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NEW CENTER TO HELP UTAH SMALL BUSINESSES WIN FEDERAL R&D GRANTS

June Launch for Services Designed to Drive More SBIR/STTR Tech Funding to State

SALT LAKE CITY – May 14, 2008 – A new resource to help small businesses across the state win a larger share of federal research and development funding will be available in June, thanks to the efforts of USTAR, the Governor's Office of Economic Development (GOED), the Small Business Administration (SBA), and the Salt Lake Community College Miller Business Resource Center.

Despite substantial funding available, very few Utah small businesses are successfully pursuing Small Business Innovation Research (SBIR) and Science Technology Transfer and Research (STTR) funding from the U.S. federal government. With participation from 13 separate federal agencies, the SBIR program is the largest source of early-stage technology financing in the U.S., with \$2 billion allocated for fiscal year 2008. Nonetheless, in 2004, Utah received only 0.53% of the total dollars awarded nationally for the SBIR program. Another \$200 million is available through the related STTR program.

“The Governor's Office of Economic Development works closely with both higher education and the private sector to develop both counseling and funding resources for business. This collaboration with USTAR should help Utah businesses to better navigate the sometimes challenging SBIR/STTR grant process to add another source for critical funding of their businesses,” Jason P. Perry, GOED executive director, said.

Based at the Salt Lake Community College Miller Business Resource Center in Sandy, the SBIR/STTR Assistance Center (SSAC) is expected to open in June.

“SBA serves as the coordinating agency for the SBIR program nationally. SBIR can provide a crucial stage of funding for small businesses in Utah. We are very excited about the creation of this center which will provide small businesses the ability to access the business and technical assistance needed to successfully qualify for SBIR assistance,” said Stan Nakano, SBA District Director.

A main goal of the center is to increase the number and quality of proposals submitted to the federal government. Additionally, training workshops will be offered at locations throughout the state to increase awareness of the SBIR/STTR programs and to improve the writing and grant preparation skills of businesses seeking funding.

“Establishing the center will create better access to funding opportunities for Utah small businesses,” Ted McAleer, USTAR Executive Director, said. “The center’s staff will provide the needed skills and experience to assist small businesses with finding appropriate SBIR/STTR opportunities and writing successful grants.”

The SBIR program funds early-stage research and development for small businesses. This funding is designed to help stimulate technological innovation and to increase small business participation in federally funded R&D. The STTR program is structured similarly to the SBIR program, but is also designed to facilitate collaboration between small businesses and research institutions (i.e., universities, federally-funded R&D centers, or nonprofit research institutions).

“By providing office space and other resources for the new center, the Salt Lake Community College is once again demonstrating that we’re a good partner with the business community,” Cynthia Bioteau, SLCC president, said.

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About GOED

The Governor’s Office of Economic Development (GOED) charter is based on Governor Huntsman’s commitment to economic development statewide. GOED is an agency with two strategic business units, business development and tourism. The mandate for this office is to provide rich business resources for the creation, growth and recruitment of companies to Utah and to increase tourism and film production in the state. GOED accomplishes this mission through the administration of programs that are based around industries or “economic clusters” that demonstrate the best potential for development. GOED utilizes state resources and personnel as well as private sector contracts with organizations such as the Economic Development Corporation of Utah (EDCUtah), Utah Defense Alliance, the Manufacturers Extension Partnership (MEP) and others to fulfill its mission.

About USTAR

In March 2006, the Utah State Legislature passed Senate Bill 75 creating the Utah Science Technology and Research (USTAR) initiative providing funding for strategic investments at the University of Utah and Utah State University to recruit world-class researchers and build state-of-the-art interdisciplinary research and development facilities and to form first-rate science, innovation, and commercialization teams across the State. This initiative focuses on leveraging the proven success of Utah’s research universities in creating and commercializing innovative technologies to generate more technology-based start-up firms, higher paying jobs, and additional business activity leading to a state-wide expansion of the Utah’s tax base. Ultimately, USTAR stands as an innovative, visionary, and far-reaching initiative to further bolster Utah’s high-technology economy. Utah recently received recognition from Kauffman Foundation as the “Most Dynamic Economy.” More information can be found at www.ustar.utah.gov.

About SLCC Miller Business Resource Center

Located at the Larry H. Miller campus in Sandy, Utah, the Miller Business Resource Center (MBRC) provides comprehensive and customized resources for the local business community, and is the only facility of its kind in the state of Utah. The MBRC is home to the Salt Lake Regional Small Business Development Center, as well as, the Miller Business Innovation Center,

the Global Business Center, the Women's Business Institute. Additionally, the MBRC provides work force development assistance through the Corporate Training program, and state of the art conferencing and facility rental at the Miller campus. For more information about the MBRC call 801-957-5200 or visit www.slcc.edu/mbrc.

About the Small Business Administration

SBA was created by Congress in 1953 to support and foster the creation and success of small businesses. SBA offers a wide range of financial and business assistance and disaster relief services. www.sba.gov