



June 22, 2019

Ms. Brittany Sickler
Senior Innovation Policy Advisor, SBIR/STTR
Office of Innovation and Technology
U.S. Small Business Administration
403 3rd Street, SW, 6th Floor
Washington, DC 20416
Reference: FAST-2019-R-0013

Dear Ms. Sickler,

I'm writing to voice support for Colorado Small Business Development Center Network's application regarding the U.S. Small Business Administration's Federal and State Technology Partnership Program – specifically the Re: FAST-2019-R-0013 grant opportunity.

The Colorado SBDC's programming is deeply synergistic with our organization's mission, as we seek to support and connect entrepreneurial-minded researchers at federally-funded research labs with private-sector opportunities as well as programs that educate and nurture scientists and other researchers in innovative technologies to consider starting businesses.

The Colorado SBDC Network provides direct hands-on support - through workshops and specialized consulting -- to help our science and technology ventures to navigate the SBIR grant process. This statewide training and mentoring support is critically needed by emerging technology ventures and is not duplicated by any other organization in Colorado that I'm aware of. So far, the program has been piloted along the Front Range with only limited initiatives throughout the state. With FAST grant resources, much more can be done to reach and support innovation companies statewide.

Already the statewide Colorado SBDC TechSource program has provided specialized expertise to help Colorado's early stage innovation companies to identify agencies and topics of relevance within the SBIR, to craft their proposals and commercialization plans, and to understand the tracking and compliance requirements. I attended one of their Innovative

Business Road Trip workshops this year and it was immediately relevant as I shared information with a few start-ups from the CO-LABS network.

Some more context of our interests: CO-LABS, incorporated in 2007, is a consortium of federally funded scientific laboratories, universities, businesses and leaders organized to nurture and champion Colorado as a global leader in research, technology, and their commercialization. Through events, economic analyses, strategic communications and networking activities we work to:

- PROMOTE Colorado as a global leader in research and technology
- EDUCATE the public about the labs' impact and importance of sustained funding for research
- CONNECT the labs, universities and businesses to facilitate partnerships and technology transfer

At our October 2018 annual awards event, Colorado Governor John Hickenlooper said to our audience: "I wish to emphasize how much this ecosystem in our state means to our country. The collective impact of your inspired efforts must be recognized as a national asset. Your discoveries make our country stronger and also transcend the boundaries of Colorado to have truly global benefits."

I regard the Colorado SBDC Network's programming as tangible and effective examples of how we connect and produce results borne of our respective networks. Your support of their application will leverage the network in which they already provide leadership and be a model for success.

Sincerely,

A handwritten signature in black ink, appearing to read "Dan Powers", with a long, sweeping horizontal line extending to the right.

Dan Powers
Executive Director
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