NIH Proposal Preparation Workshop
January 18, 2023
8:00 a.m. - 4:00 p.m. EST

For basic research advancing beyond the academic realm into product development, the NIH provides non-dilutive federal funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. The NIH SBIR/STTR programs award over $1.25 billion in R&D funding annually to qualified small businesses developing game-changing technologies.

During this workshop, our expert will provide important information about SBIR/STTR funding and address how to craft a competitive SBIR/STTR proposal that meets the unique requirements of the NIH.

Expect to learn:
- Registration process necessary for submission
- Strategies for targeting your proposal to meet the reviewers’ expectations
- How to approach each section of the proposal
- The importance of your Specific Aims
- Common pitfalls and how to avoid them, and more

Agenda (EST)
8:00am CTNext Intro. and Program Overview
8:30am SBIR/STTR Overview and NIH Program Essentials
An overview of the SBIR/STTR program and review of NIH Program Essentials
10:00am 10-15-minute break
10:15am NIH Proposal Prep - Part 1
Detailed explanation of each major component of the Research Plan with strategies and review criteria
12:15pm 30-minute lunch break
12:45pm NIH Proposal Prep - Part 2
Continuation of NIH proposal prep, including Biosketches, Facilities, Budgets, and Grantsmanship
2:45pm 10-15-minute break
3:00pm Other Components for Success
Registrations, more NIH funding opportunities, how to handle Human Subjects Research, Intro to ASSIST, and final Q&A

About BBC Entrepreneurial Training & Consulting
BBCetc is nationally recognized for its success in helping emerging companies win SBIR/STTR funding and use it strategically to propel growth and has been awarded an SBA Tibbetts award and Top 50 Michigan Companies to Watch award. BBCetc’s Michigan clients have been awarded over $406 million in funding since 2002. [www.bbcetc.com](http://www.bbcetc.com) / 734.930.9741 / info@bbcetc.com / @BBC_etc

About the Presenter: Megan Varnum, Ph.D.
Megan joined BBC Entrepreneurial Training & Consulting as a Principal Consultant in 2019 with a wealth of experience in leading biological technologies on the path to commercialization. As CEO of FibrosIX Inc., a Michigan company developing compounds for the treatment or prevention of fibrosis-related disorders, Megan was involved in all aspects of planning and operation of the company. This included writing an SBIR grant proposal, which was awarded from the National Cancer Institute. Her prior experience includes serving as an Entrepreneur in Residence for Michigan State University’s Spartan Innovations where she assisted MSU researchers in translating their technologies into startup businesses. While at MSU, she managed the launch of two startups and assisted in preparation of both NIH and NSF SBIR proposals. A former Research Associate of the Scripps Research Institute, Megan received a B.S degree from the University of Massachusetts Amherst and a PhD from Boston University.