

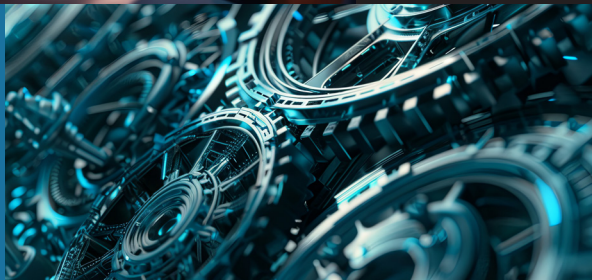


MNSBIRINC.™

Bringing America's Seed Fund to Minnesota

Innovation to Impact

Federal Research Funding to
Drive Innovation, Job Creation
and Economic Growth



About MNSBIR, Inc.

MNSBIR, Inc. is dedicated to advancing scientific excellence and technological innovation to bolster Minnesota’s economy. We achieve this by securing federal research and development funding to stimulate the creation of new products, services, and solutions in the private sector. With decades of proven expertise and strong relationships across the 11 participating federal agencies, we specialize in guiding qualifying firms through the process, making it less daunting and more manageable.

Pat Dillon

CDR, USN (Ret), MBA
Founder, President & CEO



Brian Brockway

MSEE
Chairman of the Board



Leadership and Team

Led by Pat Dillon, a long-time advocate and expert in America’s Seed Fund, our team has diverse backgrounds and experiences to help startups and small businesses navigate federal funding for technology commercialization. We engage independent contractors to provide specialized support and expertise, complementing our team’s capabilities. This approach allows us to customize services, scale resources cost-effectively, and extend our impact across many firms and industry sectors.

Board of Directors

- Brian Brockway, MSEE, President and CEO, VivaQuant, Chairman of the Board
- Michael Wright, Intercepting Horizons, Treasurer
- Patrice Kloss, JD, Fox Rothschild, Secretary
- John Hobday, MA, CEO, Healthcare Interactive, Inc.
- Jeff Liter, MBA, CEO, Luminary Therapeutics
- Diane Rucker, MS, MBA, Angel Investor

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MNSBIR, Inc. is an IRS 501 (c) (3) organization funded in part through a Federal and State Technology Partnership Cooperative Agreement with the U.S. Small Business Administration, a grant from the Minnesota Department of Employment and Economic Development, and cash contributions from the University of Minnesota, Technology Commercialization Office and the Venture Center, and Carlson School of Management, Holmes Center for Entrepreneurship.

