



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 19, 2025

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

I am writing this letter of support in favor of SF2427.

My name is Lev Koyrakh, I am a co-founder and President of Radwave Technologies Inc., a Minnesota medical technology startup. Our company developed a novel electromagnetic tracking system for navigating medical instruments within the human body during minimally invasive and robotic medical procedures. At this point, the company has many medical device customers integrating our technology and our system is being introduced into the medical procedures across multiple indications.

One of the important decisions when starting a company is funding. For that, Radwave Technologies extensively used State and Federal grants. We received multiple Minnesota grants, as well as NSF SBIR Phase I, Phase II and supplemental TECP awards. We also received multiple state and federal awards for supporting engineering interns, helping professional development of aspiring engineers. Up to date, the total of the awards is close to \$2M, which significantly helped our company to develop its technology and business. The grant money is being spent on critical R&D activities, supporting employment at our company and creating the technology that is critical for the United States success, and showcases the creativity of Minnesota engineers.

MNSBIR, Inc. was instrumental in securing our federal funding, guiding us through opportunities, grant writing, and critical proposal reviews. Their expertise made our applications more competitive and successful.

Beyond funding, MNSBIR drives Minnesota's economic growth by attracting federal resources, creating jobs, and supporting business development. Their services extend beyond grants, providing essential business education that helps founders refine strategies and strengthen their companies.

Working with MNSBIR, especially Pat Dillon, was invaluable—not only in securing funding but also in gaining the knowledge and skills needed to build a successful business. Interacting with Pat Dillon was such an enriching experience on many levels, not just from securing the funding prospective. This additional educational benefit is rarely mentioned but is very real and important for the startup founders to successfully grow their business.

Radwave Technologies would like to thank the Minnesota legislators in advance for supporting MNSBIR, Inc. and SF 2427 in this legislative session.

Sincerely,

A handwritten signature in black ink that reads "Lev Koyrakh". The signature is fluid and cursive, with the first name "Lev" and last name "Koyrakh" clearly distinguishable.

Lev Koyrakh
President, Radwave Technologies Inc.
612-518-1087
www.radwavetech.com



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

My educational background is in science and engineering, and I grew up on a hobby farm. Over the past 12 years, I have been leading Rowbot with the aim of commercialize technology to enable corn farmers to increase profits and improve their stewardship. We have two full-time software engineers at our headquarters in Minneapolis along with several part-time employees. Both full-time employees grew up in the Twin Cities and returned after college (or graduate school) to pursue a career in town.

MNSBIR has been a tireless supporter of our work. I met Pat Dillon in 2020, and she has been a steadfast partner in guiding us through several SBIR proposal attempts. These efforts have borne fruit with Phase I and II awards (\$254,000 and \$1,000,000) from the National Science Foundation (NSF) and a Phase I award from USDA (\$181,500). The NSF awards are helping us commercialize technology to determine the best application rates of nitrogen fertilizer on corn fields. The USDA award is supporting development of a new technology for characterizing bacterial activity on crop fields. These grants have enabled us to expand our team from just me to two full-time and several part-time employees; we will also be hiring more employees this summer for field work.

Over the years, I have had conversations with entrepreneurs in other states about the SBIR process. My first suggestion is to explore whether there is a local resource like MNSBIR. I have first-hand experience of submitting SBIR proposals prior to connecting with Pat at MNSBIR, and I do not recommend it. MNSBIR's extensive experience is like providing rocket fuel to an early-stage startup business. And, with each new proposal that Pat and her team help with, their experience deepens and the rewards for beneficiaries of their process multiply.

On behalf of Rowbot, we are deeply grateful for your past support of MNSBIR, Inc. and for your support of SF 2427 this legislative session. Your efforts continue to supercharge Minnesota's small business ecosystem!

Sincerely,

Kent Cavender-Bares, Ph.D.
CEO
Rowbot Systems LLC

COLLABORATION.AI

Senator Bobby Joe Champion
Chair, Jobs and Economic Development Committee
95 University Avenue West
Minnesota Senate Bldg., Room 3401
Saint Paul, MN 55155

March 21, 2025

Dear Chair Champion,

I write this letter of support today in favor of SF2427. As you know, this bill will deliver resources for small businesses and startups across the state of Minnesota. Collaboration.Ai is a software and services company based in Saint Paul. We take great pride in being a part of the vibrant local innovator community, where half of our nearly 30 employees call home.

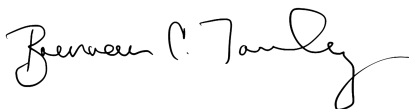
We have been the fortunate recipient of several SBIR awards. This funding has changed the trajectory of our company, as a PRIME federal contract holder with several customers.

The services provided by MNSBIR, Inc. are vital to the state of Minnesota as they empower small businesses and startups, create jobs, and stimulate economic growth. MNSBIR fosters innovation and drives development across the state, ensuring that Minnesota creators can secure federal research and development funding to stimulate economic growth statewide.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session. As you know, it will create a strong foundation for new and existing startups within our state. By investing in Minnesota's small businesses and entrepreneurs, we collectively enhance our state's economy and enrich our communities.

Thank you for your consideration.

Yours truly,

A handwritten signature in black ink, reading "Brennan C. Townley". The signature is fluid and cursive, with a long, sweeping underline.

Brennan Townley
CEO, Collaboration.Ai



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I am writing this letter of support in favor of SF2427.

Humanetics Corporation is a clinical stage “small business” pharmaceutical company based in Excelsior, Minnesota. We currently have less than 10 full-time employees, the majority of whom have undergraduate or advanced degrees from Minnesota educational institutions. The Company was founded in 1988 and is engaged in developing and commercializing products to enhance human health and wellbeing. For example, the Company is developing a pharmaceutical drug to protect against acute radiation syndrome, with additional indications to improve treatment outcomes for patients receiving radiation treatment of solid tumors. Potential uses for the drug have expanded to inflammatory diseases, including demonstrating therapeutic potential as one of the only effective treatments for long COVID.

Most of the Humanetics’ early research and development has been supported by nondilutive funding via Federal grants and contracts. This funding has allowed Humanetics Corporation to create high-value science-driven jobs, and to attract and retain highly skilled workers in pursuit of FDA approval of our drug product. We cannot overstate the importance of SBIR/STTR support for our Phase 3 commercialization projects from MNSBIR, Inc., which helps bridge a critical gap by providing specialized expertise in navigating the complex transition from government-funded R&D to commercial applications (aka “valley of death”). This support is expected to accelerate our time-to-market by 18-24 months by helping to create key reports and other deliverables that attract private capital.

MNSBIR, Inc. services are vital to the state of Minnesota. Their services drive transformative opportunities for Minnesota’s innovation ecosystem, translating promising research into market-ready products that create jobs and economic growth. In addition, their support helps to further establish Minnesota as a national leader in innovation commercialization, positioning the State to attract additional investment and retain our homegrown technical talent.

In summary, Humanetics Corporation fully supports the Commercialization Institute and MNSBIR, Inc. By supporting these entities, you are investing in Minnesota’s future as a hub for transforming federally funded innovation into economic prosperity and job creation.

Sincerely,

A handwritten signature in blue ink, reading "Michael D. Kaytor".

