

## Legislative Appropriations Committee

Good afternoon Senator Harp, Representative Geragosian, Ranking Members and members of the Appropriations Committee, and thank you for this opportunity to address the Committee.

Talking about the talent behind companies starting in a garage, let's talk about ATMI. ATMI ranks 66th out of Connecticut's 100 largest industrial and service companies, according to Connecticut Magazine. They outgrew their eligibility for SBIR federal funding and are now a global semiconductor company with revenues of over \$300 million and over 1,000 employees. They started out in a garage. And according to Gene Banucci, Chairman and founder of ATMI, who sits on our SBIR Advisory Board, "Without SBIR there would not have been an ATMI, period."

Zygo another SBIR company is now ranked 85<sup>th</sup> with over \$160 million in revenues. These are Connecticut SBIR companies now employing thousands of people and spinning off new companies.

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The CT SBIR Office started in 2004 because companies like ATMI (Danbury) and Zygo (Middlefield) had outgrown the program and were no longer bringing federal dollars into the state. The good news is we've turned the corner. In FY 2008 Connecticut received over \$45 million in Phase I, II and III awards. We have touched over 1700 Connecticut companies, personally visiting almost 120. We have leveraged every state dollar generating \$5 to \$10 dollars from every \$1 dollar of state money. Our Programs – Matches for Money, Partner with a Prime, Careers for Engineers and other activities have brought us comments from our SBIR customers like:

"SBIR is the single most defining event in our company's growth." (Deborah Moss, Avalance)

"Our entire company's employment is the result of SBIR-generated technologies." (Kevin Burns, Precision Combustion)

"Investment and growth, including leveraging and other funding, was possible only because of SBIR." (Matt Freund, Freund's Farm)

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We surveyed SBIR companies regarding their job growth between 2004 and 2008 and of the companies responding approximately 90% doubled their employee count and several tripled their numbers. 2004 – 2008 were not the best of economic times. Yet, our SBIR small businesses in CT were adding new jobs.

Our Office is **NOT**, however, just about SBIR, which is a small part of a much bigger innovation and job creation picture. We are also about matchmaking and filling gaps in Connecticut's technology landscape to enable innovators and entrepreneurs with new ideas to reach the marketplace. Partnering is key.

When the **federal agencies** wanted to do a national SBIR conference in 2010 they called our office. Why? In 2008 we were able to attract more than 15 global companies to meet with hundreds of America's best technology companies. Nearly 900 people

came from 46 states. They came to the nation's most important annual innovation conference. And we will do it again – April 21-23<sup>rd</sup> in the Connecticut Convention Center. This time, we will have more global companies, more innovative entrepreneurs, more innovative universities, and for the first time at an SBIR Conference, the Under Secretary of Energy, Dr. Kristina Johnson will be our keynote speaker.

When **NASA's team** wanted to find an organization in New England that could represent them to small businesses – they called our office. And now that they've been given new funding they've renewed their contract with us.

**When DECD** wanted to invigorate manufacturing they worked with our office. Our focus is not on lean manufacturing or adding new equipment. It is on innovation. We believe the future of manufacturing is innovation. Innovate or Die. We put together a program for innovative manufacturers to do a dollar for dollar match to accelerate new product development and marketing diversification. You cannot imagine how many manufacturers in THIS state have called us after the program was announced just 7 weeks ago. To date we have already received over 100 inquiries, over 70 requests for applications and 10 proposals. This program will not last until June 2011, it will run out of money long before that date.

When **Boeing** technology management was tasked to find technical solutions from small business they **CONTRACTED** with the CT SBIR Office. We have been able to match our country's preeminent airplane builder with dozens of home grown companies and garage startups.

And finally, as you may have heard, **Sikorsky**, just announced, "Innovation Sikorsky." What you may NOT know is days after their announcement they invited the CT SBIR Office to their CT headquarters to discuss how we would work together on this new exciting effort. They need technology and our Office has those relationships.

Why do they all call on us? Because we get results! While we are a staff of three, we leverage our time and your investment through these linkages.

As we do our work, we are guided by our SBIR Advisory Board which we established in 2005 to ensure we heard the "voice of our customer". Andrew Timmerman, President and CEO of Fairfield Crystal Technologies in New Milford, Connecticut is here today to answer any questions you may have.

Thank you.

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