SBA

Ideas Into Dollars

A guide to sources of assistance for inventors and innovators in developing and marketing products and services.

U.S. Small Business Administration
Office of the Associate Administrator for Management Assistance

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Table of Contents

	Page
Foreword	4
Organizations Providing Assistance to Inventors and Innovators	5
Governmental	5
Federal	5
State	7
Nongovernmental	8
University and Private Research Centers	8
Venture Capital Companies	10
Invention Brokers/Consultants	12
Inventors' Associations	14
Selected Publications of Interest to Inventors	16
Federal Government	16
Professional Journals	16
Current Books	16
Appendix	21

A Quick Reference of Services for Inventors

Services Provided	By	See Page
Financial	NSF	5
	DOE	6
	Venture Capital Companies	10
	Invention Brokers	12
Evaluation, Screening, Development	NBS	6
	DOE	6
	Universities	6
	Invention Brokers	12
Marketing, Exhibiting, Advertising	Patent Office	6
	Corporations	10
	Venture Capital Companies	10
	Invention Brokers	12
	Inventors' Associations	14
Invention Protection	Patent Office	6

ORGANIZATIONS PROVIDING ASSISTANCE TO INVENTORS/INNOVATORS

Governmental

Federal

National Science Foundation, 1800 G Street, N.W., Washington, D.C., 20550, phone: (202) 632-5728.

The NSF promotes scientific research by way of an extensive grant program aimed at improving the quality of life through creating new and better products and services. Individuals and organizations may submit grant proposals to: NSF, Division of Grants and Contracts, Room 640. The NSF Guide to Programs should be consulted before developing a grant proposal. The following offices oversee funding on specific projects and should be contacted if the inventors/innovators' interest lies in their areas of responsibility.

Office of Small Business Research and Development, (202) 634-4017.
This office links small business with the NSF grant/contract programs covering all funding areas.

Division of Information, Science and Technology, (202) 632-5824.
Awards grants for research focusing on improving technology for making scientific information available.

Engineering Division, (202) 632-5790.
Offers grants for research on various areas within engineering discipline.

Division of Advanced Problem-focused Research Application, Chemical Threats to Man in the Environment Program, (202) 632-5728.
Offers grants for research on the problems of air, soil, and water contamination.

Industrial Programs Office, (202) 634-6204.
This office maintains the four, university-oriented Innovation Centers (see pages 8 - 10) all of which evaluate new product ideas.

There are many other offices providing grants, contact NSF for a complete listing. Some others of interest include: the Division of Atmospheric Sciences, Division of Mathematical and Computer Sciences, and the Division of Science Resources Studies.

or sale. The Gazette is widely circulated among manufacturers, research companies, and business owners. A Gazette entry includes the patent number, the name of the invention, and the inventor's name and address. And five, every February, in conjunction with National Inventors' Week, an inventors' exposition is sponsored. Write to the Patent Office for information.

National Oceanic Atmospheric Administration, National Sea Grant Program, Department of Commerce, 6010 Executive Boulevard, Rockville, MD. 20852, (301) 4438243.

Offers grants to companies and institutions for marine research.

Many other Federal agencies provide grants to inventors or offer procurement assistance to small businesses. The Department of Interior, USDA, GSA, DOD, HUD, DOT, EPA, and HEW all provide grants and/or technical assistance to inventors/innovators dealing with a variety of energy related research and development. For a citation to an important annotated catalog of Federal agencies providing such assistance, see page 16 of this Guide.

The agencies listed below are the major ones providing procurement assistance and information to small businesses. See page 16 for more information.

	For Information Contact
U. S. Air Force	(202) 697-5737
Army	(202) 697-2544
Navy	(202) 692-2202
HUD	Regional Office
DOT	(202) 426-4237
GSA	Regional Business Service Centers
NASA	(202) 755-2288

State

Nearly all states have offices of economic or industrial development. Some states have extensive programs and will supply a packet of information about the services they provide to promote innovation, research and development, and small business opportunities. Appendix 1 shows a listing of state offices to write or to call for detailed information about the services they can provide. For an excellent overview of state services see: Book of the States, Council of State Governments, P. O. Box 11910, Iron Works Pike, Lexington, KY 40578.

George Washington University
Innovation Information Center
2130 H Street, N. W.
Washington, D. C. 20052
(202) 676-6392

Provides information on technological innovation and its consequences. Also performs information searches.