Michael D. Kaytor, PhD
Vice President, R&D
Humanetics Corporation

Humanetics Corporation
1700 West Highway 36, Suite 360
Roseville, MN 55113



Open Work Lab DAO

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

My name is Peter Klein, and I am the owner of Open Work Lab LLC, a company dedicated to providing innovative blockchain solutions. Based in Minneapolis, Minnesota, our business proudly employs local residents from the Twin Cities and surrounding communities, strengthening the local economy.

MNSBIR, Inc. has been instrumental in our growth. We have an initial selection of a generous grant of \$310,000, which will be used to enable thousands of Minnesotans to utilize future technologies. This crucial funding enabled us to create new full-time positions for local Minnesotans, driving both technological advancement and job creation.

I believe that MNSBIR services are vital to the state of Minnesota. Their commitment to supporting small businesses and fostering technological innovation plays a key role in enhancing our state's competitive edge. By empowering companies like ours, MNSBIR, Inc. helps secure a prosperous future for local communities across Minnesota.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Peter Klein
Owner, Open Work Lab LLC
1120 S 2nd St. Suite 811
Minneapolis, MN 55415

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

Cerovations is a Minnesota-based medical device company focused on bringing innovations to neurocritical care. All 5 company employees are located in the Twin Cities – Shoreview, Minneapolis, Roseville and Woodbury.

MNSBIR has been instrumental in Cerovations receiving NIH SBIR funding totaling \$8 million for our OsmoFlo™ System, which has received FDA Breakthrough Designation. All 5 employees are supported with this NIH funding.

The process for obtaining SBIR grants is time consuming and very detailed. MNSBIR capabilities with its team of experts enable winning grant submissions that would not occur without MNSBIR's presence and passion.

I appreciate your support of SF 2427 and MNSBIR, Inc. this legislative session."

Sincerely,



Jim Stice
President
4534 Oak Point Lane
Woodbury, MN 55129



Hofmeister Medical Consulting, LLC

Opportunity Analysis, Valuation & Technology Licensing

Joe Hofmeister
Hofmeister Medical Consulting
5101 James Avenue South
Minneapolis, MN 55419

March 20, 2025

Senator Bobby Champion
Minnesota Senate Bldg., Room 3401
95 University Avenue W.
St. Paul, MN 55155

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

I write this letter of support today in favor of SF2427. I am Joe Hofmeister and I run a market research firm in Minneapolis. Hofmeister Medical Consulting (HMC) is a specialized medtech analysis firm. Our employees are in the Twin Cities and all are medical device development experts.

HMC's medical device clients are startups seeking to know the size of the market for their medical innovation. HMC helps to answer these questions. The startups are financially-strapped at the outset, and recognize that sweat equity will not be enough to launch their dreams to reality. Most of my clients seek non-dilutive grant funding from the NIH to fund the early-stage de-risking of their technologies. MNSBIR has been instrumental in guiding the efforts of these small businesses with big dreams.

Pat Dillon and her team have helped my client companies land more than \$10 million in NIH SBIR grant funding which have funded more than 20 FTE positions, and many more part-time and contractor roles, mostly in the greater Minneapolis/St. Paul area.

MNSBIR is the 'brain-trust' to educate and support innovative startups to understand the step-by-step activities to land an NIH grant. The knowledge and confidence and support that MNSBIR has provided is invaluable. Thanks for your support of MNSBIR and SF 2427 this session. Please reach me if questions.

Sincerely,

Joe Hofmeister
Founder/Owner and President



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427 and the positive impact that MNSBIR, Inc. has on our community.

I am the CEO of Isola Therapeutics, a pharmaceutical company based in Minnetonka. We employ three direct employees in Minnesota but also support over a dozen other Minnesotans as contractors and vendors. We are proud to be a Minnesota company driving health tech innovation in a state that supports our ecosystem.

MNSBIR has been a critical supporter of our company, especially when we first formed. Because of MNSBIR we have been able to obtain over \$1M in non-dilutive funding from the National Cancer Institute (NCI) and the Center for Biomedical Advanced Research and Development Authority (BARDA). I am proud to tell you that we are in the late stages of obtaining a \$9M contract from BARDA to continue the development of our treatment for chemical gas exposure. This will translate in new jobs to Minnesota and strengthening of the pharmaceutical ecosystem of our state.

As an early entrepreneur I had a very limited understanding on how to write a proper grant application. I had previously submitted three failed grant applications. Through MNSBIR I received the support and guidance to craft more compelling grant applications. Based on this guidance from MNSBIR, we now consistently receive grant funding for our work. As I tell my colleagues across the country, they are jealous that we have this tremendous resource.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session. It will continue to create a thriving startup ecosystem for our state.

Sincerely,

A handwritten signature in black ink that reads "Brian Craig". The signature is fluid and cursive, with the first and last names clearly legible.

Brian Craig
CEO, Isola Therapeutics



March 24, 2025

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

Dear Senator Champion and Members of the Senate Jobs and Economic Development Committee,

I write this letter of support today in favor of SF2427 as a way of supporting small businesses in Minnesota and include the following testimonial of how the SBIR program has helped my small business.

HealthCare Interactive Inc. (HCI) is an ed-tech company founded in 1997 and headquartered in Brooklyn Center, MN. We specialize in online training for healthcare workers, with a focus on dementia care. Our customers include hospitals, nursing homes, assisted living facilities, home care agencies, hospices, clinicians, and family caregivers. My passion for dementia care is deeply personal—my grandmothers, aunt, and mother all passed away from Alzheimer's complications. This drives my commitment to improving the quality of care for individuals with dementia nationwide.

Over 28 years, HCI has grown to employ 14 individuals—9 in Minnesota and 5 in other states—providing high-paying jobs in dementia care. I can unequivocally state that HCI would not be in business today without the support of Ms. Pat Dillon and MNSBIR, Inc. **We were competitively awarded nearly \$9M in SBIR funding over 20 years, all dedicated to dementia-related training.** This funding allowed us to develop programs such as the **CARES® Dementia 5-Step Method**, **CARES® Dementia Safety Topics**, and **CARES® End-of-Life Dementia Care**, among others. These programs are recognized by the Alzheimer's Association, the American Health Care Association, and the National Center for Assisted Living and are the only online dementia training formally recognized by the Centers for Medicare and Medicaid Services (CMS).

When I first learned about SBIR, I was running my business from my basement with two small children and had never written a grant. Ms. Dillon guided me through the entire process—from education and grant writing to marketing support—and continues to support our work today.

MNSBIR is vital to Minnesota's economy. For a minimal state investment, numerous Minnesota companies secure federal funding, preventing an unfair share from going to other states. With MNSBIR's track record, **expanding funding through SF 2427 is a sound investment that will return 10 times its value to the state.**

Thank you for your support of MNSBIR, Inc. and SF 2427.

Sincerely,

John V. Hobday
CEO and Founder
HealthCare Interactive®
612-709-7777
jhobday@hcinteractive.com
www.hcinteractive.com



200 SE Oak St, #280
Minneapolis, MN 55455

P: 612.276.2568
PhysiAroma@gmail.com

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 19, 2025

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

I write this letter of support today in favor of SF2427.

