



Environmental Protection Agency's Small Business Innovation Research (**SBIR**) Program

April Richards, Program Manager
Informational Webinar
June 17, 2020



Welcome to the EPA SBIR Webinar

- All participants microphones are muted, no need to unmute
- If you have any questions or concerns, please ask through the chat box (bottom left)
- Slides and Q&A will be sent out after the webinar and posted on our website



**Set-aside program
for small businesses
to engage in federal
R&D**



Promotes commercialization



SBIR Budget = 3.2 % of Federal
Extramural R&D Budget



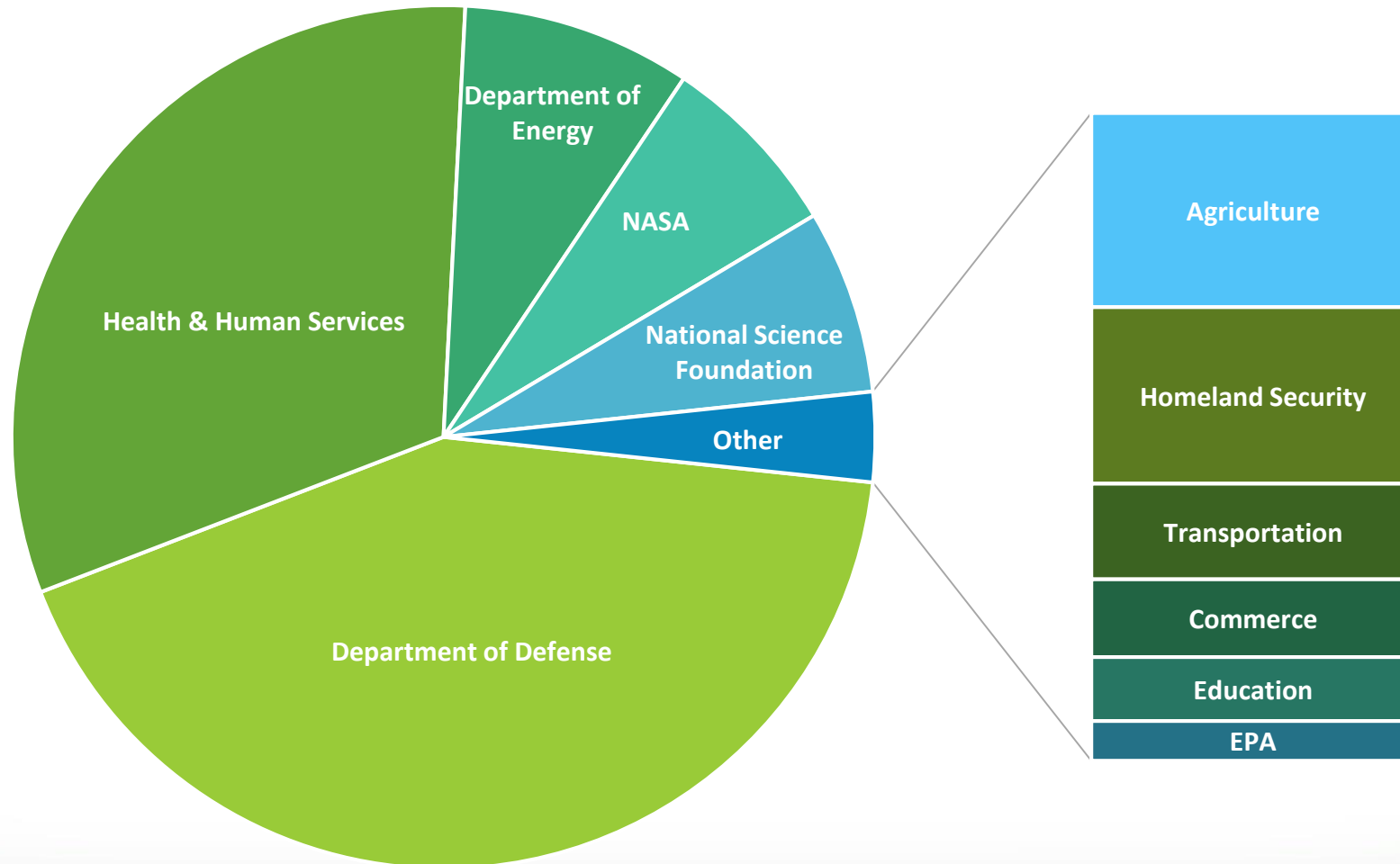
Approximately \$2.5 Billion



Information at: www.sbir.gov



11 Federal SBIR Programs





EPA-SBIR Mission

EPA:

Protect human health
and the environment

EPA SBIR:

Support development and
commercialization of innovative
technologies to meet Agency's
mission





EPA SBIR Budget & Awards

Award Budget for FY20  ~\$5.0 M

PHASE I:

Proof Of Concept

\$100,000

6 Months

*Projects
awarded as
contracts*

PHASE II:

