

# FY07 Small Business Conference

Thomas F. Hill  
NAVAIR Lakehurst

# Questions

What is the Program?

Why should it be of interest to a Small  
Business?

# SBIR Program

- The Small Business Innovation Research Program was established under the Small Business and Innovation Development Act of 1982, reauthorized by the Small Business Research and Development Act of 1992 and again reauthorized under Small Business Innovation Research Program Reauthorization Act of 2000 (for a period thru September 30,2008)

# Purpose of the Program

- The SBIR program is designed to:
- Stimulate technological innovation
- Increase private sector commercialization of Federal R&D
- Increase small business participation in federally funded R&D

# Structure of the Program

- The program is divided into three phases:
- Phase I (Project Feasibility), duration of 6 months and valued at up to \$100K.
- Phase II (Project Development to Prototype), duration of 24 months valued at up to \$750K.
- Phase III( Commercialization).

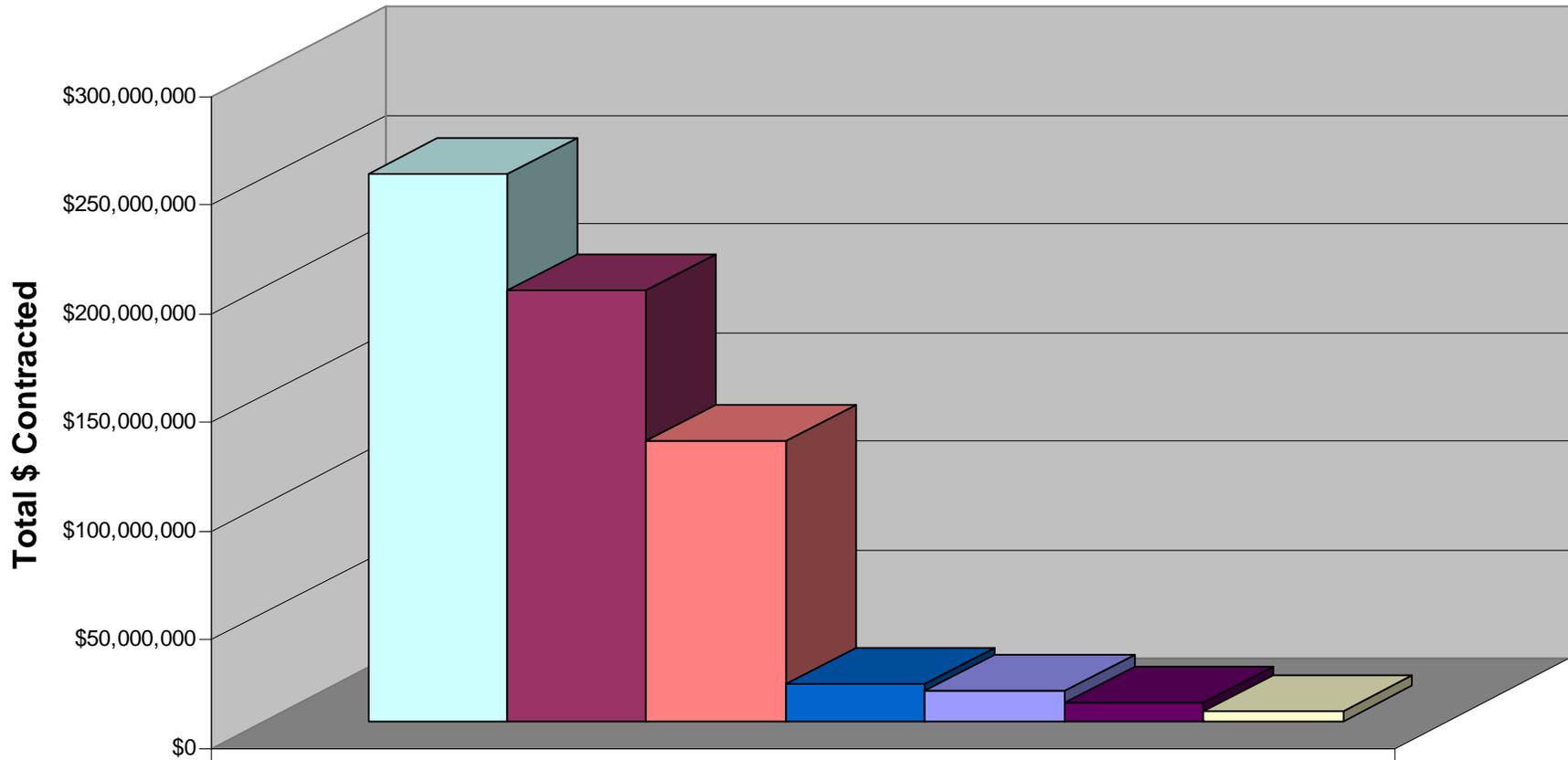
# For participation in the Program

- A firm must be a U.S. for-profit small business of 500 or fewer employees.
- Work must be performed in the United States.
- During Phase I, a minimum of  $\frac{2}{3}$  of the research or analytical work must be performed by the proposing firm with a minimum of  $\frac{1}{2}$  the research and analytical work also being performed in Phase II.
- The principal Investigator must spend more than  $\frac{1}{2}$  of the time employed by the proposing firm.

