

# SBIR/STTR Proposal Preparation Workshop Pre-Conference Event

In keeping with the theme of this year's GWIS conference of exploring all opportunities for Graduate Women In Science, we are offering a Pre-conference event introducing the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. These program are mandated by Congress and reserve 3.2% of federal research dollars for small businesses. Eleven federal agencies conduct calls for proposals each year and award over \$2.5 B to transform scientific discovery to the commercial sector. The programs fund startups and small businesses to undertake cutting-edge, high-quality scientific research and development. Whether you work for a small business now or are considering starting or joining a small science-based business, this is an opportunity you should explore. What a skill set to add to a resume!

**Where:** Holiday Inn, City Center Sioux Falls    **When:** Friday, June 16th, 2016 8:00am - 4:00pm

**Registration:** \$50 for GWIS Members and Non-Members



## Presenter Biography: Becky Aistrup, M.B.A., Managing Partner

Becky joined BBC Entrepreneurial Training & Consulting as a Principal Consultant in 2012 and became a Managing Partner and co-owner in October 2016. Becky is a well-known SBIR/STTR program expert, conducting SBIR/STTR-related workshops for BBCetc clients throughout the U.S. and regularly speaking at national conferences. Becky also consults one-on-one on proposal development with BBCetc clients, with special expertise in the DoD, NIH, NASA and DHS SBIR/STTR programs.

Prior to joining BBCetc, Becky was SBIR/STTR Program Director for the Minnesota Science and Technology Authority. Her professional background also includes over 30 years of experience working within the medical, biotech, advanced materials and electronics industries and as a consultant to technology companies helping them successfully win SBIR/STTR funding. Becky holds a Bachelor's degree in Chemistry from the University of Kansas, post-graduate work in Biochemistry and an MBA in Marketing Management from the University of Minnesota, and a Master's Certification in Interactive Marketing from the University of San Francisco.

## Agenda

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| 8:00am       | Registration and Continental Breakfast  |
| 8:30-12:00pm | Morning Session <ul style="list-style-type: none"><li>SBIR/STTR Overview and Selecting the Right Agency</li><li>SBIR/STTR for Start Ups: Building a Quality Team</li><li>Key Components of a Competitive SBIR/STTR Proposal</li></ul> |
| 12:00-1:00pm | Lunch <ul style="list-style-type: none"><li>Speaker - Sue Lancaster</li><li>Using SBIR to Build Start-up Companies and the Excitement of Commercializing Innovative Technology</li></ul>  |
| 12:00-1:15pm | Afternoon Session <ul style="list-style-type: none"><li>Agency Differences and Similarities</li><li>Commercialization Planning for SBIR-Stage Companies</li><li>Proposal Preparation Basics - NIH, NSF, and USDA</li></ul>            |

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