The government’s Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs make over $3 billion in non-dilutive capital available to innovative small companies annually. The process is complex with a steep learning curve, but the impact of receiving $millions in non-dilutive funding is worth the effort.

We invite NH companies to join this full day training and learn SBIR/STTR program basics, participating agencies, which of the 11 participating agencies best fits your technology. Then we’ll dive into Department of Defense (DOD) SBIR/STTR specifics. Providing an overview of the various DOD components and how their programs differ and learn how to find the right solicitation for your technology, how to contact the Technical Points of Contact (TPOC) as well as how to influence future topics and tips for a successful proposal.

Register Here:  https://attendee.gotowebinar.com/register/5275971772108832270

Agenda

9:00 a.m.  
**ABC’s of SBIR/STTR**  
Covers SBIR/STTR program basics including program purpose; eligibility; and sources of funding. It is designed to provide enough information for attendees to determine if they would like to seriously pursue proposal development and tools to help begin the process.

10:30 a.m.  
5-10-minute break

10:40 a.m.  
**DOD: Program Overview & Components**  
Get an overview of the various DOD components and how their programs differ and learn how to find the right solicitation for your technology, how to contact the Technical Points of Contact (TPOC) as well as how to influence future topics and tips for a successful proposal.

12:10 p.m.  
**Guest Speaker**

1:00 p.m.  
**DOD: Preparing a Budget & Electronic Submission**  
Developing a credible budget for your DoD proposal should not be overlooked. A proper budget can be an effective tool in driving the project from start to finish. Be sure not to leave money on the table. This session will walk through the development of a project budget. Items covered will include what costs need to be included, how to write a budget justification and more!

2:30 p.m.  
Final Q&A

Jerry Hollister, BBCetc Principal Consultant

Jerry Hollister is a BBetc Principal Consultant, joining the company in 2017 with 30 years of leadership experience in government, higher education, non-profit and for-profit enterprises. After earning an engineering degree from the University of Michigan, he served as commissioned Naval Officer in the Civil Engineer Corps and a warranted Contracting Officer for the Dept. of Defense. He was stationed at the Portsmouth Naval Shipyard for 3 years, and was married in Durham in 1995. Prior to joining BBetc, Jerry was Chief Operating Officer for Michigan-based Niowave, a developer of superconducting electron accelerators, where he worked to build the successful start-up company from 2008-17. Jerry was instrumental in Niowave receiving over 45 SBIR awards. Niowave was named the 2010 SBIR/STTR Small Business of the Year by the Dept. of Energy and, in 2016, was honored with the S.B.A.’s Tibbetts Award, which recognizes the best in SBIR achievement. Before joining Niowave, Jerry served in a number of non-profit and educational roles following his honorable discharge from the Navy. Jerry@BBCetc.com

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Visit the FOSTER Website for more information  
https://innovation.unh.edu/foster

About BBetc

BBetc is nationally recognized for its success in helping emerging companies win SBIR/STTR funding and use it strategically to propel growth. BBetc’s Michigan clients have been awarded over $303 million in funding since 2002.  
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