*Develop & Commercialize
Technology*

\$400,000

2 Years

Commercialization Option  \$100,000

EPA'S SBIR Program



One of the small SBIR Programs



Provide awardees with EPA technical connection



Focus on commercialization



Communicate successful projects



Help to protect the planet



Solicitation Opens:
June 2020
(closes ~45 days later)



Information at: www.epa.gov/sbir

Apply at: FedConnect

Subscribe to SBIR listserv:

<https://www.epa.gov/sbir/sbir-listserv>



- Clean and Safe Water



- Air Quality



- Land Revitalization



- Homeland Security



- Sustainable Materials Management



- Safer Chemicals



Clean and Safe Water

- Monitoring technologies for water reuse
- Treatment technologies for water reuse



Water Reuse Action Plan:

<https://www.epa.gov/waterreuse/water-reuse-action-plan#:~:text=Water%20Reuse%20Action%20Plan,of%20our%20nation's%20water%20resources.>

Solicitation Topics

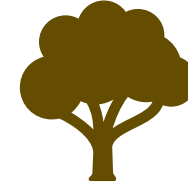
Air Quality



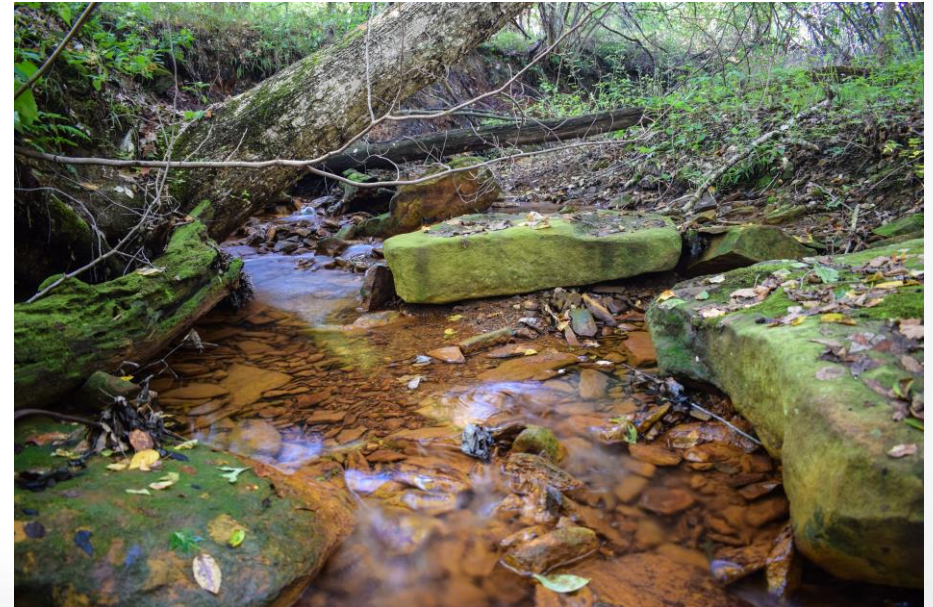
- Air monitoring technology for ethylene oxide (EtO)
- Air quality sensors for volatile organic compounds (VOCs) and odors
- Innovative technologies for radon mitigation in buildings



Land Revitalization



- Innovative technologies that destroy PFAS in soil, sediment, water and groundwater



Solicitation Topics

Homeland Security



- Long-term disinfectant coatings



Sustainable Materials Management



- Innovative technologies to prevent food waste
- Technologies that will improve the US recycling system
- New applications for industrial non-hazardous secondary materials and food processing byproducts
- Safe building deconstruction tools or safety equipment
- Innovative materials that improve energy efficiency and have reduced embodied impacts



Solicitation Topics

Safer Chemicals



- New Approach Methodologies (NAMs) to reduce, refine or replace animal testing
- Cleaner manufacturing of coloration techniques



Selecting A Research Topic

- It is the responsibility of the company to select the most appropriate topic
- EPA budget is modest so program is competitive
- Proposals must be responsive to specific topics
- Program manager can provide general advice on your proposed technology

