

Resources for Underserved Firms

SBIR National Conference
Washington, DC 2013



Panelists

Tyrone Taylor (Moderator), Founder and President, Capitol Advisors on Technology

Sujai Shivakumar, Board on Science, Technology, and Economic Policy National Research Council The National Academies

Robert Shepard, Founding Executive Director, Science and Engineering Alliance, Inc.

Amy Millman, President, Springboard Enterprises

Nada Jain, Managing Director, Golden Seeds

Richard R. McNamara, Founder, RRM& Associates

Eric Adolphe, President, CenterScope Technologies Inc.

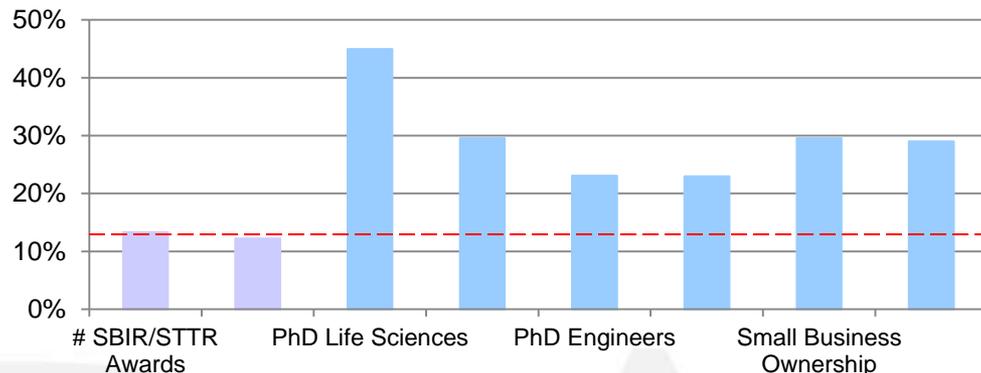
SBIR Awards Among Underserved Communities

Women owned small businesses represent 13.30% of SBIR/STTR Awards in 2011.

Minority owned small businesses represent 6.54% of SBIR/STTR Awards in 2011.

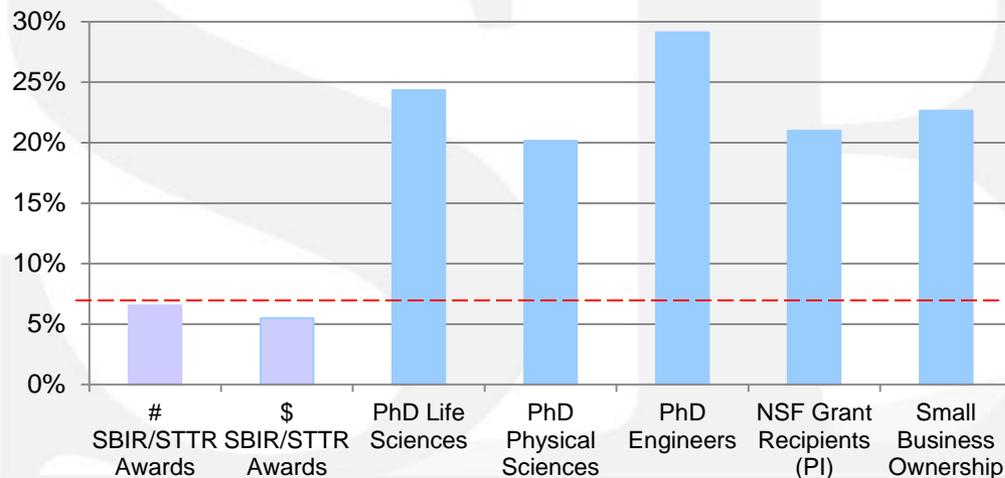
The bottom 26 states represent 8.15% of SBIR/STTR Awards between 2003-2012.

Women



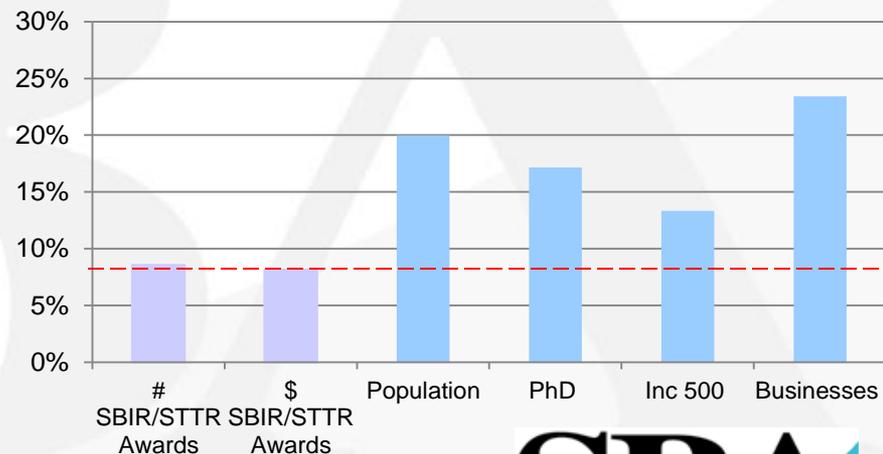
* NSF Grant Recipients only includes funding rates

Minorities



* NSF Grant Recipients only includes funding rates

Bottom 25 States



* Includes DC and Puerto Rico



*“In Search of Capital for New Business Development:
Moving Your High Tech Concepts into Businesses”*

2013 National SBIR Spring Conference
Gaylord Hotel
National Harbor, Maryland
May 16, 2013

Robert L. Shepard, Ph.D.
Founder & Principal
The Shepard Institute (TSI)

“The Search” or “Perpetual Pursuit” of \$s



....can be stressful/exhausting
& “time-consuming”



...what will be my
“*long-term revenue
generating*” activity?



