

CIT | SBIR/STTR

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs

Federal Funding Assistance Program - Research, Development & Commercialization Funding Support for Virginia's Technology Community

SBIR/STTR ASSISTANCE PROGRAM <

- Virginia's Center for Innovative Technology (CIT) is the lead organization in Virginia for SBIR/STTR support. CIT's Federal Funding Assistance Program works to support Virginia's early stage technology firms in their efforts to learn about and apply for federal SBIR and STTR awards. Small Business Innovation Research (SBIR) grants and Small Business Technology Transfer (STTR) grants provide \$150K to \$1.5M to high risk, high payoff R&D that supports the missions of the 11 participating federal agencies. Virginia ranks 3rd in the US in awards with \$170+M in SBIR/STTR funding in 2019. CIT's Federal Funding Assistance Program works with over 442 start-ups, university researchers, and young technology firms each year to educate, mentor, train and support SBIR/STTR applications. Contact Robert Brooke at 703-689-3080 or Robert.Brooke@cit.org for more information.



VIRGINIA SBIR/STTR STATISTICS

- Consistently ranked 3rd in the country in SBIR/STTR Funding - \$195M~ per year.
- CIT trains 442+ companies and researchers annually in SBIR/STTR.
- 6-8 SBIR/STTR Workshops held each year in regions across Virginia.

> SBIR/STTR ASSISTANCE INCLUDES:

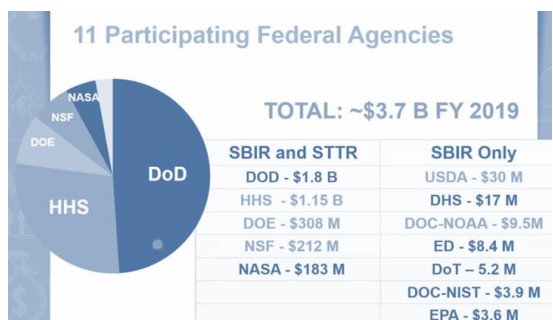
- SBIR/STTR Mentoring
- Low-Cost Training Webinars and live training across Virginia
- \$500 - \$3,500 "Phase 0" Awards to Support Phase I & Phase II
- Proposal Writing
- Expert Third Party Referrals
- Mentoring Network
- Monthly Federal Funding Newsletter
- Referrals to CIT's GAP Seed Fund



Robert Brooke

Director, Federal Funding Assistance Program
Center for Innovative Technology

- > **SBIR/STTR MENTORING** | CIT's Federal Funding Assistance Program helps you identify the appropriate SBIR/STTR fit, pathway, and "next steps" in your SBIR/STTR efforts. We'll typically suggest you take a 6-9 month look at SBIR/STTR in order to allow for enough time to engage in the appropriate training, speak with appropriate federal agency reps, and allow for time to write your proposals.





CIT's Federal Funding Assistance Program runs one of the most aggressive, low cost SBIR/STTR workshop schedules in the nation. More than a dozen workshops and webinars held each year across the Commonwealth on various subjects, presented by nationally respected SBIR/STTR consulting firms.

LOW COST SBIR/STTR TRAINING

CIT's Federal Funding Assistance Program runs one of the most aggressive, low cost SBIR/STTR workshop schedules in the nation. More than a dozen workshops and webinars held each year across the Commonwealth on various subjects, presented by nationally respected SBIR/STTR consulting firms.

TRAINING INCLUDES: >

- **Low Cost SBIR/STTR Workshops:** Agency specific and All Agency training sessions held across Virginia for in depth guidance on proposal preparation (when appropriate)
- **Webinar Training:** Free and Low cost. 20+ sessions posted for follow on viewing, including: SBIR/STTR Intro; SBIR Commercialization Planning; Compliance & QuickBooks for grant winners; NIH Virtual Classroom: NSF Virtual Classroom; DOD Web Series; NASA SBIR; Dept. of Energy SBIR; Tips from Investors; Tips from SBIR Winners; University Participation in SBIR/STTR, and more.
- **SBIR/STTR Training Calendar:** cit.org/events
- **Pre-recorded Webinars Available (FREE):** cit.org/sbir-webinar-archives

SBIR/STTR BASICS

11 Federal Agencies award 3.8 Billion in R&D grants/contracts annually to small tech based business.

Two Phase Program provides \$150-\$225k in 6-12 month phase I project (prove feasibility) and \$500k-\$1.5M in 2 year phase II project (testing, scaling, product development)

"America's Seed Fund" – SBIR/STTR is 25% of all seed funding available to tech firms in America

All SBIR/STTR awards provide a sole source contracting vehicle for federal contracting

Small Business maintains ownership of intellectual property

PHASE 0 GRANTS TO SUPPORT PHASE I & PHASE II PROPOSAL WRITING

- The Phase 0 Grant Award program provides small grants to approved applicants in order to assist in the hiring of outside SBIR/STTR proposal consultants. 1-2 month advance notice required. Virginia based HQ, with majority of employees in Virginia.
- Awards range from \$500 to \$3,500. Limited to applicants with no prior SBIR/STTR awards, those applying for their first Phase I or Phase II award or applying to an agency to which they have no prior awards. Application process required. Funding is available on a first come first served basis. Email sbir@cit.org for additional information and to request an application.

EXPERT REFERRALS

CIT's Federal Funding Assistance Program provides referrals to expert SBIR/STTR consultants, commercialization consultants, law firms with SBIR/STTR knowledge, accounting firms, manufacturing support resources, and other local and state entities that provide support to small businesses.

SBIR/STTR FUNDING NEWSLETTER

CIT's SBIR/STTR Funding Newsletter provides updates on future training, SBIR/STTR deadlines, and useful tips for prospective applicants. Join listserv by emailing robert.brooke@cit.org and request to be added to the newsletter listserv.

VIRGINIA INNOVATION FUNDING SUPPORT



- **CIT GAP Funds** | Place equity investments in Virginia-based technology, life science, and clean tech companies.
- **Virginia Founders Fund** | Serves underserved regions in Virginia, women owned, minority owned and veteran owned high growth potential tech based firms in Virginia.
- **Commonwealth Commercialization Fund** | Provides grants to university and private company researchers and innovators.
- **SBIR/STTR Support** | Provides guidance, training and valuable resources to enhance the competitiveness of your SBIR/STTR proposal strategy.