

March 3, 2021

Testimony in support of HB 5023

Prepared by Rita Hansen, CEO and co-founder of Onboard Dynamics, Inc.

Dear Co-Chairs and Members of the Committee.

For the record, my name is Rita Hansen, and I am the CEO and co-founder of Onboard Dynamics and we are based in Deschutes County. I am also a member of the Futures Commission that worked on Oregon's 10 year Innovation Plan over the past 6 months.

I am here today to provide testimony in support for HB5023 which will provide funding for Business Oregon and its various programs. The reason this is important to me is that without Business Oregon and everything it does for entrepreneurs like me, my company would not exist today.

I am a seasoned entrepreneur who was introduced to an Oregon State University professor back in 2013. He was developing innovative, unique energy-related technology in the climate-tech sector. We spun out of the university to advance the technology from the lab to first article for commercial sale (a 4 year process given the deep-tech R&D capital intensive nature of our technology). We were successful in receiving a multi-million dollar award from the Advanced Research Projects Agency for Energy (ARPA-E) but we needed 20% cost share commitment before we could execute on that agreement. \$720K that I needed which came from OSU and State of Oregon gap funding programs offered through ONAMI and Oregon BEST (now known as VertueLab). Without the critical role that these Signature Research Centers played in our launch and other critical funding and support we have continued to receive from Business Oregon programs over the years, we would have had to walk away from that initial ARPA-E award.

Our company's traded-sector story touches on all aspects of the original ideation phase within the university system to creation of a company that is a) manufacturing products here in Oregon, b) hiring talent from the Oregon university system, c) generating revenues across the country and abroad, and 4) always seeking capital to survive and thrive in this environment. It has been a long, boot-strapping, painful journey and without Business Oregon and its programs I would not be here today. I hope that HB 5023 passes so that future entrepreneurs like me can benefit from the necessary and critical strategies and actions that are needed for technologies like ours that come from university originated R&D to reach full commercialization potential and solve real-world problems and, most importantly, stay in Oregon.

Thank you.