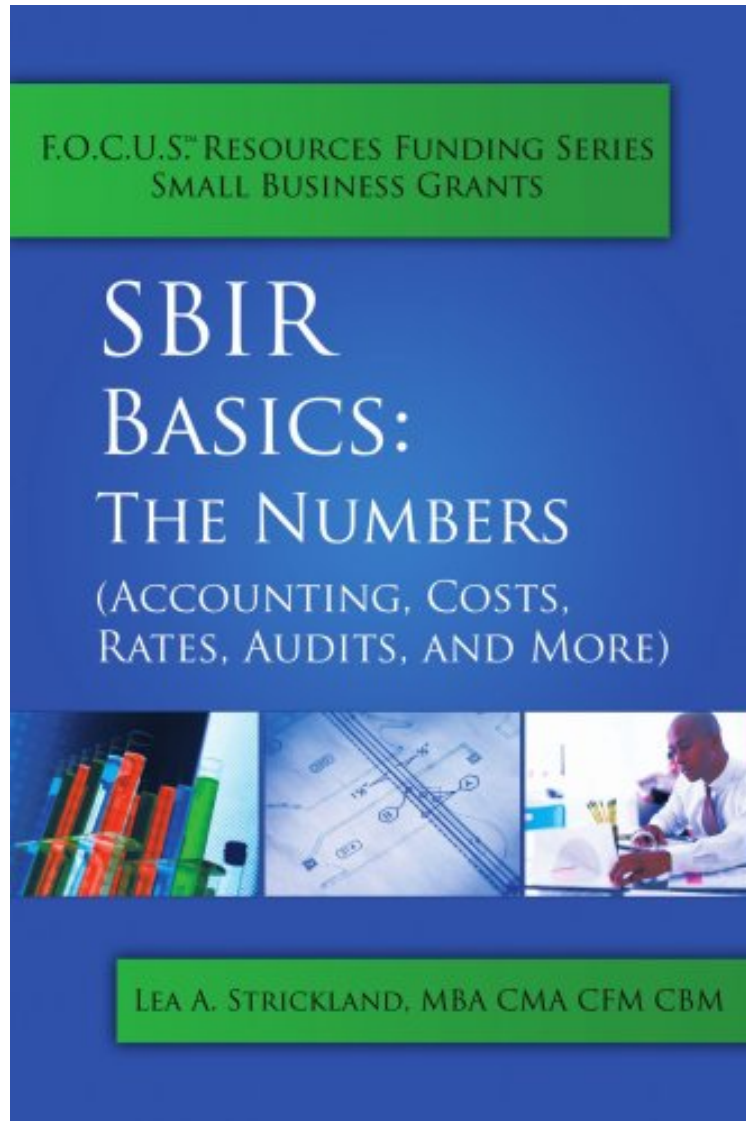


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SBIR Basics - The Numbers (Accounting, Costs, Rates, Audits, and More) Lea A. Strickland, MBA CMA CFM CBM
This book is for the SBIR recipient. It contains the building blocks of the concepts for accounting, financial and administrative requirements that are associated with federal funding. The information is basic and to the point. Key areas covered include: accounting systems budgets audits direct costs indirect costs indirect rate calculations indirect cost proposals program income and more! Understand the requirements and enable your business to get maximum impact from every dollar of funding received!

About the Author Lea A. Strickland, MBA CMA CFM CBM is President/CEO and founder of F.O.C.U.S. Resource, Inc., a strategic business consulting firm headquartered in the Research Triangle Park region of North Carolina. She is a nationally recognized expert on entrepreneurship and business growth issue. Lea's clients include for-profit (service and manufacturing) in traditional and emerging/growth industries (technology, life science, bio-tech, info-tech, medical device, energy, electronics, psychology, training and incentives, pharmaceutical); not-for-profit (research, business incubators, membership, trade); and institutional/government organizations. Lea is a consultant, keynote speaker, columnist (over 400 published articles), and author (Out of the Cubicle and Into Business (2005) and co-author of One Great Idea (2007) and Marketing Strategies (2007)). Lea's practical approach and advice garnered appearances in four issues of Entrepreneur Magazine addressing start-up, growth, and management topics. She currently publishes three newsletters: F.O.C.U.S. on Business, F.O.C.U.S. on Commercialization, and F.O.C.U.S. on SBIR Recipients. She can be reached at Lea@FOCUSResourcesInc.com 919.234.3960