



NIH SBIR/STTR Program Overview

September 20, 2024

9:00 a.m. – 12:00 p.m. (CT)

Join our SBIR Classroom for an interactive, half-day, training on the National Institutes of Health (NIH) SBIR/STTR program. This workshop will provide an overview of the National Institute of Health's (NIH) grant programs. In addition to up-to-date information on the SBIR/STTR programs, it will cover:

- Review different NIH grant mechanisms and where to find them - navigating the NIH website
- Review of research projects qualities that would be considered Basic vs Translational
- How to find the program officers, how to approach them, what questions to ask
- How to do research using the web tools available (eReporter, SBIR.gov, etc.)
- Common pitfalls and how to avoid them, and much more!



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. BBCetc's Michigan clients have been awarded over \$444 million in funding since 2002. The company was recently named a 2020 Tibbetts award winner as well as one of 50 "Michigan companies to watch" by Michigan Celebrates Small Business. www.bbcetc.com / 734.930.9741 / info@bbcetc.com / @BBC_etc



BBCetc Executive Consultant and Co-owner, Jerry Hollister

Jerry became a Co-Owner of BBCetc in October 2023, six years after joining BBCetc. Jerry leads the customer development efforts at BBCetc and the NSF/DOD/DOE/USDA Team that supports clients applying to these four Agencies. Jerry leads the Technical and Business Assistance (TABA) Program for NOAA Phase I awardees. He currently serves as a reviewer for NSF, DOE, USDA and NOAA and regularly speaks about SBIR/STTR at several national conferences. Jerry started his career as a commissioned officer in the US Navy Civil Engineer Corps. Before his Honorable Discharge, he served as a warranted Contracting Officer for DOD. Prior to joining BBCetc, he was Chief Operating Officer for Michigan-based Niowave, where he worked to build the start-up company from 2008-17.

During his tenure Jerry led the Niowave SBIR team that received over 45 SBIR/STTR awards worth over \$20 million and Niowave was named the Department of Energy 2010 SBIR/STTR Small Business of the Year. Jerry earned a bachelor's degree in Industrial and Operations Engineering from the University of Michigan and a Certificate in Artificial Intelligence from the Massachusetts Institute of Technology.