“The Search” can seem hopeless...



I just need help getting started...

“Some seed money would make a *BIG* difference.”

Physical Facilities: Availability & Location **TSI**



My basement will get us started!

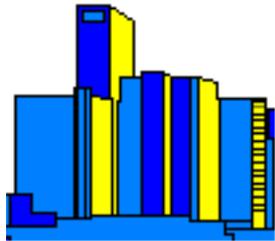
Why this? We can explain the need for using an FFRDC.....What about seeking support from the local university?



Benefits of Partnering With Other Use-Facilities



HBCUs



- Research Centers
- Lab Facilities
- Business Schools
- MBDCs, Etc.

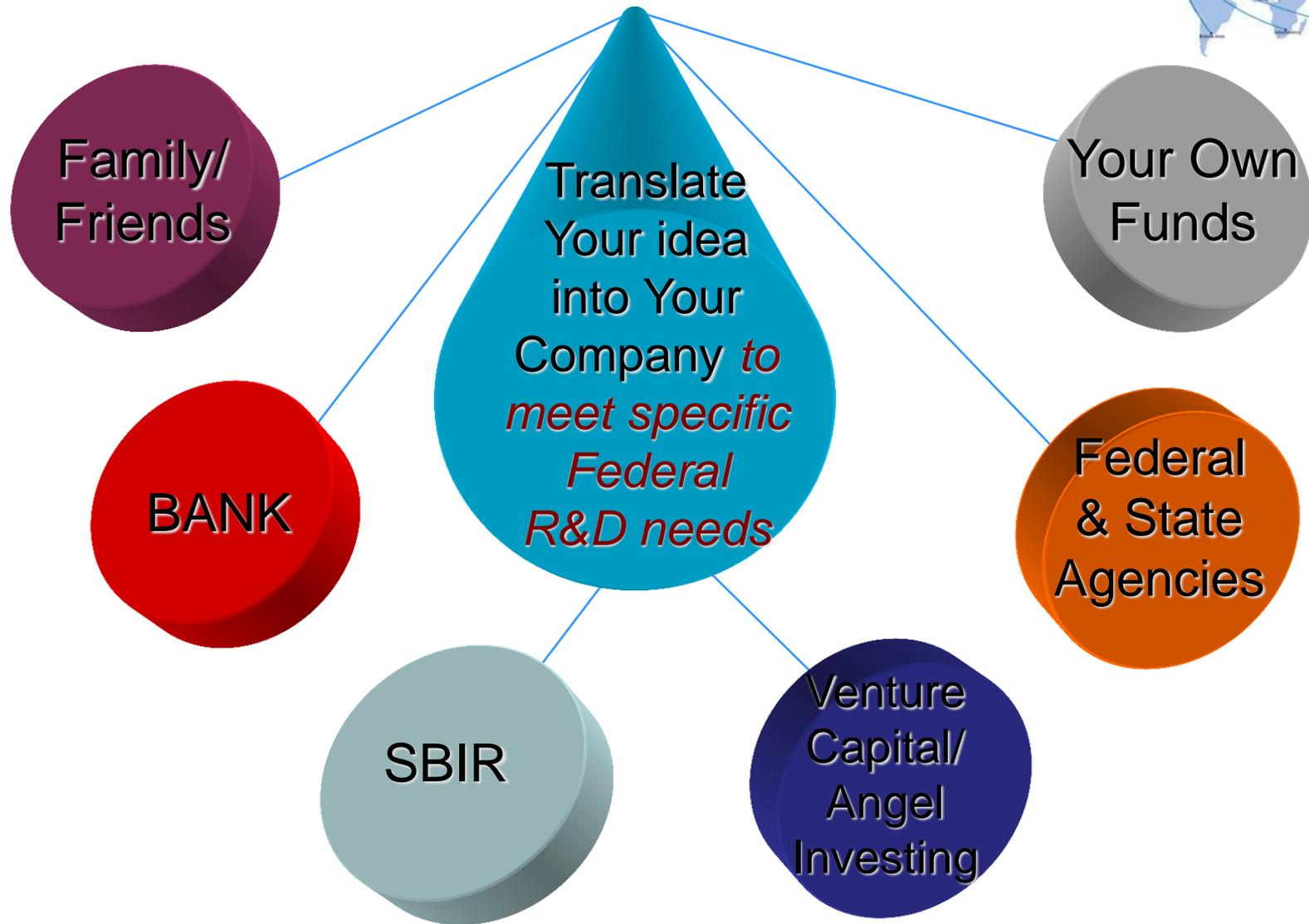
- Proposal Planning & Preparation
- Consulting Arrangements
- Subcontracting Arrangements
- Access to Federal Laboratories
- Training and Workshops
- Business Planning & Etc.
- Marketing Development
- Field Testing & Assessments
- Patents & Intellectual Property
- Prototype Development
- Feasibility Studies
- Technology Evaluation
- Infrastructure Resources (Physical and Human)

