

HAWAII SMALL BUSINESS INNOVATION RESEARCH PROGRAM (HSBIR)

FY24 Funding Cycle



innovate
H A W A I I

SCAN ME





innovate

H A W A I I

Focused on Tech and
Manufacturing





SBIR · STTR
America's Seed Fund

Small Business Innovation Research (SBIR)

Small Business Technology Transfer (STTR) Program

Why SBIR / STTR?

- One of the largest sources of seed capital in the United States
- \$4 billion set aside annually
- Not a loan - no payback
- Non-dilutive funding
- Supports R&D and financing of cutting-edge technologies

PURPOSE OF SBIR/STTR

GOAL - Increase
private sector
commercialization of
innovations from
Federal R&D funding

The logo for Qualcomm, featuring the word "QUALCOMM" in a blue, sans-serif font with a registered trademark symbol.The logo for 23andMe, consisting of a stylized "X" formed by two overlapping diagonal bars, one pink and one green, with the text "23andMe" in a grey, sans-serif font to the right.The logo for iRobot, featuring the word "iRobot" in a bold, green, sans-serif font with a registered trademark symbol.

SBIR 3 PHASE PROGRAM

Phase I

- **Proof of concept**
- **6 - 12 months**
- **\$50K - \$250K**

Phase II

- **Prototype
Development**
- **24 months**
- **\$500K - \$1.5M**

Phase III

- **Commercialization**
- **No SBIR funding**
- **Customers**

11
Participating
Government
Agencies



TYPES OF AWARDS BY AGENCY

Granting

- Department of Agriculture (USDA)
- Department of Commerce
 - Nat'l Oceanic and Atmospheric Administration (NOAA)
 - Nat'l Institute of Standards & Technology (NIST)
- Department of Energy (DoE)
- Nat'l Science Foundation (NSF)
- Department of Health & Human Services *
 - Nat'l Institute of Health (NIH)

Contracting

- Department of Homeland Security (DHS)
- Department of Transportation (DoT)
- NASA
- Department of Defense (DoD)
- EPA
- Department of Education (DoEd)

SBIR ELIGIBILITY

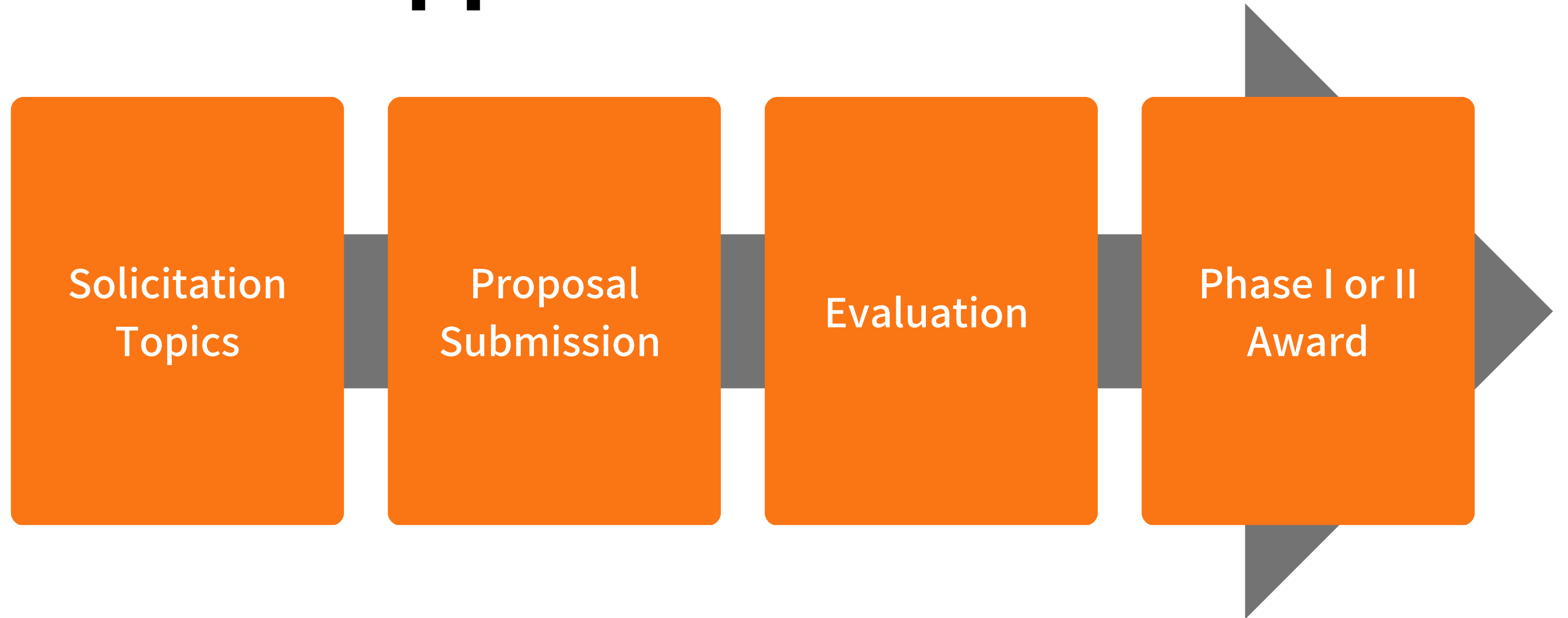
- **Must be a small, for profit, business - independently owned and operated**
- **Principal place of business in U.S. and 51% owned by U.S. citizen**
- **The PI must be primarily employed by the small business**
- **Work must be done in the U.S.**

