bbc
Entrepreneurial Training & Consulting

January 2024

SBA's America's Seed Fund Week Kicks Off January 23 - 25

The U.S. Small Business Administration has announced that America's Seed Fund Week 2024 will take place from January 23-25 and serve as the official kick-off for the 2024 Road Tour. This no cost, online event connects entrepreneurs across the nation who are working on advanced technologies and the organizations that support them to America's Seed Fund, the country's largest source of early-stage funding.

BBCetc's Jerry Hollister will participate in the January 24-25 program with three webinars:

- January 24 from 11:00 to 12:00 p.m. ET - "SBIR/STTR Foreign Ownership Requirements". Learn more and register
- January 25 from 11:00 am to 12:00 p.m. ET - "Getting Ready for an In-Person Road Tour: Innovator's Guide for Preparing for 1:1 Meetings with Federal SBIR/STTR Program Representatives"
- January 25 from 12:00 to 1:00 p.m. ET - "Meet the Road Tour Hosts: Great Lakes" - Noon ET.

Register for the Full Event

What to Expect:
Opportunities to connect directly with federal agency representatives
Programming to educate attendees on the $4 billion/year SBIR/STTR Program
Resources, tools, tactics, and ideas on how to start or further your SBIR/STTR innovation journey

How to Prepare:
Visit the Agency Resources page to access:
1-Pagers that list agency funding areas
Reverse Pitch Slide Decks with agency details, stats, and contacts
Reverse Pitch Videos where agency Program Managers pitch their programs to innovators

You've Submitted Your NIH SBIR/STTR Proposal. What Happens Now?

So you survived electronic submission and your proposal made it to NIH. You saw your beautifully compiled proposal in your NIH eRA Commons account. What happens now?

What NOW!?

First, your application will now pass to NIH's Center for Scientific Review where it will be assigned a unique identification number that looks like this: 1 R43 AI183723 02 A1 S1.

Each entry tells another snippet of information about your application. **Read More**

Enroll NOW for BBCetc's February Women-CAN Program

We Can Do It!

The **February 2024 cohort** of BBCetc's Women Catalyst Advantage Network
(Women-CAN) is forming now. BBCetc's SBIR/STTR coaching program, in collaboration with Capita3's expert leadership training, builds leadership skills and helps you transform your technology into a viable product or service and secure government funding.
Here are the qualifications:
- The company must be Women-owned
- >51% women owners
- The company can self-certify (i.e., SBA "WOSB" certification is NOT required)
- If you are still forming a company, you still may be eligible for Women-CAN. Preference will be given to companies already formed
- The company intends to submit to SBIR/STTR or already has an SBIR/STTR award.

LEARN MORE and APPLY

Solicitation Updates

IMPORTANT NSF UPDATE:
NSF has extended the submission window for BOTH its Phase I and Phase II SBIR/STTR Solicitations to **March 4, 2024**. Stay tuned for the 2024 submission windows.

DHS SBIR 24.1
Submission Deadline: January 18, 2024 View solicitation

ED/IES SBIR
The Department of Education and Institute of Education Sciences SBIR
FY2024 Phase IA and IB:
Closes January 18, 2024

DOD Solicitation 24.1/A
Opened January 3, 2024
Closes February 7, 2024
View solicitation

IMPORTANT DOE UPDATE:
DOE 2024 SBIR/STTR Phase I Release 2
The solicitation was supposed to be released on December 11, but has been delayed indefinitely. Interested applicants will be UNABLE to submit Letters of Intent until the solicitation is released. For suggestions on how to proceed, go here.

2024 NASA SBIR/STTR Phase I
The NASA submission period opened on January 9, 2024. NASA seeks technology ideas for space and on Earth to address NASA's wide-ranging goals. Proposals are due not later than 5:00 pm ET on March 11, 2024.
View SBIR Phase I solicitation

U.S. DOT SBIR FY 2024.1
The U.S. Department of Transportation FY 2024.1 SBIR pre-solicitation is now open until 5 pm ET on February 6, 2024. The solicitation is *tentatively* scheduled to open on February 8 and close on March 7, 2024.
View information and topics

View STTR Phase I Solicitation

DARPA Funding Opportunity
There is still time (January 15, 2024), to submit a white paper for the Small Business Track of the AIxCC Cyber Challenge. Up to seven small businesses will each receive $1 million in prize money following the Small Business Track Competition.
Apply here

Don't Miss These "Watch Outs" After the Award

Once the initial excitement of receiving your award fades, it's crucial to carefully read and understand the award notice or contract. While government grants may seem like free money, they come with certain obligations.

Begin by confirming the start and end dates of your funding agreement. Make sure...**Read On**

Totem Workshop Benefits DOD Contractors

BBCetc's trusted partner, Totem Technologies, cybersecurity experts in securing and monitoring U.S. Government and DoD IT systems, has an upcoming Q1 2024 DFARS/NIST/CMMC Workshop that may be of interest to some of our readers. During the workshop, they will coach small business contractors on compliance with the DoD's cybersecurity mandates. The CMMC rule has been released and is set to be a requirement in 2024. The Workshop runs from 15 January through 29 March, so time is short. Click here to learn about the workshop and register. Use the code "CMMC5" at checkout for a 5% discount.

BBCetc Training

SBIR/STTR: Foreign Ownership Requirements (Virtual)
January 24, 11:00 - 12:00 pm ET
If you are planning to submit an SBIR or STTR proposal, the 2022 SBIR/STTR Reauthorization now requires disclosure of foreign influence.

Each agency handles this disclosure requirement somewhat differently, and you must know the rules to stay compliant (some agencies won't review proposals lacking the required forms). Our expert will review the required, Agency-specific forms, what level of foreign involvement must be disclosed and how to submit the required disclosures. A Q&A period is included.

No cost to attend, but registration is required.

NIH SBIR/STTR: Intensive Proposal Preparation (Virtual)
January 30 - February 1, 11:00 am - 12:30 pm ET daily
If you are planning to submit an SBIR or STTR proposal to the National Institutes of Health (NIH) by the April 5 submission deadline, now is the time to begin the process. In this workshop, a BBCetc expert will provide important information about SBIR/STTR funding. In addition to up-to-date information on the SBIR/STTR programs, you will gain helpful information about necessary registrations, how to approach each section of the proposal, strategies for targeting your proposal to meet the reviewers' expectations, avoiding common pitfalls, and more.

No cost to attend, but registration is required. View daily topics.

About BBCetc

BBC Entrepreneurial Training & Consulting, LLC (BBCetc) works with technology-based entrepreneurs and companies across the U.S. on strategies to advance their R&D efforts to commercialization. The BBCetc team is nationally recognized for its success in helping clients secure federal funding through the SBIR and STTR programs. BBCetc services include research grant assistance, SBIR/STTR training and proposal development assistance, and grants and contract management.

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