**Small
Disadvantaged
Businesses
(SDBs)**

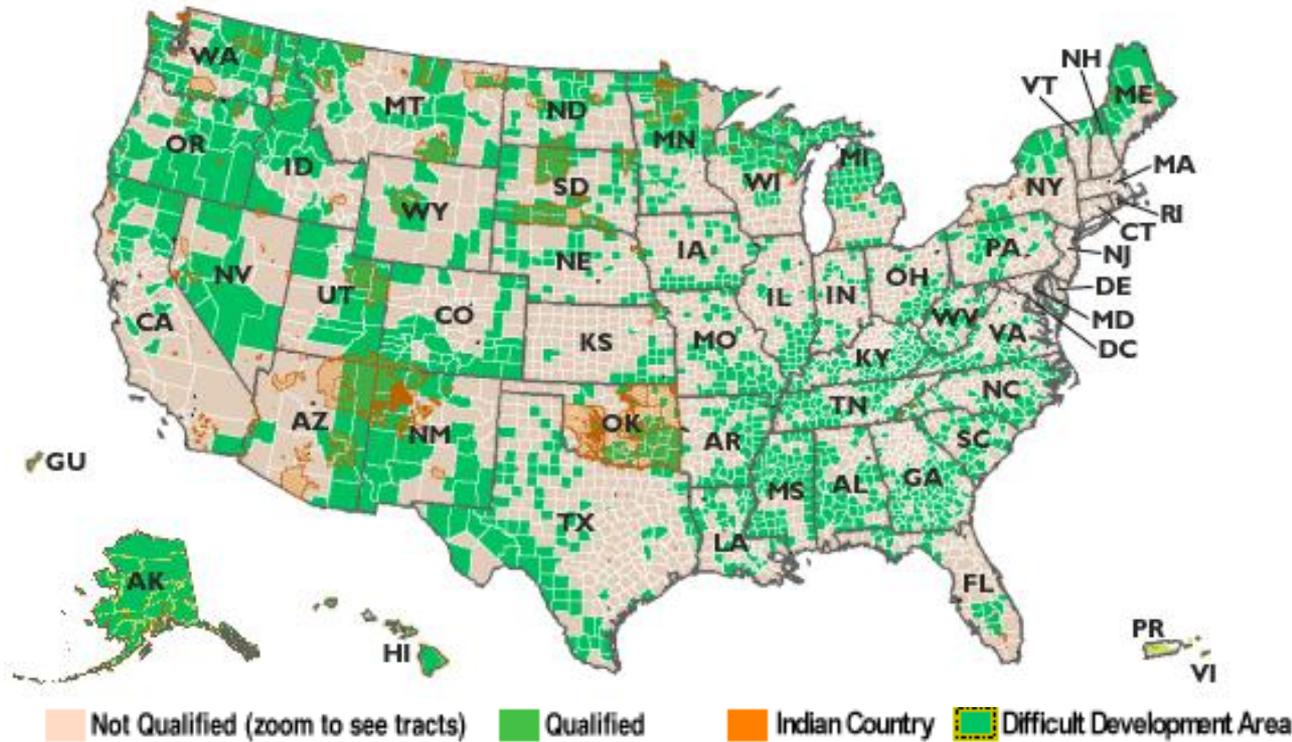
**Women-
Owned
Businesses
(WOBs)**

SBIR

Business must be specifically focused



HUBZone Tracking System: Qualified Census Tracts (QCTs)



Section 42, IRS Code, Low-Income Housing Tax Credit (LIHTC). QCTs under the LIHTC are designated by the Department of Housing and Urban Development (HUD).

Or enter an ADDRESS, TOWN or COUNTY to Search

Address (include either City & State or ZIP Code - omit address to zoom map to a city or ZIP code area)

Street Address:

City & State:

ZIP Code:

County

County:

State:

Source: <http://www.sbir.gov/>

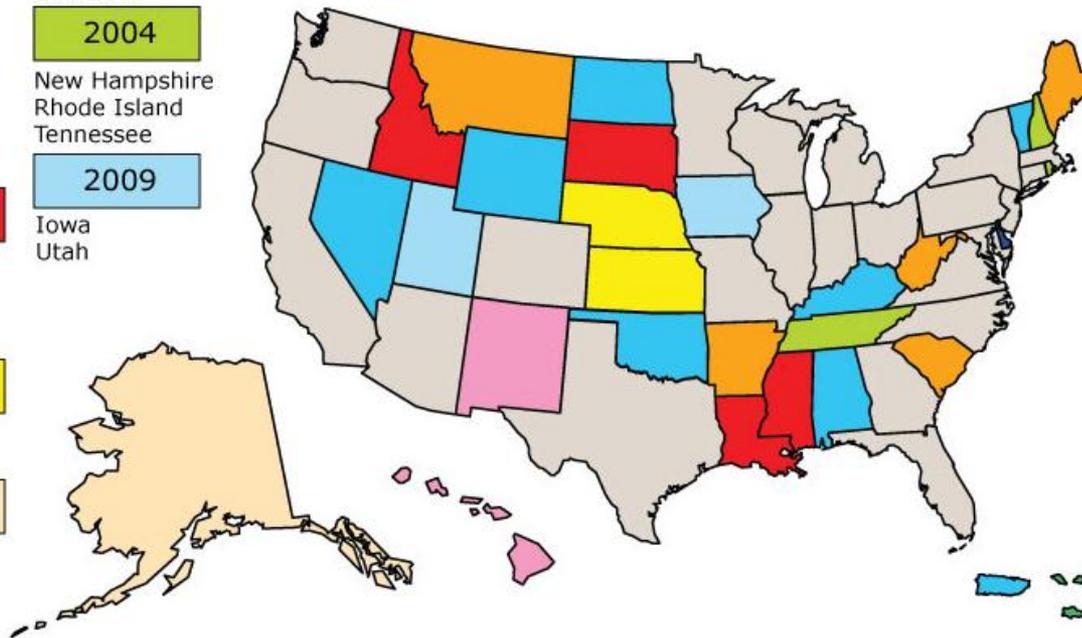
Current EPSCOR States



Experimental Program to Stimulate Competitive Research (EPSCOR)

1980	2001
Arkansas Maine Montana South Carolina West Virginia	Hawaii New Mexico
1985	2002
Alabama Kentucky Nevada North Dakota Oklahoma Puerto Rico Vermont Wyoming	U.S. Virgin Islands
1987	2003
Idaho Louisiana Mississippi South Dakota	Delaware
1992	2004
Kansas Nebraska	New Hampshire Rhode Island Tennessee
2000	2009
Alaska	Iowa Utah

NSF EPSCoR Jurisdictions



EPSCOR is a unique infrastructure-building effort to encourage local action to develop long-term improvements in a state's science and engineering enterprise. To date, 27 states, along with PR and USVI are designated EPSCOR States.

In addition to NSF, other agencies that are part of the EPSCOR program: DoD, DOE, EPA, NIH, NASA, USDA.

Resources



Primary

- ⌘ <http://www.sba.gov/>
- ⌘ <http://www.sbir.gov/>
- ⌘ Attend an SBIR/STTR National Conference and Other Events:
<http://www.sbir.gov/events>
- ⌘ Visit Websites of **ALL** 11 SBIR/STTR Participating Agencies
- ⌘ FAQ Section for All Sites
- ⌘ Personal Calls to the Agencies' SBIR/STTR Points of Contact (POC) for the Specific Solicitation of Interest

Other

- ⌘ <http://www.sba.gov/hubzone/>
- ⌘ http://www.nsf.gov/od/oia/programs/epscor/epscor_eicc.jsp (check if your state is an EPSCoR
state <http://www.nsf.gov/od/oia/programs/epscor/images/corhortmapnew.jpg>)
- ⌘ Bob Shepard (**There is a charge for this service**)



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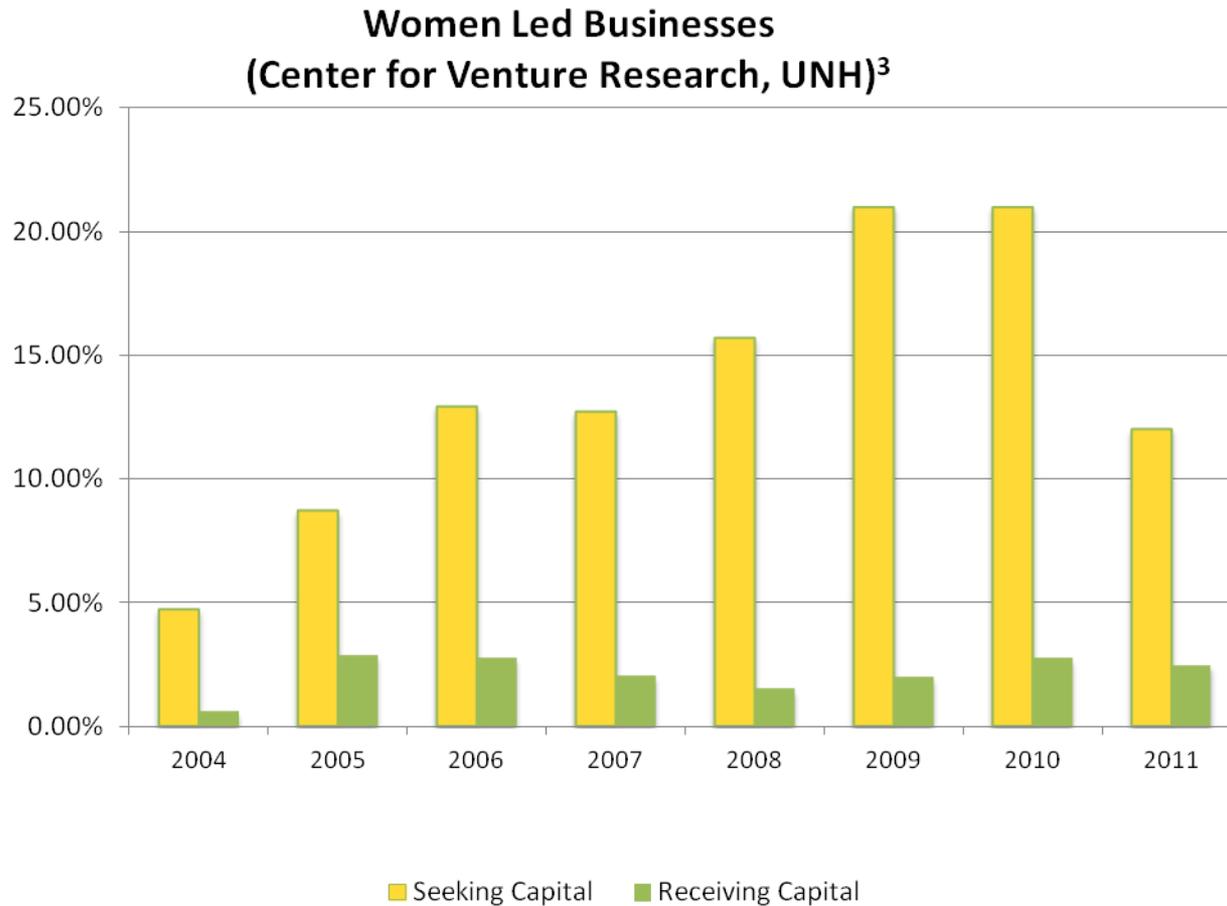


