



Medema Labs  
125 NW 30<sup>th</sup> St  
Corvallis, Oregon 97330-6001  
P: 541-250-0781  
contact@medemalabs.com

March 11<sup>th</sup>, 2021

Karl W. Mundorff  
Executive Director  
OSU Advantage Accelerator  
1110 NE Circle Blvd., Corvallis, OR 97330  
503.880.7002

Dear Karl Mundorff,

Medema Labs incorporated on May 24<sup>th</sup>, 2019, during the ten-week OSU Accelerator program. Thanks to 1) the numerous lessons learned during the program, 2) efforts completed by Accelerator interns, and 3) the \$25,000 Accelerator Innovation and Development Fund, Medema Labs is still growing and innovating in Oregon.

Medema Labs is a software company creating products to facilitate industry efforts in mechanical design and manufacturing. We are currently focused on computational simulations that produce manufacturing plans for metal parts. Such simulations are being used in cloud and desktop applications to help both machine shops and vehicle manufacturers reduce costs and eliminated inefficiencies.

As a result of the Accelerator program, Medema Labs was able to develop its software application to a point where it could release a beta version on the Microsoft Store. We are using this as a launching point for a promotion campaign to introduce the product to relevant manufacturers around the world. Second, Medema Labs received two Department of Defense SBIR grants which they are currently executing to complete key research activities to give us a competitive edge over competing software tools. Lessons learned from the Accelerator were vital in winning these awards.

Medema Labs has one full-time and three part-time employees and is well situated to expand in the future. We are forever grateful to the OSU Accelerator program for our auspicious start.

Sincerely,

Matt Campbell  
Chief Executive Officer  
<https://medemalabs.com>  
[matt@medemalabs.com](mailto:matt@medemalabs.com)  
541-250-0781



**e-MSion, Inc**

2121 NE Jack London Street  
Corvallis, Oregon 97330-6947  
T - 541-760 9967  
[www.e-MSion.com](http://www.e-MSion.com)

March 12, 2021

**Reference:** Support to extend HB 2441

To the Oregon legislature:

About 8 years ago, I received nearly \$200,000 in seed funding from the OSU UVDF to continue developing a technology; as an OSU Professor I believed would be transformational to biotechnology. But we could not raise any commercial interest to license the technology. My colleagues and I enrolled in the entrepreneur classes being organized by OSU in 2015 and with \$100,000 of my own money founded a company called e-MSion.

With the edge from the OSU Advantage Accelerator, we began to apply for SBIR funding. We won our first 8 applications on the first submission, bringing \$6,000,000 to Oregon in the past four years. With this, we have hired 24 employees in the state, paying good wages and providing health insurance through 2020.

During the pandemic, our company began to make substantial sales globally, bringing in \$1.2 million last year in sales (up from \$100,000 the year before). We have booked \$500,000 so far this year and we project our sales will reach \$5 million in two more years. Our client list includes the major biotech companies like Genentech, Regeneron, Novartis, Lilly, Pfizer and we have major sales in Europe and Russia. We also are selling to the major Universities in the US, Europe and Australia. New sales arrived today from a biotech consortium in Ireland and in the bay area

We are paying significant revenue taxes to Oregon, royalties to OSU and are hiring more OSU students and giving them great work experience. We also are collaborating with scientists at OSU to help solve subtle issues about COVID-19 disease processes, Alzheimer's disease and ALS.

I can attest that there remain many opportunities at OSU and the U of O, and this is a small investment that does pay off well.

With best regards,

Joseph S. Beckman, Ph.D.  
President and CEO  
University Distinguished Professor of Biochemistry and Biophysics.

Brian Wall

Oregon State University Advantage

A312 Kerr Administration Building

Corvallis, OR 97331

**To whom it may concern:**

I am writing in support of the OSU Advantage Accelerator University Venture Development Fund (UVDF). nexTC is a spin-out company from the Center for Sustainable Materials Chemistry, an NSF-sponsored Center for Chemical Innovation at Oregon State University (OSU). The Company combines proprietary solution-based precursors with roll or slot coating and rapid thermal or laser annealing to deposit transparent conductive oxide thin films on glass under atmospheric conditions for use in thin-film solar modules or dynamic “smart” glazing (electrochromic windows).

nexTC was fortunate enough to receive support through the OSU AID Fund in 2019. The funds were used to generate data to support an NSF SBIR Phase I grant application; we received NSF SBIR Phase I funding in May 2020. While we are still early in our company development, we are on the path to first revenue, and the money raised from our successful NSF SBIR Phase I proposal allowed us to weather the uncertainty of 2020 while still continuing to develop our prototype and demonstrate proof-of-concept to potential customers at some of the world’s leading flat glass companies.

We support the efforts of the Advantage Accelerator and the team behind it.