Small Business Technology Transfer (STTR)



- Set up: like SBIR, BUT...
- Requires research institution partner (SBIR allows for a research partner)
- Why STTR?
 - Encourages tech transfer from universities; when businesses need specific research expertise or lab use

Typical SBIR/STTR Application Process



**SBIR/STTR
Does NOT Fund**



- Mere product improvements
- Low risk product development
- Just need funding
- Proposals NOT in areas of critical national need
- Research teams lacking credibility (in eyes of reviewers)
- Poorly-written proposals

TABA Funds



Technical and Business Assistance

Phase I - Up to \$6,500

Phase II - Up to \$50,000

- Make better decisions
- Solve technical problems
- Go-to-market

Questions on the Federal SBIR / STTR Program?

HAWAII SBIR (HSBIR) PROGRAM

- Technical and business assistance
- Matching grants up to 50% of Federal Phase I, II, and III awards
- Helps Hawaii companies compete

Note: All awards from HTDC are subject to Hawaii state tax laws. Please consult with your tax professionals for details.

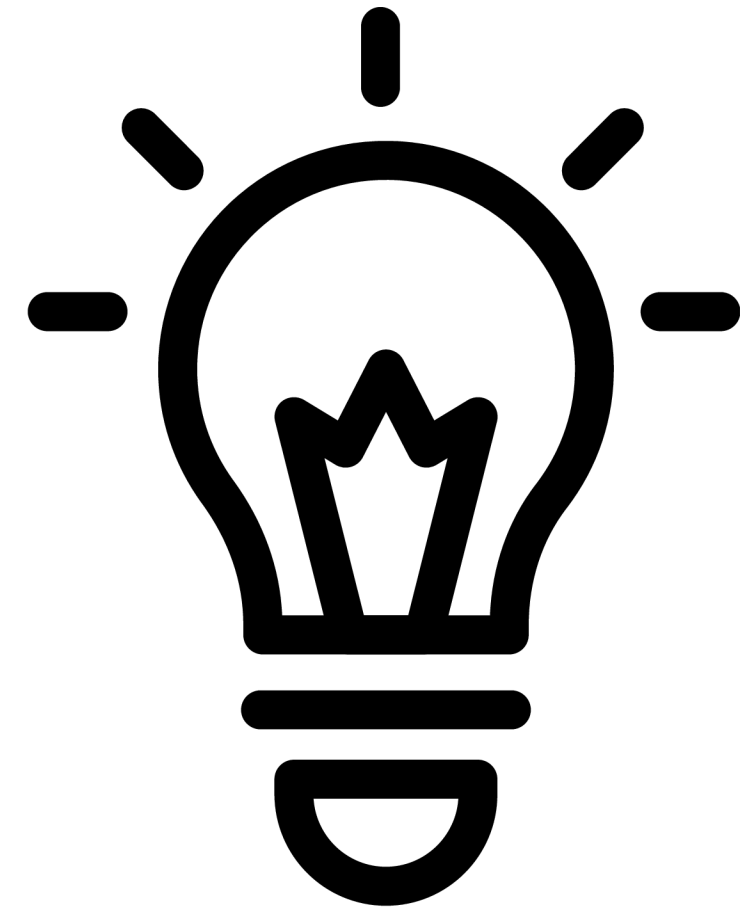


HSBIR ELIGIBILITY

- **Must have been awarded a Phase I, II, or III**
- **Principle place of business in Hawaii**
- **Must be HCE Compliant**
- **Majority of the work must be conducted in Hawaii**

HSBIR Phase 0

- Phase 0 funding up to \$3,000
- Only first time SBIR/STTR applicants are eligible
- Reimbursement for grant review assistance
- Proof of submission, invoice



HOW TO APPLY?

www.htdc.org/money/#hsbir/

HSBIR Application Deadline:

December 6, 2024

Application available online:

October 25, 2024

SCAN ME



Important

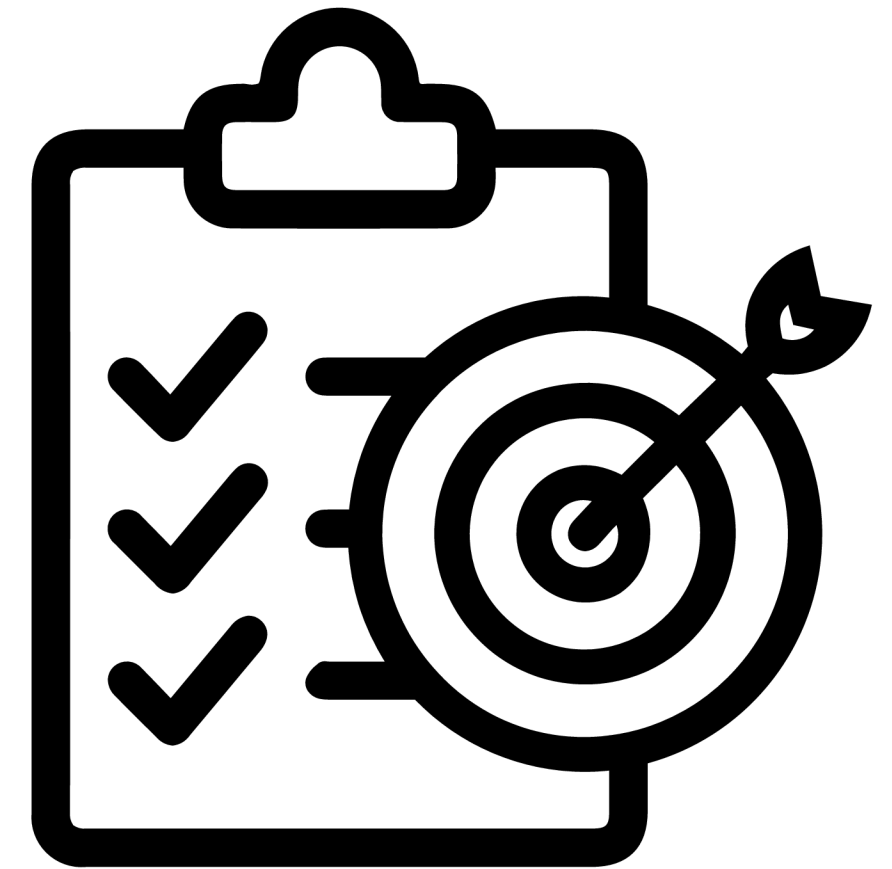
- Read through application questions
- Save progress and resume later, if needed
- Submit all required documents
- HCE Certificate and remain compliant
- Registered to do business in Hawaii (DCCA)

