




Environmental Protection Agency's 2016-2017 Small Business Innovation Research (SBIR) Solicitation

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Welcome to the EPA SBIR Webinar

- We have set aside time at the end of the webinar for questions. You can submit them to the Q&A box on left.
- To connect your audio, click on the  at the top and select the Using Microphone (Computer/Device) option.
- You can also connect your audio via your phone:
 - Conference Number: (866) 299-3188
 - Conference ID: 2025646462



Federal SBIR Program

- Set-aside program for small businesses to engage in federal R&D
- Promote commercialization
- SBIR Budget = % of Federal Extramural R&D Budget
- Approximately \$2.5 Billion
- Information at: www.sbir.gov

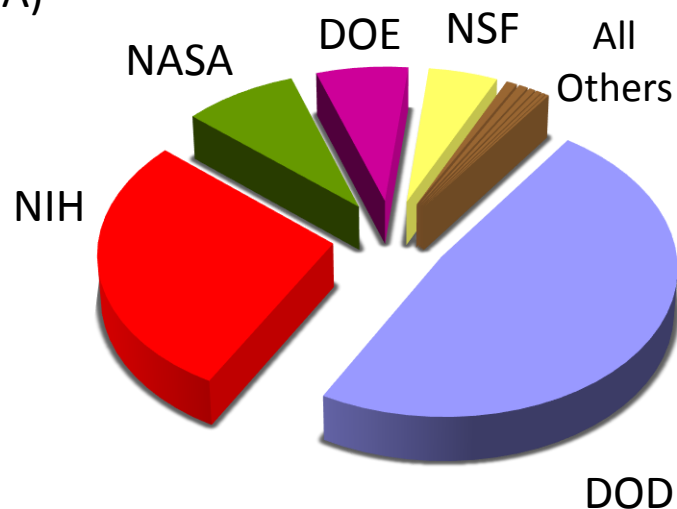




11 Federal Agencies have SBIR Programs

- Department of Defense (DOD)
- Department of Health & Human Services (HHS)
- National Aeronautics & Space Admin (NASA)
- Department of Energy (DOE)
- National Science Foundation (NSF)

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- Department of Homeland Security (DHS)
 - Department of Agriculture (USDA)
 - Department of Commerce (DOC)
 - Department of Transportation (DOT)
 - Department of Education (ED)
 - **Environmental Protection Agency (EPA)**



- EPA: Protect human health and the environment
- EPA SBIR: Support development and commercialization of innovative technologies to meet Agency's mission



- Award Budget for FY16 for Phase I and II = \$4.6 M
- Awards are contracts
 - Phase I: Proof of Concept
 - \$100,000
 - 6 months
 - Phase II: Develop & Commercialize Technology
 - \$300,000 (+Commercialization Option of \$100,000)
 - 2 years



- One of the “small” SBIR Programs
- Provide awardees with EPA technical liaison
- Offer commercialization technical assistance of \$5000 in both Phase I and Phase II
- Offer commercialization option of \$100,000
- Will help communicate successful projects
- We are helping save the planet





2016-17 EPA SBIR Phase I Solicitation

Anticipated Issuance Date – Late June/Early July
Closes ~45 days later



Information at: www.epa.gov/sbir

Apply at: FedConnect

- Air and Climate
 - Inexpensive Indoor Formaldehyde Sensor
 - Low-Cost Sensor for Fugitive Methane Emissions
- Manufacturing
 - Greener manufacturing of plastics
 - Greener Plastic Materials and Products
- Toxic Chemicals
 - Cleaner Manufacturing Processes for Dyes, Paints & Pigments
 - Technologies to Help Consumers Understand the Chemical Composition of Products
- Water
 - Non-Reverse Osmosis Desalination Units for Small Communities
 - Non-toxic Coating for Water Pipes that Prevent Biofilms, Corrosion, Scaling and Leaching of Lead
 - Simple Lead Test for Tap Water
- Water and Homeland Security
 - Water Pipes that Prevent Biofilms, Corrosion and Scaling
- Greener Buildings
 - Nontoxic Interior Construction Materials
 - Greener Exterior Construction Materials





Selecting a Research Topic

- It is the responsibility of the company to select the most appropriate topic
- The topic you select will determine which peer review panel reviews your proposal
- EPA budget is modest so program is very competitive
 - Proposals must be responsive to specific topics
- Program managers can provide general advice on your proposed technology



