

Northwest Technology Ventures, LP

William H. Newman, Managing Director
Gordon B. Hoffman, Managing Director

4640 SW Macadam Avenue
Suite 200E
Portland, OR 97239

February 15, 2019

Representative John Lively, Chair
House Committee on Economic Development
900 Court St. NE
Salem, OR 97301

RE: Support for the Oregon Innovation Council (Oregon InC)

Dear Chair Lively, Vice-Chair Bonham, Vice-Chair Fahey and Members of the Committee,

We are writing in support of the Oregon Innovation Council (Oregon InC) programs administered by the Innovation & Entrepreneurship (I&E) division of the Oregon Business Development Department. Both as early-stage investors in Northwest Technology Ventures and as Entrepreneurs-in-Residence at OBI, we can attest to the critical role played by OR InC's programs and funding. This strategic assistance is especially critical for companies in the life sciences sector - for example, spinouts from the state's research universities such as OH&SU - who embark on the long and arduous task of taking discoveries from research programs and bringing them to market as therapeutic products and medical devices. While these companies are addressing vital unmet medical needs affecting human lives, they also hold the promise of creating well-paid jobs for Oregon. In fact the most recent economic impact analysis of the bioscience sector showed that jobs in this industry pay on average nearly \$75,000 per year, 62% higher than the statewide average wage!

Oregon InC provides critical guidance into how best to invest limited dollars to support innovation in Oregon. In addition, Oregon InC provides critical funding for early-stage companies trying to commercialize technology and create the next generation of Oregon businesses. Funding for businesses at this stage is very difficult to find, and Oregon InC's programs help fill these gaps. Without the assistance such as mentoring that the OBI provides, and funding programs such as the Phase 0 SBIR grant and matching program administered by OR InC under Business Oregon, these companies would not be able to advance, for most investors would regard such ventures as too risky. Yet these programs enable the companies to demonstrate critical proof-of-concept and meet fundable milestones.

Oregon InC's programs help ensure that Oregon's entrepreneurs are not at a disadvantage compared to their peers in other states that have similar types of support programs. In addition, Oregon InC's funding leverages private investment and federal government grants, which magnifies its impact on Oregon's start-up community. We are solid supporters of Oregon InC and its programs and will continue to work with the Council and the I&E division in the coming biennium to help Oregon's entrepreneurs be as successful as possible. We strongly encourage the Legislature to continue to fund this critical effort.

Sincerely,

A handwritten signature in black ink, appearing to read 'William Newman', with a stylized, cursive script.

William Newman

A handwritten signature in blue ink, appearing to read 'Gordon B. Hoffman', with a stylized, cursive script.

Gordon Hoffman

Managing Directors, Northwest Technology Ventures
Entrepreneur-in-Residence, OTRADI Bioscience Incubator