# *SBIR/STTR Proposal Preparation Workshop*

**September 21 & 22, 2022**

(All times listed are Central Time Zone)

This workshop is a must if you are considering an NIH submission. This day and a half training will begin by reviewing the SBIR/STTR program basics including what they fund, which federal agencies participate, how the money can be used and the differences between the SBIR and STTR programs. The first session will conclude with an overview of NSF and NIH specifics, to help guide your project planning. Then will take a deep dive into NIH proposal preparation, with a detailed explanation of each section of your proposal.
Day two begins with developing the key components of a commercialization plan with emphasis on NIH requirements. The final session of the day will be a review of the other critical elements of your proposal; required registrations, policies & procedures and how to construct a strong budget.

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| **Wednesday, Sept. 21** | BioGenerator Program Overview |
| 9:00am - 9:30am | **SBIR/STTR Overview and NIH & NSF Program Essentials** |
| 9:30am - 11:00am | An overview of the SBIR/STTR program and review of NSF & NIH Program Essentials |
| | 10-15-minute break |
| 11:00am - 11:15am | **NIH Proposal Prep - Part 1** |
| 11:15am - 12:45pm | Detailed explanation of each component for a proposal with strategies and review criteria |
| | 30-minute lunch break |
| 12:45pm - 1:15pm | **NIH Proposal Prep - Part 2** |
| 1:15pm - 2:45pm | Continuation of NIH proposal prep, final Q&A |

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| **Thursday, Sept. 22** | **NIH SBIR/STTR Commercialization Plan** |
| 9:00am - 10:30am | 10-15-minute break |
| 10:30am - 10:45am | **Other Components for Success** |
| 10:45am - 12:15pm | Registrations, Budgets, Introduction to ASSIST, Policies & Procedures your company should have before JIT |

**About BBC Entrepreneurial Training & Consulting**

2020 Tibbetts award-winner BBCetc is nationally recognized for its success in helping emerging companies win SBIR/STTR funding and use it strategically to propel growth. BBCetc's Michigan clients have been awarded over $366 million in funding since 2002. www.bbcetc.com / 734.930.9741 / info@bbcetc.com / @BBC_etc

**About the Presenter: Shannon Bass**

Shannon is a Senior BBCetc Principal Consultant. She joined BBCetc in 2018 bringing with her 28 years of management experience in the biotechnology industry and as an independent SBIR/STTR consultant. Shannon's career began with an animal health start-up out of the University of Kentucky, which was later purchased by Neogen Corporation. She continued with Neogen for 17 years in the areas of quality control/ assurance, regulatory, pharmaceutical manufacturing and technical services. Later she became CEO of a biotech start-up which brought to market a veterinary research device and president of another medical device firm developing a product for treatment of late-stage lung cancer. A PI on multiple research grants, Shannon has assisted numerous start-ups in developing competitive NIH grant submissions, post-award management, commercialization, project management and building an effective team. She holds B.S degree in Agriculture from Murray State University in Kentucky.

**About the Presenter: Megan Varnum, Ph.D.**

Megan joined BBCetc as a Principal Consultant in 2019 with a wealth of experience in leading biological technologies on the path to commercialization. As CEO of FibrosIX Inc., a Michigan company developing compounds for the treatment or prevention of fibrosis-related disorders, Megan was involved in all aspects of planning and operation of the company. This included writing an SBIR grant proposal, which was awarded from the National Cancer Institute. Her prior experience includes serving as an Entrepreneur in Residence for Michigan State University's Spartan Innovations where she assisted MSU researchers in translating their technologies into startup businesses. While at MSU, she managed the launch of two startups and assisted in preparation of both NIH and NSF SBIR proposals. A former Research Associate of the Scripps Research Institute, Megan received a B.S degree from the University of Massachusetts Amherst and a PhD from Boston University.