Carnegie-Mellon University
Center for Entrepreneurial Development
4516 Henry Street
Pittsburgh, PA 15213
(412) 621-3940

A part of the NSF innovation funding program. Aids business owners in overcoming problems related new product development. Provides technical advice/ idea evaluation.

Massachusetts Institute of Technology
Innovation Center
Room 33-111
Cambridge, MA 02139
(617) 253-6947

A part of the NSF innovation funding program. Helps promote invention through technical analysis of new ideas. Evaluates and screens innovations.

Center for Venture Management
207 East Buffalo Street
Milwaukee, WI 53202
(414) 272-5420

Publishes Venture Management. Studies new business formation and areas of opportunity for new business development.

Franklin Pierce College
PTC Research Foundation
Law Center
6 White Street
Concord, NH 03301
(603) 228-1541

Publishes studies on patent, trademark, copyright and other aspects of protection for the inventor.

With regard to submitting ideas to companies (those not designed to develop new products), the inventor may find useful a publication by the American Bar Association's Section of Patent, Trademark & Copyright Law entitled "Submitting an Idea." It describes the usual procedures involved in submitting an idea to a company. Copies are available for 25¢ each from:

Circulation Department
American Bar Association
1155 East 60th Street
Chicago, IL 60637

On the other hand, there are some companies eager to evaluate new product ideas and offer venture capital loans, depending on the perceived commercial value of the invention. The inventor, before contacting these venture capital companies, must be prepared to present a detailed business plan outlining the usefulness of the invention, the target market, the invention's competitive superiority, and its suggested price range, among other considerations.

Remember venture capital companies are more interested in funding a promising invention and less interested in developing or refining an idea. So the inventor must have a very well thought out idea before going to one of these companies.

One of the best and most current listings of venture capital companies was published in the December 1979 issue of Venture Magazine, entitled "Venture Capital Directory" pages 23-31. Copies can be obtained by writing Venture Magazine, Special Projects Department, 35 West 45th Street, New York, NY 10036. Phone: (212) 840-5580. The current price is $1.50 each.

There are two other books with extensive listings of venture capital companies, their addresses, phone numbers, product orientation, etc. One is A Guide to Venture Capital Sources (4th edition), Stanley M. Ruebel, editor, 1977, Capital Publishing Corporation, 10 South La Salle Street, Chicago, IL 60603. The other is entitled Planning and Financing Your New Business: A Guide to Venture Capital, John McKiernan, 1978, Technology Management, Inc., P. O. Box 230, Chestnut Hill, MA 02167.

SBA has published several booklets on this general area. The list below is excerpted from "Can You Make Money with Your Idea or Invention?" by John Tavela, MA 248 to published in January 1980.

The following publications on topics of interest to innovators are available from: SBA, P. O. Box 15434, Fort Worth, TX 76119.

MA 170 - The ABC's of Borrowing
MA 216 - Finding a New Product for Your Company
MA 218 - Business Plan for Small Manufacturers

Below is a partial list of some of the more experienced and sophisticated brokers who often offer financial backing, as well as technical/managerial expertise. Many of these brokers work solely on a contingent fee basis, that is, they receive a percentage of the sales generated by the invention, and are very careful about what they will back. They often work with patented but undeveloped inventions. For further information on the activities of invention brokers, see Business Week, "Professional Help for Inventors," pp.78-79, July 3, 1978. Some of the below list is drawn from this article.

Batelle Development Corporation
505 King Avenue
Columbus, OH 43210
(614) 424-6424

Bussco Engineering
119 Standard Street
El Segundo, CA 90245
(213) 322-6580 (Electronics Accessories)

Cambridge Research-Invention Development Group
Arthur D. Little Enterprises
Acorn Park
Cambridge, MA 02140
(617) 864-5770

Control Data Technotec, Inc.
8100 34th Avenue, South
Minneapolis, MN 55440
(612) 853-4405

Dr. Dvorkovitz & Associates
P. O. Box 1748
Ormond Beach, FL 32074

Nortec Corporation
3003 George Washington Way
Richland, WA 99352
(509) 943-9141

Product Resources International, Inc.
90 Park Avenue
New York, NY 10016
(212) 682-2966

Promotional Marketing, Inc.
615 Milwaukee Avenue
Glenview, IL 60025
(312) 729-6100