I'm Dr. Beth Groenke. My background is in engineering, dentistry, and I am board-certified in orofacial pain management. During my pain fellowship, I realized what a significant need there is for improved ways to help people suffering with chronic pain. This led me to pursue the Bakken Medical Devices Fellowship, during which my first company, PhysiAroma, was founded. Our company is developing a novel means to help people living with chronic pain via development of a device that uses machine learning algorithms based on physiology, user-based pain ratings, and psychosocial metrics.

As a first-time business owner, MNSBIR was invaluable when I first learned to navigate the federal government's grant submission process. Even with prior grant-writing experience from the university, submitting a grant as a business owner hosts a whole new hurdle of challenges on top of just writing the grant itself. Pat Dillon and her team were there for me every step of the way. MNSBIR is also still there now anytime I have questions or if I'm not sure where to turn when I need new resources or connections.

MNSBIR provides invaluable assistance to those of us striving to make the world a little better place. The odds are stacked against start-ups from the get-go. MNSBIR helps even those odds for Minnesota start-ups to succeed.

Thank you for your consideration, and I urge you to continue to support MNSBIR, and SF 2427. Please don't hesitate to reach out if you have questions.

Sincerely,

A handwritten signature in black ink that reads 'Beth Groenke' in a cursive, flowing script.

Beth Groenke DDS, MS
PhysiAroma, LLC - Founder and CEO
Beth.Groenke@gmail.com
C: 816-813-7212



24 March 2025

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

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

I am very pleased to write this letter of support in favor of SF2427.

I am the CEO of ASTER Labs, Inc., a technology and research laboratory located in Shoreview, Minnesota, specializing in advanced solutions for space, air, terrestrial, and medical applications. For over 20 years, research and development within ASTER Labs primarily focus on analysis of systems with potential for significant contributions to embedded hardware and software, particularly small sensor integration and algorithm development. Our past technology research has often been based around a conceptual prototype design and evaluation, with further commercialization of a product as the device or system's performance is proven successful. For our medical solutions in particular, the innovation process we typically utilize is to find problems individuals have in their daily lives that our team can address using advanced technology to produce novel capabilities, yet made accessible, practical, and effective for the individuals themselves, with the goal of improving life for all. ASTER Labs has led and participated on a number of NASA, Air Force, Space Force, DARPA, National Institutes of Health, Centers for Disease Control and Prevention, National Science Foundation, and Department of Agriculture SBIR and STTR contract and grant programs. ASTER Labs' employees span a variety of relevant disciplines, including aerospace engineering, electrical engineering, mechanical engineering, computer science, mathematics, and physics. Most of the company's personnel live within the Twin Cities area and many, including myself, are University of Minnesota graduates.

ASTER Labs, Inc. has been affiliated with MNSBIR, Inc. over a number of previous years, as we have communicated with their personnel, including Pat Dillon, on best practices and approaches for pursuing federal and state grants for technology development. ASTER Labs, Inc. is honored to be selected for SBIR/STTR Phase III Commercialization Pilot Program funding this year from MNSBIR, Inc. in the amount of \$50,000. This funding will enable us to bring one of our most exciting products closer to commercialization – the AcuSeek system capable of locating and identifying lost dentures within care facilities and private homes. Our product and innovative sensor technology aims to assist thousands of, typically, older adults and their caregivers in achieving an improved quality of life and avoid a costly and vexing common problem. The original funding for the AcuSeek concept was provided through an SBIR grant from the National Institutes of Health. These commercialization funds provided through MNSBIR, Inc. will be directly used to support several Minnesota marketing consultants who have the expertise and experience to assist us in bringing this technology to the marketplace.



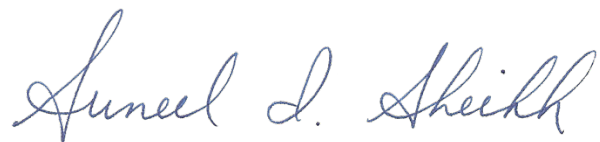
ASTER Labs, Inc.

155 East Owasso Lane, Shoreview, MN 55126-3034
Tel: 651-484-2084 Fax: 651-484-2085 www.asterlabs.com

On behalf of ASTER Labs, Inc., I enthusiastically support the Minnesota Small Business Innovation Research (MNSBIR, Inc.) program in providing assistance to Minnesota's small business community. Through the expert assistance and partnership of MNSBIR, Minnesota is on a solid foundation to support startups and small businesses throughout the State in acquiring federal SBIR funding and commercializing technology. Through our work with MNSBIR over the years at various levels, we sincerely believe the program's initiatives have helped our small business grow and expand its research and development capabilities. MNSBIR, Inc. is uniquely positioned to ensure that Minnesota's small businesses will have a trusted and effective resource to support innovation, commercialization of technology, private and public investments, jobs and economic growth throughout the State.

Our company would like to thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session, and we look forward to continuing to work with MNSBIR, Inc. for product growth and development.

Sincerely,

A handwritten signature in blue ink that reads "Suneel I. Sheikh". The signature is fluid and cursive, with the first name "Suneel" and last name "Sheikh" clearly legible.

Suneel I. Sheikh, Ph.D.
CEO & Chief Research Scientist
ASTER Labs, Inc.



ASTER Labs, Inc.

155 East Owasso Lane, Shoreview, MN 55126-3034
Tel: 651-484-2084 Fax: 651-484-2085 www.asterlabs.com



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 21, 2025

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

I write this letter of support today in favor of SF2427.

My name is Jon Waataja, and I am the Director of Research at ReShape Lifesciences Inc. Our company is dedicated to treating obesity and its related metabolic diseases. I am particularly focused on using neuromodulation as a treatment for type 2 diabetes mellitus. We are located in Eden Prairie MN and much of our research is conducted at the University of Minnesota.

Our company would not be where it is in terms of diabetes research without MNSBIR, Inc. (and specifically Pat Dillon). The SBIR grant writing process is challenging both logistically and writing the actual grant. Only 10 to 15% of SBIR grants are funded. Through the help of MNSBIR we have received \$1.2 MM worth of NIH grants. All of this funding has gone to supporting the diabetes research, part of my salary as well as for facilities and administration to help the company.

MNSBIR services are vital to the state of Minnesota. They have been of utmost important for grant questions and quick to reply to inquiries. There are many researchers that are starting out in the SBIR process and I believe receiving funding would be very challenging without MNSBIR.

To wrap up MNSBIR is a vital resource for many small companies in Minnesota. Being able to receive undiluted funding for research on meaningful ideas that may help advance medicine is crucial. Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely, 

Name: Jon Waataja
Title: Director of Research

Re Shape Lifesciences, Inc. | 7625 Golden Triangle Drive, Suite G
Eden Prairie, MN 55344

Tel: 949-429-6680 | Fax: 949-429-6684



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I am writing this letter of support today in favor of SF2427.

My name is Bryce Beverlin II, Ph.D, and I am the Founder and CEO of Minnesota start up business Quench Medical Inc. I'm personally from Saint Paul and my Executive Chairman is from Stillwater. Quench Medical is a clinical-stage pharma company developing high-value specialized drugs for direct administration to the lungs. The company's proprietary aerosol formulation and inhalation technologies deliver targeted drugs deep into the lungs improving efficacy and reducing toxicity associated with oral and IV administration.

MNSBIR provides critical support to local medical startups, driving both economic growth and public health advancements in Minnesota. They serve as a hub to accelerate the transition from innovative research to market-ready products, addressing key gaps in the development process.

