



National
Institute
of Food
And
Agriculture

USDA SBIR Program



Features of USDA SBIR Program

- Award Grants Only - Ideas are Investigator-Initiated
- Awards Based on Scientific and Technical Merit, PI and Company Qualifications, and Commercial Potential
- Proposals Reviewed by Confidential Peer Review Using Outside Experts From Non-profit Organizations
- Funds Allocated to Topic Areas in Proportion to Number of Proposals Received
- Subcontracting to Universities and USDA Labs Permitted and Encouraged

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Features of USDA SBIR Program

- Phase I Grants = 8 Months/\$100,000
- Phase II Grants = 2 Years/\$600,000
- 12 Month No-cost Extension Available
- All Applicants Receive Verbatim Copies of Reviews
- USDA Provides Priority Areas in each Topic Area, however applicants can propose an idea outside of the priority areas as long as the ideas is applicable to the topic area or USDA Mission.

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USDA SBIR Topic Areas

Forests & Related Resources

Address the health, diversity and productivity of the Nation's forests and grasslands through the development of environmentally sound approaches to increase productivity of forest lands, improve sustainability of forest resources, and develop value-added materials derived from woody resources.

Plant Production and Protection – Biology

Enhancing crop production by applying biological approaches to, reduce the impact of harmful agents, develop new methods for plant improvement, and apply traditional plant breeding methods and new technologies to develop new food and non-food crop plants.

Animal Production and Protection

Develops innovative, marketable technologies that will provide significant benefit to the production and protection of agricultural animals.

Air, Water and Soils

Develops technologies for conserving and protecting air, water and soil resources while sustaining optimal farm and forest productivity.

Food Science and Nutrition

Research focusing on developing new and improved processes, technologies, or services that address emerging food safety, food processing and nutrition issues.



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USDA SBIR Topic Areas

Aquaculture

Develops new technologies that will enhance the knowledge and technology base necessary for the expansion of the domestic aquaculture industry as a form of production agriculture.

Biofuels and Biobased Products

Promotes the use of biofuels and non-food biobased products by developing new or improved technologies that will lead to increased production of industrial products from agricultural materials.

Rural and Community Development

Applications may be submitted for the development of new technology, or for the utilization of existing technology, that address important economic and social development issues or problems in rural America.

Plant Production and Protection – Engineering

Enhance crop production by creating and commercializing technologies that enhance system efficiency and profitability and that protect crops from pests and pathogens in economically and environmentally sound ways.

Small and Mid-Size Farms

The Small and Mid-Size Farms topic area aims to promote and improve the sustainability and profitability of small and mid-size farms and ranches (where annual sales of agricultural products are less than \$250,000 for small farms and \$500,000 for mid-size farms - hereafter referred to as small farms).

The logo for the Small Business Innovation Research (SBIR) program, featuring the letters 'SBIR' in a large, bold, blue, sans-serif font. The letters are set against a white background and are partially overlaid by a thick blue horizontal bar at the bottom of the slide.

Solicitation/Proposal Schedule:

Phase I

- FY 2018 Phase I Solicitation planned release June/July 2017
- FY 2018 Phase I Proposal Deadline early October 2017
- Panels will Meet in January & February of 2018
- Award Decisions will be Made in Early March 2018
- Phase I Grant Period will be from June 1, 2018 to January 31, 2019

Phase II

- FY 2018 Solicitation planned release in December of 2017 (only prior USDA Phase I winners are eligible)
- Phase II Proposal Deadline Date late February 2018
- Phase II Grant Period will be from September 1, 2018 to August 31, 2020

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U.S. Department of Agriculture

Small Business Innovation Research Program

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Food Science and Nutrition

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Other USDA Opportunity's

- USDA SBIR staff works directly with the USDA Office of Technology Transfer (OTT) to transfer USDA developed technologies to the market place. This is an opportunity for small businesses.
 - The Agriculture Research Service (ARS) technology transfer program is delegated the authority to administer the patent and licensing program for all intramural research conducted by USDA.
 - Small Business's can work with SBIR and OTT staff to license a USDA based technology for the marketplace.
<http://www.ars.usda.gov/business/business.htm>
 - Develop a relationship with ARS via a Cooperative Research and Development Agreement (CRADA) to further develop the proposed technology with USDA Laboratory support.
 - Submitted as part of an SBIR application.

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**U.S. Department of Agriculture
Small Business Innovation Research Program**

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S B I R



Freund`s Farm, Inc.

Technology Developed

- What began on the farmhouse kitchen stove as an idea for a better biodegradable pot has grown into year round production of millions of CowPots to date. From a 3 inch pot for seed starting to a 17 inch pot for trees and shrubs, CowPots, LLC has expanded their innovative product line to match the diverse needs of the green industry.

Commercialization Success

- Since being featured on Discovery Channel's "Dirty Jobs" with Mike Rowe in 2007, CowPots are now available internationally.
- Can be purchased from major worldwide sellers such as Amazon.com, cowpots.com and greenhousemegastore.com.

SBIR History

- Phase I in 2006 (\$54K);
- Phase II in 2007(\$317K);
- 8.11 Animal Waste Management (Topic Area Discontinued)

CowPots
The pots you plant!



Altaeros Energies

Technology Developed

- Altaeros Buoyant Airborne Turbine (BAT) leverages proven aerospace technology to lift a wind turbine into the strong, consistent winds beyond the reach of traditional towers.

Commercialization Success

- First commercial products sold in 2015.
- Technology was featured in CNN's 2014 edition of THE CNN 10: Inventions and in the New York Times.
- Telecoms group SoftBank has invested \$7m in Altaeros Energies for future deployment of the BAT technology in Japan.

SBIR History

- Phase I – 2011 (\$150K)
- Phase II – 2012 (\$140K)
- 8.6 Rural Development



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ISCA Technologies, Inc.

Technology Developed

- **SPLAT®**, a biodegradable slow release semiochemical formulation to use in insect pest management.
- Single application can last for months.
- Because **SPLAT®** is flowable, mechanical application is facilitated, fostering farm wide and area wide use.
- The active ingredient(s) in SPLAT are naturally occurring semiochemicals, like insect pheromones, a safer option to conventional pesticides.

Commercialization Success

- SPLAT Verb, helps USForest Service to effectively controls Mountain pine beetle in public lands.
- Partnership with DOW AgroSciences resulted in SPLAT (Static) Mat Spinosad ME™ used globally for fruit fly control.

SBIR History

- SPLAT Verb: Phase I in 2012 (\$100K); Phase II in 2013 (\$450K); 8.1 Forests and Related Resources
- SPLAT MAT SPINOSAD ME: Phase I in 2012 (\$100K); Phase II in 2015 (\$500K); 8.12 Small and Mid Size Farms



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ANY QUESTIONS?



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