



SBIR Road Tour

SEEDING AMERICA'S FUTURE INNOVATIONS™

South Dakota SBIR Road Tour

May 23, 2019

University Center, 4801 N. Career Avenue, Sioux Falls

Through the **Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR)** programs eleven federal agencies make 6,000 grants and contracts annually, totaling nearly \$3B, to American Small Businesses to develop innovative products and processes.

The **SBIR Road Tour** will bring representatives from funding agencies to Sioux Falls to provide insight into their SBIR & STTR programs and to meet 1-on-1 with interested inventors, researchers, and tech-based companies. Federal Agencies attending include:

- National Institutes of Health (NIH, NCI, NIA, & NHLBI)
- Department of Agriculture (USDA & USDA-ARS)
- National Science Foundation (NSF)
- Department of Defense (Navy, NAVSEA, Air Force, Missile Defense, and DARPA)
- Department of Energy (DOE & DOE-EERE)
- National Aeronautics and Space Administration (NASA)
- Department of Homeland Security (DHS)
- Environmental Protection Agency (EPA)
- National Institute of Standards and Technology (NIST)
- United States Patent and Trademark Office (USPTO)
- Federal Laboratory Consortium (FLC)

To Register:

[Early-bird Registration](#) = \$25

* **Faculty and Students at SD universities select “SD EPSCoR” free registration.**

For Additional Information - www.sbirroadtour.com

AGENDA

2019 South Dakota SBIR Road Tour

- 7:30 – 8:00 a.m.** **Registration & Continental Breakfast**
- 8:00 – noon** **SBIR/STTR Federal Agency Presentations, Panel Sessions, and *One-on-One Meetings**
- 8:00 – 8:10 a.m.** **Host Introduction and Welcome**
- 8:10 – 8:45 a.m.** **America’s Seed Fund – SBIR/STTR Overview, U.S. Small Business Administration (SBA)**
- 8:45 – 9:00 a.m.** **Federal Laboratory Consortium (FLC)**
- 9:00 – 9:50 a.m.** **Reverse Pitches – 5 Minute Agency Elevator Pitch**
- 9:50 – 10:30 a.m.** **Flexible Funding Opportunities: The Granting Agencies**
Description: Panel discussion with Program Managers highlighting the unique aspects Guiding the SBIR granting agencies. Topics include agency interest points, investigator-initiated projects, proposal evaluation, agency contacts, and commercialization strategies.
- 10:30 – 10:45 a.m.** **U.S Patent and Trademark Office (USPTO)**
- 10:45 – 11:20 a.m.** **Surprising Opportunities with DoD and NASA**
Description: Panel discussion with Program Managers highlighting the varied nature of NASA and the Department of Defense (DoD) Agencies, which together account for almost half of the SBIR/STTR award dollars each year. Focus areas include topic selection, evaluation rigidity, proposal assistance, DoD/NASA as an investor and a customer, data rights, and transitioning to Phase III.
- 11:20 a.m. – Noon** **Inside the Head of an Evaluator: Common Mistakes**
Description: Panel discussion with Agency Program Managers on the most common and avoidable mistakes made by applicants, as well as candid insights for preparing more competitive proposals.
- *One-on-One sessions run concurrently with agency presentations and panels. Agenda subject to change*
- Noon – 12:30 p.m.** **Catered Lunch**
- 12:30 – 1:30 p.m.** **SBIR Success Story Panel**
- 1:30 – 3 p.m.** **Business Canvas exercise - Come with questions; leave with a plan.**