



How good an investment has SBIR-STTR been?

Examining aspects of program's Business and Economic impact.

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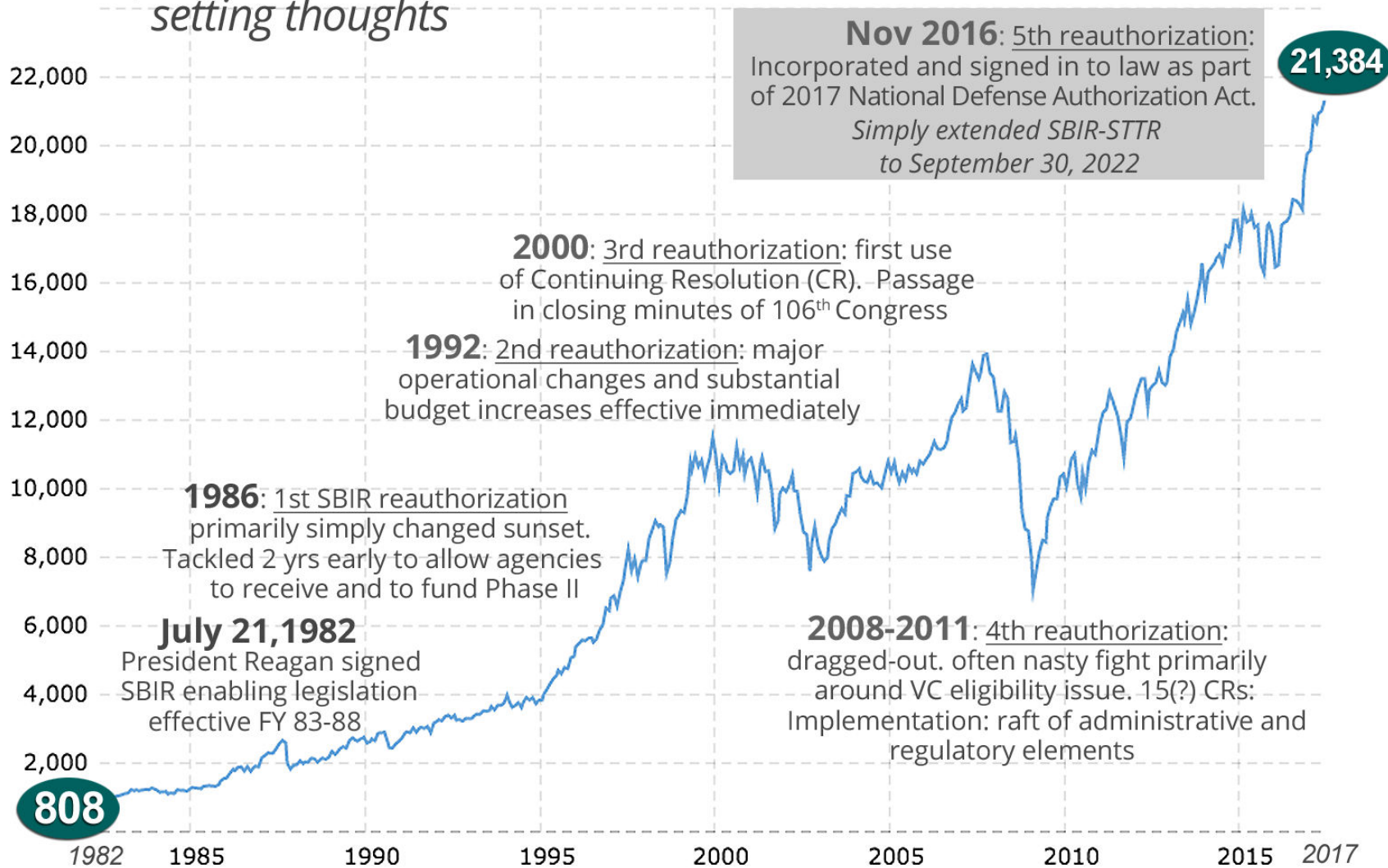
Supporting slides for brief overview of
SBIR Business and Economic impact offered at:
SBTC Annual Meeting & Awards Presentation
Senate Small Business Committee Hearing Room
428A Russell Senate Office Bdg, Washington, DC
Tuesday, June 20, 2017

- ❖ Context setting comments
- ❖ Venture capital
- ❖ Patents
- ❖ Publicly traded
- ❖ M&A transactions
- ❖ Business Collaborations

*For on-line access,
slides divided into
Topic Groupings*

- ❖ Context Setting comments
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Tracking SBIR against Dow Jones: 1982-present. *Some useful context-setting thoughts*



Organizing principles for this series of slide sets:

Compilation of Success Stories in SBIR participating agencies, the Tibbetts awards and Hall of Fame recognitions have been effective in documenting the often quite remarkable achievement and impact of hundreds of individual SBIR-STTR awardees. By almost any evaluative criterion - but perhaps technical impact particularly - across many arenas of endeavor the achievement of SBIR-STTR awardees has been significant.

