepreneur experience and helps create more high quality, high-tech jobs in New Jersey.

Application due: 5/7, 3p.m., awards announced in June
<http://www.nj.gov/scitech/university/fellowship/index.html>

Incubator Seed Fund

The Incubator Seed Fund will provide, on a competitive basis, funds to assist emerging businesses in achieving a critical milestone in their commercialization path. The direct financial support from the Commission will compliment the mentoring and business support provided by incubator managers as they assist these emerging companies in commercializing their technologies

Application due: 5/7, 3p.m., awards announced in June
<http://www.nj.gov/scitech/techinc/seedfund/>

IV. FINANCING, NETWORKING AND RELATED EVENTS AND INFORMATION

ENTREPRENEUR NETWORKING MEETINGS:

NJ Entrepreneurial Network

Wednesday, May 7, 12-2 p.m., Princeton Marriott Conference Center, www.njen.com

NJ Entrepreneurs Forum

Accounting for Success

Thursday, May 8, 4-6 p.m., NJEDA Commercialization Center, North Brunswick, www.njef.com

Venture Association of NJ

Building the Next Great Start-Up
Roger Krakoff, Sigma Partners

Tuesday April 22, 2008, **New Location: Marriott Hanover, Whippany, www.vanj.com