



## **ENTREPRENEURSHIP WORKSHOP SERIES**

# **How to Secure Government Funding for your Company: SBIR and STTR programs**

**May 27, 2015  
6:30 PM to 8:30 PM**

**Instructor:** Jerry Knotts, California Coast Venture Forum

### [Register online](#)

\$5 online registration for IEEE member or higher grades, and for associate and affiliate members.  
\$15 online for non-members  
\$35 at the door

### Location

#### **California Lutheran University**

60 West Olsen Road, Ahmanson Science Building - Richter Auditorium, Room 100, Thousand Oaks, CA 91360

How do you determine that you have an idea that fits with what the agencies are interested in funding?

How should the information be presented to have a chance to be considered?

How do you work with the agencies? How do you follow through after the idea has been submitted?

What do you do once the funding is approved?

What is available past the first round of funding from the agencies?

In this interactive workshop, Jerry Knotts, "Entrepreneur Whisperer", will share the recipe to secure a grant from the **Small Business Innovation Research** (or **SBIR**) program or from the Small Business Technology Transfer program (**STTR**) that grant financial support to entrepreneurs in amounts ranging from \$100,000 to 1 \$Million or more. These are United States Government initiatives, coordinated by the Small Business Administration, designed to stimulate innovation and to help small businesses conduct research and development.

Jerry Knotts is the President/CEO of the California Coast Venture Forum and President of J.E. Knotts & Associates. He has more than 30 years successful experience in small, medium and large sized defense and aerospace low and hi-technology companies. He served as Vice-President/General Manager, Defense Electronics Division, California Microwave and Vice-President, American Nucleonics Corporation. He serves as a member of the Board of Counselors, California Lutheran University School of Business; a member of the SoCalBio Investor Conference Company/Company Screening Board; and a mentor for the LARTA Institute. Jerry has notable achievements in general business management, strategic planning, and business development. As a consultant. He serves on numerous Corporation Boards and provides strategic and financial planning services to small and medium sized companies. His academic background includes a BSEE (Electrical Engineering) from Penn State University; an MBA from Auburn; and graduate of the Defense Systems Management College (DSMC), Industrial College of the Armed Forces (ICAF), and Air War College. Jerry is a Senior Life Member of the IEEE and a registered Professional Engineer.


Free parking is available in the G1 visitor lot at the corner of Olsen Road and Mountclef Boulevard or on the street after 7 pm. **We recommend that you do not park in the faculty/staff/resident lots.**



Close

### Ahmanson Science Center

Info Inside Location



Ahmanson Science Center houses classrooms, faculty offices, laboratories, Richter Lecture Hall and Holm Atrium.

**Directions from Ventura:**

Take the Ventura Freeway 101 South.

Take Lynn Road Exit, turn left, drive 2.9 miles.

Lynn Road turns into Olsen Road, drive .9 miles.

Turn right onto Mountclef Boulevard - the University is on the right

Turn Right onto Memorial Parkway

Park on Memorial Parkway or adjacent streets.

**Directions from Los Angeles:**

Take the Ventura Freeway 101 North.

Take Lynn Road Exit, turn right, drive 2.9 miles.

Lynn Road turns into Olsen Road, drive .9 miles.

Turn right onto Mountclef Boulevard - the University is on the right.

Turn Right onto Memorial Parkway

Park on Memorial Parkway or adjacent streets.