

SBIR Tour a Success

More than 150 people attended the SBIR/STTR National Road Tour in Iowa this past week, and more than 100 1:1 meetings took place with representatives from 18 federal agencies including NASA, USDA, National Institutes of Health and National Science Foundation.

John Fuller, Ph.D, from Metabolic Technologies in Ames, said, "The roadshow was just what Iowa needed to help win more SBIR money. The state's commitment to IICorp to help with grant support and matching funding is excellent and companies should jump at the opportunity to get this additional funding."

John said the presentations from program managers was very helpful in giving insight as to the breadth of the SBIR program. "There is something out there for every small business," Fuller said. "Meeting 1 on 1 with these managers was a great experience without a lot of travel involved."

Becky Greenwald agrees with John's assessment. "The SBA's SBIR Road Tour came to Iowa because our state has been an 'underserved state' in terms of the number of SBIR/STTR grant submissions and award dollars," she said. "This means Iowa innovators have been leaving money on the table by not actively playing in this \$2.5 billion non-diluted seed fund. Hats off to the Iowa innovators who invested their time exploring SBIR/STTR funding opportunities and to the IIC for initiating pre-conference workshops in Ames and Iowa City, providing innovators with very practical tips and best practices aimed at increasing SBIR/STTR grant submission success." Becky is a business advocate for several Midwestern states at the Small Business Administration's Office of Advocacy.



Federal program managers met one on one with Iowa business representatives.



Iowa success story panelists included Hank Harris, Bob Sternowski, Dr. Frances Johnson and Michael Schultz.