By offering resources such as regulatory guidance, business mentorship, and access to funding, MNSBIR empowers startups to succeed. Beyond economic benefits, MNSBIR fosters innovation in Minnesota medical companies to improve patient outcomes and address unmet medical needs. These efforts improve strategic partnerships with academia, industry, and federal government to create a sustainable ecosystem for long-term innovation and growth in Minnesota.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Bryce Beverlin II, Ph.D.
CEO, Quench Medical Inc.



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

My name is Chris Lambert, and I am the principal founder of Advanze, LLC, a Roseville, Minnesota-based start-up focused on tackling the problem of employee financial stress and its impact on individuals and their employers. My co-founders and I have worked for decades in Minnesota based companies and we actually met working at a local technology company.

In my current role leading an early-stage Minnesota start-up, we have received tremendous support from MNSBIR, Inc and its Catalyst program which helps companies like mine accelerate our development and growth with access to people and resources to pursue research grant opportunities to improve the quality of life for Minnesotans.

MNSBIR is critical to fostering an economic environment of opportunity, innovation, and growth in Minnesota. Among the many reasons Minnesota's employment economy has been and continues to be among the strongest in the nation is the proliferation of economic opportunities which arise from programs like MNSBIR.

I look forward to seeing MNSBIR continue to fuel economic growth and innovation in Minnesota, and thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Chris Lambert
Founder/CEO Advanze, LLC



Fybraworks Foods

1000 Westgate Dr., Ste 105

St. Paul, MN 55114

T: +1(608)-772-0168

U: www.fybrawork.com

Senator Bobby Champion, Chair

95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 18, 2025

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

I write this letter of support today in favor of SF2427.

I'm Chenfeng Lu, the founder of Fybraworks Foods, a food tech startup based in Ramsey County, Minnesota. We're focused on revolutionizing the traditional meat industry by developing real animal meat proteins through an innovative fermentation process using yeasts and fungi.

The guidance and resources provided by Minnesota Small Business Innovation Research (MNSBIR), Inc. have likely been instrumental in Fybraworks Foods' success in securing significant federal funding. Notably, Fybraworks Foods received a Small Business Innovation Research (SBIR) Phase I grant of approximately \$256,000 from the National Science Foundation (NSF) in 2021. This NSF grant underscores the innovative nature of Fybraworks Foods' work in developing a process to grow real animal meat proteins, free of hormones and antibiotics, within microbes, a type of high-impact technology that aligns perfectly with the objectives of the SBIR program. While the primary focus of MNSBIR, Inc. is on facilitating access to federal SBIR/STTR funding, Fybraworks Foods has also benefited from other funding opportunities within the Minnesota startup ecosystem. Specifically, Fybraworks Foods received a Launch Minnesota Innovation Grant of \$32,000. These fundings have directly enabled us to create 3 full-time jobs and advanced our research from a small scale to a pilot scale. MNSBIR, Inc.'s expertise in navigating the complexities of programs like the SBIR and STTR has been invaluable in our efforts to bring innovative food technologies to the forefront.

The services provided by the MNSBIR are of paramount importance in enabling Minnesota's small businesses like Fybreworks Foods to access the significant federal funding available through the SBIR and STTR programs. MNSBIR's work yields substantial economic benefits for the state, including attracting crucial federal R&D dollars, generating high-quality job opportunities, stimulating vital private investment in innovative ventures, fostering groundbreaking technological advancements across various sectors, and actively promoting diversity and inclusion within Minnesota's entrepreneurial landscape. With its unique expertise in navigating the complexities of the federal funding landscape, MNSBIR stands as an indispensable resource for Minnesota businesses seeking to leverage these opportunities. Ultimately, MNSBIR is an essential asset for securing Minnesota's innovative future, driving sustained long-term economic prosperity, and ensuring the state remains a leader in technological advancement and entrepreneurial success for years to come.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

A handwritten signature in black ink, appearing to be 'C Lu', written in a cursive style.

Chenfeng Lu, Ph.D.
Founder & CEO



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 21, 2025

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

I am writing this letter of support today in favor of SF2427.

I am Claude Tihon, PhD, President and CEO of Aplos Medical Inc. located in Eden Prairie.

MNSBIR, through Pat Dillon, has introduced me to the SBIR program and we have received 3 SBIR grants that helped us develop our concept through preclinical development and now in a clinical trial. We have utilized many local facilities, consultants and services for animal study, bench testing, biocompatibility testing, manufacturing, sterilization as well as finance, clinical and regulatory services. We have developed a next generation treatment for acid reflux that is simple, effective and safe, and it appears to be the first treatment having all these 'success' elements. The work has been essentially supported by the SBIR grant awards that Pat introduced us to and helped us through the granting processes.

Despite Minnesota's reputation as a medical device hub, local venture capitalists tend to support later-stage, revenue-generating companies. This leaves entrepreneurs struggling to survive the 'valley of death' until they reach a stage that attracts investment or corporate interest. Even though Minnesota has programs such as Launch MN, the amount of support is insufficient to carry the tasks to move the programs forward. MNSBIR offers us entrepreneurs a way to survive through this journey and keep Minnesota's bright minds and their work going to benefit mankind.

In summary, I would appreciate and thank you for your support of MNSBIR, Inc. and SF 2427 in this legislative session.

Sincerely,

A handwritten signature in black ink that reads "Claude Tihon".

Claude Tihon, PhD
President and CEO



APLOS MEDICAL
11304 Bluestem Lane, Eden Prairie, MN 55347
aplosmed.com | 952-944-3749

{NESTED} KNOWLEDGE

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 23rd, 2025

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

I write this letter of support today in favor of SF2427.

As the CEO of Nested Knowledge Inc., a St. Paul-based software company focused on advancing health economics and outcomes research, I have experienced firsthand how crucial MNSBIR, Inc. is in supporting Minnesota's small businesses. Our team, including multiple software developers and medical researchers in the Minnesota area, is dedicated to developing cutting-edge solutions in evidence synthesis and comparative efficacy reviews for the healthcare industry.

MNSBIR, Inc. has been instrumental in our growth by providing support and resources that helped us secure over \$500,000 in NIH Small Business Innovation Research (SBIR) grant funds. This funding has allowed us to advance our technology, expand our research capabilities, and, most importantly, create at least four high-quality jobs in Minnesota. Without this support, scaling our operations and driving innovation in our field would have been significantly more challenging.

The services MNSBIR, Inc. provides are vital to Minnesota's economy and innovation ecosystem. By helping founders like me access federal funding and navigate the commercialization process, they empower entrepreneurs to turn scientific and technological advancements into real-world solutions. This not only drives job creation

{NESTED} KNOWLEDGE

but also keeps high-tech talent and investment within the state. At least in the startup sphere, innovation and economic growth are driven directly by these opportunities.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session. Your commitment to strengthening small businesses and advancing innovation in Minnesota is greatly appreciated.

Sincerely,

A handwritten signature in black ink, appearing to read 'K. Kallmes', with a stylized flourish at the end.

Kevin Kallmes
CEO, Nested Knowledge



DAYNAMICA

Making sense of the day

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I am writing this letter of support today in favor of SF2427, a bill that will enhance the capacity of MNSBIR, Inc. to support science and technology startups across Minnesota.

