



Environmental Protection Agency's 2017-2018 Small Business Innovation Research (SBIR) Solicitation

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SBIR
America's Seed Fund™
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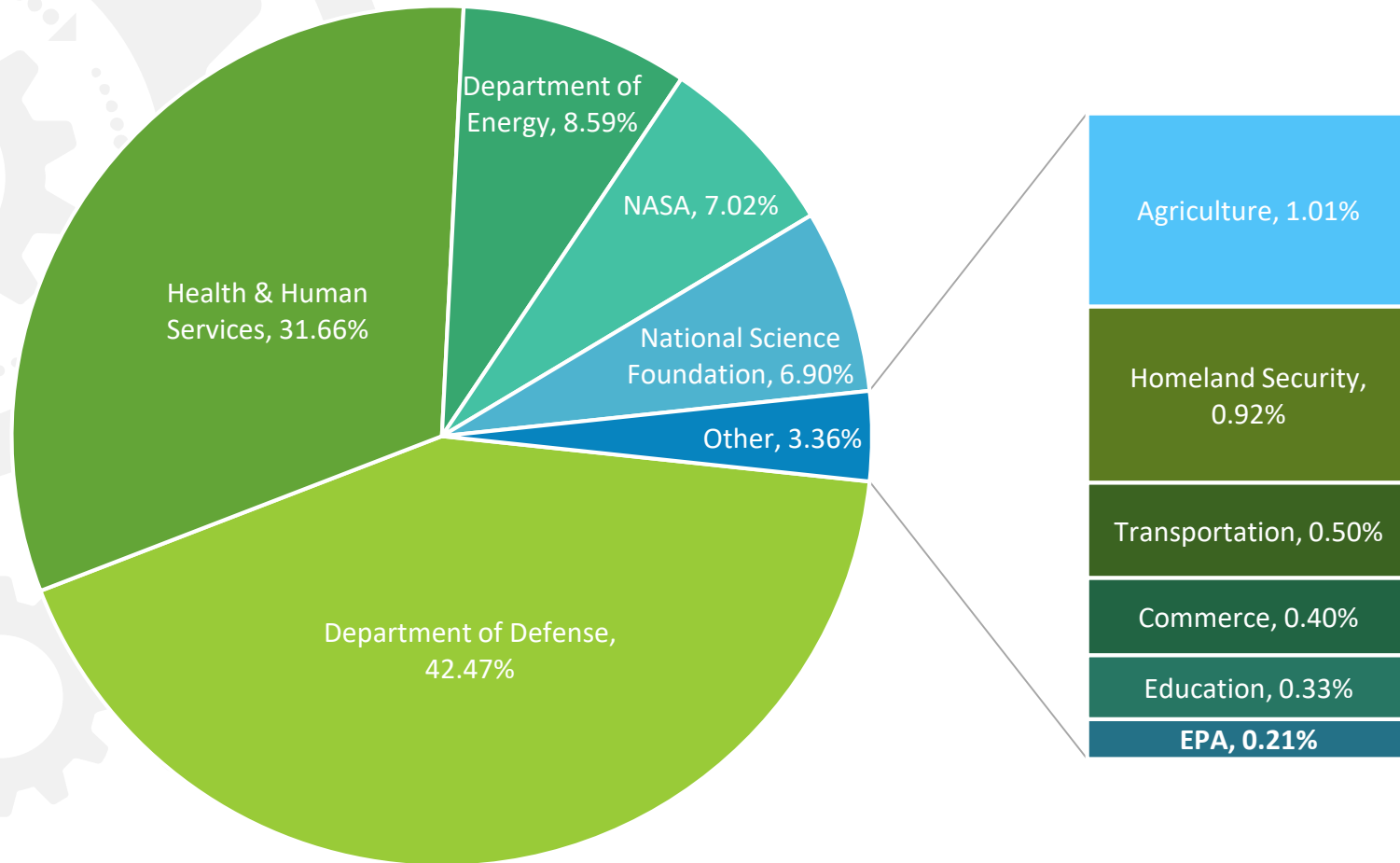


Federal SBIR Program

- 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 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 FY17 for Phase I and II ~\$4.0 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





EPA's SBIR Program

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





2017-2018 Solicitation Anticipated Issue Date: **October 2017**

Closes approx. 45 days later

Information at: www.epa.gov/sbir

Apply at: FedConnect



U.S. EPA SBIR
SMALL BUSINESS
INNOVATION RESEARCH

1. Clean and Safe Water

- A. Removal of PFOA/PFOS from Drinking Water
- B. Removal of PFOA/PFOS from Wastewater
- C. Replacements for PVC and PE Water Pipes