America’s Seed Fund: SBIR & STTR

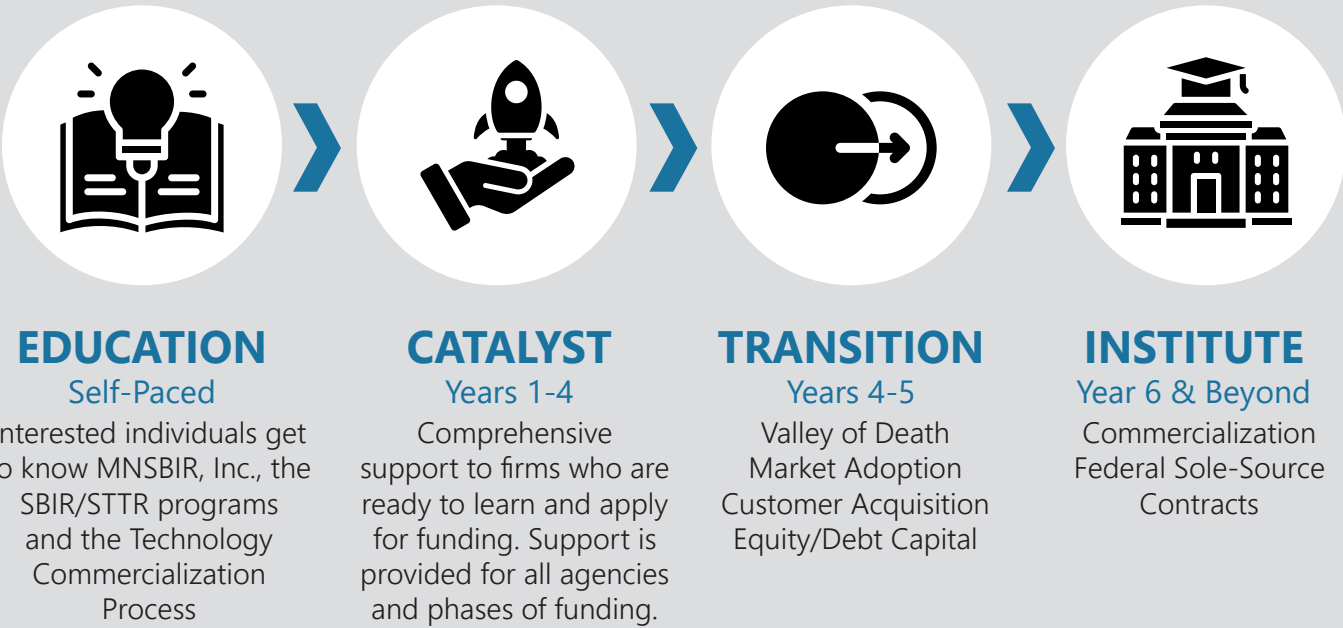


Since 1982, America’s Seed Fund has driven innovation, scientific advancement, and entrepreneurship with funding from the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs to help small businesses develop cutting-edge technologies and accelerate commercialization.

SBIR/STTR Participating Federal Agencies

- | | | |
|---|----------------------------|---------------------------------|
| Department of Defense | NASA | Environmental Protection Agency |
| Department of Health and Human Services | Department of Energy | Department of Commerce |
| National Science Foundation | Department of Agriculture | Department of Education |
| | Dept. of Homeland Security | Department of Transportation |

OUR MODEL:
From Ideation to Commercialization
Supporting clients with expert knowledge and coaching



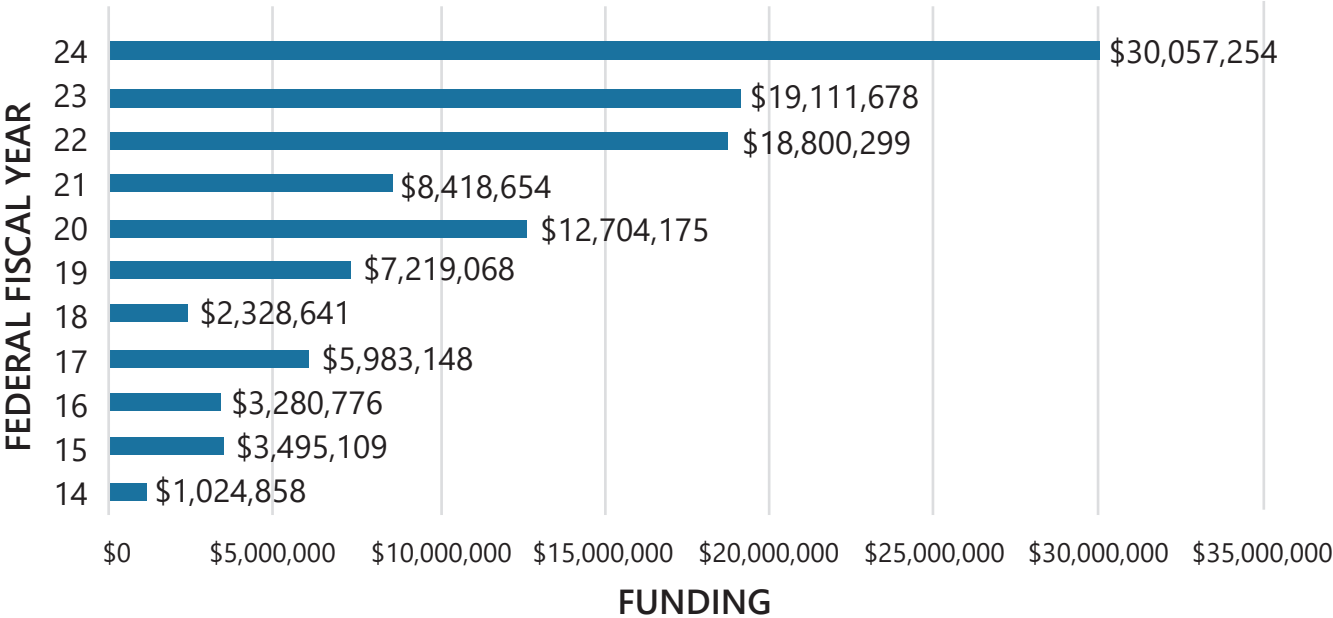
Each program offers free and confidential business and technical assistance. Firms and projects are evaluated on technical feasibility, market potential, commercialization strategy, innovation, and technical risk. We support firms across all SBIR/STTR phases, from feasibility to commercialization. Additionally, the Transition Program and Phase III Commercialization Institute provide follow-on support to help firms transition toward Phase III opportunities (sale of the product or service) with the federal government where appropriate.

