



WEBINAR SERIES

SBIR/STTR BASICS

February 22, 2022

Join Cenfluence as a Cluster Member to attend webinars and gain full access to materials

<https://cenfluence.com/join/>



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UPCOMING EVENTS FOR CENFLUENCE MEMBERS

Webinar Series 2022:

- **March 22:** Understanding International Business Opportunities
- **April 26:** Leveraging The Corridor's Matching Grants Research Program
- 4th Tuesday of every month – Topics TBD

Cluster-Focused Working Groups 2022:

-  Pilot Projects - What Utilities Look For and How They Engage With Small Business
-  Navigating Research + Development Opportunities
-  Connecting with Local Hospital and Health Systems
-  Regional Manufacturing Support for Life Sciences Companies
-  Regional Opportunities For Game Companies
-  Subcontracting Pathways

CENFLUENCE SBIR/STTR RESOURCES

- Monthly Newsletter
- Members Only Cluster Collisions Email
 - SBIR/STTR Topics
 - Regional + National Funding Opportunities
 - Trainings + Events
- Is SBIR/STTR a Source of Funding For My Company?
 - In the Resources section of Cenfluence website
- Cenfluence Team Members
- Corridor's Matching Grants Research Program

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Is the SBIR/STTR program a potential source of funding for my company?

This checklist was developed by the Florida High Tech Corridor and partners, with funding from the Small Business Administration's SBIR Catalyst prize. The checklist is a quick assessment tool for entrepreneur support organizations and research-driven companies in Florida to determine if the Small Business Innovative Research (SBIR) or Small Business Technology Transfer (STTR) grant program is a promising source of funding for the company. These are the basic requirements, and firms are encouraged to read the specific agency solicitation they are responding to for a full understanding of additional requirements and policies. [Online tutorials](#) and free online [training events](#) to assist in proposal preparation are provided by the SBA and partners at [SBIR.gov](#).

- My firm is a **for-profit** entity, or I have plans to form a for-profit entity in the near future.
- My firm meets Small Business Administration (SBA) ownership requirements.
 - 500 or fewer employees including affiliates and subsidiaries
 - At least 51% owned and operated by US citizens or permanent residents
 - Located in the United States
- My firm has R&D personnel, capabilities, equipment and access to facilities needed to credibly carry out at least 67% (SBIR) or 40% (STTR) of the Phase I scope of work or is able to secure access and hire if the funds are awarded.
 - Ability to negotiate subcontracts / consulting agreements if needed to execute the scope of work
- My firm has a relationship with an eligible Principal Investigator with research credibility in our area of development.

<https://cenfluence.com/resources-insights/>

WHAT IS SBIR/STTR?

- Federal Government Funding
- **SBIR:** Small Business Innovative Research
- **STTR:** Small Business Technology Transfer
- Largest source of early-stage startup funding for R&D in the US

\$3.7B+ / yr

5,000+ awards / yr

- SBIR/STTR grants & contracts are designed to **stimulate the commercialization of technological innovation** via small businesses, or companies with fewer than 500 employees.
- Clear mandate in the Small Business Act to support the participation of women, socially/economically disadvantaged individuals, and small businesses in underrepresented areas, typically rural states.

SBIR/STTR Program Phases



- 6-12 months
- **\$50K-\$275K**
- Proof of Concept

- 24 months
- **\$500K-\$1M+**
- R&D to Prototype

- Timing varies
- Non-SBIR (\$ varies)
- Commercialization

- May have multiple awards for different projects
- Must complete Phase I to apply for Phase II (except Phase II Fast Track Awards)
- Funding for Phase III comes from private investment or non-SBIR government contracts

BENEFITS OF SBIR/STTR



Non-Dilutive
Funds & High Win Rate
(10-20% for Phase I)



SBIR Data Rights
(20 yrs)



De-risks & Validates
Technology



Sole Source Contracts
in Phase III



Solves Problems &
Creates Jobs



High rate of success
for women & minority
owned companies

COMMON BARRIERS TO OVERCOME

Lean on FL's vibrant support resources. You are not alone!



Can take time to learn
the process & identify
alignment (not quick \$)



Specific multi-step
registrations &
application



Must have the right
team / partners in place



Plan ahead for
accounting, reporting
and commercialization



Need appropriate
facilities



Crystal clear on
objectives & tasks

Thank you

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