



# Colorado SBDC Network's TechSource: Commercialization Program

**SBDC Directors Call 7.14.22**

# Backstory

- Over 16 years working with tech companies – Boulder tech business-heavy
- Developed specialized programming for Boulder market and expanded statewide, largely thanks to the FAST grant
- Divided into Commercialization and Cyber over several years tweaking the programs and messaging (tech companies vs. all companies)

# What is SBIR?

- America's Seed Fund, powered by the SBA
- Stimulates high-tech innovation
- Fund R&D efforts moving towards technology commercialization
- 11 federal agencies
- 3 Phases

# **Funding that supports Colorado science & engineering companies**

- FAST Grant
- VISA
- OEDIT
- City of Boulder

	Sessions / Hours	Business Starts	Jobs Created + Retained	Sales Increase	Contracts	Loans	Capital Formation
Central Mountain	59 / 114	—	5.5	—	—	\$33,400	\$33,400
Aurora-South Metro	834 / 1,428	5	107	\$20,998,476	\$39,811,515	\$505,000	\$10,825,477
Southwest CO	273 / 734	6	32.5	\$2,033,000	\$39,500	\$1,381,000	\$2,720,800
West Central	115 / 264	3	41	\$557,000	\$3,000	\$200,000	\$4,700,000
Northwest CO	74 / 120	—	6.5	\$500,000	—	\$286,000	\$301,000
Grand Junction	262 / 462	7	82	\$572,573	\$1,718,575	\$805,000	\$10,968,483
Larimer	232 / 561	2	153	\$13,171,295	\$3,251,638	\$685,700	\$1,980,700
Pikes Peak	780 / 1,416	7	300	\$2,576,893	\$95,933,728	\$1,358,995	\$4,418,495
Boulder	4,091 / 8,523	80	2,169.5	\$51,383,215	\$138,922,552	\$19,581,791	\$135,795,986
North Metro	332 / 449	4	32.5	\$2,000,601	\$3,930,000	\$539,220	\$4,288,036
East Colorado	367 / 691	1	6.5	\$63,950	—	\$224,350	\$781,350
Southern CO	236 / 372	3	69	\$169,700	\$327,162	\$93,000	\$629,217
San Luis Valley	10 / 24	—	—	—	—	—	—
Denver	893 / 2,329	10	541.5	\$10,449,335	\$23,707,893	\$4,152,700	\$6,602,021
<b>TOTAL</b>	<b>8,566 / 17,497</b>	<b>30</b>	<b>3,546.5</b>	<b>\$104,476,038</b>	<b>\$307,645,563</b>	<b>\$29,846,156</b>	<b>\$184,045,965</b>

# Special KPIs

- SBIR/STTR submissions and awards– Phases, agencies, award amounts
- Non-SBIR non-dilutive funding award submissions
- Assistance to underserved groups (broken out for consulting vs. workshops vs. outreach)



"Colorado SBDC Techsource:  
Commercialization assisted our  
start-up company in multiple  
ways - providing us with a  
competitive analysis that we use  
in our business plan, advice on  
an SBIR proposal, and some pro  
bono legal work - that helped  
with the current investment  
round. All of which were very  
helpful to a small business with  
limited resources."

**Diana Hall,**  
**Founder/CEO**  
ActivArmor



# Who is a fit?

## Industries

- Advanced manufacturing
- Aerospace
- Bioscience
- Electronics
- Energy and natural resources
- Infrastructure engineering
- Technology and information
- Other innovative technologies

## Targeted Funding Resources

- Rural
- Underserved
  - Minority-owned
  - Women-owned
  - Low-to-moderate income-owned



# Programs

## Webinars

- Intro SBIR
  - R&D Tax Credits
  - Tech Commercialization
  - Indirect Rates
  - Writing Competitive Proposals
  - Boards of Directors
  - Employee Ownership
  - SBIR Program Manager Q&As
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- Accelerators – TVX-Boulder, TVX-Women, NIST PSCR Pulse
  - Red Team Review
  - Proposal Assistance Funding Awards
  - Innovative Business Road Trips



TVX<sup>W</sup> was an amazing experience and incredibly helpful to me in continuing to grow and move forward my business. The mentoring was fantastic and the speakers were very helpful. Having a team of women, all with cameras on, made me stay engaged and learning. Hearing others' experiences was also super useful and the connection that our entire group made with each other will last for many years to come.”

**MELISSA KREBS**

GelSana Therapeutics

# Consulting

- Custom, One-on-One Consulting coordinated with local centers
- Single intake person for all prospective Commercialization clients
- Examples of Subject Matter Expertise:
  - Solicitation matching
  - SBIR/STTR proposal submissions and reviews
  - Market research
  - Writing commercialization plans
  - Government contracting
  - Accounting for government contracts
  - IP protection
  - R&D tax credits



"Your expertise and input has been incredibly valuable as I build a stronger case for my technology.

Win or lose, I feel that going through this exercise has helped turn a corner that needed turning in order to be successful. I have made many updates to the NASA

SBIR proposal based on your input, and I'm positive that it would not have been as strong as it is without your mentorship and support. I'm convinced that I would not be submitting without all of your help and encouragement."

JEROME HITTLE  
AmplifiedSpace

"Thank you so much for your time! Besides the great information, your energy and support were priceless! It is so good to feel you are not alone in this journey."

LAILA MARZALL  
TSM Microwave

"As a new resident in rural Colorado I was truly at a loss about the tech community out here until I attended the SBDC TechSource event in Salida. I was truly impressed by the quality of the content at the event (compared to similar events in Chicago), was able to make some great connections within the local community, and was able to sign up for additional services as well. SBDC assisted us with market research which helped expedite our focus in Colorado and helped connect us with funding sources to expand. Beyond that they were quick to respond, a pleasure to work with, and went above and beyond with their services. I would absolutely recommend SBDC TechSource to another tech company, especially for companies outside of the front range that are looking to connect and grow rapidly."

CHRIS MCLAUGHLIN  
Vital Command

# Marketing & Outreach

- Building strategic partner and potential client lists
- Dedicated website
- Monthly newsletter and SBIR funding alerts
- Social media
- Media lists by region and industry



A surveying instrument, possibly a total station or theodolite, is mounted on a tripod in an open field. The scene is captured at dusk or dawn, with a soft, blue-tinted sky. The instrument has 'Leica' and 'atatom' visible on its components. The overall mood is professional and technical.

**How can we help *you*?**

**[sbdc-techsource.org](http://sbdc-techsource.org)**