# Statistics of the Program

- The SBIR program was funded at approximately \$1.074B in FY05 (I.e. 2.5% of the DOD R&D budget). NAVAIR's awards under this program during FY05 were approximately \$110M (i.e. Phase I and II).
- Of the firms participating in the program, 83% have less than 50 employees. (FY2005)
- 34% of the Phase I awardees are first time DOD Contract winners.(FY2005)
- Typically, 15% of SBIR Phase I proposals are awarded with approximately 40% of those Phase I projects being awarded a Phase II contract.

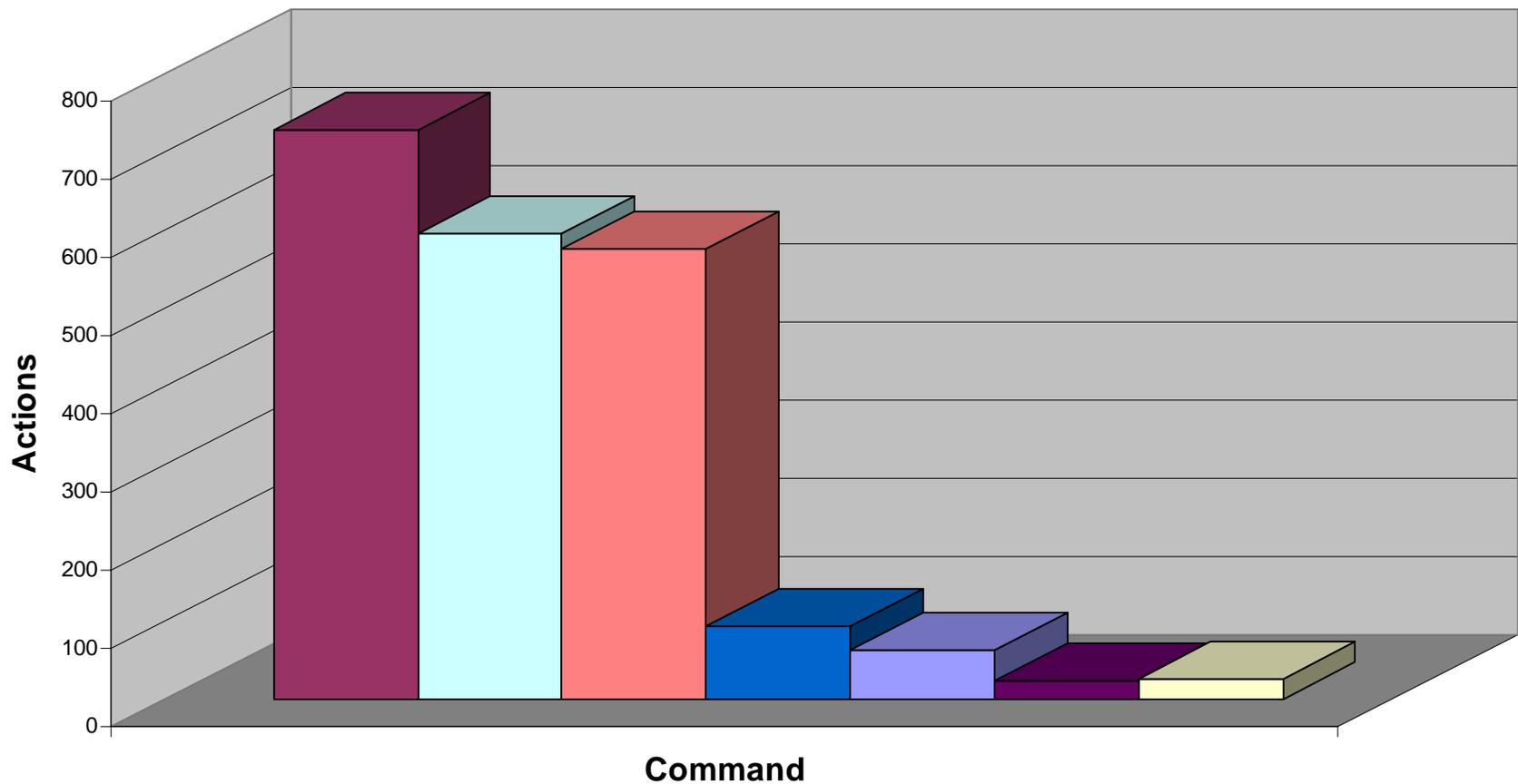
### SBIR FY05 Command Breakout (\$)



#### Command

NAVSEA - \$252,414,154	NAVAIR - \$198,763,962	ONR - \$128,816,790	SPAWAR - \$17,063,253
MARCORP - \$14,081,391	NAVSUP - \$8,649,997	NAVFAC - \$4,540,463	

### SBIR FY05 Command Breakout (Actions)



■ NAVAIR - 729 Actions	□ NAVSEA - 595 Actions	■ ONR - 577 Actions	■ SPAWAR - 93 Actions
■ MARCORP - 64 Actions	■ NAVSUP - 25 Actions	□ NAVFAC - 26 Actions	

# Navy SBIR Phase III Contracts from DD-350 Reports