Commercial potential. Economic Impact to State



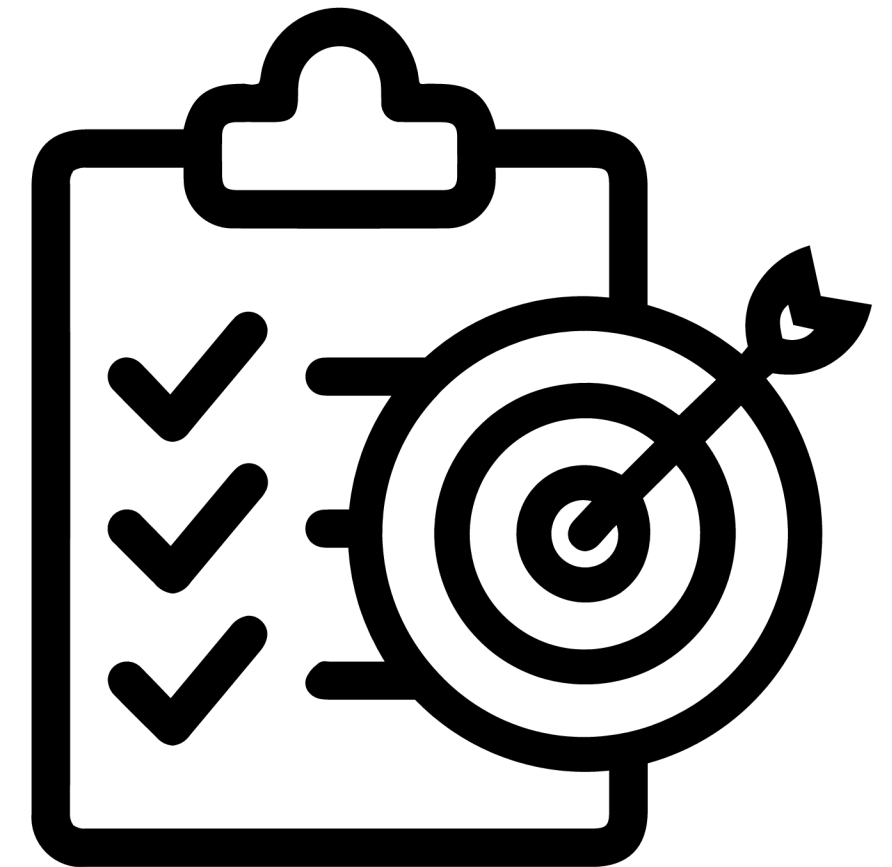
Review Committee Scoring

- First Time, Neighbor Island
- Impact to Hawaii - Jobs, Revenue, Priorities
- Reimbursement for grant review assistance
- Company
- Team



Priorities

- Aerospace
- Defense/Dual Use
- AgTech
- Renewable Energy
- Hawaii-specific challenges



Hawaii SBIR Application Process



Requirements

- NIST MEP federal program survey (within one to two years of award)
- HTDC state economic impact survey - once a year
- Program participation

Requested:

- Press/announcements - HTDC

Certificate of Vendor Compliance (HCE)

- Proof of compliance:
 - Hawaii Revised Statutes
 - Hawaii Administrative Rules
- **Compliant** = eligible for State funding
- **Not compliant?**
 - Contact the respective department for assistance

Start Process Now!



STATE OF HAWAII
STATE PROCUREMENT OFFICE

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

Vendor Name: ABC Company

DBA/Trade Name: ABC Company

Issue Date: 08/13/2019

Status: **Compliant**

Hawaii Tax#: 1234567
New Hawaii Tax#: GE123456789
FEIN/SSN#: XX-XXX1234
UI#: No record
DCCA FILE#: 412345

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
	Internal Revenue Service (Compliant for Gov. Contract)	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Exempt
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Certificate of Vendor Compliance

Hawaii Compliance Express (HCE)

<https://vendors.ehawaii.gov/hce>

Must be compliant at time of presentation and remain compliant to receive award.



What is Hawaii Compliance Express?

Hawaii Compliance Express (HCE) is an electronic system that provides vendors, contractors and service providers doing business with state or county agencies to quickly and easily document that they are compliant with applicable laws. HCE expedites your ability to furnish proof of compliance with the requirements of [103D-310\(c\), HRS](#).