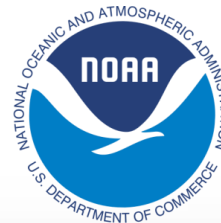
Anticipated EPA SBIR Schedule

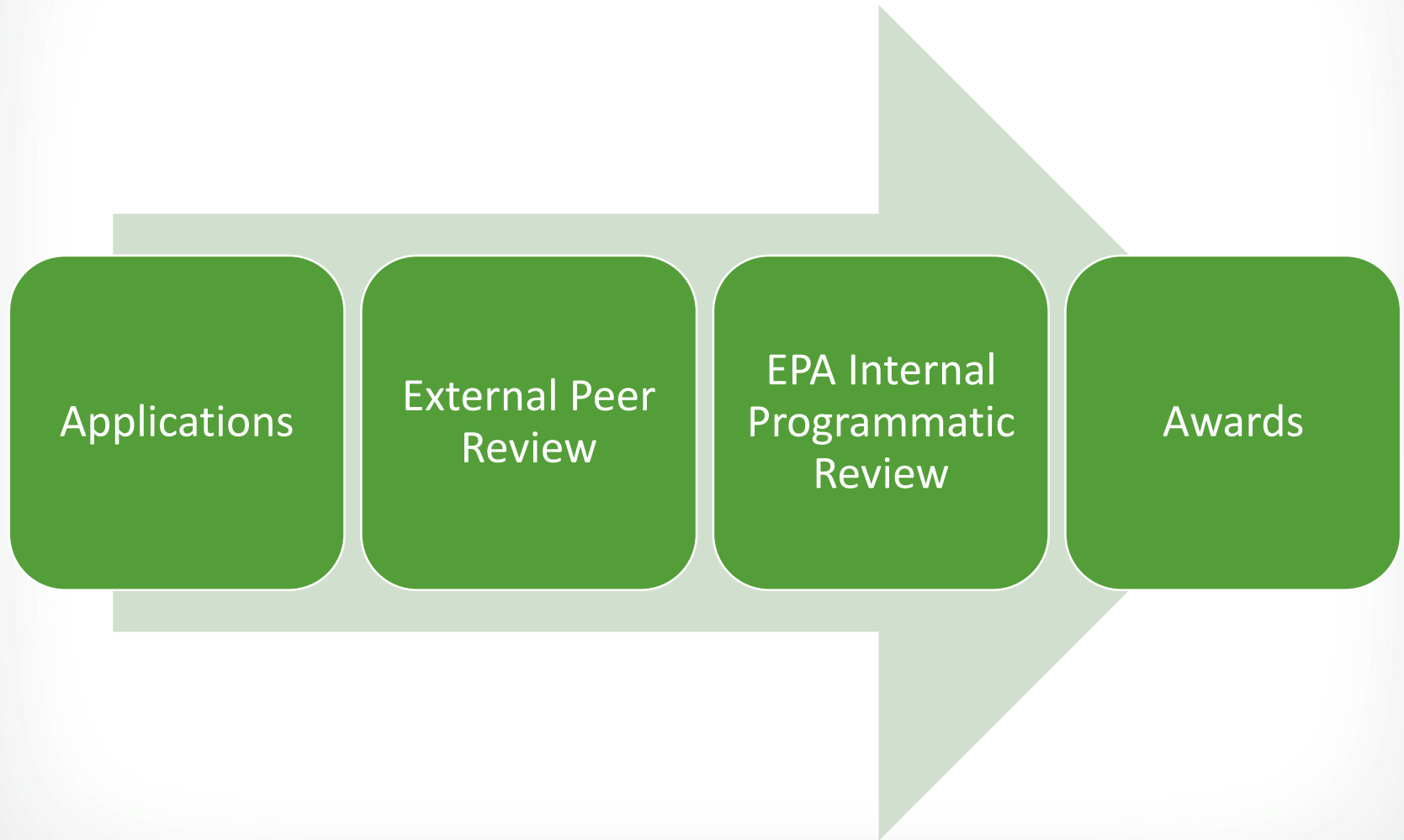
- August 2016 - Solicitation Closes
- Contracts Review, Peer Review, Programmatic Review
- April 2017 – Phase I contracts awarded
- October 2017 – Phase I contracts end
- October 2017 - Phase II solicitation opens
- November 2017 – Phase II proposals due



