

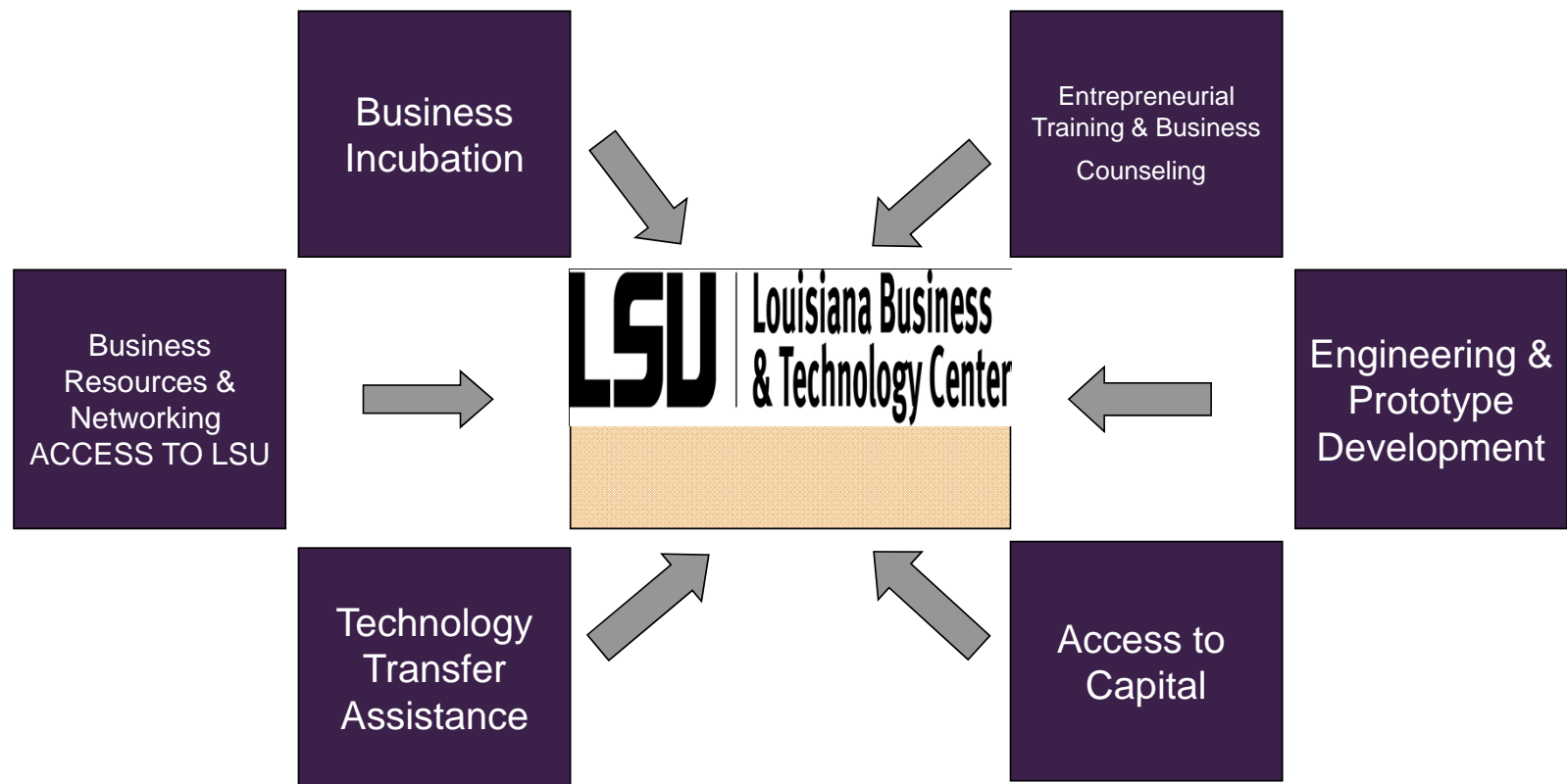
# SBIR/STTR & THE ROLE OF STATE PROGRAMS



*The National Academies  
Washington DC.  
October 7, 2014  
Presented By: Roy Keller*



# The LBTC Model



# Mobile Classroom Driving Louisiana's Economy

Incubator on Wheels / Rural Entrepreneurship / Business Disaster Recovery



Houma



Vidalia



Morgan City



Rayne

# PROTOSTRIPES

WHERE TIGERS CREATE THEIR MARK

- Targets Innovators with STEM Backgrounds
- Focuses on a 3 phase process
  - Feasibility
  - Prototype Design
  - Commercialization
- Feature a 3-D Printer, 3-D Scanner, and a laser cutter.
- A College of Engineering Student on staff to assist companies
- Five LBTC companies currently using center
- Funding from private and public sources





