



Mark H. Henry, Founder and President of Grow Emerging Companies LLC, is a nationally known expert in the \$2.5 Billion federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. These programs provide essential early-stage R&D funding for small, high-tech businesses nationwide. Mark has 30 years of experience in helping innovative small firms across the country win hundreds of seed-level SBIR/STTR government R&D grants and contracts—*early-stage awards totaling some \$500 million*. Mark and his Grow colleagues also support/manage non-SBIR proposal projects that can range from several hundred thousand dollars to \$100 million.

Mark is an expert at helping technical people sell their technical and business ideas to obtain funding. He provides client support in the strategy, planning, coordination, and production/writing/editing of proposals for obtaining grants and contracts that support client R&D efforts and product/service development. Mark and Grow's proposal-support team members work with entrepreneurs, scientists, engineers, physicians and inventors to formulate smart funding strategies, find and create funding opportunities, establish "corporate discipline" and procedures, and manage public relations/marketing activities.

As a manager/principal with several SBIR-funded firms and as a national consultant, Mark has been involved in the planning, preparation, and production of some 2,000 SBIR and STTR proposals, and he is known around the country as the "Vince Lombardi" of the SBIR Program. When Mark's unique proposal-preparation process is followed, his clients' success rate is five times the national average on Phase I SBIR/STTR proposals. And although Mark has specialized in the SBIR and STTR programs for nearly three decades, he managed successful seven-figure government "prime contract" bids as early as 1983. Recent successes with large government proposals include a \$72 million DOE project, and a \$30 million project that included 13 medical subcontractors.

For 17 years (1980-1997), Mark managed the government proposal effort at Bend Research, Inc., in Bend, Oregon—a firm that won 175 of 350 SBIR proposals submitted. Bend was one of the top SBIR firms in the nation throughout that period, and it was ranked first nationally for its follow-on commercialization and private-sector R&D success. Bend Research spun off five other companies and partnered with firms such as Pfizer, W.R. Grace, Chevron, Bethlehem Steel, and Boeing in commercial follow-on work.

Mark has been active throughout his career in national outreach, training, and advocacy for small, high-tech businesses. He was a founding board member of the Small Business Technology Council (SBTC), a national trade association of small, high-tech companies affiliated with National Small Business United. He is a past-president of the national Academy of Technology Entrepreneurs and Innovators. He was Oregon's technology delegate to the 1995 White House Conference on Small Business, and he served for several years as technology chair on the Small Business Administration's National Advisory Council. In 1996 Mark won an individual National Tibbetts Award for his contributions to the SBIR program, and he has worked with two firms that have won Tibbetts Awards. Mark has been asked to give SBIR presentations at more than 50 national SBIR meetings since 1984, and he has conducted SBIR seminars and workshops in more than 30 states over the past 26 years.