Other SBIR Agencies that Support Environmental Technologies

- National Science Foundation (NSF)
- National Institute of Environmental Health Sciences (NIEHS)
- Department of Energy (DOE)
- United States Department of Agriculture (USDA)
- National Oceanic and Atmospheric Administration (NOAA)





- Ratings
 - Excellent, Very Good, Good, Fair, Poor
- DRAFT Review Criteria
 - Commercialization Criteria:
 - Need for Technology
 - Management and Technical Capabilities
 - Disruptive Potential
 - Technical Criteria:
 - Technical Soundness
 - Demonstration/Performance
 - Life Cycle (environmental) Impacts





EPA Internal Programmatic Review

- Proposals rated “Excellent” and “Very Good” go forward to 2nd stage of review
- Evaluate Proposals on the following Criteria:
 - Relevance to Phase I Topics and Agency priorities
 - Advance Sustainability
(environmental, economic and societal benefits)
 - Wide use, broad application/impact



We're now electronic!

- All submissions electronic
- Using FedConnect
- Please start early to register your company with FedConnect
- Register at: www.fedconnect.net/FedConnect/





Required Registrations

- Dun and Bradstreet Universal Numbering System (DUNS) - All registrations require that applicants be issued a DUNS number. After obtaining a DUNS number, applicants can begin both SAM, and SBA Company registry. The same DUNS number must be used for all registrations, as well as on the proposal.
- SBA Company Registry – See solicitation for instructions on how to register and how to attach proof of registration to your proposal package. Applicants must have a DUNS number to complete this registration. SBA Company registration is **NOT** required before SAM.
- System for Award Management (SAM) (formerly CCR) – Applicants must complete and maintain an active registration, **which requires renewal at least annually**. The renewal process may require as much time as the initial registration. SAM registration includes the assignment of a Commercial and Government Entity (CAGE) Code for domestic organizations which have not already been assigned a CAGE Code.
- FedConnect– Electronic applications system for EPA SBIR. FedConnect is a web portal that connects agencies and vendors.



Tips from Contracts Office

- Register with SBA and include one-page proof with your proposal
- Check your budgets for errors
- Submit your proposal well before the deadline



Tips from Peer Review Division

- Offerors should be sure to select the correct Topic Number.
- Be sure to use the forms (Appendices) from the relevant solicitation.
- Look at the peer review criteria carefully to make sure you are addressing them.
- If you decide not to send in a proposal, let us know if you want to be a peer reviewer in a particular topic.



Tips from Program Office

- Read solicitation carefully
- Develop a quality proposal which
 - has a strong technical abstract
 - quantifies environmental benefits
 - demonstrates innovation, is a “game changer”
 - shows potential for commercialization
 - addresses cost, markets
 - shows progress towards establishing commercialization partners



Take Home Messages

- Make sure your technology fits the specified topic areas
- There are other SBIR opportunities with other Agencies
- Start your registrations early
- Please do not wait until the last minute--submit your proposal before the deadline
- Thank you for helping us save the planet



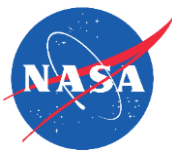
SBIR Sensors Research Microsite

The Federal government is a significant driver of sensor innovation: investing in low cost, portable, easy-to-use technologies to facilitate the collection of real time, reliable measurement information.

The new SBIR Sensors Research Microsite:

- is a central web location to promote collaboration across SBIR agencies in the area of sensor technology.
- makes it easier for sensor developers to locate relevant SBIR and/or STTR funding opportunities across federal agencies.

Participating agencies:



Visit the site: <https://www.sbir.gov/Sensor-technology-for-the-21st-century>



EPA SBIR Success Stories



- Developed MycoBond™ technology, a replacement for hydrocarbon-derived synthetics in packaging, insulation, and structural cores
- Utilizes fungal mycelium grown on agricultural waste
- Biodegradable/Compostable
- Named “Innovator of the Year” in the non-FDA regulated category of the 2011 Greener Package Awards.
- Featured on July 2011 cover of *Packaging World* and May 20, 2013 *New Yorker*





For More Information...

- EPA SBIR

- website: www.epa.gov/sbir
- factsheet: [www.epa.gov/sites/production/files/2016-05/documents/sbir fact sheet 2016.pdf](http://www.epa.gov/sites/production/files/2016-05/documents/sbir_fact_sheet_2016.pdf)
- SBA SBIR website: www.sbir.gov

- Contacts

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Please submit your questions using the Q&A box on the left. Questions are being compiled and we will address as many as time allows.