I am the Co-Founder and Chief Scientific Officer of Daynamica, Inc., a University of Minnesota-backed startup company that helps researchers and organizations understand how people spend their time and how they feel about their lives. Our company is based in Chanhassen, Minnesota, and 75% of our employees live and work in the state of Minnesota.

MNSBIR, Inc. has been an invaluable partner in our growth. They supported our applications for Launch Minnesota grants and provided critical guidance and resources that helped us secure federal SBIR/STTR funding, including an NIH STTR Phase I grant. These funds enabled us to develop and commercialize our technologies during our early years. Thanks in large part to MNSBIR's support, we were able to maintain our full employee team through the challenges of the COVID-19 pandemic.

MNSBIR's services are vital to Minnesota's innovation ecosystem. They serve as a bridge between early-stage companies and the complex world of federal funding, offering tailored support that increases both the success rate and impact of these efforts. Their work helps ensure that Minnesota remains competitive in attracting and retaining high-tech companies, creating high-quality jobs, and translating university research into real-world solutions.

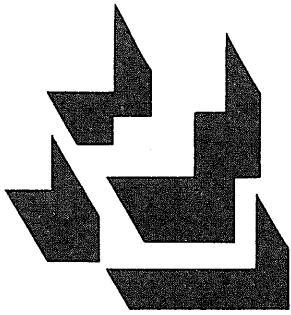
Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session. Strengthening MNSBIR's capacity will continue to deliver outsized returns to the people and economy of Minnesota.

Sincerely,

Yingling Fan, Ph.D.
Co-Founder and Chief Scientific Officer
Daynamica, Inc.
yingling@daynamica.com



DAYNAMICA
Making sense of the day



**ARCHITECTURE
TECHNOLOGY
CORPORATION**

SPECIALISTS IN COMPUTER ARCHITECTURE

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 18, 2025

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

I write this letter of support today in favor of SF2427.

I am the CEO and founder of Architecture Technology Corporation, an information technology R&D company headquartered in Eden Prairie, Minnesota. The business began offering seminars worldwide and publishing a newsletter on the then-new subject of local area networking. About 25 years ago, with the help of Pat Dillon and MNSBIR, we first bid on Federal R&D contracts. Today, most of our business is Federally-funded technology development, mostly for the Department of Defense. Over the years since I started the company in 1981, we have employed hundreds of people in the Twin Cities and its suburbs, most of whom have advanced degrees in computer science and related scientific and technical fields.

MNSBIR provided our company with invaluable know-how and assistance in entering the Federal R&D market. To this day, we still rely on MNSBIR for help in entering new Federal markets, most recently with the National Institutes of Health. We have garnered tens of millions of dollars in Federal R&D resulting in multiple commercial products, and we have employed hundreds of Minnesotans.

MNSBIR is an engine of job creation in the vital STEM fields which are a huge component of the Minnesota economy. Pat Dillon and her team are a vital organization in helping Minnesota entrepreneurs generate hundreds of millions of dollars of Federal R&D funds resulting in hundreds of new products in information technology and medtech and thousands of well-paying jobs.

I urge you to continue to support MNSBIR and to support the passage SF 2427.

Sincerely,

Kenneth J. Thurber
President and CEO

WILSONWOLF

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I am writing this letter of support in favor of SF2427.

Our business was founded in 1997 and has remained located in New Brighton MN ever since. We have successfully utilized the SBIR program to become a significant contributor to the field of cell and gene therapy. Thanks to the SBIR program, we provide devices that grow cells which are used to kill cancer. Our devices, called G-Rex, have a worldwide presence. Without the SBIR program, we would never have reached the state of success we now enjoy.

Not only do we employ Minnesotans which are great to work with, we happily pay a large amount of taxes to the State of Minnesota. You can see in this Star Tribune article what we achieved thanks to the SBIR program.

<https://www.startribune.com/bio-techne-will-invest-257-million-in-new-brighton-med-tech-company-wilson-wolf/600255412>

I have great respect for Pat Dillon and am highly supportive of MNSBIR. It is essential that Minnesota businesses have an advocate and receive the critical information needed to obtain SBIR awards.

In sum, the SBIR program is a great way to get a business through the trials and tribulations of developing meaningful technology. MNSBIR is the entity to help make that happen for Minnesota companies..

Your support of MNSBIR, Inc. and SF 2427 in this legislative session is greatly appreciated.

Sincerely,



John Wilson

CEO

Wilson Wolf Corporation

Wilson Wolf Manufacturing, LLC
2100 Old Highway 8 NW
St. Paul, Minnesota 55112 USA
T: +1 651-628-9259
W: www.wilsonwolf.com





We remove barriers to information.

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I am writing this letter of support today in enthusiastic favor of SF2427.

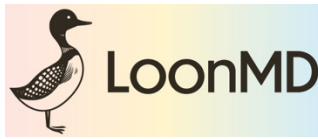
Our team, Ned Zimmerman-Bence, Dr. David Radcliffe, Brian Lukis, and Chris Koranda founded GogyUp in 2018 to make a meaningful impact on adult literacy and enable the thousands of Minnesota adults with limited literacy to immediately understand important documents and print information that would otherwise be inaccessible. All four are Minnesotans: two were early employees at Protolabs, another has been a community college instructor, and a third helped to found and later ran Minnesota Online High School.

Since GogyUp's launch, Ms. Dillon and, later, MNSBIR, Inc have been instrumental in our preparation to go to market. Ms. Dillon's mentoring and the mentors provided by MNSBIR, Inc were essential to our securing two SBIR Ph I awards that enabled us to develop our technologies and establish feasibility in broad markets: \$105,000 from the USDA to determine feasibility in rural workforce education and \$200,000 from NIH to determine feasibility in patient education. MNSBIR's mentorship has once again been instrumental in preparation of a 2.5M Ph II grant application to the NIN we are submitting in April.

Applying for SBIR grants is no easy task - the NIH Ph II itself has taken eight months and 100s of hours to prepare. MNSBIR Inc has provided not only the critical technical support to ensure the time and effort are productively spent preparing the applications but, more importantly, the consultation services to develop a strategic plan to fund the company's development and the supports required to ensure that company functions properly (e.g, connections to trusted accounting services, etc.) when it receives funding.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,
Ned Zimmerman-Bence
Co-Founder / CEO, GogyUp Inc



6575 145th Street East
Northfield, MN 55057
March 19, 2025
mariejohn@gmail.com
612-868-0073

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

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

I write this letter of support today in favor of **SF 2427**, which provides critical funding to expand resources for small businesses seeking SBIR/STTR grants. This initiative is essential for fostering innovation, job creation, and economic growth in Minnesota. MNSBIR, Inc. plays a pivotal role in helping startups and small businesses secure federal research funding, and additional support will enhance their ability to guide entrepreneurs through the federal funding process, ensuring more groundbreaking technologies are commercialized successfully.

LoonMD, Inc. is based in Northfield, Minnesota—a community known for its strong educational institutions, thriving entrepreneurial spirit, and commitment to innovation. Situated just south of the Twin Cities, Northfield is home to Carleton and St. Olaf Colleges, fostering a culture of research, talent development, and forward-thinking business initiatives. As a growing hub for technology and healthcare innovation in Greater Minnesota, Northfield represents the kind of high-potential yet often overlooked region that benefits immensely from SBIR/STTR funding and the support services that MNSBIR provides.