Golden Seeds

Golden Seeds is an investment firm that pursues above market returns through the empowerment of women entrepreneurs and the people who invest in them.

Underserved Market

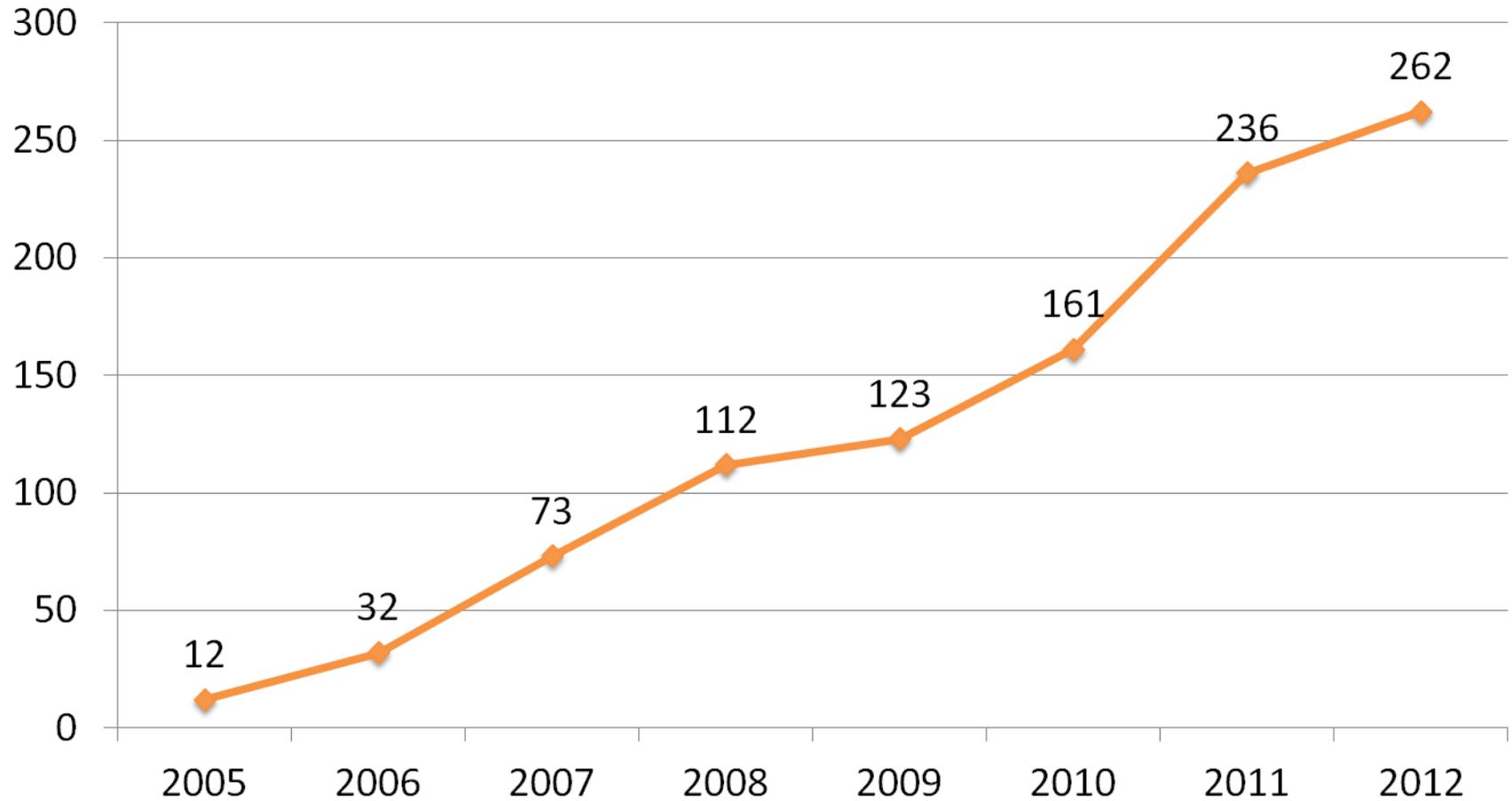
Women led companies are underserved by the capital markets