American Society of Inventors
134 Narberth Avenue
Room 101
Narberth, PA 19072

California Inventors' Council
Box 2277
Sunnyvale, CA 94087

The Center for Innovation
Box 3809
Butte, MT 59701

Central Florida Inventors' Club
2511 Edgewater Drive
Orlando, FL 32804

Inventors' Assistance League
1815 W. Sixth Street
Los Angeles, CA 90057

Inventors' Resource Center
Box 5105
Berkeley, CA 94705

Inventors' Workshop International
Box 251, Tarzana, CA 91356
and
32-22 92nd Street
Queens, NY 11369

Minnesota Inventors' Congress
Box 71
Redwood Falls, MN 56283

Mississippi Society of Scientists & Inventors
Box 2244
Jackson, MS 39205

Oklahoma Inventors' Congress
Box 53043
Oklahoma City, OK 73162

Technology Transfer Society
11720 W. Pico Boulevard
Los Angeles, CA 90064

United Inventors and Scientists
14431 Chase Street
Panorama City, CA 91402

Copyright Management
Invention Management
Institute for Invention and Innovation
85 Irving Street
Arlington, MA 02174

Industrial Research & Development Magazine
Technical Publishing
1301 South Groove Street
Barrington, IL 60010

Journal of the Patent Office Society
Patent Office Society
P. O. Box 2600
Arlington, VA 22202

List of Inventions Available for Licensing
UISA Newsletter
14431 Chase Street
Panorama City, CA 91402

New Products-New Business Digest
Technology Marketing Operations
P. O. Box 43
GE Company
Schenectady, NY 12345

New Products and Processes
Newsweek International
444 Madison Avenue, Department SK
New York, NY 10022

MGA Technology Newsletter
2 East Oak Street
Chicago, IL 60611

Patent Licensing Gazette/Technology World
Technical Research Associates, Inc.
Willow Grove, PA 19090

Product Design and Development
Chilton Company
Chilton Way
Radnor, PA 19089

Current Books of Interest to Inventors/Innovators

Abernathy, David and Wayne Knipe. Ideas, Inventions and Patents. Pioneer Press, P. O. Box 76025, Atlanta, GA 30328.

Bylinsky, Gene. The Innovation Millionares: How They Succeed. New York: Charles Scribner's Sons.

Cunningham, Donald E, John R. Craig, and Theodore W. Schlie. Technological Innovation: The Experimental R&D Incentives Program. Boulder, CO: Westview Press, 1977.

Gee, Edwin A. and Chaplin Tyler. Managing Innovation. New York: John Wiley and Sons, 1976.

Greene, Orville and Frank Durr. The Practical Inventor's Handbook. New York: McGraw-Hill, 1979.

Grosswirth, Marvin. The Mechanics Illustrated Guide to How to Patent and Market Your Own Invention. New York: David McKay Co., 1978.

Hallock, Robert. Inventing for Fun and Profit. New York: Dover Publishers, Inc., 1978.

Hartman, Susan N. and Norman C. Parrish. Inventors' Source Book: How to Turn Ideas into Inventions. Inventors Resource Center (Box 5105), Berkeley, CA 94705.

Jones, Stacy V. The Inventors Patent Handbook. The Deal Press, 750 Third Avenue, New York, NY 10017.

Karger, Delmar W. and Robert G. Murdick. New Product Venture Management. New York: Gordon and Beach Science Publishers, Inc., 1972.

Kivenson, Gilbert. The Art and Science of Inventing. New York: Van Nostrand Reinhold, Inc., 1977.

Kracke, Donald. How to Turn Your Idea Into a Million Dollars. Garden City, NY: Doubleday.

Li, Yao Tzu. Technical Innovation in Education and Industry. Cambridge, MA: MIT Press, 1978.

Marvin, Philip. Product Planning Simplified. American Management Association, New York, 1972.