2. Air Quality

- A. Capturing Carbon Dioxide from Vehicles
- B. Converting Carbon Dioxide from Vehicles
- C. Product Loss Prevention and/or Mitigation in the Oil and Natural Gas Sector
- D. Developing More Stable Metal Alloy Tubes for Use in High Temperature Processes

3. Land Revitalization

- A. Remediation of PFAS-Contaminated Soil and Sediment



4. Homeland Security

- A. Decontamination of Category A Viruses on Porous Surfaces and Sensitive Equipment
- B. Packaging Materials for On-Site Fumigation and Transport of Category A Virus Contaminated Materials

5. Manufacturing

- A. Greener Manufacturing of Plastics
- B. Greener Plastic Materials and Products

6. Building Construction Materials

- A. Greener Interior Construction Materials
- B. Greener Exterior Construction Materials





2017 Solicitation Topics

1. Clean and Safe Water

- A. Removal of PFOA/PFOS from Drinking Water
- B. Removal of PFOA/PFOS from Wastewater
- C. Replacements for PVC and PE Water Pipes

2. Air Quality

- A. Capturing Carbon Dioxide from Vehicles
- B. Converting Carbon Dioxide from Vehicles
- C. Product Loss Prevention and/or Mitigation in the Oil and Natural Gas Sector
- D. Developing More Stable Metal Alloy Tubes for Use in High Temperature Processes

3. Land Revitalization

- A. Remediation of PFAS-Contaminated Soil and Sediment

4. Homeland Security

- A. Decontamination of Category A Viruses on Porous Surfaces and Sensitive Equipment
- B. Packaging Materials for On-Site Fumigation and Transport of Category A Virus Contaminated Materials

5. Manufacturing

- A. Greener Manufacturing of Plastics
- B. Greener Plastic Materials and Products

6. Building Construction Materials

- A. Greener Interior Construction Materials
- B. 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 competitive
 - Proposals must be responsive to specific topics
- Program managers can provide general advice on your proposed technology



Anticipated EPA SBIR Schedule

- December 2017
 - Solicitation Closes
 - Contracts Review, Peer Review, Programmatic Review
- May 2018
 - Phase I contracts awarded
- November 2018
 - Phase I contracts end
 - Phase II solicitation opens
- December 2018
 - Phase II proposals due

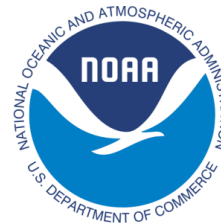


Environmental SBIR Funding

- 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)



National Science Foundation
WHERE DISCOVERIES BEGIN



1

Applications

2

External Peer
Review

3

EPA Internal
Programmatic
Review

4

Awards

- Ratings
 - Highly Recommend, Recommend, Not Recommend
- DRAFT Review Criteria
 - Commercialization Criteria:
 - Market Opportunity
 - Company/Team
 - Commercialization Approach
 - Technical Criteria:
 - The Innovation
 - Technical Approach
 - Technical Challenges





EPA Internal Programmatic Review

- Proposals rated “Highly Recommend” and “Recommend” 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

- 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, well written technical abstract
 - Addresses peer review criteria
 - Both commercial and technical



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



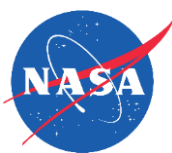
SBIR Sensors Research Microsite

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: www.sbir.gov/Sensor-technology-for-the-21st-century

SBIR/STTR

INNOVATION SUMMIT

2017 OCT 3-5 • TAMPA, FLORIDA

- Learn from and network with SBIR/STTR leaders and program experts on how to gain access to the \$2.5 Billion of non-diluted annual capital.
- 1-1 Meetings with 16+ SBIR Agencies
- Sessions featuring Agency Leadership, Industry Partners, and Investment Leaders
- Register at: defenseinnovation.us/register.html



EPA SBIR Success Stories



Ecovative (Albany, NY)

- 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
 - Program overview: www.epa.gov/sites/production/files/2017-08/documents/epa_sbir_trifold_v9_508_0.pdf
 - SBA SBIR website: www.sbir.gov
- Contacts
 - SBIR Team:
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Question & Answer

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.