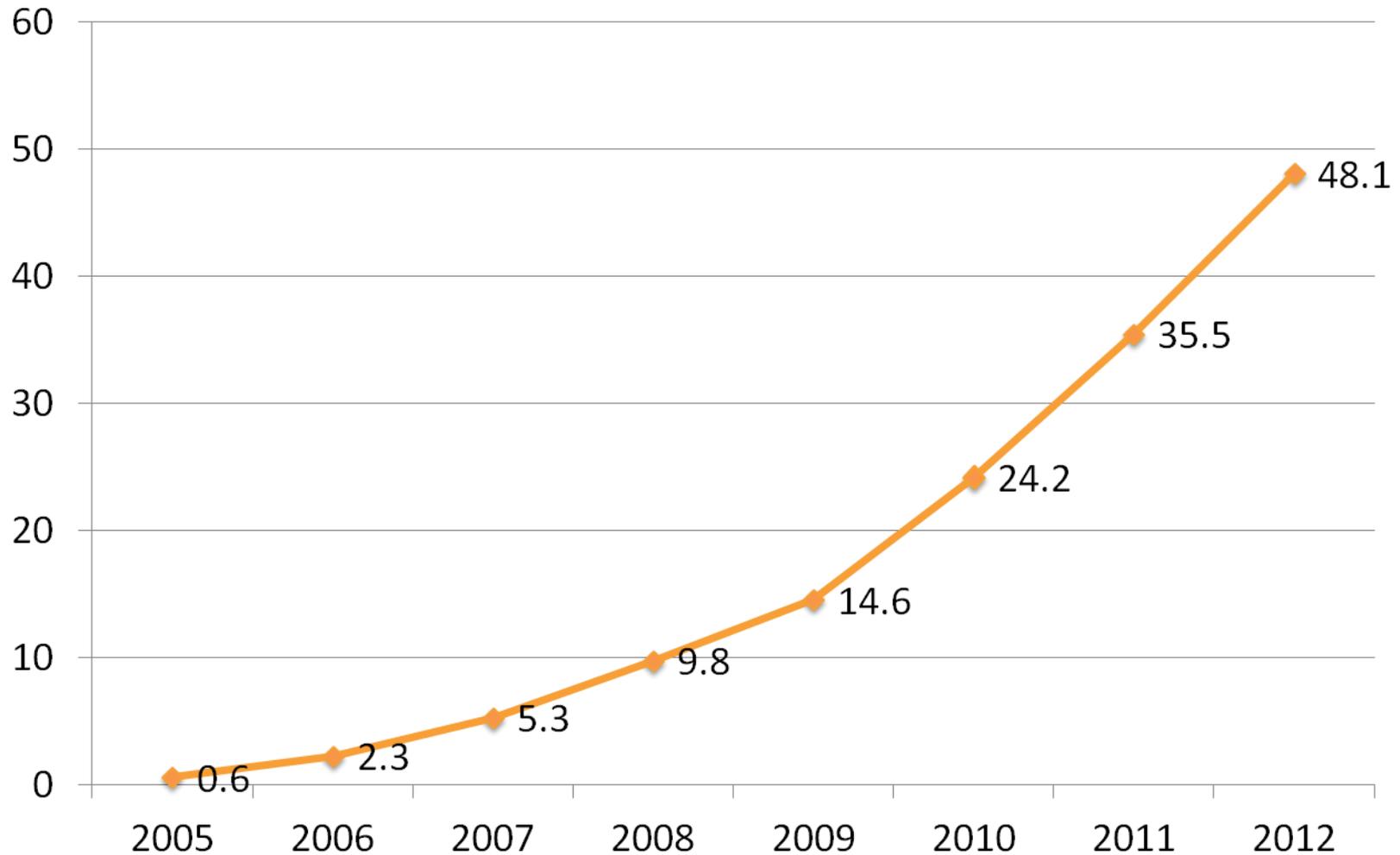
Three Operating Units

Knowledge Institute	Angel Forum	Venture Capital
Educating women & men investors in angel investing, venture capital and private equity	Engaging a network of individuals focused on high risk, high reward returns from direct investments	Producing top quartile returns with a family of funds
Educating entrepreneurs through tertiary education institutions	Providing national reach of high powered professionals in three sectors	Leveraging a hybrid operating model for capital + connections