Our SBIR-funded project, Bridging the Gap: A HIPAA-Compliant, EHR-Integrated Mobile Health App to Enhance Pediatric Respiratory Care Access In Rural and Tribal Areas received a USDA SBIR Phase 1 and 2 grant amounting to \$750K. The app collects patient-generated health data, including symptom tracking, exposure history, and video analysis, to support clinical decision-making and improve care coordination. This kind of technology addresses critical healthcare disparities, particularly in underserved communities, and would not be possible without federal research funding and the assistance of organizations like MNSBIR. With the funding we pay employees, and other Minnesota-based companies including a marketing company, an accounting firm and the University of Minnesota to conduct clinical studies.

MNSBIR's work is essential to ensuring that innovative Minnesota businesses—whether located in the Twin Cities or in Greater Minnesota—can successfully navigate the complex SBIR/STTR application process, secure vital funding, and commercialize breakthrough technologies. Their efforts drive economic development, create jobs, develop collaborations between small companies and strengthen Minnesota's position as a leader in high-tech entrepreneurship.

I urge you to support **SF 2427** and MNSBIR, Inc.'s request for funding to enhance resources and expand opportunities for Minnesota's small businesses to access federal research dollars. Investing in MNSBIR is an investment in Minnesota's future—fueling innovation, strengthening local economies, and advancing groundbreaking solutions that benefit our communities and beyond.

Thank you for your support of **MNSBIR, Inc. and SF 2427** this legislative session.

Sincerely,

Marie Johnson, Ph.D.
CEO

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

My name is Kerry Marusich, the founder and CEO of Third Wave Systems, a company based in Eden Prairie, MN. I am writing to express my strong support in favor of SF2427.

Third Wave Systems provides premier machining modeling software that is used throughout the domestic supply chain (aerospace, automotive, medical devices, cutting tools, etc.) to expedite their design process and time-to-market. Our technology accelerates machining innovation and replaces costly trial-and-error experimentation with insightful digital machining. As our company continues to grow, we hire highly skilled engineers from the Twin Cities region with over 80% of our 60-person (and growing) workforce based right here in Eden Prairie.

MNSBIR provides invaluable support to many Minnesota small businesses by offering education, coaching, and guidance through the complex federal funding process. By assisting entrepreneurs in securing SBIR/STTR funding, MNSBIR helps accelerate technology commercialization which strengthens Minnesota's position as a leader in innovation. We have firsthand experience navigating the challenges of bringing advanced technologies to market and MNSBIR resources and tools helped us navigate the SBIR process and subsequent technology commercialization. Their support makes it possible to transform industries, create high-paying jobs, and drive long-term economic success.

We recently received a \$38K award to evaluate commercialization avenues and market needs for a Navy sponsored SBIR Phase II program. This award will provide valuable opportunities to augment the market analysis for a Phase II technology and advance its commercialization. We expect this modeling technology to equip the supply base to meet evolving warfighter needs more efficiently, concurrently delivering cost savings to the government.

MNSBIR support provides small businesses like Third Wave Systems a chance to contribute to a vibrant ecosystem for our state residents, such as creating high-value employment opportunities for our residents and driving MN to be a technology leader addressing the needs of the federal government and our country.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session.

Sincerely,



Kerry Marusich, CEO
Third Wave Systems

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 21, 2025

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

I am writing to express my strong support for SF2427, which proposes a grant to MNSBIR, Inc. to assist Minnesota small businesses in securing federal research and development funding.

My name is Carrie Nicklow, and I am the Chief Financial Officer at New Wave Design, headquartered in Eden Prairie, Minnesota. We specialize in advanced technology solutions for the Military and Aerospace industries, renowned for our engineering expertise and commitment to solving the dynamic challenges facing today's warfighters with innovative products and exceptional support. Our team comprises highly skilled engineers and professionals, most of whom are Minnesotans, proudly contributing to our state's vibrant technological landscape.

MNSBIR, Inc. has been instrumental in our journey to innovate and excel. Through their guidance, we secured a Small Business Innovation Research (SBIR) award in 2015, which we utilized to develop a high-bandwidth, ultra-low latency networking solution tailored for defense applications. This funding enabled us to expand our team, creating new engineering positions, and accelerated the commercialization of our product, thereby enhancing our competitiveness in the market.

The services provided by MNSBIR are vital to Minnesota's economic growth and technological advancement. They empower startups and small businesses to navigate the complex federal funding landscape, fostering innovation and facilitating the transition of groundbreaking ideas from the lab to the market. This support not only stimulates job creation but also positions Minnesota as a leader in technological innovation.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session. Your commitment to bolstering resources for small businesses seeking federal research funding is an investment in Minnesota's future, driving economic growth and sustaining our state's reputation for innovation.

Sincerely,

Carrie Nicklow

Carrie Nicklow, CFO
New Wave Design

Qen Labs Inc.
7525 Mitchell Rd, Suite # 208
Eden Prairie MN 55344



Senator Bobby Champion, Chair

95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427. I am Lokendra Chauhan, founder of a MN based small business focused on research commercialization of AI technologies. We have our office in Eden Prairie, MN and work closely with multiple academic researchers from the University of Minnesota's (UMN) Computer Science department. All our employees are also graduates of MS or PhD program at UMN Computer Science and residents of Minnetonka, Inver Grove, Eden Prairie and Roseville in MN. We have also encouraged our younger employees to concurrently join the UMN PhD program and one UMN MS graduate Trae Primm would be enrolling into the PhD program this fall.

We have received an STTR award from the US Navy where UMN is a subcontractor. MNSBIR helped us during the Phase I submission process, and then MNSBIR has been a go-to partner of ours during the Phase I award work (\$240k) and Phase II proposal submission. Thanks to their support, we have been awarded the \$2 million Phase II award too by the Navy. Even when we requested them to help us find a domain expert on Naval ship environments, Pat from MNSBIR referred us to a MN based retired Navy captain (Jerry Olin) who has been really valuable for our Navy project

We have an SBIR award too from the US Department of Energy (DOE). MNSBIR has been of great help in the proposal preparation and execution of that project. Two UMN professors are consulting for this project, and we are currently working on the Phase II proposal with help from MNSBIR. We have also benefitted significantly from MNSBIR's referrals of MN based consultants for accounting, tax-filing, and cybersecurity compliance.

Based on our experience, we strongly believe that MNSBIR services are vital to the state of Minnesota's goals of becoming a 21st century knowledge-economy with university as an engine of innovation. MNSBIR's presence is of immense benefit to many aspiring entrepreneurs coming out from the university ecosystem.

On behalf of Qen Labs, I thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Lokendra P S Chauhan
CEO, Qen Labs Inc.

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427, which seeks to provide essential funding for MNSBIR, Inc. to continue its critical work in supporting Minnesota's small businesses and entrepreneurs as they pursue federal research funding.

I am Andy Obst, President of Fistula Solution Corporation. Fistula Solution is a medical device company dedicated to developing life-saving innovations for patients with complex wounds. Our company is based in Scandia, Minnesota, and our employees live and work in Washington and Chisago counties. We take great pride in contributing to Minnesota's medical technology sector and driving economic growth in our local communities.

