

# SBIR/STTR Phase I Grant Preparation Workshop

Sponsored by:



## Location:

**Room 321-B in the Partnership III Building – Central Florida Research Park  
3039 Technology Parkway, Orlando, FL 32826**

**February 3<sup>rd</sup>, 2012  
8am – 5pm**

Over \$2 billion in SBIR grants will be awarded to innovative small and startup technology companies this year. Come and learn how research faculty, students, and technology entrepreneurs can access these government dollars for technology commercialization by working closely with small technology firms that are seeking universities and their research faculty as SBIR partners.

In addition to an extensive overview on success strategies for writing winning SBIR Phase I proposals, the workshop will focus on the STTR program, which requires collaboration between universities and faculty that are interested in spinning their research into innovative technology startup companies.

Join Gail and Jim Greenwood, experts in SBIR/STTR proposal writing, as they provide an in-depth discussion of a simple, yet highly effective, four-step process for developing a competitive SBIR Phase I proposal.

## **Topics to be covered:**

- Requirements for faculty and students to participate in SBIR/STTR projects
- Comparison of STTR and SBIR: What are the roles of faculty and entrepreneurs in each grant type?
- Best practices in writing STTR/SBIR proposals—strategies that will increase your chances of **winning** both Phase I and Phase II awards
- Goals and objectives of each phase of the STTR/SBIR grant programs
- Conflict of interest issues faculty should consider in working with startup firms that license their research for product development purposes

Until February 1<sup>st</sup>, the cost of the workshop is \$25 for UCF faculty and client companies of the UCF Business Incubation Program and \$45 for all other entrepreneurs/researchers. To register visit, [http://www.venturelab.ucf.edu/workshops\\_SBIR.html](http://www.venturelab.ucf.edu/workshops_SBIR.html), and click on the registration link at the bottom of the page. After February 1<sup>st</sup>, payment will only be accepted at the event in the form of cash or check made out to the *UCF Research Foundation* with a cost of \$35 to UCF Faculty and Incubator clients and \$55 for all other entrepreneurs/researchers. The first 5 UCF students to register can attend for free, any additional students will pay the UCF faculty rates. Please contact Jack Henkel at **(407) 882-0663** or **Jack@ucf.edu** with any questions regarding the workshop. We look forward to seeing you there!