APPENDIX 1

STATE ECONOMIC DEVELOPMENT OFFICES

ALABAMA
Director
Development Office
Office of the Governor
3734 Atlanta Hwy.
c/o State Capitol
Montgomery, AL 36130
(205) 832-6810

ALASKA
Commissioner
Department of Commerce and
Economic Development
State Office Bldg.
Pouch D
Juneau, AK 99811
(907) 465-2500

AMERICAN SAMOA
Director
Office of Development Planning
Pago Pago 96799
633-5156

ARIZONA
Executive Director
Office of Economic Planning
and Development
Office of the Governor
705 State Capitol
1700 W. Washington St.
Phoenix, AZ 85007
(602) 271-5371

ARKANSAS
Executive Director
Department of Industrial
Development
205 State Capitol
5th and Woodlane
Little Rock, AR 72201
(501) 371-1121

CALIFORNIA
Director
Commission for Economic
Development
Office of the Lieutenant Governor
1400 10th St.
Sacramento, CA 95814
(916) 445-1025

COLORADO
Director
Division of Commerce & Development
Department of Local Affairs
500 State Centennial Bldg.
1313 Sherman St.
Denver, CO 80203
(303) 892-2350

CONNECTICUT
Executive Director of Development
Department of Commerce
210 Washington St.
Hartford, CT 06106
(203) 566-5546

DELAWARE
Director
Division of Economic Development
Department of Community Affairs
and Economic Development
630 State College Rd.
Dover, DE 19901
(302) 678-4254

DISTRICT OF COLUMBIA
Director
Department of Economic Development
District Building
14th & E Streets, N. W.
Washington, D. C. 20004
(202) 629-3115

FLORIDA
Director
Division of Economic Development
Department of Commerce
405 Collins Bldg.
107 W. Gaines St.
Tallahassee, FL 32304
(904) 488-6300

GEORGIA
Commissioner
Bureau of Industry and Trade
Department of Community Development
601 Trinity-Washington Bldg.
270 Washington St., S.W.
P.O. Box 38097
Atlanta, GA 30334
(404) 656-3556

STATE ECONOMIC DEVELOPMENT OFFICES

MICHIGAN
Director
Office of Economic Expansion
Department of Commerce
Law Bldg.
525 W. Ottawa St.
Lansing, MI 48913
(517) 373-3530

MINNESOTA
Commissioner
Department of Economic Development
Hanover Bldg.
480 Cedar St.
St. Paul, MN 55101
(612) 296-2755

MISSISSIPPI
Director
Mississippi Research & Development Center
3825 Ridgewood Rd.
P.O. Box 2470
Jackson, MS 39205
(601) 982-6456

MISSOURI
Director
Division of Commerce and Industrial Development
Department of Consumer Affairs, Regulations, and Licensing
Jefferson State Office Bldg.
100 E. Capitol Ave.
Jefferson City, MO 65101
(314) 751-3600

MONTANA
Administrator
Economic Development Division
Department of Community Affairs
1424 9th Ave.
Helena, MT 59601
(406) 449-3494

NEBRASKA
Director
Department of Economic Development
State Office Bldg.
301 Centennial Mall, S.
P.O. Box 94666
Lincoln, NE 68509
(402) 477-8984

NEVADA
Director
Department of Economic Development
Capitol Complex
Carson City, NV 89710
(702) 885-4322

NEW HAMPSHIRE
Director
Division of Economic Development
Department of Resources & Economic Development
State House Annex, 3rd Fl.
Capitol St.
P.O. Box 856
Concord, NH 03301
(603) 271-2341

NEW JERSEY
Director
Division of Economic Development
Department of Labor and Industry
John Fitch Plz.
P.O. Box 2766
Trenton, NJ 08625

NEW MEXICO
Director
Economic Development Division
Department of Development
Securities Bldg.
113 Washington Ave.
Santa Fe, NM 87503
(505) 827-3101

NEW YORK
Deputy Commissioner
Division of Economic Development
Department of Commerce
99 Washington Ave., Rm. 924
Albany, NY 12245
(518) 474-1131

NORTH CAROLINA
Director
Division of Economic Development
Department of Natural & Economic Resources
116 W. Jones St.
P.O. Box 27687
Raleigh, NC 27611
(919) 829-7980

STATE ECONOMIC DEVELOPMENT OFFICES

VERMONT
Commissioner
Economic Development Department
Agency of Development and
Community Affairs
Pavilion Office Bldg.
109 State St.
Montpelier, VT 05602
(802) 828-3221

VIRGIN ISLANDS
Commissioner
Department of Commerce
P.O. Box 1692
Charlotte Amalie, St. Thomas VI 00801
(809) 774-1331