MNSBIR support was instrumental in our business securing a \$1.9 million grant from the National Institutes of Health to develop a novel device for ostomy and enteric fistula patient care. This funding has allowed us to develop our new device and conduct a clinical trial at Regions Hospital in St. Paul, MN. Without MNSBIR's guidance and expertise, navigating the highly complex federal grant application process would have been a significant challenge. Their assistance was a key factor in our success, enabling us to bring innovative medical solutions to market and support job creation in our field.

MNSBIR provides a vital service to small businesses throughout Minnesota. As a state, we have historically not received our fair share of federal grant funding, putting our innovators at a disadvantage. MNSBIR is the only organization I am aware of that actively helps small businesses compete for these federal resources, ensuring that Minnesota entrepreneurs can access the capital needed to advance new technologies. Their work is essential for fostering innovation, driving economic development, and maintaining Minnesota's position as a leader in medical and technological advancements.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session. Your commitment to Minnesota's small businesses and innovation ecosystem is greatly appreciated.

Sincerely,

A handwritten signature in black ink, appearing to read 'A. Obst', with a stylized flourish at the end.

Andy Obst
President, Fistula Solution Corporation
andy@fistulasolution.com

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Building, Room 3401
St. Paul, MN 55155

March 19, 2025

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

I am writing to express my strong support for SF 2427 and to highlight the critical role MNSBIR, Inc. plays in fostering innovation and economic growth in Minnesota's MedTech sector.

My name is Mike McCormick, and I am deeply engaged in the Minneapolis MedTech startup ecosystem. I serve as the President & CEO of CorRen Medical Inc., Executive Chairman of NephroCor Medical Inc., and Chairman of AcQumen Medical—all privately held MedTech startups based in Minneapolis. Additionally, I am an Independent Director at Nuwellis Medical, a publicly traded company headquartered in Eden Prairie.

MNSBIR, Inc. has been instrumental in supporting both CorRen Medical and NephroCor Medical, providing invaluable guidance in navigating the Small Business Innovation Research (SBIR) process. Their expertise and hands-on assistance have significantly enhanced our ability to apply for non-dilutive funding, which is essential for early-stage MedTech companies striving to bring life-saving innovations to market.

MNSBIR's services are vital to Minnesota's entrepreneurial and scientific community, helping local startups compete on a national level, drive economic development, and create high-quality jobs. I urge you to support SF 2427 to ensure that MNSBIR can continue providing these essential resources to Minnesota's small businesses.

Thank you for your leadership and support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Mike McCormick

Mike McCormick
President & CEO
8085 Wayzata Blvd | Suite 103 | Minneapolis, MN 55426
mmccormick@correnmedical.com | CorRenMedical.com



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 20, 2025

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

I am writing wholeheartedly this letter of support today in favor of SF2427.

I, Stephen Otto, am the Chief Financial Officer of Champaign Imaging LLC. Champaign was formally established in 2015 here in the Minnesota Twin Cities. Dr. Curtis Corum is the founder and CEO and has been developing a pediatric MRI package which allows radiologists to reduce or possibly eliminate using anesthesia for young kids. The package combines hardware and software which are on the front edge of imaging reconstruction.

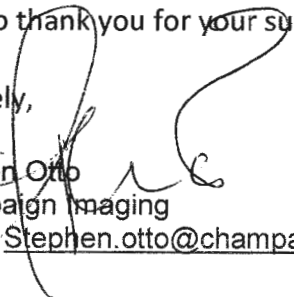
Through Pat Dillon and her group, Champaign has been able first to navigate the NIMH granting maze and secondly to assist in gaining 3 NIMH grants – a 2-year \$1.3 million Phase I for the pediatric grant, a 1-year, \$900,000 Supplemental pediatric Phase I, and finally a 3-year, \$4.3 million Phase II pediatric grant which began last August. Those allowed us to hire 2 Twin Cities' software engineer employees and develop IP right here in the greater Minneapolis area.

All 3 grants came with local Minneapolis expertise in technical and business assistance, using Pat's 4 talented local connections with a total of \$60,000 – again spent here in Minneapolis. And those recently hired employees came with year 1 funds. Now we will be looking to hire 2 more in years 2 and 3 – again to be spent right here in Minnesota.

Curt and I could not have been successful without Pat, her team, and MNSBIR, period. She, her team, and MNSBIR have been vital to our business growth. Champaign needs Pat, her team, and MNSBIR for our next grant submissions – without question.

Champaign and I personally want to ask your support for Pat's MNSBIR work. We thank her and want to thank you for your support for her MNSBIR and SF2427 this legislative session.

Sincerely,


Stephen Otto
Champaign Imaging
CEO – Stephen.otto@champaignimaging.com



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427 and the positive impact that MNSBIR, Inc. has on our community.

I am the CEO of Elements Endoscopy, a pharmaceutical company based in Minnetonka. We employ two direct employees in Minnesota but also support over a dozen other Minnesotans as contractors and vendors. We are proud to be a Minnesota company driving health tech innovation in a state that supports our ecosystem.

MNSBIR has been a critical supporter of our company, especially when we first formed. Because of MNSBIR we have been able to obtain over \$250k in non-dilutive funding from the National Institute of Health. This grant provided the credibility to close \$3M in private investment.

As an early entrepreneur I had a very limited understanding on how to write a proper grant application. I had previously submitted three failed grant applications. Through MNSBIR I received the support and guidance to craft more compelling grant applications. Based on this guidance from MNSBIR, we now consistently receive grant funding for our work. As I tell my colleagues across the country, they are jealous that we have this tremendous resource.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session. It will continue to create a thriving startup ecosystem for our state.

Sincerely,

A handwritten signature in black ink that reads "Brian Craig". The signature is written in a cursive, flowing style.

Brian Craig
CEO, Isola Therapeutics



Senator Bobby Champion, Chair
95 University Avenue West
Minnesota Senate Building, Room 3401
St. Paul, Minnesota 55155

March 24, 2025

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

I am writing this letter of support today in favor of SF 2427.

My name is Scott Tracy, and I am the CEO of SYNCRIS, a Minneapolis-based developer and manufacturer of next-generation technologies for microgrid systems. We also have a research and development facility located in Bloomington.

Navigating the SBIR/STTR federal grant process can be a major barrier preventing innovative small businesses from accessing much-needed grant dollars. These grants are highly competitive, and having access to knowledgeable SBIR/STTR resources is critical to avoiding pitfalls, increasing the chance of success, and accelerating innovation in the Minnesota tech ecosystem. Many businesses rely on SBIR funding to help bridge the gap between technology in a lab and a commercially viable business; MNSBIR is the accessible resource to catalyze this opportunity.

Not only has MNSBIR assisted us in better understanding the SBIR grant process, the resource support provided by MNSBIR has been critical to our efforts to submit competitive proposals. The team at MNSBIR is attentive, supportive and knowledgeable; we would highly recommend MNSBIR to any small business considering SBIR/STTR opportunities.

Thank you for your support of MNSBIR, Inc. and of SF 2427 this legislative session.

Sincerely,

Scott C. Tracy
CEO



Neurotype Inc.
4610 E Lake St 306
Minneapolis, MN 55406
scott@neurotype.io

Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF 2427.

