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*What 'grant' opportunities are out there? How much money is available?*

*What is the relationship to other categories of investment?*

**What's the catch?**

**SBIR/STTR 101**

**Small Business Innovation Research/Small Business Technology Transfer Grants**

Tuesday, March 16, 2010

9:00 am - 12:00 pm

Northwest Michigan Works! Service Center  
1209 S. Garfield Ave.  
Traverse City, MI 49686

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The National Science Foundation and Department of Defense will be releasing their latest solicitations this coming spring. During this introductory seminar, we will outline the basics of the SBIR/STTR program, eligibility issues, and detail some of the differences between the programs offered by the eleven participating federal agencies. We will also discuss how to look for specific funding opportunities.

Join us for an informative session!

### **What is covered?**

- Strategic Planning – First, Do Your Homework
- SBIR/STTR Program Details
- Identifying opportunities from the participating agencies
- Technological innovation and commercial merit – What this really means
- Strategies for targeting your proposal to meet the awarding Agency's mission and requirements
- How to do your intelligence work prior to writing the proposal

### **Who should attend?**

- Anyone planning on submitting an SBIR/STTR proposal in the next 12 months
- Individuals interested in learning enough about the program to determine if they are interested in pursuing future submissions
- Those that have not participated in the program in recent years and need to learn about changes and developments
- Individuals supporting SBIR/STTR applicants and companies including financial managers, business managers and other administrative personnel at SBIR/STTR applicant companies
- Individuals from academic institutions interested in working with SBIR/STTR applicants as subcontractors and supporting personnel

**Cost: \$50/person**

### **TO REGISTER:**

Electronic registration: [http://www.bioconsultants.com/registration\\_form.html](http://www.bioconsultants.com/registration_form.html)

By phone: Please call Kris on 734-930-9741

*More information about BBC and course descriptions available at [www.bioconsultants.com](http://www.bioconsultants.com)*

For more information about BBC's Grant Development Assistance services offered under our 21<sup>st</sup> Century Jobs Fund Consulting Services Program contact Lisa Kurek ([lisa@bioconsultants.com](mailto:lisa@bioconsultants.com)) at BBC.



*The MI-SBTDC program is partially funded by the U.S. Small Business Administration.*

*All MI-SBTDC programs or co-sponsored programs are extended to the public on a nondiscriminatory basis.*

*Reasonable accommodations for persons with disabilities will be made, if requested at least 2 weeks in advance. Contact Kris Bergman, 803 N. Main St., Ann Arbor, MI, 734-930-9741 to make arrangements.*