Sincerely,

Jenn Amador

COO, nexTC Corporation



From: Bahman Abbasi, Ph.D.  
Assistant Professor, Oregon State University  
Director, Water and Energy Technologies Laboratory  
Founder, Espiku LCC  
[AbbasiB@oregonstate.edu](mailto:AbbasiB@oregonstate.edu)  
[Abbasi@Espiku.com](mailto:Abbasi@Espiku.com)  
[www.Espiku.com](http://www.Espiku.com)

Subject: University Venture Development Fund

Date: 3/15/2021

Water and Energy Technologies Laboratory (WET Lab) is a nationally-recognized OSU research group where we conduct advanced research to develop energy efficient technologies targeting global freshwater scarcity and climate change. Our projects include waste heat recovery, solar water desalination, industrial wastewater treatment, and more. The UVDF program has enabled us to mature our lab prototype and build a pilot device. It has also empowered us to start our spinoff company to further the work and market our technology.

Oregon State's UVDF and the Accelerator program enabled us to move past the initial stage. The UVDF program helped and guided us to identify and address important technical challenges and analyze specific markets for our technology. That was critical because we needed to know which performance metrics had to be improved and what the users need. We learned those and started our company under UVDF and this month I submitted a \$250k proposal to further the development of the device and we are writing a \$1M proposal to redesign our technology for another application. The funding from UVDF has made these possible and can see over an order of magnitude return on investment. Furthermore, the UVDF and Accelerator programs helped us understand how best to position our company to succeed. Espiku is the result of these programs. We have interviewed dozens of customers and aim to raise SBIR and private funds to build a thriving business in Central Oregon.

There are precious few funding opportunities that allow a team to move from a bench-scale unit to a working pilot. This is a widely-known shortcoming of the existing funding structure. UVDF is a rare program that targets the technological "valley of death", where potentially impactful projects fail because there is no support to move from a prototype to a marketable system.

Prior to joining OSU I was a technology consultant at US DOE. In that capacity I worked with dozens of R1 universities, including a number west coast and Pac 12 institutions. The OSU Advantage office, their expertise, the support they provide, and programs like UVDF are among the main reasons I decided to join Oregon State. I have seen many technologies in major R1 universities that hit a dead end after initial success, specifically because they don't have programs as well-administered as UVDF.

Sincerely,

A handwritten signature in blue ink that reads "Bahman Abbasi".

Bahman Abbasi

Christopher Cebra VMD, MA, MS, DACVIM  
BioTesserae CAMUNITY, LLC  
PO Box 781  
745 Van Buren  
Corvallis, OR 97339

March 15, 2021

Dear Members of the House Economic Development Committee,

I am writing this letter in gratitude and support of the Oregon State University Venture Development Fund. My team of researchers and innovators have used these funds and other functions of the Accelerator program to educate ourselves about the commercialization of innovation and to assist in our development from researchers to manufacturers. Several years ago we founded our small company, BioTesserae CAMUNITY or BTC, to develop a novel treatment for canine cancer. We used a platform based on alpaca antibodies, something we were uniquely positioned to pursue at OSU, due to its strong record of alpaca research. After developing the treatment, we needed assistance in figuring out how to turn it into a viable commercial product. Our team consists of veterinarians, biochemists and immunologists – not a lot of commercial experience there. We used the Advantage Accelerator program, which is funded by UVDF, to learn about market research and product development and later obtained UVDF funds to assist in the next steps. We are hoping these programs stay in place to continue to support us and other innovators at Oregon State. We would not have made it nearly as far without their support.

Respectfully,

A handwritten signature in black ink, appearing to read 'Ch Cebra', written in a cursive style.

Christopher Cebra VMD, MA, MS, DACVIM



**School of Chemical, Biological, and  
Environmental Engineering**

Oregon State University  
116 Johnson Hall  
Corvallis, Oregon 97331

**P** 541-737-4791

**F** 541-737-4600

[cbee.oregonstate.edu](http://cbee.oregonstate.edu)

To the House Economic Development Committee:

I am writing to support the extension of the University Venture Development Fund tax credit. This credit has supported the customer discovery, subsequent company formation, and development activities for Spine by Design LLC. Spine by Design is an early stage medical decision support software company aiming to reduce surgical complications following spine surgery using machine learning.

I have been the grateful recipient of several grants through this program including a \$15k grant in 2019 that motivated myself and business partner, Charla Triplett, CEO, to complete the OSU Accelerator program training us on customer discovery. This led us to be well prepared to apply for a larger grant through the UVDF the next term, 43k, as well as successfully compete for the NSF Innovation Corps program last summer. We are now part of a pilot OSU program that has provided us with 40k additional funds to participate in the OHSU accelerator program that has a more medical focus. Spine by Design has no paid employees yet, but the UVDF funds has allowed us to support graduate students through the university to work on product development as well as commercial viability. This has been a valuable experience for myself and students and we hope to be able to support employees through Spine by Design soon using NIH STTR funds that we recently applied for.

The funding support from this tax credit has driven this line of research past mere conception and into a stage where we are able to simultaneously develop our business model and the technical aspects of the product in parallel. This will inevitably decrease the timeline for us to put a product on the market that we are passionate will improve patients lives by reducing unnecessary complications.

I hope you consider extending this program excellent program! Please feel free to contact me with any questions.

Sincerely,

Morgan B. Giers, PhD

CTO and Co-founder  
Spine by Design LLC

Assistant Professor  
School of Chemical, Biological, and Environmental Engineering

[Morgan.Giers@oregonstate.edu](mailto:Morgan.Giers@oregonstate.edu)