MNSBIR, Inc. brings millions of dollars back to Minnesota annually

by securing federal funding to drive innovation, support small businesses, and advance commercialization efforts.



\$112.4 Million Since 2014



A \$5M biennium investment in MNSBIR, Inc. will be used to:

Expand MNSBIR, Inc. Catalyst Program

MNSBIR, Inc. will expand outreach, education, and coaching to help startups and small businesses apply for and secure SBIR/STTR funding for critical technological innovations that drive Minnesota’s innovation economy. Increased funding will enhance our capacity to provide 1:1 expert guidance, empowering businesses statewide to successfully pursue federal funding opportunities.

Expand the Commercialization Institute

The Commercialization Institute will be expanded to provide essential support in transitioning R&D innovations into successful commercial products. The initiative will leverage a portfolio of over 271 SBIR/STTR funded projects.

Expand Support to Increase Federal Sole-Source Contracts

Per the Congressional legislation, federal sole-source contracting is a high priority to transition SBIR/STTR funded products and services into multi-million government contracts.

Unlock Federal Funding for Novel Technological Innovations Statewide

MNSBIR, Inc. will launch Innovation 100, a statewide initiative to identify 100 or more novel ideas, concepts, and projects from startups and small businesses across Minnesota. Over four years, it aims to secure over \$200 million in SBIR/STTR funding to drive commercialization. Open to small businesses statewide with fewer than 500 employees, the initiative expands access to federal innovation programs and funding opportunities.

Support Minnesota’s National Security Ecosystem

MNSBIR, Inc. will collaborate with the University of Minnesota’s National Security Research Institute to expand federal funding access, strengthen Minnesota’s role in national security innovation, and support startups and small businesses in developing technologies.

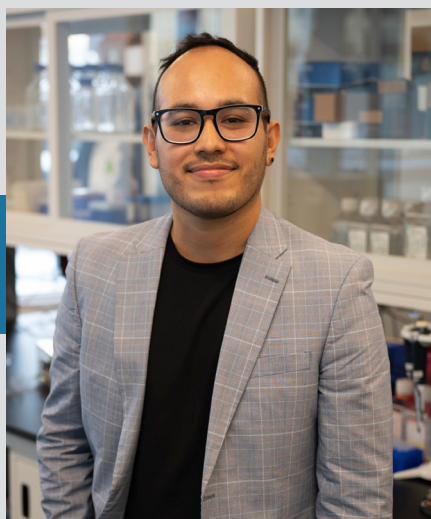
MNSBIR, Inc. is transforming the future one small business at a time



Cora Liebig, PhD
Founder and CEO

Chromatic 3D Materials
15 Employees
Golden Valley

- **\$1.7M NSF SBIR Funding**
- Advancing industrial-quality 3D printing with high-performance polyurethanes
- This innovative developer of is transforming industrial-quality 3D printing by providing materials that offer superior flexibility, durability, and resilience compared to traditional thermoplastics.
- Designed to be flexed, stretched, twisted, and squeezed, these advanced polyurethanes enhance adaptability in additive manufacturing, making them ideal for rubbery and elastic material applications.
- One international office in Germany.



Alan Gonzalez Suarez, PhD
Chief Scientific Officer

Sersense
5 Employees
Rochester

- **\$3.8M NIH SBIR Funding**
- Mayo Clinic Startup
- Innovating point-of-care diagnostics for neonatal and maternal health
- Located in One Discovery Square, this pioneering company is focused on researching and commercializing novel automated point-of-care solutions for blood testing in neonates and urine sample analysis for preeclampsia detection.
- Positioned at the forefront of medical technology innovation, the company is set to transform neonatal and maternal health diagnostics with its breakthrough solutions.



