



WEBINAR SERIES

FEDERAL FUNDING DEEP DIVE

June 28, 2022



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CENFLUENCE TEAM INTROS



AMY BEARD, PhD

Cenfluence Program Director



803.447.7166



amy.beard@FloridaHighTech.com



JACK HENKEL

Senior Cluster Manager



407.760.0419



jack.henkel@FloridaHighTech.com

UPCOMING EVENTS FOR CENFLUENCE MEMBERS




Webinar Series 2022:

- **July 26:** Intellectual Property Strategy
- **August 23:** TBD
- 4th Tuesday of every month

Register here:

https://us02web.zoom.us/webinar/register/WN_YP59WjqisS--R7Kq37rHkg

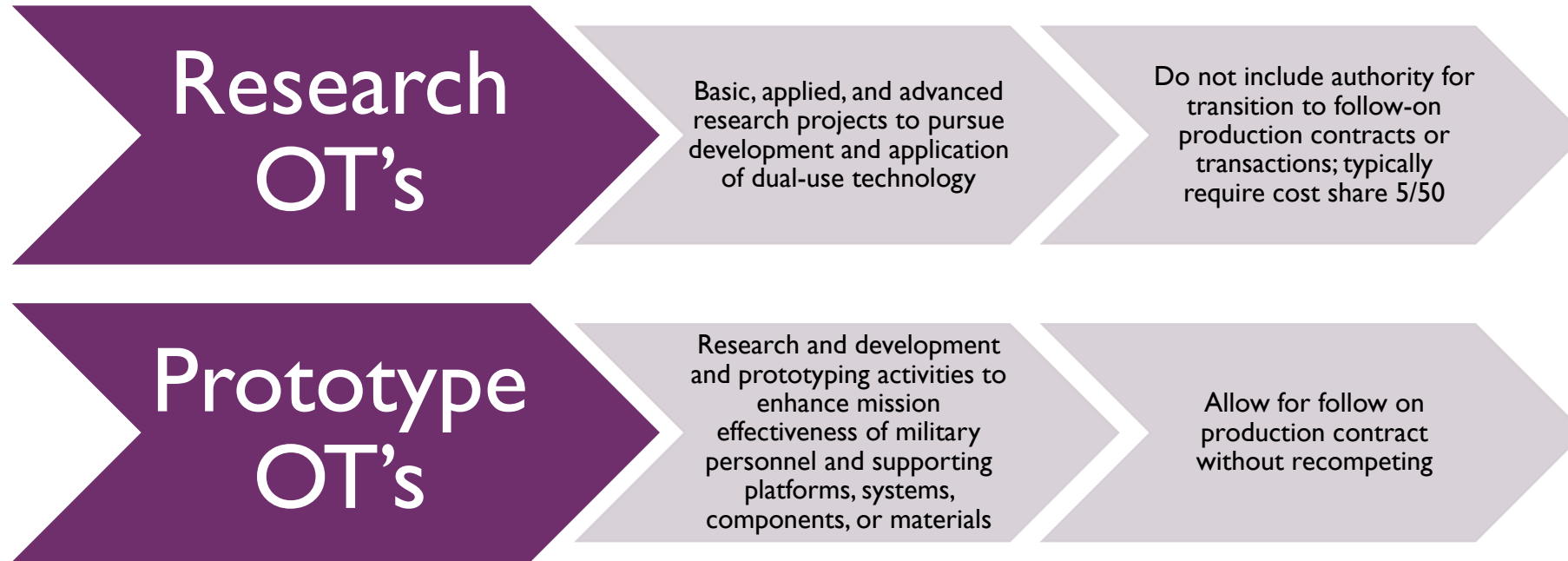
Cluster-Focused Working Groups 2022:

-  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 Opportunities For Game Companies
-  Subcontracting Pathways

AGENDA

- Other Transaction Agreements (OTA's)
- SBIR/STTR Brief Overview
- Understanding SBIR/STTR Topics
 - Contracts vs. Grants
 - What does this mean for you?
- Program Manager Communication
- Open SBIR/STTR Topics
- Resources
- Q&A

WHAT IS AN OTHER TRANSACTION AUTHORITY (OTA)?



