



Federal Funding Opportunities to help businesses develop new technologies



Buffalo State Small Business Development Center will be conducting a 3-hour workshop on the SBIR and STTR programs

Thursday June 20th, 2019 9am-noon

Burchfield Penney Art Center at SUNY Buffalo State- 1300 Elmwood, Buffalo, 14222

8:30am: Check- in and coffee

Cost: No Charge (Registration Required)

To register, email Dr. Susan McCartney at mccartsa@buffalostate.edu

Is your firm is looking to develop disruptive technologies as the foundation of your company's growth and competitiveness and wondering where you can find financial resource to support these efforts?

The SBIR/STTR Programs :

- Grant \$2.5B annually to businesses to work on cutting edge technologies.
- Have the participation of the largest 11 federal agencies.
- Do not take ownership in your company or require cost sharing/payback
- Provide more than \$1M as typical awards (Phase I&II)
- Have awarded regional companies \$23M over the last 3 years

This workshop will be led by **Jack McGowan** (Insyte Consulting) and **Martin Casstevens** (University at Buffalo) and will:

- 1) Provide a basic description of the program and how companies can participate
- 2) Describe several compelling rationales for participating in the program
 - a) Leading & building a team to achieve something big and disruptive
 - b) Participating as a subcontractor to someone else's team
 - c) Developing strategic partners for commercial growth
- 3) Set the stage for follow up 1 on 1 meetings with people who each have more than 20 years with the program and will help attendees explore specific opportunities

The June 20th program is primarily directed at established businesses of any size looking to support their technology pipeline. A closely related program on September 17 at UB North Campus is directed at entrepreneurs looking to start and/or fund startups. All are welcome to register for both of these programs.

For more information please call the Small Business Development Center: 878.4030