VIRGINIA
Director
Division of Industrial Development
Office of the Governor
1010 State Office Bldg.
Richmond, VA 23219
(804) 786-1791

WASHINGTON
Director
Department of Commerce
and Economic Development
101 General Administration Bldg.
Olympia, WA 98504
(206) 753-7426

WEST VIRGINIA
Commissioner
Department of Commerce
B517 State Office Bldg. 6
1900 Washington St., E.
Charleston, WV 25305
(304) 348-3225

WISCONSIN
Secretary
Department of Business Development
Loraine Bldg.
123 W. Washington Ave.
Madison, WI 53702
(608) 266-3222

WYOMING
Executive Director
Department of Economic Planning
and Development
Barrett Bldg., 3rd Fl.
2301 Central Ave.
Cheyenne, WY 82002
(307) 777-7284

STATE ECONOMIC DEVELOPMENT OFFICES

NORTH DAKOTA
Director
Department of Business
and Industrial Development
523 E. Bismarck Ave.
Bismarck, ND 58505
(701) 224-2811

OHIO
Deputy Director
Economic Development Division
Department of Economic
and Community Development
State Office Tower
30 E. Broad St.
Columbus, OH 43215
(614) 466-2317

OKLAHOMA
Director
Department of Industrial
Development
Office of the Governor
Will Rogers Memorial Office Bldg.
2401 N. Lincoln Blvd.
Oklahoma City, OK 73105
(405) 521-2401

OREGON
Director
Department of Economic Development
Loyalty Bldg., 9th Fl.
317 S.W. Alder St.
Portland, OR 97204
(503) 229-5535

PENNSYLVANIA
Director
Bureau of Economic Development
Department of Commerce
425 South Office Bldg.
Harrisburg, PA 17120
(717) 787-6500

PUERTO RICO
Administrator
Economic Development Administration
P.O. Box 2350
San Jaun, PR 00936
(809) 767-4747

RHODE ISLAND
Director
Department of Economic Development
1 Weybosset Hill
Providence, RI 02903
(401) 211-2601

SOUTH CAROLINA
Director
State Development Board
1301 Gervais St.
P.O. Box 927
Columbia, SC 29202
(803) 758-3145

SOUTH DAKOTA
Director
Industrial Development and Expansion Agency
Department of Economic and Tourism
Development
Joe Foss Bldg.
Pierre, SD 57501
(605) 224-3307

TENNESSEE
Commissioner
Department of Economic
and Community Development
1007 Andrew Jackson State Office Bldg.
500 Deaderick
Nashville, TN 37219
(615) 741-1888

TEXAS
Executive Director
Industrial Commission
714 Sam Houston State Office Bldg.
201 E. 14th St.
P.O.Box 12728, Capital Sta.
Austin, TX 78711
(512) 475-4331

UTAH
Executive Director
Department of Development Services
420 State Capitol
Salt Lake City, UT 84114
(512) 475-5961

STATE ECONOMIC DEVELOPMENT OFFICES

GUAM
Administrator
Guam Economic Development Authority
P.O. Box 3280
Agana, GU 96910
472-8821

HAWAII
Director
Department of Planning and Economic Development
Kamamalu Bldg.
250 S. King St.
P.O. Box 2359 (96804)
Honolulu, HI 96813
(808) 548-3033

IDAHO
Administrator
Division of Tourism and Industrial Development
Office of the Governor
108 Capitol Bldg.
Boise, ID 83720
(208) 384-2470

ILLINOIS
Director
Department of Business and Economic Development
222 S. College St.
Springfield, IL 62706
(217) 782-7500

INDIANA
Director
Economic Development Authority
Department of Commerce
State House
200 W. Washington St.
Indianapolis, IN 46204
(317) 633-4450

IOWA
Director
Iowa Development Commission
250 Jewett Bldg.
914 Grand Ave.
Des Moines, IA 50309
(515) 281-3619

KANSAS
Secretary
Department of Economic Development
503 Kansas Ave.
Topeka, KS 66603
(913) 296-3481

KENTUCKY
Director
Industrial Development Division
Department of Commerce
Capital Plaza Tower
Frankfort, KY 40601
(502) 564-7140

LOUISIANA
Executive Director
Department of Commerce & Industry
State Land & Natural Resources Bldg.
P.O. Box 44185, Capitol Sta.
Baton Rouge, LA 70904
(504) 389-5371

MAINE
Commissioner
Development Office
Executive Department
State House
Augusta, ME 04333
(207) 289-2656

MARYLAND
Secretary
Department of Economic & Community Development
2525 Riva Rd.
Annapolis, MD 21401
(301) 267-5176

MASSACHUSETTS
Secretary
Executive Office of Economic Affairs
212 State House
Beacon St.
Boston, MA 02133
(617) 727-8380

Pressman, David R. Patent It Yourself! How to Protect and Market Your Inventions. New York: McGraw-Hill, 1979.