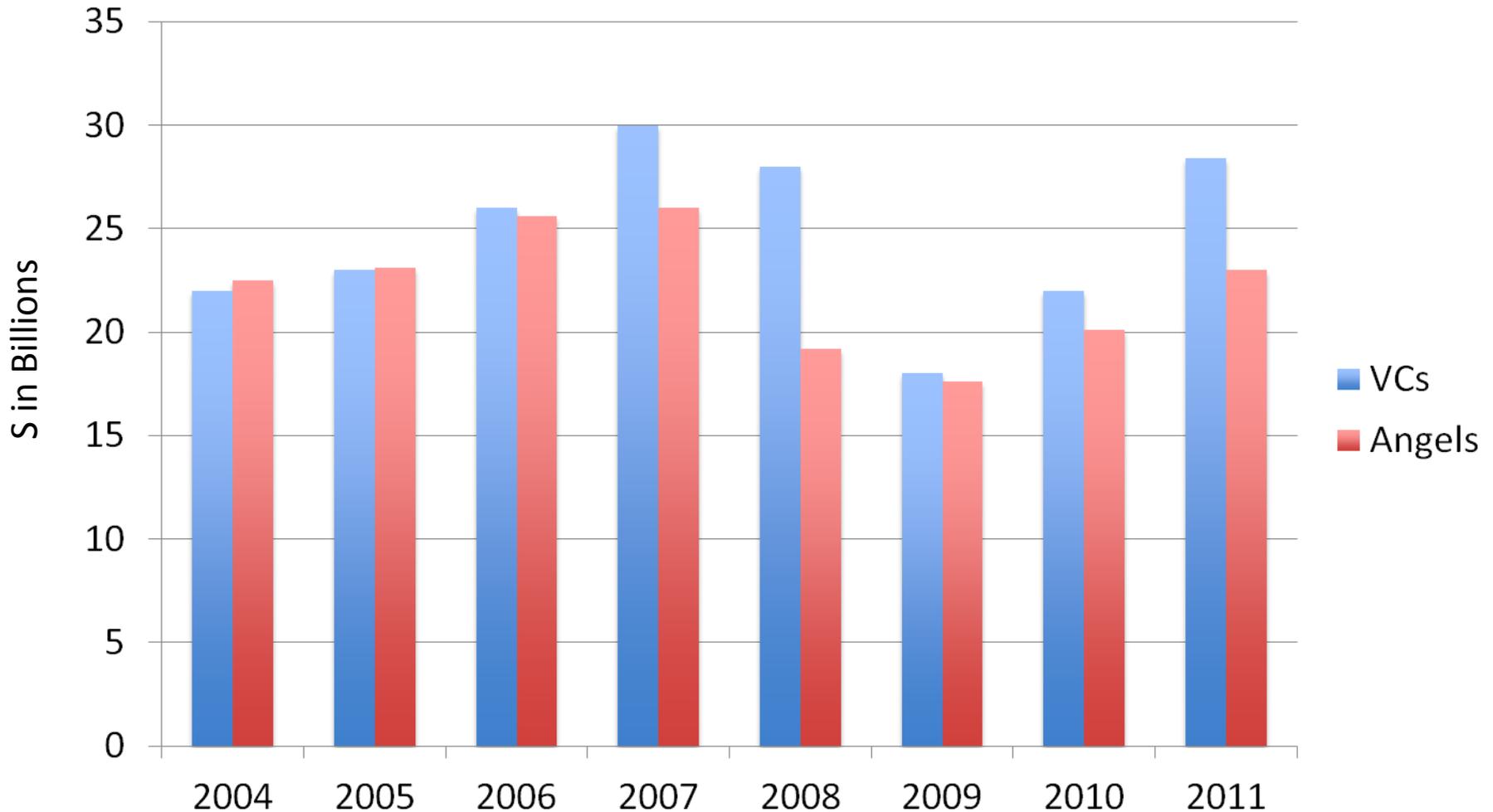
Golden Seeds Membership



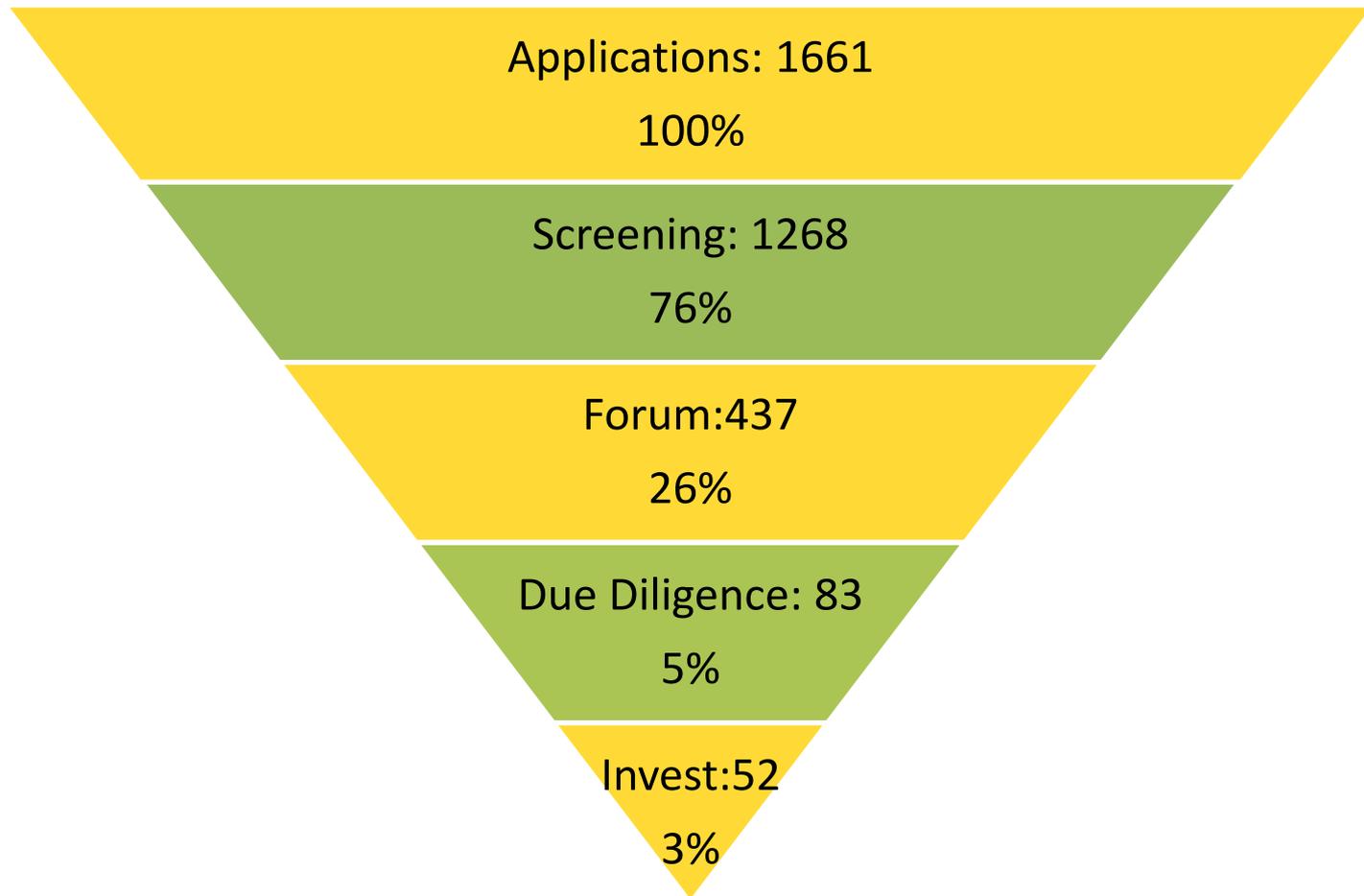
Dollars Invested (in Millions)



