



## Michigan's SBIR/STTR Assistance Program Crosses \$200 Million Mark in Awards to Program Clients

Michigan's SBIR/STTR Assistance Program passed a major milestone last month with awards to client companies reaching \$205 million since 2002, when the program began. Funded by the Michigan Strategic Fund and administered by the Michigan Economic Development Corp. (MEDC), the program is managed by BBC Entrepreneurial Training & Consulting (BBCetc).

Through the SBIR/STTR programs, 11 federal agencies make high-risk capital available to fund R&D at the nation's most innovative small companies. The Michigan SBIR/STTR Assistance Program prepares Michigan technology companies to compete for funds more effectively by providing training and one-on-one proposal development services with most costs covered by the program.

"The SBIR/STTR programs are very competitive, but with over \$1 million per project of non-dilutive (i.e. free) funding available, an SBIR/STTR grant can be the factor that allows Michigan entrepreneurs to cross the "Valley of Death" when their technologies are too early to qualify for other funding types," said Kris Bergman, co-managing partner, BBCetc.

"At twice the national average, this program has consistently excelled at improving the SBIR/STTR award rate of Michigan entrepreneurs," said Fred Molnar, vice president entrepreneurship and innovation, MEDC. "The BBCetc team has enriched the Michigan entrepreneurial ecosystem over the years and continues to achieve a very high return on the MSF investment."

Lisa Kurek was BBCetc's managing partner from 1997 through September 2016, presiding over the company as it expanded both its agency expertise and community outreach. In October 2016, the company was sold to BBCetc team members, Kris Bergman and Becky Aistrup. Lisa continues to play an active role as an experienced SBIR/STTR educator, speaker and resource for BBCetc clients.

The Michigan Assistance Program makes SBIR/STTR training available throughout the state with topics ranging from basic SBIR/STTR overviews and short programs on topics such as commercialization essentials, budget preparation, and building a team, to in-depth agency-specific classes on preparing competitive proposals. In addition, a library of over 30 recorded webinars on SBIR/STTR topics is available free of charge to Michigan companies on the BBCetc website.

For companies seeking one-on-one proposal development assistance, BBCetc services include developing an overall proposal strategy, identifying appropriate solicitations, project planning, scientific and editorial review, as well as assistance with proposal submission and details of post-submission administration.

Contact BBCetc at [www.bbcetc.com](http://www.bbcetc.com) / 734.930.9741