

The path to commercialization of Missouri research just got easier...

The Missouri Technology Corporation (MTC), in partnership with the Missouri Small Business and Technology Development Centers (MO SBTDC), has initiated a new funding source for innovative and high-technology companies interested in pursuing federal research and developing funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) awards.

The **Missouri Technology Incentive Program (MoTIP)** is designed to generate high-quality SBIR/STTR proposals and broaden the participation of Missouri small businesses through Phase 0 competition assistance grants and Phase I/II Bridge Loans.

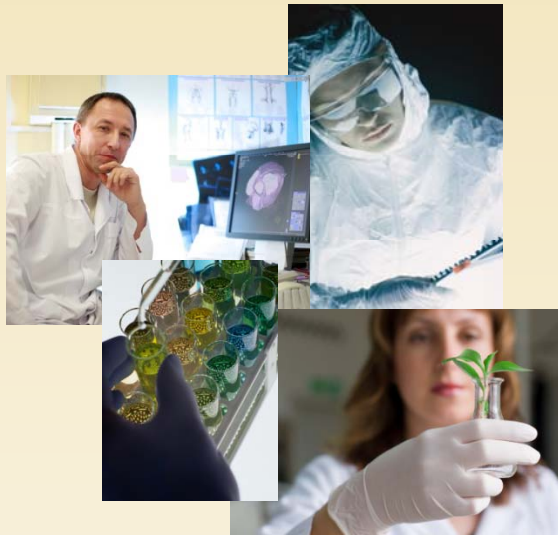
Each year, the federal government makes more than \$2.5 billion available to U.S. small business engaged in high-technology research and development. Historically, Missouri has not captured its share of those dollars, often because entrepreneurs lack critical funding at important junctures in the technology's development.

MoTIP is designed to fill those gaps and ensure that Missouri wins more dollars for commercialization of innovative ideas, creates more business and jobs and develops its economic potential.

PHASE 0 Proposals

Entrepreneurs may apply for Phase 0 competition assistance grants monthly by submitting a proposal to **MoTIP**. Funds of no more than \$5,000 may be used for the following:

- Attendance at SBIR conference/workshops
- Communication with, including travel to, targeted federal agencies
- Consultant and mentor services for preparation of the Phase I proposal
- Proposal preparation and review
- Communications with potential customers
- Analyses to support test data preparation
- Acquisition of test data for inclusion in the Phase I proposal



PHASE I/II Bridge Loans

Many entrepreneurs experience a gap in funding between the award of a Phase I grant and subsequent Phase II activity.

MoTIP's Phase I/II Bridge Loan program provides gap financing to maintain the momentum of technology development fostered under Phase I to ensure it is primed for commercialization under Phase II.

Small businesses may request up to \$50,000 to support research activities lasting six months. These funds may be applied to the direct costs associated with research and development activities that either refine Phase I results or initiate work in Phase II of the commercialization funding.

Due to legal constraints, funds provided under the Bridge Loan funding cannot be used for every cost. Prohibited charges include (but are not limited to):

- Purchase or lease of real estate, construction or renovation
- Salary for administrative personnel
- Overhead or direct costs at a rate greater than allowed by the funding agency
- Patenting costs
- Subcontracts in excess of \$500 for personnel, facilities, equipment or services located outside Missouri unless previously approved
- Specific activities for which sufficient SBIR funding has already been secured

Eligibility: All Missouri individuals and businesses who are eligible to participate in the federal SBIR/STTR programs are eligible to participate in MoTIP. To ensure availability of funding and diversity of awards, all proposing entities are limited to one Phase 0 award per quarter.

Unlike the Phase 0 funding, which is truly a grant, the **MoTIP** Bridge Loan funding is forgiven only if the Phase II proposal is not successful with the federal agency. If the proposal is funded, the loan must be repaid to **MoTIP**.

This funding helps the entrepreneur bridge the resource gap that often occurs mid-way through the commercialization process. Repayment of the money ensures resources are available for future projects. In this way, the success achieved by Missouri's technology entrepreneurs helps seed the next generation of innovative ideas.

How to begin...

Proposal preparation instructions and templates for both Phase 0 grants and Phase I/II Bridge Loans are available at www.missouribusiness.net/fast/tip.asp under MoTIP.

Proposals may be submitted at any time. Verification of your submission will be sent via email.

Online resources:
www.missouribusiness.net
www.zyn.com/sbir
www.sba.gov/sbir
www.sbir.gov

For more information:

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Missouri Technology Incentive Program (MoTIP)

Enhancing Missouri's success
with SBIR/STTR participation
through assistance grants and
bridge loans.

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