

Winning Grants: SBIR/STTR Proposal Writing

**Friday, March 4, 2005
7:30 a.m. to 5:00 p.m.**

**Mezzanine Level
Building 2
World Trade Center
121 SW Salmon
Portland, OR 97204**

Cost: Free*

RSVP required:

cclement@nwtechventures.com

In RSVP email please specify if vegetarian meal required.

Sponsoring Organizations:

Oregon's Lab2Market Initiative (L2M)
Portland Development Commission (PDC)
Oregon Economic & Community
Development Department (OECD)

*Attendees will be required to provide their contact information and must be willing to participate in a brief annual follow-up questionnaire over the next three years regarding their SBIR/STTR grants.

This program will educate you about what it takes to win Phase I research dollars through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. SBIR and STTR are excellent sources of early-stage funds for technology-based companies. Come learn about the \$2 billion available annually from the federal government to encourage small business innovations and network with other inventors from around Oregon.

Who will benefit:

Entrepreneurs who want to

- Participate in the Small Business Innovation Research and Small Business Technology Transfer programs.
- Applicants who want to increase their success in competing for the \$2 billion available annually to small businesses through SBIR/STTR.
- Researchers whose grant experience does not include SBIR/STTR.
- Grant writers who help others prepare proposals for these programs.

How you will benefit:

- Learn how to use SBIR/STTR as a tool to fund business growth.
- Learn about getting ready to write proposals.
- Get specific proposal-writing tips.
- Evaluate actual writing samples.
- Find out about the importance of commercialization to long-term success in these programs.
- Understand the value of communicating with funding agencies.
- Learn about the resources available to assist you.

About the speakers:

- Mark Henry is a principal of PBC, Inc., of Denver, Colorado. Randy Dipner is a consultant to PBC.
- Henry and Dipner specialize in making PBC's clients competitive participants in the SBIR and STTR programs.
- As an employee of SBIR recipients and as a national consultant, Henry has been involved in the preparation of more than 700 SBIR proposals.
- While Henry was with Bend Research, Inc., the firm received more than 170 Phase I and Phase II SBIR awards.

Organizing Committee

Oregon's Lab2Market Initiative
Portland Development Commission
Oregon Economic & Community
Development Department
Oregon Bioscience Association
Northwest Technology Ventures

Honorary Chair

Congressman David Wu

