



PRODUCT R&D FUNDING FOR SMALL & START-UP BUSINESSES:

Q: Where do small & start-up businesses get \$\$ to develop innovative new products & services (including Alternative Energy Technologies)?

A: *The Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Programs*

THE SBIR & STTR PROGRAMS

The SBIR & STTR programs provide over \$2.5 billion annually to small businesses from 11 Federal agencies. SBIR & STTR focus on innovative new ideas (many technology based) that can be converted into new products and services. Some agencies, like the Dept of Defense and NASA, fund projects for their own internal use. Other agencies, like NIH, NSF and USDA, fund projects where the ultimate customer is someone else.

SBIR/STTR Proposal Preparation Workshop

Friday, June 12th, 9 am-3 pm

Northumberland County Career and Arts Center

2 East Arch Street

Shamokin, PA 17872

The purpose of this workshop is to introduce small and start-up businesses to the kinds of projects fundable under SBIR/STTR and the agencies that participate and their nuances. The workshop also will cover a comprehensive, four-step process for developing a competitive Phase 1 SBIR/STTR proposal.

No charge for the workshop, but pre-registration is required by June 9th
To register or for more information contact Fran at ffilarski@pahouse.net or 570-339-5252

Sponsored by:

Keystone Energy Technology Enterprise Center (KETEC)

Office of Senator John R. Gordner

Office of Representative Robert E. Belfanti, Jr.

Office of Representative Merle H. Phillips

Luzerne County Community College Northumberland Center

Brush Valley Chamber of Commerce

Ben Franklin Technology Partnership

SEDA-COG



SBIR/STTR PHASE I PROPOSAL PREPARATION WORKSHOP

**Northumberland County, Pennsylvania
June 12, 2009**

TENTATIVE AGENDA

8:30 - 9:00 am	Registration
9:00 - 9:15 am	Welcome, Introductions
9:15 - 10:30 am	Overview of SBIR/STTR Programs
10:30 - 10:45 am	Break
10:45 - 12:00 pm	Proposal Strategy
12:00 - 1:00 pm	Working Lunch
1:00 - 2:45 pm	Proposal Draft, Review & Debriefing
2:45 - 3:00 pm	Introduction to the Proposed Business Incubator

Presented by:

Jim Greenwood
Greenwood Consulting Group, Inc.
1150 Junonia, Sanibel Island, FL 33957
g-jgreenwood@att.net
www.g-jgreenwood.com