

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 Grants
<https://www.grants.gov/web/grants/search-grants.html>
- SAM.gov SBIR/STTR Contracts www.sam.gov
- SBIR/STTR Open Solicitations
<https://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.

	2020			2021												2022	
Agency	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	JAN	FEB
DHS																	
DOC – NIST																	
DOC – NOAA																	
DoD																	
DOE																	
DOT																	
ED																	
EPA																	
HHS – Omnibus	MULTIPLE DUE DATES																
HHS – R&D Contracts																	
NASA																	
NSF	MULTIPLE DUE DATES																
USDA																	

Pre-Release Topic Release

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) www.sam.gov
- 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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