



March 29, 2023

Senator Bobby Champion, President of the Senate
Chair of Jobs & Economic Development Committee
95 University Avenue West
Minnesota Senate Building., Room 3401
St. Paul, MN 55155

Dear Chair Champion and Members of the Senate Jobs & Economic Development Committee:

We write to you today on behalf of the hundreds of Minnesota's small businesses, innovators, scientists and researchers who have a dream to turn their idea into a reality by accessing federal funding available through the annual \$4B Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, also known as America's Seed Fund, two of the largest sources of early-stage capital for technology commercialization in the United States.

We thank you for the inclusion of funding for MNSBIR, Inc. to support these businesses to apply for SBIR/STTR funding by demystifying the process and connecting them to the resources and capabilities that advance their technology solutions to the marketplace. MNSBIR, Inc. is a non-profit organization that assists Minnesota startups and small businesses to secure SBIR and STTR funding from 11 federal agencies.

Over the past nine years, MNSBIR, Inc. has supported 95 small Minnesota companies in securing \$67 million in federal funding that in turn created and retained hundreds of jobs, millions of dollars in private investments, patents, and future products and services. This year alone, MNSBIR, Inc. has supported 45 businesses in seeking funding for their novel solutions.

We thank you for your inclusion of MNSBIR, Inc. in the omnibus bill, SF3035. This funding will drive innovation in Minnesota's small businesses by securing SBIR/STTR funding for innovation, research, development and job growth.

Sincerely,

A handwritten signature in black ink, appearing to read "Pat Dillon".

Pat Dillon, CDR, USN (Ret), MBA
Founder and President