My name is Scott Burwell, and I am the CEO and Founder of Neurotype, Inc., a Minneapolis based startup advancing scalable neurotechnologies to improve addiction healthcare. We are proud to be a Minnesota company, employing local talent across engineering, research, and clinical domains. My roots in Minnesota run deep—my parents were small business owners and entrepreneurs in Roseville, where they operated Fairview Wine & Spirits for over 32 years. I grew up watching their hard work and commitment to community, which deeply shaped my own journey as a founder.

MNSBIR, Inc. and Pat Dillon have been instrumental to our success. With their guidance, we successfully secured multiple NIH SBIR/STTR awards totaling over \$1.1 million, with an additional \$2.5 million anticipated in Q4 of 2025. These funds supported the development of our medical software platform, helped us hire Minnesota-based engineers and researchers, enabled continued collaborations with faculty at the University of Minnesota Dept. of Psychiatry, and accelerated our progress toward regulatory and clinical milestones. MNSBIR's resources and expertise were critical at each stage of our funding journey.

The services MNSBIR provides—especially in grant review, strategy, and commercialization planning—are vital to Minnesota's innovation economy. Their team plays a unique and irreplaceable role in helping early-stage companies bring federally funded technologies to life, creating high-skill jobs and retaining talent within our state.

Thank you for your support of MNSBIR, Inc. and SF 2427 this legislative session.

Sincerely,

Scott Burwell, PhD
CEO & Founder, Neurotype Inc.



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

Since 2006 I have been involved with start-up medical device companies based in Minnesota. My start-up operational management and advisory experiences include NeoChord, Abilitech Medical, NitriCap Medical, Adapt Design Works and Phraxis, Inc. Prior to my start-up experiences, I was fortunate to work in R&D for Guidant Corp, at the Arden Hills location for 21 years.

Medical device, or any healthcare innovation, is a combination of invention, persistence and financial funding to navigate from concept to commercial release. Embedded in this innovation process are transformative careers, experiences and patient benefiting treatments that have been a hallmark of Minnesota branding. Mayo Clinic, the University of Minnesota and all of the companies, start-ups or established companies for years, contribute to this Minnesota legacy of innovation for patient care.

The turbulence in the Federal government support for funding innovation must be offset by a plurality of funding mechanisms—I hope the Senate Jobs and Economic Development Committee can provide meaningful financial support for the proposal presented by MNSBIR.

Sincerely,

John Zentgraf
COO, Phraxis Inc
jzentgraf@phraxis.com

651-260-6673



**Rincon
Consulting** LLC

(505) 515-8975 • www.rinconconsulting.net

Senator Bobby Champion, Chair

95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

Dear Chair Champion and Members of the Senate Jobs and Economic Development Committee, I write this letter of support today in favor of SF2427.

My name is Mark Connell and I have been a small business owner for approximately 4 years. I started off my business in New Mexico as a consulting firm for vacuum insulation panel technology. It served me well for several years, and my client base brought me to Minnesota in 2022. Last year, I setup a research and development facility in Maple Plain, focusing on the production, research and testing for vacuum insulation materials. Rincon Consulting employees two people currently and utilizes a contractor base of 5 additional personnel to complete our tasks.

As a research and development facility, we are looking at ways to innovate through new materials and packaging methods that offer improved sustainability, recyclability and reduced costs. When it comes to supporting such innovations, Rincon Consulting relies on SBIR funding, as clients are often times not willing to pay for unknown, unproven technology. This support and funding has come through SBIR, and should continue to do so.

Thank you for your support of MNSBIR and SF 2427 this legislative session.

Sincerely,

Mark Connell

Owner & CEO; Rincon Consulting



Senator Bobby Champion, Chair

95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427.

I am Razi Masood, Principal Investigator and CEO of **Claritytek, Inc.**, a Minnesota-based small business dedicated to developing innovative solutions for cognitive therapy, with a strong focus on Alzheimer's and dementia care. Our company was founded in 2012 and is proudly headquartered in Minnesota. Our team includes six dedicated employees, several of whom are Minnesota residents, contributing to the local economy and community.

MNSBIR, Inc. has played an invaluable role in supporting Claritytek's growth and success. With MNSBIR's guidance and resources, we secured a **Phase I SBIR grant** that allowed us to develop and test our Virtual Reality Cognitive Therapy (VRCT) platform. This funding provided approximately **\$500,000** and enabled us to conduct essential feasibility and usability studies. As a result, we created new jobs within our company and collaborated with key Minnesota partners such as **HealthPartners Neuroscience Center** and **Allina Health Neurosciences Research** to further strengthen our clinical research efforts.

MNSBIR's services are vital to the state of Minnesota because they empower small businesses like ours to innovate and thrive. By guiding startups through the complex federal grant process, MNSBIR accelerates the development of cutting-edge technologies that create jobs, stimulate economic growth, and improve public health outcomes. Without MNSBIR's mentorship and support, navigating these opportunities would be incredibly challenging for businesses like ours.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session. Your commitment to fostering innovation in Minnesota is greatly appreciated.

Sincerely,

Razi Masood

Principal Investigator

Claritytek, Inc.

A handwritten signature in blue ink that reads "Razi Masood".



Senator Bobby Champion, Chair
95 University Avenue W.
Minnesota Senate Bldg., Room 3401
St. Paul, MN 55155

March 24, 2025

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

I write this letter of support today in favor of SF2427, which bolsters the critical work of MNSBIR, Inc. in empowering Minnesota's small businesses to innovate and grow, creating jobs and economic opportunities across our state.

My name is Kelley Satoski, and I am the CEO of Pelva Health, a small business based in St. Paul, Minnesota. At Pelva Health, we are developing a medical device to mitigate chronic gynecologic pain. Our team, including employees and contractors from communities across Minnesota such as Minneapolis, St. Paul, and the greater suburbs, is committed to advancing women's health while contributing to the local economy.

MNSBIR, Inc. has been a game-changer for Pelva Health. With their expert guidance, we recently received an intent to award for a Phase I SBIR grant from the National Institutes of Health (NIH) in the amount of \$400,000. This funding is supporting the engineering and design of our device, critical steps required for product launch and FDA clearance. MNSBIR's support was invaluable—they provided workshops, proposal development assistance, and strategic advice that helped us craft a competitive application. As a direct result of this grant, we have created two full-time jobs in Minnesota. Additionally, we've employed numerous contractors—ranging from regulatory experts to testing specialists—who live and work in Minnesota, further amplifying our local economic impact.

MNSBIR's services are vital to the state of Minnesota because they enable small businesses like Pelva Health to access federal funding, driving innovation in critical areas like women's health. Their support ensures that Minnesota entrepreneurs can compete on a national stage, securing non-dilutive funding to develop transformative products. This not only creates high-quality jobs but also positions Minnesota as a leader in medical device innovation, attracting talent and investment to our state. Without MNSBIR, many small businesses would struggle to navigate the complex SBIR process, limiting our ability to bring products like NUC to market and stifling economic growth.

Thank you for your support of MNSBIR, Inc. and SF2427 this legislative session. By strengthening MNSBIR's capacity to assist Minnesota's small businesses, you are fostering an environment where innovation can thrive, creating jobs and opportunities that benefit our communities for generations to come.

Sincerely,

A handwritten signature in black ink that reads "Kelley Satoski".

Kelley Satoski
CEO & Co-Founder, Pelva Health