With the accumulated SBIR-STTR federal 'investment' since FY83 now approaching **\$46 Billion**, it is particularly useful perhaps now also to consider what sort of collective Return on Investment has been achieved.

Anchored in highly-detailed business and economic data systematically gathered and continuously back-hoed by Innovation Development Institute LLC tracking aspects of all SBIR awardees since soon after passage of the SBIR enabling legislation in 1982, these sets of slides (by topic area) provide useful overview of various aspects of SBIR Business and Economic impact.

Particularly worth noting is extent to which SBIR often mirrors current economic conditions presenting something akin to a "Living Lab".

Slide sets: by primary area of focus

SBIR STEM Employment: by percentage of (1) total employment in States represented by Senate Small Business Committte Members and (2) total Firms in that State

Venture Capital	Publicly traded	Business Collaborations
Patents	M&A transactions	

SBIR-STTR: mirror of
prevailing conditions:



SBIR-STTR:
long-duration
living lab

*...largest single concentration
of technical talent in US: far and
away larger than all academic
institutions added together*

idi-developed SBIR-STTR relational database systems: tracking elements

Core data on SBIR-STTR involved firms 1983-present

- Detailed Company Profile: full contact info
- Names by which firm is/has been known. Address history & multi-site locations. Any/all data relevant to company history
- Personnel: Current & previous management team: job titles and bios; all PIs to include if/when these persons relocate
- Business Identifier: primary business and technology focus
- Business summary: synopsis of company background, areas of technology focus, target applications/markets
- Overview Financial & Business condition: start date; employment and revenue range; first & last years SBIR involvement.
- As applicable, detailed sourcing and extent of VC, IPO etc
- IP status to include full detail of issued patents (US & world), inventors, fee payment status, citations, in- and out-licensing
- Where applicable - spins-in & -out. M&A activity
- Media coverage: business, popular press and other sources
- Document repository: Professional / technical presentations and papers, White Papers; Nutshells; & marketing materials
- Business or Technology Recognition Awards
- Powerful tech application, indexed classification system in progress:

SBIR-STTR award status

- Full detail of extent and form of SBIR-STTR involvement: sources, dollars, Phase I-II conversions, Abstracts, outcomes
- Any forms of follow-on federal funding: Phase III procurement contracts, earmarks and plus-ups

Also tracked: NAICS codes, various tech classification systems, DUNs & CAGE numbers, Congressional District, GSA Schedule status & Number



United States Senate Small Business Committee: By Member State

SBIR employment impact (By Awardees having post 2001 program participation)

State	Total Employment ¹	STEM Employment ¹	% STEM Related	SBIR Employment ²	% Stem Jobs SBIR related	<i>SBIR Firms as % of state firms</i>
ID	628,140	37,440	5.960%	1,480	3.953%	0.182%
NH	627,000	40,430	6.448%	4,400	10.883%	0.408%
DE	424,330	29,900	7.046%	1,450	4.849%	0.286%
FL	7,665,280	344,380	4.493%	12,350	3.586%	0.121%
HI	612,580	26,170	4.272%	1,360	5.197%	0.320%
IA	502,530	23,369	4.650%	2,020	8.644%	0.167%
IL	5,765,880	326,770	5.667%	7,230	2.213%	0.169%
IN	2,905,170	143,780	4.949%	3,680	2.559%	0.194%
KY	1,808,010	72,170	3.992%	1,360	1.884%	0.193%
LA	1,915,800	74,550	3.891%	1,220	1.636%	0.079%
MA	3,322,500	297,960	8.968%	49,990	16.777%	0.926%
MD	2,557,510	232,930	9.108%	19,320	8.294%	1.172%
ND	440,420	18,230	4.139%	860	4.717%	0.123%
NJ	3,869,260	252,810	6.534%	12,670	5.012%	0.237%
OK	1,577,330	80,660	5.114%	2,630	3.261%	0.111%
SC	1,876,480	90,890	4.844%	1,140	1.254%	0.130%
SD	409,250	18,020	4.403%	390	2.164%	0.178%
WA	2,898,350	265,970	9.177%	12,700	4.775%	0.311%
WY	282,690	13,710	4.850%	670	4.887%	0.269%
US Totals	134,453,660	8,281,969	6.160%	430,708	5.201%	0.273%

1. US Department of Labor: Bureau of Labor Statistics 2014

2. Innovation Development Institute, LLC, Swampscott, MA SBIR-STTR tracking systems