

# ONE NORTH CAROLINA SMALL BUSINESS PROGRAM

The One North Carolina Small Business Program helps small, innovation-based companies bridge the gap between innovation and the marketplace - by providing grants to companies that are applying for or have won awards through two highly competitive federal programs: the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.



one north carolina  
Small Business Program

NCGS § 143B-437.80-81

Since its inception in 2006, the program has helped 478 small businesses in 40 counties create and maintain more than 2,000 jobs and leverage more than \$8 billion in follow-on funding from other sources. This is a 250x return on state investment.

## Program Goals

### LEVERAGE INVESTMENT

Federal SBR/STTR grants are the largest source of early-stage technology development funding for small businesses—more than \$4.3 billion annually.

### SUPPORT MERIT

National review of technologies for the SBIR/STTR grants is rigorous, merit-based and highly competitive; only a small fraction of all applicants win grants.

### ENABLE SUCCESS

SBIR/STTR grants are often not large enough to allow the small businesses to complete their work sufficiently, and federal restrictions on the uses of grant funds often limit the businesses.

### MAINTAIN COMPETITIVENESS

Several other states—including many in the southeast—have enacted similar programs and are funding them at levels higher than North Carolina.

## PROGRAM FUNDING GRANTEES



478 Small Businesses in 74 Cities across 40 Counties



## PROGRAM GRANTEE SPOTLIGHT

### United Protective Technologies

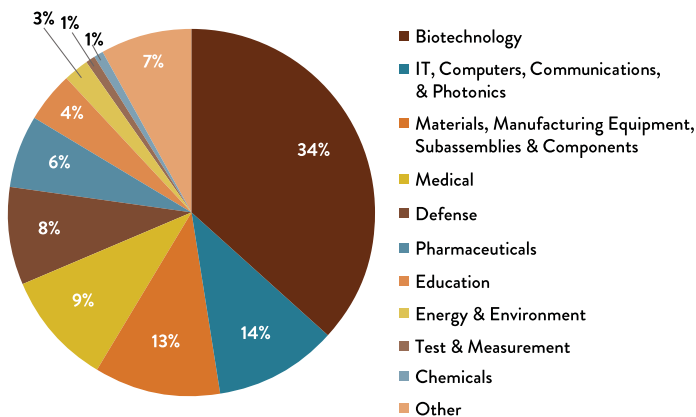
This Locust-based company engineers nanocomposite coatings for high-value components, like UAV engines. UPT's industry-leading nanocomposite coating, Diamond-like Carbon (DLC), reduces wear, friction, and corrosion, resulting in longer component life and higher system performance.



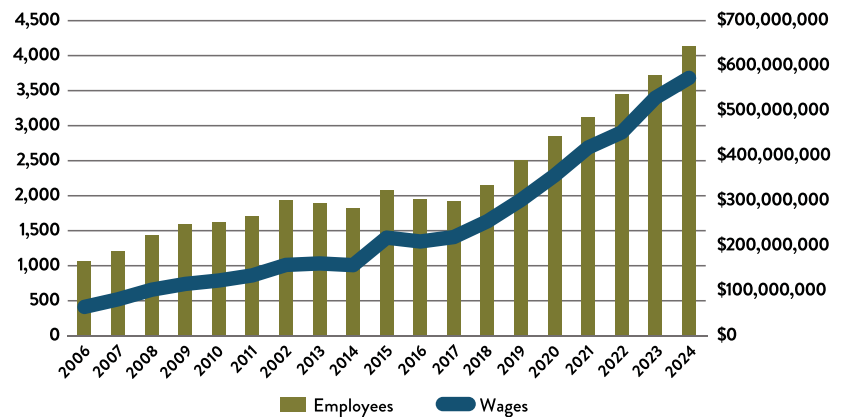
State matching funds from the One NC Small Business Program helped the company cover SBIR-related overhead during lean production times, allowing it to expand its workforce and grow.

## Grantee Company Sectors & Growth

Small Business Primary Sectors



Total Employment and Wages



The Matching Program has met/exceeded our expectations. The program's availability and North Carolina's commitment to support start-up companies is also a primary factor in Olfax management's decision to remain in the state.

Olfax Medical, LLC.  
Asheville, NC

baebies



## PROGRAM GRANTEE SPOTLIGHT

### Baebies

This Durham-based company delivers early disease detection and comprehensive diagnostics through newborn screening across the U.S. and abroad. Along with associated therapy, early detection can significantly improve a baby's health, enabling them to meet expected development, often saving their life.



State matching funds from the One North Carolina Small Business Program are critical for early-stage R&D companies. From technology proof-of-concept to product distribution, the runway is long. State funds support expenses not covered by federal funding, allowing companies like Baebies to accelerate their efforts. This demonstration of progress is required to attract private investors.

## Program Achievements

Results since the program's inception in 2006 include:



>2,000 jobs created and maintained.



>70% of small businesses remain open.



>200 collaborative relationships between small businesses and universities.



>1.6 B in sales from licensees.



Average annual wages more than double the state average.

## Grantee Satisfaction Rate

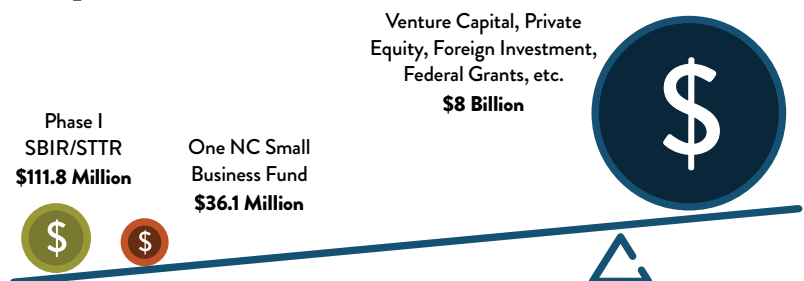


98%

98% of grantee companies say program is effective, efficiently managed, and encourages company growth.

## 250x Return on State Investment

State funding leverages larger follow-on funding amounts from multiple other sources.



More Information on the One North Carolina Small Business Program is found at [commerce.nc.gov/grants-incentives/technology-funds/one-north-carolina-small-business-program](http://commerce.nc.gov/grants-incentives/technology-funds/one-north-carolina-small-business-program).

For more information on the NC Board and Office of Science, Technology & Innovation, visit [commerce.nc.gov/about-us/divisions-programs/science-technology-innovation](http://commerce.nc.gov/about-us/divisions-programs/science-technology-innovation).

Source: Information was collected directly from grantees through a program evaluation survey and from data provided at the time of each grant application. Follow-on funding information comes from [PitchBook.com](http://PitchBook.com).



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of COMMERCE  
SCIENCE, TECHNOLOGY  
& INNOVATION