Dan King, PhD
Chief Technology Officer

Darcy Solutions
20 Employees
Saint Paul

- **\$3.2M NSF/DOE/USDA SBIR Funding**
- University of Minnesota Startup
- Pioneering sustainable geothermal solutions
- They are at the forefront of groundwater-based geothermal systems, providing energy-efficient heating and cooling solutions for buildings of all types.
- Its groundbreaking geothermal technology is gaining traction across government sectors, collaborating with city, county, state, and federal agencies to support sustainability initiatives and drive energy-efficient infrastructure development.



Efrain Torres, PhD
Co-Founder and CEO

Adialante
4 Employees
Minneapolis

- **\$1.5M NSF SBIR Funding**
- University of Minnesota Startup
- Revolutionizing the MRI Industry with a portable, affordable MRI technology—10 times smaller and 200 times more cost-effective than traditional MRI scanners, all while delivering high-resolution imaging quality comparable to conventional systems.
- The company is making MRI scanning more accessible, cost effective, and adaptable for a wide range of healthcare settings, including remote locations, emergency response, and under-served communities.



Marina Brockway, PhD and Brian Brockway, MSEE, CEO
Founders

VivaQuant
140 Employees
Arden Hills

- **\$1.5M NIH SBIR Funding**
- Transforming remote heart monitoring with innovative technology, this fast-growing medical technology company has developed a state-of-the-art remote heart monitoring device that is less invasive, more accurate, and significantly more cost-effective than traditional solutions.
- Currently on track to achieve \$40 million in sales in 2025, the firm is keenly focused bringing its solution to Veterans through the Veteran's Administration.



Timothy Childs, PhD
Founder and CEO

TLC Millimeter Wave, Inc.
12 Employees
Minneapolis

- **\$5.5M DOD/NASA/NSF SBIR Funding**
- TLC Millimeter Wave, Inc. has launched Guardian School Security Systems, a new company dedicated to developing a life-saving school security solution that detects and alerts officials of impending active shooter incidents. With plans to manufacture in Shakopee they anticipate creating 300 new manufacturing jobs, driving economic growth while enhancing public safety nationwide.

FEDERAL AGENCY KEY:

- DOD: Department of Defense
- DOE: Department of Energy
- NASA: National Aeronautics & Space Administration
- NIH: National Institutes of Health
- NSF: National Science Foundation
- USDA: United States Department of Agriculture



Valuable step by step learning

"Optimal Mobility would not have been able to submit our \$1.5M SBIR Direct to Phase II without the support of the MNSBIR, Inc. The Catalyst Program provided valuable step by step learning and assistance to navigate the complicated steps for a federal grant submission. Thank you!" — *Patricia McCracken, Founder and CEO, PT, DPT, MBA, COL, US Army, (Ret), Optimal Mobility*

Turns a great idea into a fully realized, fundable proposal

"MNSBIR, Inc. was an invaluable resource in navigating the complexities of preparing a competitive \$305,000 SBIR Phase I proposal to the National Science Foundation. I highly recommend MNSBIR to any Minnesota innovator or small business pursuing SBIR funding. Their knowledge, dedication, and support can turn a great idea into a fully realized, fundable proposal."

— *Jason Borden, Founder and CEO, Elanus Aerospace*

The premier support organization for innovative startups

"MNSBIR is the premier support organization for innovative startups in Minnesota. The non-dilutive funding they help startups access is the foundation of the capital stack and an essential tool for de-risking early-stage technology. We leveraged their expertise to apply for a \$190,000 opportunity with NOAA."

— *Brian Smoliak, PhD, Co-Founder and CEO, Weathervane Labs*

Catalyst Program, 1:1 coaching so helpful

"Our team is extremely grateful to the MNSBIR team for their guidance, support, and insights throughout this process. As a first-time applicant for NIH funding, let alone for small business awards, the Catalyst Program was so helpful to understand the process and get 1:1 coaching to help improve our application materials."

— *Hannah Bergom, PhD/MD Candidate, University of MN, Founder and CEO, EMRGNSE LLC*

Critical support

"MNSBIR is the accessible resource to assist us to better understand the SBIR process, and their support was critical to our efforts to submit a \$2M competitive proposal to the US Army."

— *Scott Tracy, CEO, SNYCRIS*

Set us up for the greatest chance of success

Navigating my first \$400,000 SBIR application would have been so overwhelming without the support of the MNSBIR Catalyst program. The weekly calls kept our team on track and helped ensure we were setting up our grant for the greatest chance of success.

— *Kelley Satoski, Co-Founder and CEO, Pelva Health*