



eNewsletter

Welcome to the *Maryland Minority Research and Development Initiative (MMRDI) eNewsletter* sent to you courtesy of TEDCO and its partners in this Initiative.

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I. SBIR Phase III

A Phase III SBIR award is the ultimate goal for both the small R&D-focused business and the SBIR program administrators. Phase III is where the returns on the Phase I/II investments are realized: the innovation of the research concept has been demonstrated, outside investors have acknowledged the commercial potential of the technology and have committed to taking on some of the financial risks associated with the final push towards a marketable product, and prototypes are in the works. In short, by Phase III, the desired economic impact of the SBIR program has been achieved.

A Phase III effort pertains to work that derives from, extends, or logically concludes effort(s) performed under prior SBIR funding agreements. The main advantage and attraction for a Phase III award is that it can be made without further competition beyond the Phase I or Phase II levels, so long as the statutory provisions for competition were met during the initial adjudication and deliberation process. Likewise, there is no limit on the number, duration, type, or dollar value of Phase III awards made to businesses. There is also no limit on the time that may elapse between a Phase I/II awards and the Phase III award; or between a Phase III award and any subsequent Phase III award. Acceptable Phase III efforts include

- Selling a product or solution developed under a Phase I/II
- Further research, development, or modification of a technology originating from the original Phase I/II funded by either *Non-SBIR funding from a government agency or private funding sources or both.*

Government agencies with a particular interest in a technology developed by an SBIR awardee are given preference –including sole source contracts – to provide the technology.

Since SBIR Phase III funding commitments from government and private sources can be hard to come by, some agencies have established programs to provide firms with "commercialization support services", including and not limited to business plan development, presentation training, technical exposure, some business introductions, and other programs that can provide non-financial support.

For more information, contact the SBIR Program Manager at your target agency.

Reference: http://www.dodsbir.net/deskreference/12_phas.asp

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II. Spotlight on Success: Foligo Therapeutics, Inc.



Dr. Mona S. Jhaveri of Foligo Therapeutics, a Washington, DC-based biotech firm, has been selected as one of three North American finalists for the Cartier Women's Initiative Business Plan Competition. Foligo Therapeutics is developing both early diagnostic techniques to speed ovarian cancer detection, as well as targeted DNA-based therapeutics that destroy cancerous cells and reduce suffering experienced by the patient. Taking a DNA-based approach to treating ovarian cancer amounts to a personalized treatment strategy whereas chemotherapy or chemical-based approaches are paramount to a “one-size-fits-all”.

Dr. Jhaveri sees therapeutic technology as having several advantages over traditional treatments. "DNA-based compounds only impact diseased cells, leaving healthy tissue unharmed and reducing the side effects of non-selective chemotherapies. Plus, DNA-based therapeutics are extremely cost effective to manufacture and can be taken orally."

She will make a presentation to a professional jury at the Women's Forum in Normandy, France, in October where a \$20,000 prize to the winner will be awarded. Dr. Jhaveri is also a member of the UMBC ACTiVATE Class of 2005.

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III. SBIR Tip of the Month – Paint a Picture of the End Product

Having a clear picture of what you ultimately want to achieve may seem obvious, but including the description in the proposal is one thing many applicants fail to do. Your proposal needs to highlight the resulting marketable technology, product, and/or solution. Since bringing new technologies to market is a key goal of the SBIR program, reviewers need to see that the development you propose will indeed keep you headed in that direction.

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IV. Pass It On! Upcoming MMRDI Related Events

- **Orientation to the SBIR ToolkitsSM**
Date: November 11, 2008
Time: 1:00 p.m. – 3:00 p.m.
Location: Prince George's County Economic Development Corporation
1100 Mercantile Lane, STE 115-A
Largo, MD 20774
Contact: Ajay Gupta
Phone: 240-731-0756
Email: agupta@gsecurity.com
Cost: Free

- **National SBIR Fall 2008 Conference**
Date: November 12 - 14, 2008
Location: Connecticut Convention Center
100 Columbus Blvd; Hartford, CT
Registration and Information: http://www.ccat.us/sbir_conference_08
Contact: Merrie London
Phone: 860-282-4211
Email: mlondon@ccat.us
Cost: Varies

- **Small Business Funding Opportunity Forum – Introduction to the Rural Business Innovation Assistance Program and MMRDI – focus on USDA.**
** Hosted by Southern Maryland Economic Development Association**
Date: November 14, 2008
Time: 9:00 a.m. – 12:00 p.m.
Location: St. Mary's County Chamber of Commerce

44200 Airport Road in the Airport Terminal Building
California, MD 20619

Contact: Jacqueline Du Bois
Phone: 410-715-4176
Email: jdubois@marylandtedco.org
Cost: Free

- **TEDCO Funding Briefing**

Date: November 14, 2008
Time: 2:00 p.m. – 3:30 p.m.
Location: TEDCO Office
5565 Sterrett Place, Ste. 214
Columbia, MD 21045
Contact: Timoth Copney
Phone: 410-740-9442
Email: info@marylandtedco.org
Cost: Free

- **“How to Win SBIR Funding”SM Workshop – Spotlight on National Science Foundation**

Date: November 19, 2008 (Hosted by SBIR Resource Center)
Time: 8:30 a.m. – 6:00 p.m.
Location: The Prince George’s County Economic Development Corporation
1100 Mercantile Lane, Ste. 115A
Largo, MD 20774
Contact: Jacqueline Du Bois
Phone: 410-715-4176
Email: jdubois@marylandtedco.org
Cost: \$100.00 for MMRDI and PG County companies. \$375 all others

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V. Open SBIR/STTR Solicitation

Department of Commerce – National Oceanic and Atmospheric Administration

Open: October 15, 2008

Close: January 14, 2009

Department of Education (grants)

Open: Now

Close: November 10, 2008

Department of Energy

Open: Now

Close: November 21, 2008

Department of Health and Human Services –NIH/CDC/FDA (grants)

Open: Now

Close: December 5, 2008

Department of Health and Human Services (STTR)

Open: Now

Close: December 5, 2008

Department of Energy (STTR)

Open: September 23, 2008

Close: November 24, 2008

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The opening and closing dates are subject to change. Please contact Jacqueline Du Bois at 410-715-4176 or jdubois@marylandtedco.org for updated information.

NOTE: Should you choose to not receive this monthly *eNewsletter*, please send an email to cjohnson@marylandtedco.org.

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