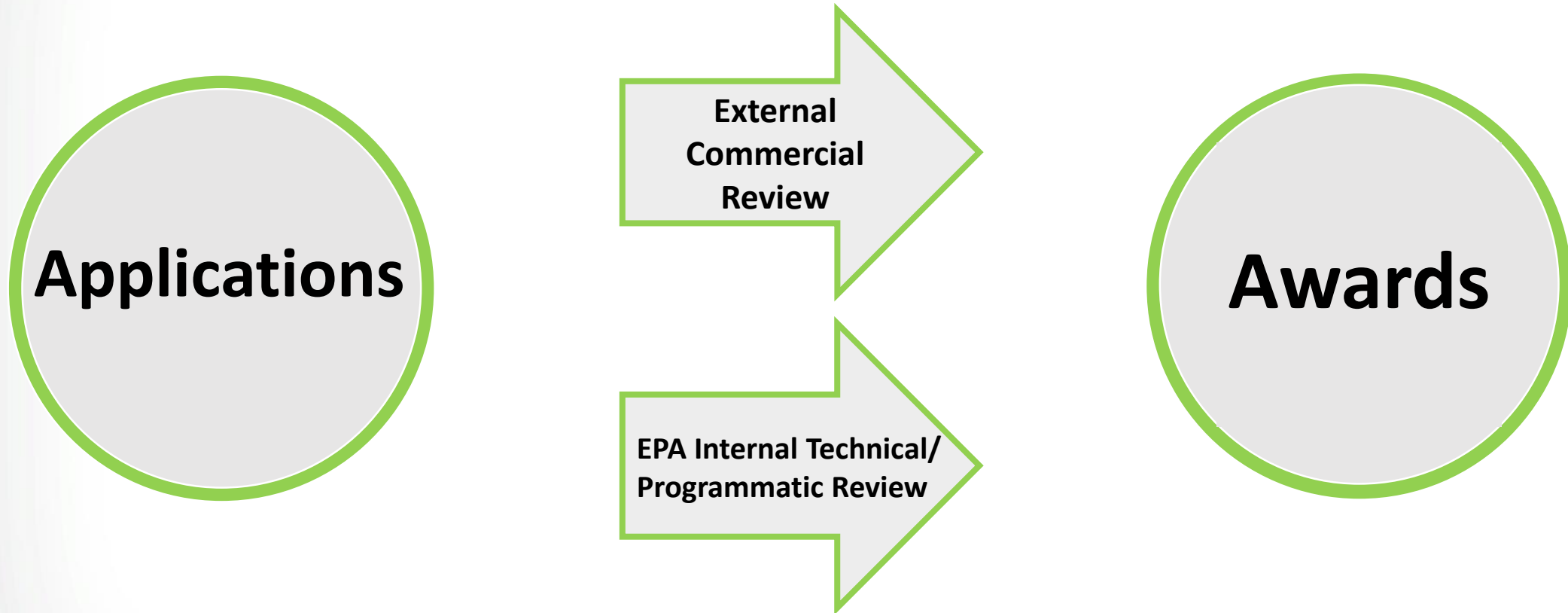




Anticipated Schedule

- Phase I:
 - Solicitation Opens: June 2020
 - Solicitation Closes: August 2020
 - Estimated start date: March 2021
- Phase II:
 - Solicitation opens: end of Phase I
 - Solicitation closes: 45 days later
 - Estimated award date: March 2022

Proposal Evaluation & Selection



Proposal Evaluation

Commercial Criteria

- Innovation/IP
- Market Opportunity
- Company/Team (Commercial)
- Commercialization Approach

Technical Criteria

- Technical Approach
- Company/Team (technical)
- Impact

Solicitation is official word....



Apply Via FedConnect

- Using FedConnect
- Please start early to register your company
- Register at: <https://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.



Environmental SBIR Funding



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)

Take Home Messages

- Make sure your technology fits the specified topic areas
- Read solicitation carefully
- Start your registrations early
- Develop a strong, readable proposal
- Address all review criteria
- Please do not wait until the last minute--submit your proposal before the deadline





EPA SBIR Success Stories





Microvi Biotech: Hayward, CA

Microvi



Developed innovative Provi™ process



Use microorganisms to remove phosphorus and ammonia from municipal wastewater and recover phosphorus



More energy efficient and less expensive

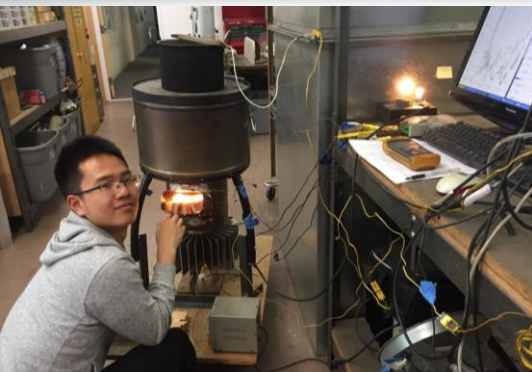


Third-party investment from international water utility companies

Awarded the 2020 Institute of Water Scottish Region Innovation Award



ASAT, Inc: Cottage Grove, OR



Developed the ASAT Integrated Stove, an affordable and clean-burning biomass stove for heating and cooking



Partnership with the Gates-funded Global Good organization-sending samples worldwide



ASAT has succeeded in international sales with products in over 30 countries

International success includes a tender from the Nigerian government for 25,000 Integrated Stoves and showrooms in China and Kenya



For More Information

SBIR Program Manager:

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Website: www.epa.gov/sbir

Listserv: <https://www.epa.gov/sbir/sbir-listserv>

Trifold: https://www.epa.gov/sites/production/files/2020-05/documents/sbir_trifold_updated_2020-508_v6_0.pdf

SBA SBIR website: www.SBIR.gov



QUESTIONS?

Please Submit in Chat box.
We will address as many as time allows.

(Presentation and Q&A will be sent out and posted online.)

