Providing our customers with structurally integrated electronics for advanced sensing, communications, and signals intelligence.

“Our experience with SBIR/STTR Grants & Contracts”

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Disclaimer: The content and opinions expressed in this briefing are not those of the US Government nor SBDC but solely reflect the views of J.Brogan.
About MesoScribe Technologies

- High technology company, founded in 2002
- Spin-off from Stony Brook University, 4 exclusive patent licenses
- Provider of Direct Write products and additive printing services for aerospace, energy, and military markets

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MesoScribe: The Early Days....

- **2002 – 1st Phase I SBIR grant award**
  - Department of Energy, $100k, 12 month POP
  - Leased 500 sf at LIHTI (expanded to 2,000 sf by 2008)
  - Hired 1st full-time employee (other than Founders)
  - Executed a facilities-use agreement with SBU
  - Began sensor product development
  - Wrote more proposals....
  - Engaged gas turbine engine OEM (led to a NIST ATP in 2005)

- **2003 – Successfully converted the Phase I into a Phase II grant**
  - Department of Energy, $600k, 24 POP
  - Hired 2 more employees
  - Leveraged SPIR cost-matching opportunities (Strategic Partnership for Industrial Resurgence)
  - 3 more SBIR Phase I awards
MesoScribe Technologies

- 10 years later, cumulative Government funding totals:
  - 56 Government grants & contracts
  - 44 SBIR/STTR awards: 27 Ph I and 17 Ph II
  - ~ $18M in funding
  - Army, Navy, Air Force, DARPA, MDA, NASA, NIST, DOE
Our SBIR/STTR Funding

- Launched MesoScribe, enabled **gradual** expansion
  - 500 sf increase per year at LIHTI
  - 1-2 new employees per year
  - We needed time to develop technology, products, & applications

- Enabled the purchase of laboratory facilities, test equipment, instrumentation, robotics, etc. for 14,000 sf (Direct Costs & on OH)

- Retain patent rights (FAR 52.227-11)

- Provides 4 years of data rights per contract (Ph I, Ph II, each Ph III)

- No loss of equity

- Not a loan, nothing to pay back

- No cost share required

- Enabled us to transition technology to other markets
  - Capabilities developed from a NASA SBIR allowed us to manufacture a product for commercial aircraft, currently in production
Starting Out: Some Lessons Learned

- Keep your overhead low, minimize your expenses, stretch your cash, utilize available resources at universities, etc.

- Carefully manage expectations and adoption of required procedures as a government contractor
  - Proper government cost accounting system is needed ASAP from Day 1
  - You need to be compliant and satisfy DCMA/DCAA regulations but large cookie-cutter plans could suffocate your fledgling business

- Commercialization strategy is critical, even as you develop your Ph I proposal
  - License or manufacture?
  - Who is going to buy your product or service and how do you sell it?
  - Understand the acquisition platform/procurement cycle

- SBIR/STTR funding is not sustainable
  - Getting an SBIR/STTR is not easy; but transition is far more difficult
  - Have a strategic plan
SBIR/STTR Grants are a great way to launch a business, and to develop and commercialize new cutting edge technologies.

I wish you all success!

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