



# SBDC TechSource Presents

# Business

## Innovative Business Road Trip

SBIR Grant and Contracting Opportunities



Sponsored by:



**COLORADO**  
Office of Economic Development  
& International Trade  
Minority Business Office



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# Innovative Business Road Trip

## SBIR Grant and Contracting Opportunities

### Mapping Out Your Course

The Southwest Colorado SBDC and Colorado SBDC TechSource are presenting a two-day conference to help your small to mid-sized business improve award success on Contracting opportunities at the Federal, State and local levels as well as on Small Business Innovative Research (SBIR) grants. Interested parties can register for both days or single days.

Space is limited! Registration is required - [bit.ly/DurangoRoadTrip](https://bit.ly/DurangoRoadTrip)

#### Location

La Plata Electric  
Association  
45 Stewart St.  
Durango, CO 81302

#### No cost to attend!

#### Dates

June 13-14, 8:00 am - 12:00 pm

#### Questions

Jamie Brandess  
Marketing & Events Director  
(303) 442-1475 x2  
[Jamie.Brandess@bouldersbdc.com](mailto:Jamie.Brandess@bouldersbdc.com)



*Next stop on the Road Trip: Grand Junction*

### Day 1: Contracting Opportunities 8:00 a.m.-12:00 p.m.

- Basics of Contracting with the Federal Government
- Advanced Marketing for Federal Contracts - Insider Tips
- Certifications and Contracting Opportunities - State Level
- Road X - Innovating Travel Across Colorado
- One-on-one consulting opportunities will also be available

#### Who Should Attend:

Businesses looking to enhance their contracting opportunities at the federal, state and local level.

#### Speakers:

Andra Hargrave, Global Sales Advisors; Cathy Kramer, Connect2DOT; Rosy McDonough, Minority Business Office



*Tap into the 23% of federal contracts set aside for small business*

### Day 2: SBIR Grant Opportunities 8:00 a.m. - 12:00 p.m.

- How to Protect Your Intellectual Property
- SBIR Grants 101: The Agencies, the Topics, the Process, the Opportunities
- How to Write an SBIR Commercialization Plan
- Top 10 Mistakes in the SBIR World - Ensuring Success in Proposals and Performance
- One-on-one consulting opportunities will also be available

#### Who Should Attend:

Science, technology, and innovation companies.

#### Speakers:

Ed Kase, EKase Consulting; Stephanie Amend, Arrowhead Solutions LLC; Yoriko Morita, Patents Integrated



*Find funding for early stage research and development that has potential for commercialization*