Reffman, William E. How to Sell Your Own Invention. Halls of Ivy Press, 1977.

Scheuing, Eberhard E. New Product Management. Hinsdale, IL: The Dryden Press, 1974.

Shcwenck, James and Eric P. McNair. How to Become a Successful Inventor: Design a Gadget in Your Spare Time and Strike it Rich! New York: Hastings House Publishers, 1974.

Taylor, Clarence R. How to be a Successful Inventor: Patenting, Protecting, Marketing, and Selling Your Invention. Hicksville, NY: Exposition Press, 1972.

Product Engineering
Morgan-Grampian Publications
2 Park Avenue
New York, NY 10016

The Lightbuld
Inventors' Workshop International
Box 251
Tarzana, CA 91356

The Review of Scientific Instruments
American Institute of Physics
335 45th Street
New York, NY 10017

Technology Mart
Thomas Publishing Company
250 West 34th Street
New York, NY 10001

Test
The Mattingley Publishing Company
61 Monmouth Road
Oakhurst, NJ 07755

Venture Magazine
35 West 45th Street
New York, NY 10036

SELECTED PUBLICATIONS OF INTEREST TO INVENTORS

Federal Government

In addition to the publications already mentioned with regard to venture capital companies, there are many other useful publications -- most of which are to be purchased from GPO. However, contacting the issuing agency may be fruitful since they can provide current prices, stock numbers, and other ordering information. Sometimes they will even send the caller a complimentary copy. Also, local libraries may have copies of some of these publications.

The following pamphlets are published by the U. S. Department of Commerce, Patent and Trademark Office.

Patents and Inventions: An Informal Aid for Inventors.
The Disclosure Document Program.
Questions and Answers About Patents.
Attorneys and Agents Registered for Practice Before the U.S. Patent Office.
Official Gazette of the U. S. Patent Office.
Technology Assessment and Forecast.
Patents and Government Developed Inventions.

The National Technical Information Services makes available another useful publication entitled, Government Inventions Available for Licensing.

Of special interest to energy-related inventors and researchers is a new Department of Energy publication entitled, Federal Assistance for Energy Inventors which provides detailed information on what help is available through various Federal agencies. Single copies are available free from:

U. S. Department of Energy
Technical Information Center
P. O. Box 62
Oak Ridge, TN 37830

A useful, new publication of interest to small technically oriented firms seeking Federal R&D contracts has been published by the National Science Foundation. It is entitled Small Business Guide to Federal R&D, July 1979 and contains important program descriptions and phone numbers. Contact NSF's Office of Small Business R&D for further information.

Professional Journals of Interest to Inventors

American Bulletin of International Technology Transfer
554 Wilshire Boulevard
Los Angeles, CA 90036

American Inventor
Menhart Lane
Cupertino, CA 95014

REFAC Technology Development Corporation
122 E. 42nd Street
New York, NY 10017
(212) 687-4741

Scientific Advances, Inc.
1375 Perry Street
Columbus, OH 43201
(614) 424-6161

Technicare Corporation
29100 Aurora Road
Cleveland, OH 44139
(216) 248-7310

Unirad Corporation
4765 Oakland Street
Box 39002
Denver, CO 80239
(303) 371-7400 (Scientific Instruments)

University Patents, Inc.
2777 Summer Street
Stanford, CN 08905
(203) 325-2285

If the inventor has any questions as to the reputation of an invention broker, it is strongly recommended they contact the Federal Trade Commission at the address below to determine whether the FTC has any information on the broker.

Carl Swanson
FTC, Room 452B
500 S. Ervay Street
Dallas, TX 75201

Inventors' Associations

Inventors' associations provide advice on patent problems, advertising inventions, developing new products, and so forth. They frequently publish newletters which allow inventors to keep in touch with each other and with the new trends in engineering design, as well as to advertise inventions. Listed below are some of these associations. The inventor should write to them for information about what services they provide. The Inventors' Workshop International, for example, sponsors an annual inventors exposition every May.

