

INCUBATION CENTER NEWS

Incubator Client Receives Prestigious NASA Award!

Congratulations to Dr. James Brown, President of SEBA™ Solutions, Inc., who was awarded a Public Service Medal from NASA. One of the highest-level awards available to non-NASA employees, the NASA Public Service Medal is granted for exceptional contributions to NASA's mission. The award honors Dr. Brown's significant contributions to NASA's Space Shuttle Program Strategic Planning Summit process over the past several years for key facilitation, value based project selection and decision analysis support to the strategic planning process. For more information about SEBA™ Solutions, Inc., go to www.sebasolutions.com.



Dr. James Brown, President of SEBA Solutions

SEBA™ is an ancient Egyptian term that means to teach, to instruct, to act on information and to act with information.

SEBA™ supports NASA's Space Shuttle Program with value based project selection for safety improvements through the use of the Analytic Hierarchy Process.

Department of Defense (DOD) SBIR Solicitation

DoD is soliciting proposals for a third round of FY 2005 funding under the Small Business Innovation Research program. Firms capable of conducting R&D in any of the solicitation's 12 critical technology areas, and commercializing their results, are eligible to apply. Proposals may be submitted between Sept. 14, 2005, and Oct. 14, 2005. For more information, go to: <http://www.acq.osd.mil/sadbu/sbir/>

August 1, 2005: Solicitation issued for public release

September 14, 2005: DoD to begin accepting proposals

October 14, 2005: Deadline for receipt of proposals by 6:00 A.M. EST

MARK YOUR CALENDAR!!!

Seminar Outreach Series - S.O.S for Entrepreneurs!

September 15 Lynn Matthews, Edward Jones – “Growing Your Business in a Wal-Mart World”

October 20 Bill Kananack, Attorney at Law – “Intellectual Property Rights”

Held the 3rd Thursday of each month, our Seminar Outreach Series is open to all incubator clients, affiliates, prospects and service providers. Time and Place: 12:00 P.M. – 1:30 P.M. in the Incubation Center Conference Room .

FLORIDA SMALL BUSINESS DEVELOPMENT CENTER

Listed below are some classes that the Florida Small Business Development Center (FSBDC) offers at Brevard Community College in Melbourne, Building 10, Room 112A. To register, call 321-433-4470 or sign up online at www.bcctraining.com.

Selling to the State and Local Government – September 6th, 6:00 P.M. to 9:00 P.M. Learn about potential business opportunities with the State of Florida and about eProcurement and MyFloridaMarketPlace. Led by DETA specialist, Robin Braswell, you will learn how to register as a vendor, who to contact, where to find opportunities and how to become MBE/WBE (minority-owned business enterprise and women-owned business enterprise) certified. Cost is \$39.

Proposal Preparation – September 13th, 1:00 P.M. to 4:00 P.M. Provides an overview on how to write an effective proposal in response to a government solicitation and the differences between solicitations. Will discuss how to find opportunities, what to bid on , scope, qualifications, evaluation criteria, review boards, rules of engagement, why proposals lose, outlines, what to do if you win and what to do if you lose. Cost is \$39.

Loan Packaging – September 15th, 5:00 P.M. to 7:00 P.M. Opportunities to learn from experts in lending. Do the loan package and request right the first time! **FREE**

SMART Marketing Sales & Promotional Tactics: Capturing & Keeping Customers for Life – October 5th, 6:30 P.M. to 9:00 P.M. **FREE**

Listening to Your Business – October 13th, 3:00 P.M. to 7:00 P.M., Cocoa Campus, Building 12, Room 205 – Kaufmann Center for the Entrepreneurial Leadership trained facilitators. Areas emphasized are: Current Assessment; Visioning Gaps, Visioning Life Cycle Challenge, Planning Analysis and Business Competencies. Cost is \$40.

DID YOU KNOW?

The National Center for Small Business Information (NCSBI) offers **FREE** professional enrichment and technology courses for the ever-changing world of information exchange and security. These courses are designed to address technology needs focused on: Managing email in a business environment; Securing personal computers and networks; Building secure and efficient database systems; Using spreadsheets to manage information complexity. Located at Florida Tech, the NCSBI is funded by a grant from the U.S. Department of Labor. The NCSBI is also forming networking groups geared toward women, minorities and service-disabled veterans. For more information and to obtain class schedules, please go to www.ncsbi.fit.edu/.



5TH ANNUAL VETERANS CONFERENCE ON SEPTEMBER 29TH

Florida SBDC announces its annual Veterans Conference on Sept. 29, 8:00 A.M. until 3:00 P.M., at the King Center for the Performing Arts, BCC Melbourne Campus. Featuring National and Regional representatives from GSA, Homeland Security, Veterans Affairs, NASA and Patrick Air Force Base. Sponsored by Defense Economic Transition Assistance Center and Brevard Small Business Assistance Council. Keynote Speaker will be Scott Denniston, Director of the U.S. Department of Veterans Affairs Center for Veterans Enterprise. Breakout sessions include: GSA Scheduling, Sub-Contracting Opportunities, and Tapping into the Homeland Security Market. Registration Fee: \$45 – includes breakfast, box lunch and materials. For more information, call 433-5570 or register online at www.bcctraining.com.

NASA SMALL BUSINESS EXPO ON OCTOBER 18TH

The Kennedy Space Center (KSC) Small Business Council, the USAF 45th Space Wing, and the Canaveral Port Authority, will sponsor the annual Business Opportunities Expo 2005 on Oct. 18 from 9:00 A.M. until 3:00 P.M. at Cruise Terminal No. 3, Port Canaveral. The Expo is intended to acquaint buyers and technical representatives from the Government and prime contractors with both large and small businesses. Approximately 175 exhibitors from high technology and other industries will be present. For more information, call (321) 867-7353 or visit <http://expo.ksc.nasa.gov>.

FLORIDA SPACE CONFERENCE ON NOVEMBER 15-17

Space industry leaders from around the nation will visit the Cape Canaveral Spaceport on November 15-17 to discuss new work resulting from the Vision for Space Exploration, assured access to space for military needs, and challenges for increasing commercial space operations. Visit <http://floridaspace.org> for more information.

Present Your Company to More than 150 Venture Capitalists this January!

The 2006 Florida Venture Capital Conference is scheduled for January 31 – February 1, 2006 at the Sawgrass Marriott Resort and Beach Club in the Sawgrass Marriott Resort and Beach Club in Ponte Vedra Beach, Florida.

Save the Date card for Florida Venture Forum's event in January. Use Code trd05 when signing up online for the conference and \$50 will be automatically deducted from your conference fee! Visit www.floridaventureforum.org.

The Florida/NASA Business Incubation Center is a NASA Funded Program



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