

Small Business Innovation Research (SBIR)

What is SBIR?

- Small Business Innovation Research (SBIR)
- SBIR is a *federal* program. Administered by the US Small Business Administration (SBA)
- 11 federal agencies participate in the SBIR program
 - Dept of Education (ED)
 - Dept of Agriculture (USDA)
 - Dept of Defense (DOD)
 - Dept of Energy (DOE)
 - Dept Health & Human Svcs (DHHS)
 - Dept of Homeland Security (DHS)
 - Dept of Transportation (DOT)
 - National Science Foundation (NSF)
 - Environmental Protection Agency (EPA)
 - National Aeronautics and Space Administration (NASA)
 - Dept of Commerce (DOC)
 - NIST
 - NOAA
- 3 Phase program
 - Phase I: Feasibility - 6 months, \$150,000
 - Phase II: Efficacy - 2 years, \$1M
 - Phase III: Commercialization - no funding
- Small business retains IP rights
- NOTE: Each federal agency handles SBIR differently. Read instructions carefully!
- See also: Small Business Technology Transfer (STTR) program

Purpose of SBIR:

- Promote technology transfer
- Reduce risk of the technology so that business is a candidate for investment or partnership

Is my technology appropriate for SBIR? Yes, if...

- there a high degree of technical risk;
- the technology highly innovative; and
- there a 'research' question.

How do I get started?

- Find a fit within a federal agency / sub-agency
- Identify a solicitation
- Talk to the Program Manager
- Kentucky Phase 0 (ksef.kstc.com – click picture)
- One-on-one support is available for KY companies

What else should I do?

- Build the team - identify and fill weaknesses
- Begin Required Registrations early
- Start early!!!

Where can I learn more?

- www.kysbir.com
- www.sbir.gov www.sba.gov
- kyinnovation.com
- ksbdc.org



Kentucky SBIR / STTR Matching Funds Program

What is program?

- Dollar for dollar match to federal SBIR or STTR awards... Phase I, Phase II, or FastTrack
- Funded by Kentucky Cabinet of Economic Development, Office of Entrepreneurship

Who is eligible?

- Federal SBIR or STTR awardee from any agency
- KY-based small business, or willing to relocate to KY

About Kentucky SBIR/STTR Matching Funds Program:

- Phase I match up to \$150,000
- Phase II match up to \$500,000 per year for 2 years
- Competitive Program

How can funds be used?

- Additional Technical Tasks
- Business Development
- IP Protection / Management
- Market research
- Scale up work
- Equipment

What else do I need to know?

- Maximum of 2 awards per fiscal year
- Maximum of 5 awards in company's lifetime
- >51% of payroll and property must be in Kentucky
- >51% of KY grant funds must be spent in Kentucky
- Company and IP must remain in Kentucky for 5 years post-award
- Quarterly reimbursement model
- Phase II, Yr 2 requires dollar-for-dollar private equity match from qualified investor
- KY match award can be used as match for federal Phase I / II at some federal agencies
- KY tasks must be *related* to but *independent* of the federal tasks
- KY proposal is different from federal proposal

Where can I learn more?

- www.kysbir.com
- <http://ksef.kstc.com/> - click picture
- <http://www.kysbirmatchfunds.com/>
 - Application Site
 - Link to Program Guidelines at top
 - Link to Searchable Database at bottom
- Kentucky Innovation Network
- KSTC Contacts: Ken Ronald, kronald@kstc.com
Eric Hartman, ehartman@kstc.com