MA 234 - Attacking Business Decision Problems with Breakeven Analysis
MA 235 - A Venture Capital Primer for Small Business
MA 240 - Introduction to Patents
SMA 71 - Checklist for Going Into Business
SMA 167 - Learning About Your Market
SBB 3 - Selling by Mail Order
SBB 9 - Marketing Research Procedures
SBB 13 - National Directories for Use in Marketing
SBB 18 - Basic Library Reference Sources
SBB 29 - National Mailing List Houses
SBB 89 - Marketing for Small Business
SBB 90 - New Product Development

The SBA's Office of Procurement and Technical Assistance also has published two free pamphlets of interest to the inventor. They are entitled "Selling to the U.S. Government" (PA 1) and "SBA's Procurement and Technical Assistance Programs" (PA 3). Copies should be made available through the field offices.

The following SBA publications are sold by the Superintendent of Documents, Government Printing Office, Washington, D. C. 20402. (For current prices and mail order form, write: SBA, P. O. Box 15434, Fort Worth, TX 76119 and ask for SBA 115B - "For-Sale Booklets".)

SBMS 22 - Practical Use of Government Statistics
SBMS 25 - Guides for Profit Planning
SBMS 28 - Small Business and Government Research and Development
SBMS 39 - Decision Points in Developing New Products

Invention Brokers/Consultants

An invention broker is similar to a venture capitalist in that brokers sometimes financially back the continued development, production, and sale of an invention. Generally however, the broker's main purpose is to bring together a seller (inventor) and a buyer. Some brokers also supply technical and management expertise, in addition to lining up potential buyers.

There has been much written recently about suspect business practices of some invention brokers. A word of caution should be mentioned during any counseling session about the difficulties some inventors have faced when dealing with some brokers--especially in regard to signing contracts calling for up-front money supplied by the inventors themselves.

University of Utah
Utah Innovation Center
Salt Lake City, Utah 84112

A NSF funded program. Assists inventors with development of their ideas. Screens and evaluates new product ideas.

Stanford University
Innovation Center
Stanford, CA 94305

Helps inventors develop their ideas. Offers technical advice.

California State University at Fresno
Bureau of Business Research & Service
Fresno, CA 93740
(209) 487-2352

Conducts research on small business problems. Provides consulting services for small businesses.

Jackson State University
Bureau of Business and Economic Research
1400 J. R. Lynch Street
Jackson, MS 39217
(601) 968-2534

Provides management consulting information for small businesses.

University of Illinois
Bureau of Economic and Business Research
408 David Kinley Hall
Urbana, IL 61801
(217) 333-2330

Publishes articles, bulletins, etc., on small business management problems and productivity problems.

Venture Capital Companies

Many corporations, due to legal complications among other reasons, often do not review ideas coming from the outside--at least the likelihood is remote. However, if the inventor has a well developed idea and is looking for a larger company to evaluate, manufacture, and/or sell it, then he or she should consult reference publications like Thomas' Register of Manufacturers, Dun & Bradstreet directories, MacRae's Blue Book, etc., for the names and addresses, phone numbers and product orientations of the various companies.

Nongovernmental

University and Private Research Centers

Many universities have formal programs aimed at assisting individuals who have ideas for new or improved products or services. Nearly every state has at least one college or university which will provide research and development facilities to technically oriented companies. Listed below are university research programs and other private centers whose purpose is promoting innovation, invention, and product development. (Note that this listing is unrelated to SBA's university-oriented SBI or SBDC programs.) The listing below is selective due to space limitations. For a complete catalog of such research programs see: A Directory of Research Centers, 6th edition, Archie M. Palmer, ed., Gale Research Company, Book Tower, Detroit, MI 48226.

Experimental Center for the Advancement of
Innovation and Invention
College of Business Administration
131 Gilbet Hall
University of Oregon
Eugene, OR 97403
(503) 686-3326

One of four NSF funded university-oriented innovation programs. This Center provides to the inventor at a reasonable fee, a comprehensive screening system. This evaluation process provides the inventor with a 33 point analysis of the commercial viability of the idea. The inventor wanting information about this program should write to the above address and ask for "Exploring New Ideas" and the registration forms, both are free.