This single certificate eliminates the need to obtain individual copies of clearances with the following agencies:

- Internal Revenue Service (IRS) - Form 8821
- Department of Labor & Industrial Relations (DLIR) - Form LIR27
- Department of Commerce and Consumer Affairs (DCCA) - Form COGS
- Department of Taxation (DOTAX) - Form A-6

Under Hawaii law, you must provide proof of compliance in order to receive a contract worth \$2,500 or more with state and county government entities in Hawaii.

Getting Help

Innovate Hawaii Provides:

- SBIR orientation/qualification
- Proposal writing assistance and other wraparound services
- State Matching Grants for Ph I, II, AND III awardees
- Training workshops and conferences
- Product development assistance via HTDC-Manufacturing Extension Partnership (MEP)

FY23 HAWAII SBIR STATS

Phase 0

**1 company awarded
\$3K HSBIR funding**

Phase I

**Hawaii companies
received over \$4M
federal funding**

**9 applicants
8 companies awarded
\$517K HSBIR funding**

Phase II

**Hawaii companies
received over \$38M
federal funding**

**16 applicants
11 companies awarded
\$1.5M HSBIR funding**

SBIR Funded
Companies
from Hawaii



Nalu Scientific



oceanit[®]



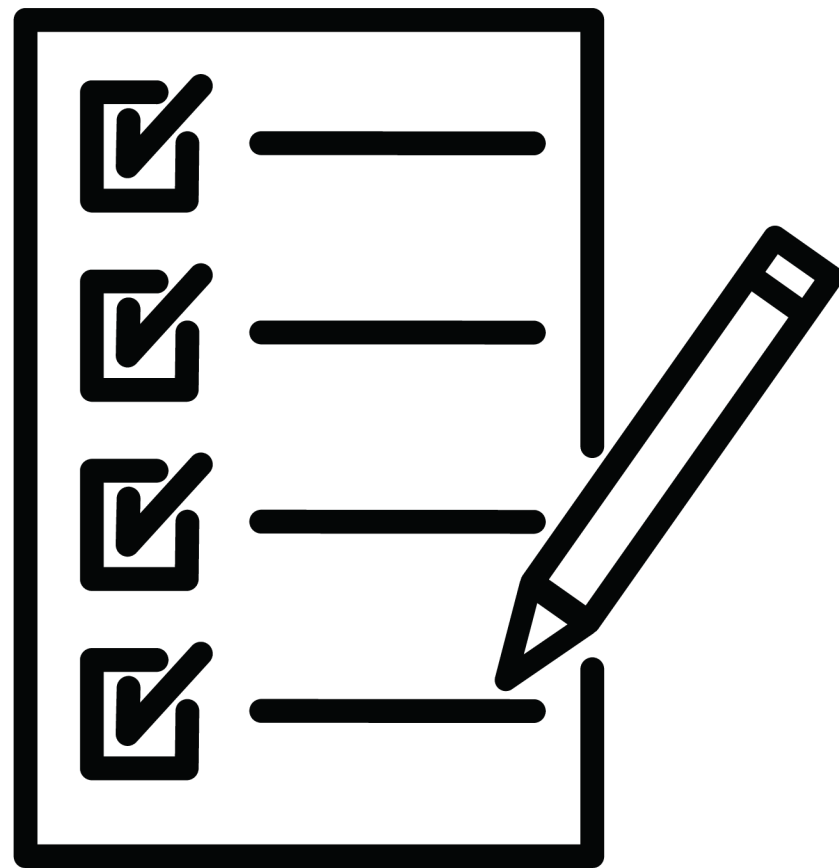
WAIHOME



Tips for HSBIR Application

- **REMEMBER:** Review committee recommends distribution of awards. HTDC Board approves final award amounts.
- **EXPECTATION:** Applying does not guarantee an award
- **PURPOSE:** Innovative activities in research and development that drive economic and employment growth, get you to the next level!

What Should You Do Now?



- HCE

- Find open solicitations
 - www.sbir.gov
 - www.grants.gov
 - www.turbosbir.com
- Register at SAM.gov
- Register at Grants.gov
- Visit agency sites for help
 - Connect
 - Webinars
 - Past proposals

Thank you

Questions?



innovate
H A W A I I

Mahalo!

cindy@htdc.org

Phone: (808)539-3621