

UNH News Release: 'New Hampshire Inspires Innovation' Hosts Workshop for Science & Tech Companies to Learn About Federal Funding



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February 28, 2013

'New Hampshire Inspires Innovation' Hosts Workshop for Science & Tech Companies to Learn About Federal Funding

DURHAM, N.H. – New Hampshire Inspires Innovation will offer a one-day Small Business Innovation Research National Science Foundation Proposal Workshop for early-stage science and technology companies that want more information about the federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

The workshop will be held March 20, 2013, at the University of New Hampshire Peter T. Paul College of Business and Economics. Details and registration are online at: www.nhsbdc.org/nh-inspires-innovation.

New Hampshire Inspires Innovation is designed to bring SBIR grant information and advice to New Hampshire companies and increase opportunities for growth of federal- and state-funded research partnerships. Through the SBIR/STTR programs, 11 federal agencies make available more than \$2 billion annually in high-risk, nondilutive capital to fund research and development at innovative small companies.

“Submitting an SBIR or STTR proposal is a rigorous process,” said Marc Sedam, executive director, New Hampshire Innovation Research Center. “For those who are exploring the process and for those who have decided to submit a proposal for the National Science Foundation, the March 19 workshop will dive into actual proposal preparation.”

One-on-one assessment meetings with the speaker and a NH Small Business Development Center (SBDC) business advisor are available March 20 for those who have attended an SBIR workshop. The meetings allow companies to explore their eligibility or get feedback on a draft proposal from SBIR experts. For more information and to schedule an appointment: www.nhsbdc.org/nh-inspires-innovation.

“Meeting with these experts could be just the catalyst a company needs to hone its idea into a successful SBIR proposal,” stated Mary Collins, state director, NH SBDC. “We believe that the individualized technical assistance is vital to the process.”

Michael Kurek with BBC Entrepreneurial Training & Consulting will conduct the workshop. Kurek has held senior management positions in marketing, sales and business development for a number of life science companies. In his 30-year career, Kurek has demonstrated success on an international scale in defining new product opportunities, developing sales and marketing strategies, and recruiting and managing teams to deliver growth. BBC provides training sessions and one-on-one assistance to help clients progress toward the goal of commercialization of novel

products and technologies. BBC-assisted proposals have a success rate of two to three times the national average across several federal agencies.

New Hampshire Inspires Innovation is a collaboration between the New Hampshire Innovation Research Center, the New Hampshire Small Business Development Center and the University of New Hampshire designed to bring **SBIR grant information and advice** to New Hampshire companies, thereby increasing opportunities for growth of federal- and state-funded research partnerships.

The NH Innovation Research Center (NHIRC) was created in 1991 by the New Hampshire Legislature to support innovations through industry and university collaborations, thereby increasing the number of quality jobs in the state. Granite State Technology Innovation Grants support projects under development in the private sector. Projects vary from proof-of-concept to a substantial product or process design. Companies are required to provide matching dollars or services in an effort to improve leverage of NHIRC dollars. Since its inception, the NHIRC has helped create over 650 jobs throughout the state and its awardees have received over \$900M in follow-on capital. For more information, visit <http://www.nhirc.unh.edu/>.

The NH SBDC is an outreach program of the UNH Peter T. Paul College of Business and Economics, and a cooperative venture of the U.S. Small Business Administration, New Hampshire Department of Resources and Economic Development, University System of New Hampshire, and the private sector. A part of 64 SBDC programs nationwide, the NH SBDC was fully accredited in 2010 by the Association of Small Business Development Centers. The NH SBDC has advised businesses for 26 years, helping 8,000 businesses create and retain more than 4,500 jobs over the last decade.

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