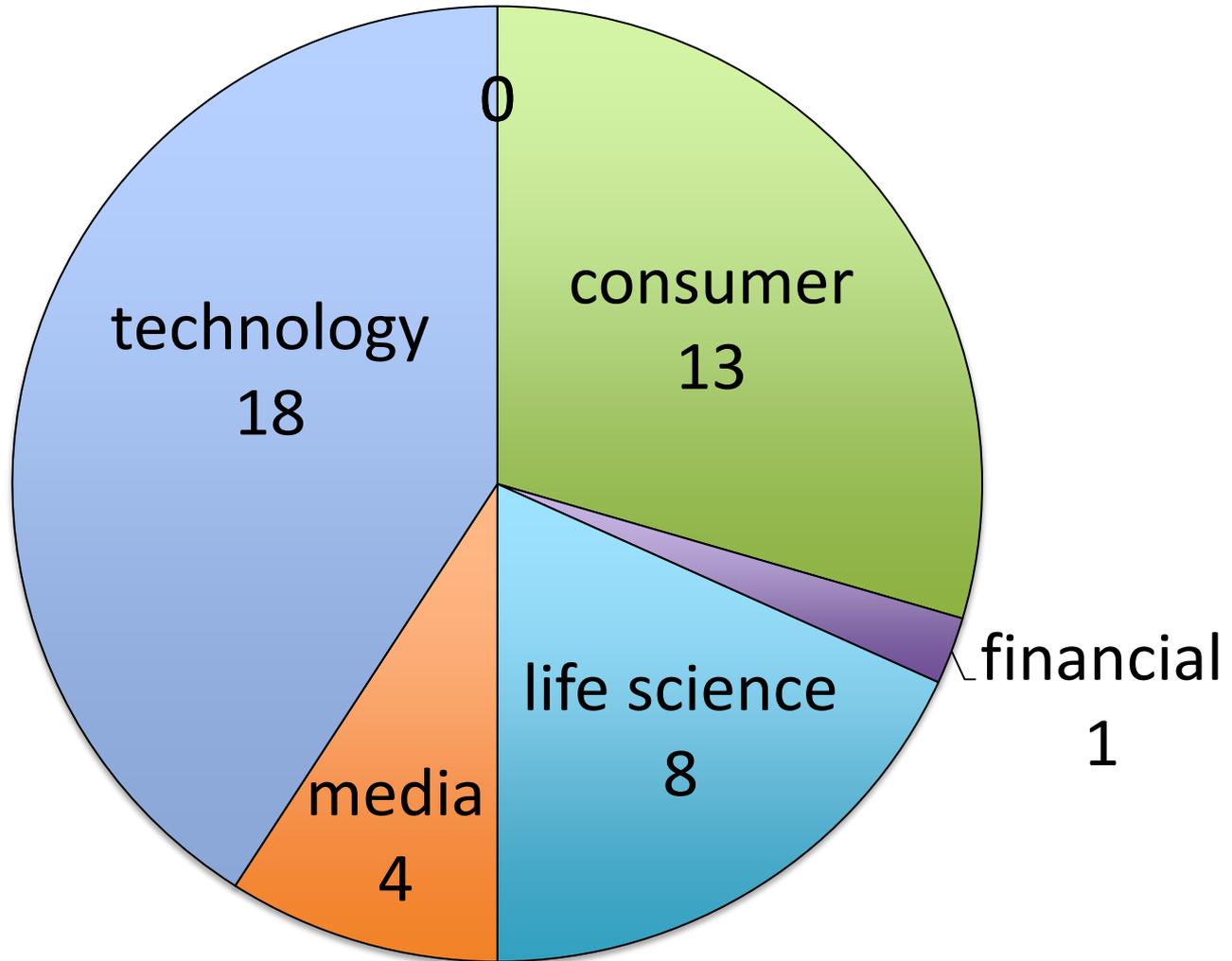
Aggregate Invested in US by VCs vs. Angels



Due Diligence Process



Current Portfolio



Golden Seeds



Overview of Resources

SBA

Q&A