# Impact of Student Incubator

- Assisted 98 student companies
- **29** businesses are in operation employing **92** people in Baton Rouge
- **19** businesses started in the student incubator are full time businesses now that the students have graduated
- **31** businesses currently in the student incubator
- **\$4,292,000** in capital raised by the companies since 2011
- The LSU student incubator has gained international recognition as one of the leaders in the student incubation industry
- **Venture Challenge - \$25,000 in Cash to Student Incubator Companies annually**



**HitLights**  
**LED Lighting Company** –  
started in the student  
incubator and now in  
LBTC and on track to do  
**\$7 million in sales this  
year**

# LBTC Impact

## **LBTC Overall Impact [Jan 1999 – June 2014]**

- \$169,325,241 in equity, grants and loans
- 5,864 businesses & entrepreneurs received technical and management assistance
- 3,297 business or marketing plans developed
- 1,988 companies received Small Business Innovative Research (SBIR) support
- 529 businesses started after receiving assistance; creating or saving at least 9,494 jobs
- 378 training events for 20,071 participants

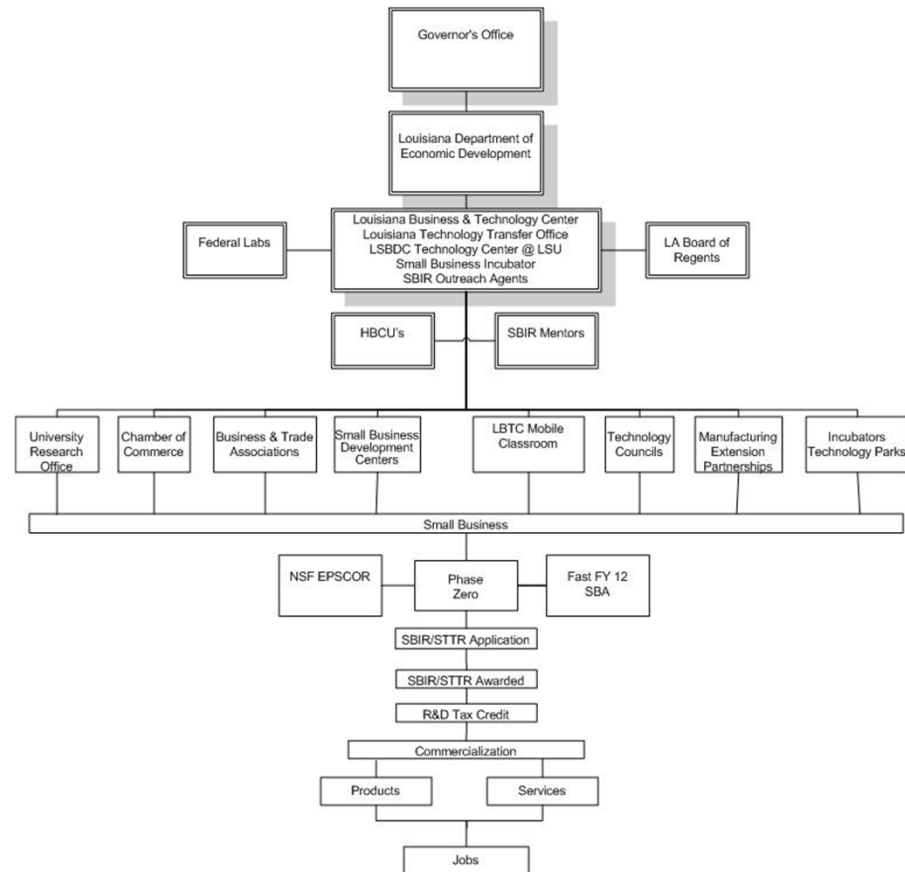
# Louisiana Technology Transfer Office

## Mission

- Matching Louisiana businesses with resources and expertise within the federal laboratory system.
- Visiting Louisiana companies to assess their technical needs and to offer solutions to their problems.
- Promoting the federal Small Business Innovation Research Program (SBIR) and the Small Business Technology Transfer Program (STTR) to Louisiana companies.
- Assisting Louisiana businesses in applying for and winning these grants and contracts.
- Facilitating technology transfer between federal agencies and Louisiana industries with emphasis on procurement, licensing and problem solving.



# Outreach Model





# LIFT

## (Leveraging Innovation for Technology)

- LSU dedicated \$2 million from revenue generated by previously licensed LSU inventions
- \$500,000 granted in July 2014 in \$50,000 grants from 47 faculty applicants
- LSU President F. King Alexander said, "this program will help to see many of these projects advance from basic research to market."
- The grants provide funding to validate the market potential of the faculty members' inventions.
- The LBTC served on the rules committee to draft the application and ranking system to select winning applicants
- The LBTC recommended business leaders to be on the judging panel to select winning proposals.

