

US EPA ARCHIVE DOCUMENT

SBIR Awardees and Perspectives on Application Process and Experience

**U.S. EPA Water Technology Innovation Cluster Leaders Meeting
Federal Funding Opportunities for Early-Stage Water Companies**

April 27, 2015

Location: Wooster, OH

Employees: 18

Start Date: December 2008

Sales 2013: \$2.5 million

Status: Privately Owned



Origin: Initial patent from Chemistry Department the College of Wooster

SBIR Awards

1. National Science Foundation SBIR Phase IIB Grant \$500k
Project: Produced water purification
2. National Science Foundation SBIR Phase IIB Grant \$250k
Project: Stormwater treatment using BioMax-Osorb®
3. U.S. Department of Energy SBIR Phase IIB Grant \$1 million
Project: Refinery water purification
4. National Science Foundation GOALI \$300k
Project: Catalytic Osorb in collaboration with Ohio State University
5. U.S. Department of Defense SERDP program \$150k
Project: Osorb passive sampler for environmental monitoring



SBIR Application Process

- Actually very similar to regular research grants
- Phases I, II, and IIB (or III):
Proof of Concept → Commercialization
- Addition: Business development



- Do R&D (non-dilutable fund)
 - Develop products or technology to sell
- Credibility and Validation
 - Water Industry extremely data driven
- Publicity
 - Science Nation
 - Popular Mechanics Breakthrough Award
 - Artemis Project Top 50 "Most Innovative"



Aspects of the SBIR Program to be Different

- Since commercialization is important for success, more flexibility to use resources for areas outside of science (i.e. product & business development)
- More networking opportunities

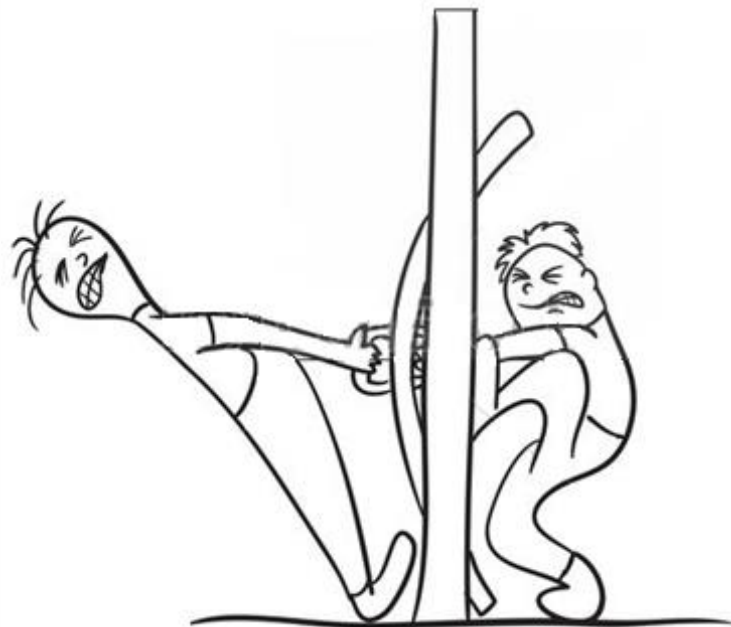
Advice for small companies applying for their first SBIR award

- Remember that commercial development is necessary
- Put market validation on your proposal



What things could clusters do to help companies?

- Water Industry extremely data driven
- Conservative market (validation): 3rd party testing
- Help with achieving demonstration projects
- Introduction to potential users of technology



Thank You!

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