

For Immediate Release

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EDPA to hold April 29 workshop at Aegis Technologies in Huntsville to help small businesses gain Department of Defense federal funding

Birmingham, Ala., April 23- The Economic Development Partnership of Alabama is holding a workshop in Huntsville on April 29 to help innovative, small businesses in developing competitive proposals for federal grants and contracts from the Department of Defense.

The workshop is part of the launch of EDPA's Alabama Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Assistance Program. It is designed to increase the number of Alabama companies that receive a share of the \$2 billion in SBIR/STTR grants awarded annually by federal agencies such as the Defense Department.

The workshop is hosted by Alabama Launchpad, which is a program of the EDPA Foundation, in partnership with the University of Alabama in Huntsville from 9 a.m. to 4 p.m. at Aegis Technologies, 410 Jan Davis Drive. Check-in begins at 8:30 a.m.

The cost is \$50 for Alabama participants and \$100 for out-of-state participants. The workshop is presented through a partnership with UAHuntsville, WBCNA and Aegis Technologies. Click here to [register](#)

The SBIR program, coordinated by the U.S. Small Business Administration, encourages small businesses to engage in federal research that has the potential for commercialization, while the STTR program focuses on the commercialization of high-tech research and innovation through a joint venture of small business and nonprofit research institutions.

Since the federal programs started in 1983, more than \$36 billion have been awarded, but Alabama receives more than \$40 million annually. While Alabama has had some success, other states such as Oregon, California and Virginia are receiving even greater funding.

Greg Sheek, director of Alabama Launchpad programs, said the workshop aims to educate innovative, small businesses that federal research and development funds are available and to help companies avoid many common pitfalls that can cause early elimination from the process.

"Access to early-stage funds is important for small businesses," Sheek said. "SBIR and STTR grants help those businesses bring pioneering technologies to market and advances economic development by creating jobs."

Kannan Grant, director of UAH's Office of Technology Commercialization (OTC), said the workshop offers a unique opportunity for companies to learn from an SBIR/STTR expert because more and more SBIR program requirements go beyond technical competency.

“Good or even competitive proposals are no longer sufficient,” Grant said. “You have to have a winning proposal. In order to have a winning proposal, companies have to show they have good understanding of their product in the marketplace. Commercialization will be important. I highly recommend that whenever possible that a business development person and a technical person from a company attend this workshop.”

For more information, visit <http://alabamalaunchpad.com/technologyentrepreneurs/sbir/>

About the Economic Development Partnership of Alabama: Now in its 22nd year, the non-profit Partnership represents the private sector’s contribution to economic development in Alabama. Fully funded by 80 leading companies invested in the state’s long-term economic success, EDPA provides leadership and services that recruit new businesses to the state, retain existing businesses and renew Alabama’s economy by encouraging innovation both within existing industries and through the commercialization of new technologies. www.edpa.org

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