



# Environmental Protection Agency's 2018-2019 Small Business Innovation Research (SBIR) Solicitation

April Richards, Program Manager



**SBIR**  
America's Seed Fund™  
POWERED BY EPA



## Welcome to the EPA SBIR Webinar

- We have set aside time at the end of the webinar for questions.
- You can submit them to the “Chat” box on left.
- You can connect your audio, via you computer.
- You can also connect your audio via your phone:
  - Conference Number: 1 (202) 991-0477
  - Participant Code: 5561193

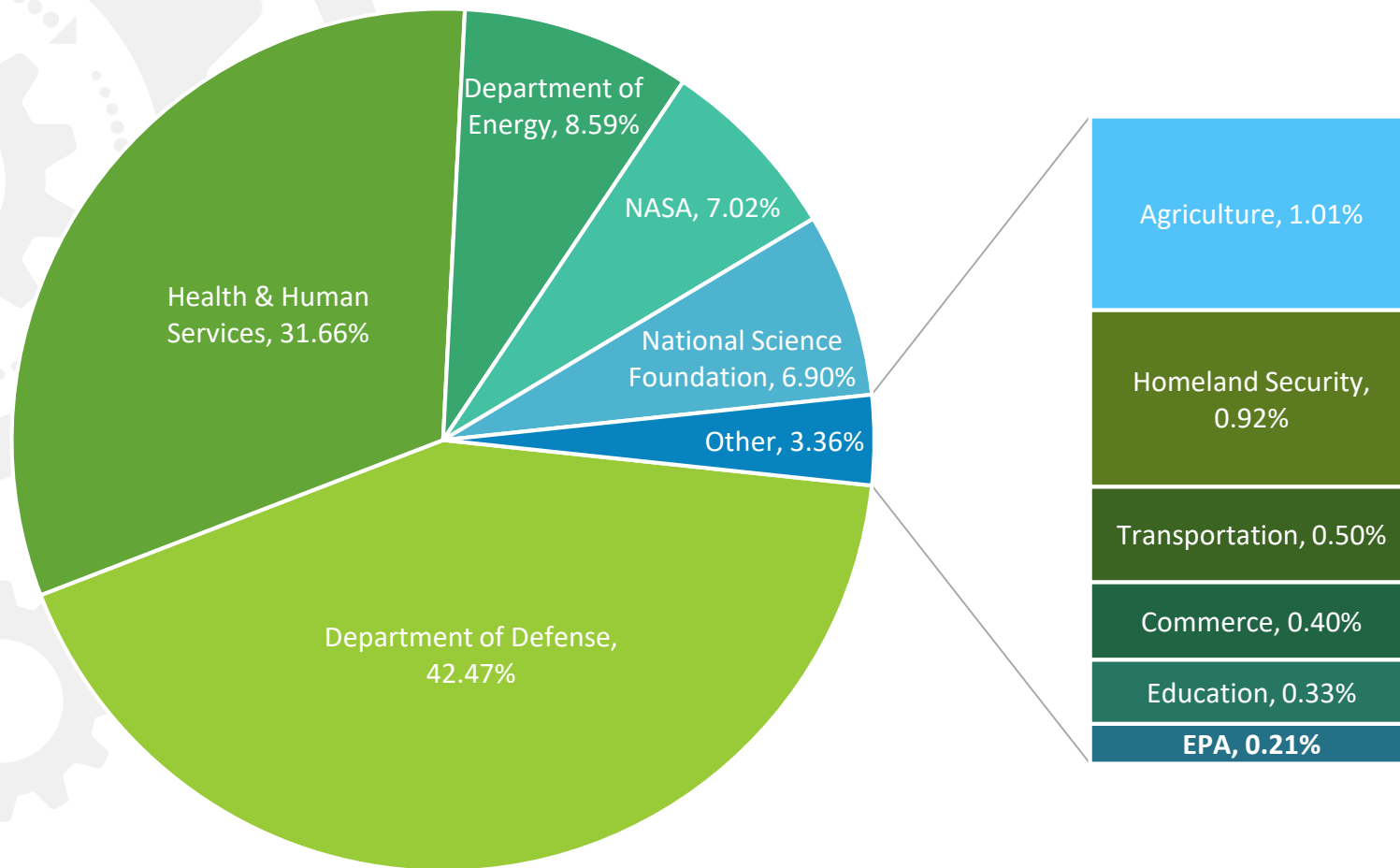


# Federal SBIR Program

- 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](http://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 FY18 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 protect the planet



