



Enterprise Minnesota Testimony
Monday, February 24, 2025
Minnesota State Senate Jobs and Economic Development Committee

Chair and members of the committee. My name is Bob Kill, and I am the president & CEO of Enterprise Minnesota.

Enterprise Minnesota is a statutory 501(c)3 non-profit consulting organization and one of 50 federal Manufacturing Extension Partnership (MEP) organizations across the USA helping small manufacturing companies.

We're here today to ask you to support S.F. 1435, which invests \$4 million in essential job-creating services for small manufacturers throughout the state. Manufacturing provides some of the best high wage jobs in our state and is the lifeblood of communities statewide.

SF 1435 makes investments in two appropriations; \$2 million for the Made in Minnesota program to help manufacturers apply new technology and automation for future growth. And, \$2 million to enable us to reach and deliver our services. These resources are for companies with 250 or fewer employees across Minnesota. That's over 80% of Minnesota's manufacturers.

There are 8,625 manufacturers in Minnesota, 51% are in Greater MN. They provide 325,018 which is 11% of Minnesota jobs and 14% of wages and

average weekly wages of \$1,387. This past year, we helped over 180 small manufacturers. There are many more in need and this bill will help us reach significantly more companies across the entire state.

The appropriation has been in state statute since 2008 under the name GAP. It has achieved widespread bipartisan support as it helps manufacturers in all corners of Minnesota succeed and grow.

S.F 1435 will also unlock federal matching dollars. For each dollar the state invests we can leverage a federal dollar. Without this investment, federal match dollars will be lost and manufacturers will not be helped.

Both programs in the bill have reporting requirements to validate the return on these investments. Historical results are impressive. An independent client survey shows 12,556 jobs created and retained, sales grew by \$1.46 billion; and \$583 million invested in plant, equipment, and technology.

Maintaining manufacturing's strength is essential to Minnesota's future. On behalf of the small manufacturers throughout the state, I hope you will support the investments included in S.F.1435.

Thank you for the opportunity to testify today.

Enterprise Minnesota – <https://www.enterpriseminnesota.org/>