St. Clair College of Applied Arts & Technology
c/o E. C. Quittenton, President
Windsor, Ontario, Canada

Evaluation of inventions by students and faculty with backgrounds in science, engineering, and business administration is provided.

The University of Kansas Center for Research, Inc.
2291 Irving Hill Road
Campus West
Lawrence, KS 66045

The Center offers an interdisciplinary approach to solving the technical problems a company often encounters when developing new products. Those interested should write the Center a brief explanation of their needs.

National Bureau of Standards, Institute of Applied Technology, Office of Energy Related Inventions (OERI), Department of Commerce, Washington, D. C. 20234, (202) 921-1000.

The NBS Energy-Related Invention Evaluation Program aims at encouraging innovation in developing non-nuclear technology. The program evaluates all promising energy related inventions. NBS does not offer financial assistance but rather acts as a screening and referral agency for the Energy Department which does provide funding. Interested energy-oriented inventors may write to OERI for a complete information packet which furnishes the appropriate application forms and provides a full description of their evaluation process.

Department of Energy, Energy Invention Support Program Office, Washington, D. C. 20585, (202) 252-5000.

After a favorable NBS, OERI evaluation, and only then, is the inventor eligible for DOE assistance. In the event of such a favorable evaluation, NBS will contact DOE which, in turn, will contact the inventor asking what kind of support is being sought. DOE can provide grants to the inventor for further development. It also can test the invention and provide expert advice, among other types of support. Remember, however, the inventor should not go directly to DOE but rather to the NBS, OERI.

Inventions Branch, Room 8G031, (202) 256-6260.

Acts as a clearinghouse for information on all types of financial, technical, and administrative assistance available to inventors and innovators who are developing non-nuclear energy-related ideas. Provides advice on and referrals to other federal agencies.

Patent and Trademark Office, Department of Commerce, Washington, D.C. 20231, (703) 557-3158.

The Patent Office provides several services for the inventor, in addition to making patent protection available. First, it has a Document Disclosure Program which permits the certified storage of papers for up to two years. This certified storage not only keeps safe important papers but also provides evidence of the date of conception of inventions. Second, before an inventor can obtain a valid patent, a search of pending patents is necessary. The staff of the Patent Office will assist the inventor in this search, which can be done by going to the Search Room, Crystal Plaza, 2021 Jefferson Davis Highway, Arlington, Virginia. There are also 22 libraries in the U.S., which keep complete files of all U. S. patents. Thus a search can also be done at these selected libraries. Third, an official roster of all registered practioneers who prepare and prosecute patent applications for inventors is available (see: Federal Government publications). Four, for a small fee, the patented invention can be listed in the Patent Office's "official Gazette" which advertizes that the patent is available for licensing

FOREWORD

The purpose of this Guide is to assist field personnel with their counseling duties. Its aim is to provide information on sources of assistance for individual inventors and innovators, and small, research-oriented companies.

This Guide can be used to direct the inventor/innovator to private organizations, Governmental agencies, and publications which offer technical information and expertise and often financial assistance. While the Guide is slanted toward providing developmental and marketing assistance to inventors who have specific ideas about improving an existing device or developing a new one, it can also be used to direct efforts of those looking for technical/financial help in pursuing the continued development of a research-oriented idea--one related to some aspect of scientific inquiry.

This Guide, in effect, deals with supplying the inventor/innovator with the sources of information that can be tapped in order to have the best possible chance to successfully manage an innovative idea from creation to commercial success. The Guide, however, does not attempt to provide all the answers to the many detailed questions which arise during the various stages through which an idea proceeds. It does point the innovator to those people, organizations, and publications that can supply the answers. There is simply not enough space to describe in detail the various procedures, forms, criteria and so forth involved in applying, for example, for a National Science Foundation grant. This Guide, on the other hand, will help a counselor to direct the inventor/innovator to those people who can supply the specific information. Each office may want to add additional reference information about local resources when providing copies to individual counselors.

Field Personnel

If you are aware of any other resources, whether publications or organizations, which would be of use to inventors or innovators, please send a full description of them for inclusion in updates to:

Gregory Diercks
Room 602-c
Small Business Administration
1441 L Street, N. W.
Washington, D. C. 20416

Table of Contents