- Not subject to traditional federal contracting or grants requirements
- Help government access new technologies from industry or academia quickly
- Administered through consortia

[https://www.dau.edu/pdfviewer/Source/Guidebooks/Other-Transactions-\(OT\)-Guide.pdf](https://www.dau.edu/pdfviewer/Source/Guidebooks/Other-Transactions-(OT)-Guide.pdf)

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

CONTRACTS VS. GRANTS



CONTRACTS

- Agency specific topics to address government needs
- DoD, DHS, DOC (NIST, NOAA), DOT, ED, EPA, NASA, NIH
- Must respond to highly focused topics
- Procurement focused
- Rules around communication with program managers
- Technical points of contact conduct internal review of proposals



GRANTS

- Broad open topics that allow for company defined responses/goals
- NIH, DoE, ED, NSF, USDA, HHS (NIH, FDA, CDC, ACL)
- Some agencies may have broad topic areas
- Assistance focused
- Open communications with agency staff
- External peer review

UNDERSTANDING SBIR/STTR TOPICS

- Keep an open mind
 - How can this topic relate to your research or capabilities?
 - Look at all agencies
- Understand deadlines & differences between agencies
 - i.e. NSF vs. DoD
- Strategies differ for Contract vs. Grant topics

OPEN SOLICITATIONS

AGENCY	AGENCY FULL NAME	SOLICITATION	PRE-RELEASE (IF APPLICABLE)	OPENS	CLOSES
DOD	Department of Defense	22.B and 22.2 BAA	Apr-2022	May-2022	Jun-2022
		22.C and 22.3 BAA	Aug-2022	Sep-2022	Oct-2022
		Air Force, Army, DARPA		Dec-2-2021	Dec-31-2022
EPA	Environmental Protection Agency	Phase I Solicitation		Jun-2022	Aug-2022
HHS	Department of Health and Human Services	NIH Standard Due Dates		Multiple Dates	Sept-05-2022
				Multiple Dates	Jan-05-2023
				Multiple Dates	April-05-2023
NASA	National Aeronautics and Space Administration	NASA Ignite		Summer-2022	Summer-2022
NSF	National Science Foundation	Submission Windows		Mar-04-2022	Jun-30-2022
				Jul-01-2022	Oct-26-2022



*These are dates for standard solicitations – there may be exceptions (i.e. a grant agency releasing individual contract topics)

