

KSEF SPEAKER BIO

Jim Greenwood



President
Greenwood Consulting Group Inc

gail-jim@g-jgreenwood.com (239.395.9446)

Mr. Jim Greenwood has been active in SBIR since the program's inception. Since the beginning of the SBIR program, Mr. Jim Greenwood has been teaching firms how to write competitive SBIR proposals. Jim serves as an SBIR/STTR proposal reviewer for the National Science Foundation (NSF). He has been an NSF commercialization reviewer for both Phase I and Phase II proposals. Jim has also served as a reviewer for the U.S. Army's Quality Award Program which recognizes those Army SBIR/STTR projects with the greatest commercialization potential. In addition to SBIR expertise, Jim is nationally recognized for work in small business incubators.

Jim (and his wife and business partner Gail) created an SBIR/STTR Outreach Program in New Mexico and trained SBCD counselors and manufacturing extension agents to identify candidates for SBIR funding. They have critiqued SBIR and STTR proposals for hundreds of firms. The Greenwoods have presented SBIR/STTR workshops in over 48 states, and have presented at many of the National SBIR Conferences since 1997. An evaluation of the effectiveness of their training indicated that 90 percent of the respondents feel the workshops improved their ability to compete for SBIR and STTR awards. They twice earned the Tech/Cellence Award from the Project SBIR West organization, and are recipients of a national Tibbetts Award for their contributions in SBIR counseling and training. Los Alamos and Sandia National Laboratories have acknowledged them for their assistance to SBIR competitors, and they received an award from the Federal Laboratory Consortium for their SBIR outreach efforts.

Jim and Gail helped develop one of the first incubators in the southwestern United States and managed it for 11 years. Jim served on the Board of Directors of the National Business Incubation Association (NBIA) and has been an instructor for NBIA's courses for incubator developers and managers. Jim is President of the Greenwood Consulting Group, which has consulted on over 60 business incubator projects throughout the United States and Canada.