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**FOR IMMEDIATE RELEASE**

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## **New Partnership Enhances SBIR / STTR Training Across the State**

### **Regional Centers**

Escanaba

Traverse City

Alpena

Harrison/ Mt. Pleasant

Saginaw

Flint

Grand Rapids

Lansing

Detroit

Mt. Clemens

Kalamazoo

Ypsilanti

GRAND RAPIDS — The Michigan Small Business & Technology Development Center (SBTDC) and BBC*etc.* are partnering to enhance small business innovation research (SBIR) and small business technology transfer (STTR) training services across the state.

“The partnership with SBTDC will enable outreach to more companies — this includes technology startups, university spinouts,” BBC*etc.*’s Managing Partner Lisa Kurek said. “Through the SBTDC regional offices, existing manufacturers and engineering firms can use SBIR/STTR grants to fund research and development for new products that will support their diversification efforts and help them stay in Michigan and become more competitive.”

BBC*etc.* and sister company Biotechnology Business Consultants (BBC) has been Michigan’s SBIR/STTR and other federal research grant proposal training service provider since 2001. Over 750 people have attended BBC trainings and BBC has helped Michigan clients secure over \$50 million in SBIR grants and contracts across key technology sectors including alternative energy, advanced manufacturing, homeland security and life sciences. The SBIR/STTR program, administered by SBA, provides over \$2.5 billion in R&D funding to small companies doing advanced research.

BBC*etc.* is nationally recognized for its expertise in the SBIR/STTR Grant Program. Clients requesting assistance with SBIR/STTR grants range from individual entrepreneurs and start-up companies submitting their first proposal, to companies seeking to increase the number of proposals awarded, to economic development organizations and universities seeking broad-based grant assistance. BBC*etc.*’s comprehensive SBIR/STTR grant assistance program includes:

- Grant sourcing and identification of funding opportunities
- Strategic planning to integrate grant funding with business strategy
- Broad-based training ranging from grant basics to intensive proposal preparation
- In-depth scientific, business and administrative proposal review
- Post-award administration and grant management

(more)

”BBCetc. can leverage the consulting services of SBTDC to help successful SBIR companies commercialize technologies and incorporate SBIR projects into larger business growth strategies,” stated Phil Tepley, Technology Team Coordinator of the Michigan Small Business and Technology Development Center.

The SBTDC Technology Team assists Michigan technology entrepreneurs to move into an innovation based economy. In 2008, the SBTDC Technology Team served 358 technology clients. These clients reported total capital raised in excess of \$54.4 million as a direct result of the MI-SBTDC Technology Team's services.

The Technology Team was created as a collaboration between the SBTDC and the Michigan Economic Development Corporation (MEDC). BBCetc. and SBTDC partnership is supported by the Michigan Economic Development Corporation (MEDC).

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The MI-SBTDC also manages the Emerging Technologies Fund, an MEDC sponsored program that provides companies commercialization funding to match SBIR/STTR awards. For information, visit [www.mietf.org](http://www.mietf.org)

#### **About Biotechnology Business Consultants and BBCetc**

Headquartered in Ann Arbor, Michigan, Biotechnology Business Consultants and its sister company, BBCetc, help innovation businesses with specialized business development consulting including assistance in securing federal grant funding for commercialization and growth. The companies provide training, grant application review, interim company management, commercialization and other critical support for emerging companies. For more information, visit [www.bioconsultants.com](http://www.bioconsultants.com).

#### **About MI-SBTDC**

The Michigan Small Business & Technology Development Center provides counseling, training and market research for Michigan's new business ventures, existing small businesses, expanding new businesses and new technology companies. The MI-SBTDC headquarters is located at the Grand Valley State University Seidman College of Business in Grand Rapids, Michigan. As host of the MI-SBTDC State Headquarters, the Seidman College of Business oversees the twelve-region MI-SBTDC network. Entrepreneurs and small business owners may access the services of their nearest MI-SBTDC by calling (616) 331.7480 or visiting [www.misbtdc.org](http://www.misbtdc.org).