Introductions

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Presentation Goals

How to Apply for Funding

Local Resources

Next Steps



How To Apply

The Basics

- Create a business entity
- Identify an opportunity
- Register



1. Create a business entity

- A physical business address
- A tax ID
- To register with the Secretary of State
- A business bank Account



2. How to find an opportunity

Grants.gov SBIR/STTR Grantshttps://www.grants.gov/web/grants/search-grants.html

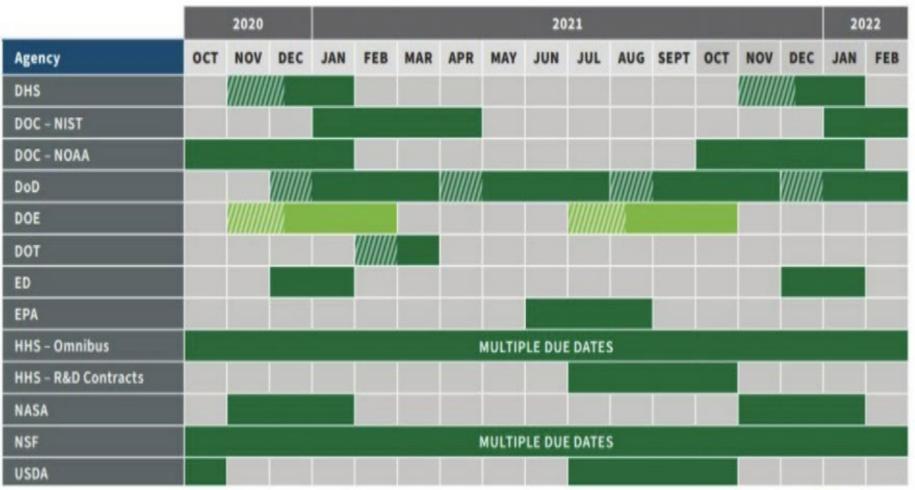
SAM.gov SBIR/STTR Contracts <u>www.sam.gov</u>

SBIR/STTR Open Solicitationshttps://www.sbir.gov/solicitations



Planner

Participating Agencies post SBIR/STTR funding opportunities on a regular periodic basis throughout the year. Some agencies have multiple solicitations throughout the year, while others may only have one solicitation release each year. Once you identify a relevant agency to target, learn more about that specific agency's process.





What to look for

How much the award is for How many months are allowed for Phase 1 What to include in the response Technical narrative How to submit resumes of team Commercialization plan Work plan Technical points of contact Links to templates (if available)

3. Registrations

- System for Award Management (SAM) <u>www.sam.gov</u>
- SBA SBIR Registry https://www.sbir.gov
- Grants.gov www.grants.gov
- Agency Specific Registrations



Small Business Administration



Department of Defense



Department of Defense



Department of Defense

























Successful Applications

✓ Appropriate Agency Match

✓ A strong team

✓ Understanding commercialization



Resources and Next Steps

General Resources

- SBIR Get Started https://www.sbir.gov/applicants
- IRS (EIN) http://www.irs.gov/
- WA Secretary of State https://www.sos.wa.gov/
- Innovation Station https://www.innovationstation-ptac.org/
- IMPACT WA (MEP) https://www.impactwashington.org/



Individual No-cost Advising

SCORE.org – Starting your business https://www.score.org/

WA PTAC/APEX – SAM registrations, general government contracting, Phase 1 applicant assistance https://washingtonptac.org

SBDC – Commercial market research, finances and budgeting, Phase 2 assistance https://wsbdc.org/

Life Science Washington – Bioscience workshops, all phases, start up assistance https://www.lswinstitute.org/

Upcoming Events

ARC WA Calendar

Life Science Washington Institute



Meet the Agency: August 9, 2023

Possible Applicant Roadmap

1. Attend an SBIR 101 Workshop

- Virtual live classes available on the ARC WA Calendar
- Determine if your company a fit for the program

2. Get to know the agencies (SBIR.gov)

- Identify best agency match
- Review SBIR Tutorials
- Review topic release schedules

3. Find assistance with submitting proposal

- Email Rich or Kate for specific questions
- Reach out to any of our state's no-cost assistance resources

For Individual Follow Up

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For General Questions

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