

SOLUTIONS

THE UNIVERSITY of
TENNESSEE UT
CENTER for
INDUSTRIAL SERVICES



SOLUTION POINT



The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs annually award more than \$2.5 billion to small businesses with innovative ideas throughout the country. To share in the awards, you must communicate your idea effectively to the targeted federal agency. Now, you have a unique opportunity to learn grant writing strategies from consultant Jim Greenwood, who is nationally recognized for his expertise in SBIR/STTR programs. The workshop includes:



- The basics of preparing a competitive Phase 1 SBIR or STTR proposal
- How to avoid common mistakes many proposers make
- Insights into the award process by critiquing an actual proposal
- An overview of basic government accounting concepts

August 30, 2011: 8:00am- 4:30pm

Chattanooga Chamber of Commerce's Business Development Center
100 Cherokee Blvd.
Chattanooga, TN 37405

Class size is limited to 40 participants so be sure to pre-register for this great opportunity either [online](#) or by calling (888) 763-7439.

The course registration fee is \$50 which includes lunch and all course materials.

Registration check-in will begin at 8:00am. The workshop will begin promptly at 8:30am and conclude at 4:30 pm.

For more information, contact Bill Wiley at UTCIS, at bill.wiley@tennessee.edu or (865)974-8464; Chris Daly or Christi Doll at The Enterprise Center, at doll_c@theenterprisectr.org or (423)425-3772.

This workshop is sponsored by the University of Tennessee Center for Industrial Services and the U.S. Small Business Administration.

Presented in partnership with **The Enterprise Center** and the Tennessee Technology Development Corporation.