2018-2019 Solicitation  
Anticipated Issue Date:  
**June 13, 2018**

Anticipated Close Date: July 31, 2018

Information at: [www.epa.gov/sbir](http://www.epa.gov/sbir)

Apply at: FedConnect



- Clean and Safe Water
  - Detection and treatment of antibiotic resistant bacteria in wastewater
  - Rapid Detection of PFAS in water
  - Pretreatment of PFAS in industrial wastewater
  - Sampling devices for microplastics
  - Rehabilitation technologies for water infrastructure
- Air Quality
  - Measurement of air pollution from wildland fires
- Land Revitalization
  - Remediation and Characterization of PFAS-contaminated Soil and Sediment



- Homeland Security
  - Water distribution and stormwater system sensors
- Manufacturing
  - Reduction of toxic chemicals in food processing
- Sustainable Materials Management
  - Identification of harmful materials in C&D
  - Technologies to aid in building deconstruction
  - Recyclable composite building materials
- Safer Chemicals
  - Safer paint and coating removal products





# 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 manager can provide general advice on your proposed technology



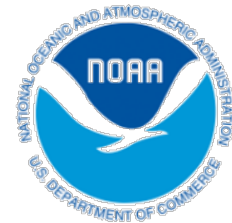
# Anticipated EPA SBIR Schedule

- July 2018
  - Solicitation Closes
- August....
  - Contracts Review, Peer Review, Programmatic Review
- April 2019
  - Phase I contracts awarded
- October 2019
  - Phase I contracts end
  - Phase II solicitation opens
- December 2019
  - 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)



1

Applications

2

External Peer  
Review

3

EPA Internal  
Programmatic  
Review

4

Awards

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





# 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





# Apply via FedConnect

- All submissions electronic
- Using FedConnect
- Please start early to register your company with FedConnect
- 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.



## Advice 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



# Advice 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.*



# Advice from Program Office

- Read solicitation carefully
- Develop a strong proposal which
  - has an understandable, well-written project summary
  - 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 protect the planet



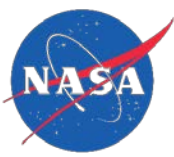
# SBIR Sensors Research Microsite

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 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](http://www.sbir.gov/Sensor-technology-for-the-21st-century)



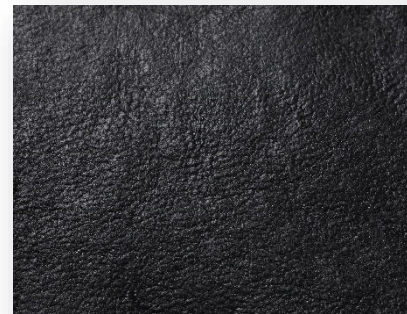
# EPA SBIR Success Stories





# Ecovative (Green Island, NY)

- Mushroom materials for packaging, insulation, and structural cores
- A replacement for Styrofoam
- Utilizes fungal mycelium grown on agricultural waste
- Renewable, Biodegradable, Compostable
- Recently licensed “leather” biomaterial to Bolt Threads (Forbes, 4/2018)





# For More Information...

- EPA SBIR
  - Website: [www.epa.gov/sbir](http://www.epa.gov/sbir)
  - Program overview: [https://www.epa.gov/sites/production/files/2016-09/documents/201608\\_sbir\\_fact\\_sheet.pdf](https://www.epa.gov/sites/production/files/2016-09/documents/201608_sbir_fact_sheet.pdf)
  - SBA SBIR website: [www.SBIR.gov](http://www.SBIR.gov)
- Contacts
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## Question & Answer

Please submit your questions using the  
“Chat” box on the left.

Questions are being compiled and we will  
address as many as time allows.