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/>

UNIFYING AN UNSTOPPABLE REGION

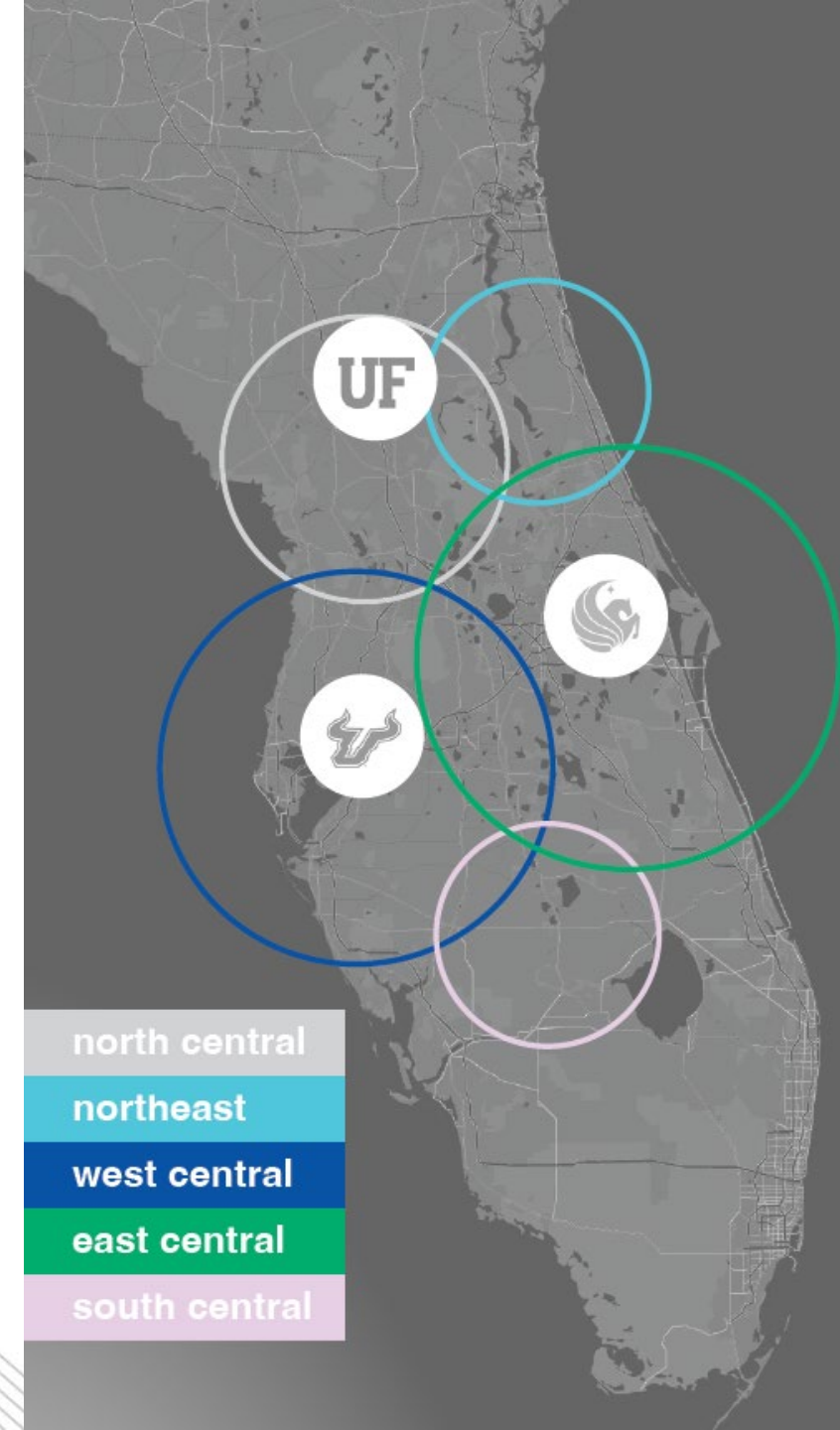
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A partnership of three world-class research universities created in 1996 to grow high tech industry and the workforce to support it in a 23-county region.

MATCHING GRANTS RESEARCH PROGRAM

120+ patents, **1650+** research projects,
500+ companies and **\$1B+** in downstream impacts

Cenfluence™





SBIR/STTR *Partnership Day*

Thu, Jun 30, 2022 8:30 AM - 5:00 PM

CENTRAL FLORIDA TECH GROVE
12809 Science Drive Orlando, FL, 32826

Join us on Thursday, June 30, 2022, for the 2nd Annual Central Florida Tech Grove* SBIR/STTR Partnership Day where we will be showcasing 14 leading innovation companies in the modeling, simulation, and training industry. All of them have developed solutions under Small Business Innovation Research and/or Small Business Technology Transfer awards from the defense organizations that support Tech Grove.

All of the companies will exhibit and demonstrate their products and give a brief presentation. They are seeking opportunities for collaboration, funding, sales, teaming and more. Come see their innovative solutions, learn about the companies, and meet the other government and industry attendees.

Scan our QR Code to register today



- 0815: Welcome & Overview
- 0830: Opening Remarks, Mr. Michael Merritt, Acquisition Director, NAWCTSD
- 0845: US Army SBIR/STTR innovations
- 0945: Bigs Seeking Smalls - Why SBIR/STTR Winners Are Such Desirable Partners
- 1015: Visit the Companies
- 1045: US Air Force SBIR/STTR innovations
- 1145: Insights from Phase III Companies: Strategies for Acquiring Phase III
- 1215: Lunch Break (Food trucks available in the parking lot)
- 1315: Visit the Companies
- 1345: US Navy SBIR/STTR Innovations
- 1445: Insights from the DOD: Securing Phase IIIs
- 1530: US Navy SBIR/STTR Innovation
- 1615: Closing Remarks

Thank you

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Cenflurence is generously funded
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