SBIR 2008 SUMMER WORKSHOP

• Funding through federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) grants
• Collaborative partnering for success
• Business incubators and regional resources

Greg Blyskal
Executive Director
Broad Hollow Bioscience Park
SBIR 2008 SUMMER WORKSHOP

- Event Sponsored by Suffolk County
- Special thanks – OSI Pharmaceuticals
ORGANIZED BY

- Stony Brook University Economic Development
- L.I. High Technology Incubator
- Suffolk County Economic Development & Workforce Housing
- Center for Biotechnology
- Broad Hollow Bioscience Park
- ITAC

Aug 2008
SBIR 2008 SUMMER WORKSHOP

9:15   SBIR / STTR Programs – Fundamentals and agency differences
9:45   Regional resources for high tech companies
10:15  SBIR-Funded company panel
11:00  Research institutes for potential collaborations & startups
11:10  Defense technology showcase initiative, DOD Phase II companies
11:20  Economic development resources for small businesses
11:40  Q&A and discussion
12:00  End of program
BROAD HOLLOW BIOSCIENCE PARK

- Short background
- Program information
- Future plans
• Initial program structure:
  – BHBP is a not-for-profit corporation created to support the development of bioscience companies
  – Farmingdale College / RF SUNY
  – Cold Spring Harbor Laboratory
BACKGROUND

• Farmingdale College’s dual benefit:
  – BioPark creates jobs in Bioscience
  – Bioscience program provides student interns for companies
BACKGROUND

- Cold Spring Harbor Laboratory – started 15 companies, one remains in New York State
- Obvious need for commercial bioscience space
• Building I
  - Opened Sept 2000 / June 2002
  - Houses anchor tenant OSI Pharmaceuticals
  - Originally housed two startup companies
• Building II
  – Opened July 2008
  – 45 units of 535 sq. ft.
  – IRX Therapeutics
  – Additional start-ups, early-stage companies seeking tenancy
PROGRAM INFORMATION

- Building II base rent of $23 square foot
- Research ready space
  - Lab benches, fume hoods
  - Glass washer, autoclave
  - Phone & data connectivity
  - Conference room and office support amenities
FUTURE PLANS

- Additional facilities
- Develop additional resources to support industry research activities
- Programs to support employee needs
- Connect available resources
SBIR / STTR GRANTS

• U.S. Small Business Administration (SBA) Office of Technology administers:
  – SBIR (Small Business Innovation Research)
  – STTR (Small Business Technology Transfer)
Purpose of two programs – to ensure the nation’s small, high-tech, innovative businesses are a significant part of the federal government’s R&D efforts.

Together SBIR and STTR award over $2 billion in grants.
SBIR’s Four Principle Objectives

• Stimulate technology innovation by small business, ≤ 500 employees
• Increase small business participation in meeting federal R&D needs
• Increase commercialization of technology development through federal R&D funding
• Enhance outreach efforts to ensure small businesses are aware of program and benefits
SBIR - Three Phase Process

• Phase I – Feasibility determination, contracts valued up to $100,000; lasting 6-9 months
• Phase II – Production of well-defined product or process, up to $750,000; lasting 2 years
• Phase III – Commercialization of the technology using private sector or federal agency funding (non-SBIR)
SBIR Program Participation

- Firm must be a U.S. for-profit small business; ≤ 500 employees
- Work must be performed in the U.S.
- Phase I - minimum of 67% of the effort performed by proposing firm
- Phase II – minimum of 50% of the effort by proposing firm
STTR Objective

• Funds *cooperative* R&D projects involving a small business and a *research institution*
• Create effective vehicle for moving ideas from the nation’s research institutions to the market
• Research institution is:
  – University
  – Federally funded R&D center
  – Non-profit research institution
STTR Program Participation

- Firm must be a U.S. for-profit small business; \( \leq 500 \) employees
- Work must be performed in the U.S.

Same as SBIR program
STTR Program Participation

• Must be associated with research institution
  – No size limit
    • U.S. college or university
    • Federally funded R&D center
    • Non-profit research institution
STTR Program Participation

- Phase I & II – business must perform $\geq 40\%$ of work, research institution $\geq 30\%$ of work
- Business must manage and control the STTR funding agreement
SBIR vs. STTR

- **SBIR**
  - U.S. for profit small business
  - Work performed in the U.S.

- **STTR**
  - U.S. for profit small business
  - Work performed in the U.S.
SBIR vs. STTR

- **SBIR**
  - Business
  - Phase I – firm at least 67% of effort
  - Phase II – firm 50% effort

- **STTR**
  - Business + R&D institution
  - Phase I & II – firm 40% of effort and research institution 30% of effort
  - Firm must manage funding agreement
  - PI may be employed at either firm or research institution

Aug 2008
## SBIR vs. STTR

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<th>SOLICITATION DATES</th>
<th>PROPOSALS ACCEPTED</th>
<th>PROPOSAL DEADLINE</th>
<th>CONTRACTS AWARDED</th>
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<td>Apr 15</td>
<td>May 15</td>
<td>Jun 15</td>
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<td><strong>STTR</strong></td>
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SBIR / STTR Awarded

- 15% of Phase I proposals
- 40% of Phase II proposals
- 21% of business are minority or women owned
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<th>Employees</th>
<th>Total Funds Awarded</th>
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<tr>
<td>1</td>
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<tr>
<td>2 - 9</td>
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<td>10 - 24</td>
<td>22%</td>
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<td>25 - 49</td>
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<td>50 - 99</td>
<td>18%</td>
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<td>100 - 249</td>
<td>13%</td>
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<td>250 - 499</td>
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SBIR / STTR

- Funding is allocated through the following departments:
  - DoD – 55%
  - NIH – 28%
  - NASA – 5%
  - DoE – 5%
  - NSF – 4%
  - Others – 3%

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SBIR / STTR

- DoD’s two programs for fiscal year 2008 was $1.272 billion
  - SBIR - $1.14 billion
  - STTR - $132 million
SBIR / STTR

- Sub departments within each group – such as the DoD:
- SBIR - 12 Participating Components -
SBIR / STTR

• DoD has six STTR Participating Components -
SBIR / STTR

• Website: sbir.gov