

2020 TIBBETTS AWARD WINNER

Delaware Small Business Development Center



Since 2016, 73% of all Delaware-based technology companies receiving SBIR funds have been clients of the Delaware Small Business Development Center (DSBDC), and these clients received 86% of all SBIR/STTR funds awarded in the state. Since 2015, the DSBDC technology team has delivered over 1,800 hours of technical assistance to over 220 next generation technology businesses, 55% of which were women- or minority-owned, and 26% of which were clients from under-represented and rural areas.

LOCATION

DE
Newark

Impact & Achievement

The Newark-based Delaware Small Business Development Center (DSBDC) became only the eighth SBDC accredited as a “technology” or “T”-designated program after demonstrating its significant efforts to target and support Delaware’s technology based businesses. This designation also signifies its pivotal role as an essential connector and resource within Delaware’s entrepreneurial and technology ecosystems. For over 35 years, the “T” accredited DSBDC has assisted Delaware’s small business community in the form of information, counseling, and education.

DSBDC maintains two technology advisors on staff, supported by its core business advisors and a team of technology/SBIR experts. Since 2015, this lean but effective technology team has delivered over 1,800 hours of technical assistance to over 220 next generation technology businesses, 55% of which were women- or minority-owned, and 26% of which were clients from under-represented and rural areas.

As a three-time Federal and State Technology (FAST) partnership program grant winner, DSBDC developed the SBIRResource Program. This program targets SBIR/STTR applicants through training and by leveraging statewide and regional collaborations to execute programs that increase the number of SBIR/STTR proposals and awards. The SBIRResource Program generates wins in the State of Delaware by providing entrepreneurs and early-stage research and development companies with assistance, outreach, and education coordinated through the DSBDC. These efforts seek to increase the pipeline of possible applicants, particularly women, socially and economically disadvantaged individuals, opportunity zones, and small businesses in underrepresented and rural areas. Since 2016, 73% of all Delaware-based technology companies receiving SBIR funds have been clients of the DSBDC - and these clients received 86% of all SBIR/STTR funds awarded in the state.

DSBDC also co-manages Spin In™, a novel entrepreneurial program created by the Delaware Office of Economic Innovation and Partnerships (OEIP) that partners entrepreneurs developing early stage innovations with teams of university students. The students possess the technical and business skills to further develop the innovations and move them down the commercialization pathway. The entrepreneur and DSBDC staff guide the student teams through the process. This program is supported by a National Science Foundation Experimental Program to Stimulate Competitive Research (NSF EPSCoR) grant and an Economic Development Administration (EDA) grant, and is an asset for businesses seeking proof of concept demonstration. To date, 24 projects have been completed and 140 students have participated in the program.

DSBDC uniquely leverages its rich 35 year history as a key convener, collaborator, and connector within Delaware’s entrepreneurial and technology ecosystems and it continues to assist the state’s small business community in the form of information, counseling, and education.

delawaresbdc.org