

2017

Ranked 7th in Science & Technology in the nation



mhta
Driving Innovation & Technology








A N N U A L
R E P O R T





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 **DID YOU
KNOW?**

The MHTA Foundation
has given over a half
a million dollars in
scholarships to
135 students over
the last 10 years



As the Minnesota High Tech Association begins its 36th year, we are pleased to share this report of the work that MHTA and our members and partners have achieved. For the last 5 years we have been focused on our vision and mission to make Minnesota a top 5 science and technology state. We are excited to report we have jumped up to 7th in the latest State Technology & Science Index.



The last time the Milken Institute ranked the states Minnesota was 12th. This is remarkable progress and evidence that the hard work of our members and stakeholders all across the state is having a great impact.

Minnesota's innovation economy continues to show signs of strength and new growth. Patents are up. Tech industry employment is growing, and venture capital and angel investments continue to push out of their recession lows.

In addition, MHTA is once again adding new services and broadening the reach of our programs.

Pat Dillon joined our team and is helping entrepreneurs explore promising ideas and access seed funding through the Small Business Innovation Research and Small Business Technology Transfer programs.

The SciTechsperience Internship Program has now helped connect more than 650 students to paid internships at small businesses throughout the state.

Thank you to all of our outstanding science and tech companies, organizations, and leaders for your work to move our industry forward. Together we are making a difference.



Margaret Anderson Kelliher
PRESIDENT & CEO, MHTA

Lisa Schlosser, VP & CTO of FindLaw at Thomson Reuters
CHAIR OF THE MHTA BOARD OF DIRECTORS



MHTA'S 2017 EVENTS



February 23

TECH.2017

Tech.2017 offered a rapid fire look at Minnesota's current strengths and future opportunities in technology.



This breakfast event attracted 200 technology executives and professionals along with entrepreneurs and investors for a morning of networking and cutting-edge insights.

March 7

WOMEN LEADING IN TECHNOLOGY



August 15

WOMEN LEADING IN TECHNOLOGY



September 12:

MHTA FOUNDATION BIDS & BYTES BENEFIT

The MHTA Foundation hosts a "Bids & Bytes Benefit" to connect the tech community with leaders while raising funds to support the Foundation's STEM Scholarship program. The benefit provides a rare opportunity for attendees to bid on unique one-on-one experiences with local, high profile tech leaders.



November 15

TEKNE AWARDS



Each year the Tekne Awards shine a spotlight on Minnesota's technology industry. Drawing our state's most influential businesses, political leaders and individuals, the Tekne Awards honor advancement in technology areas including advanced manufacturing, information and life sciences.

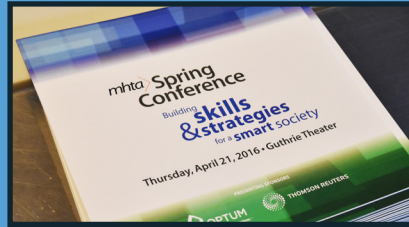


May 9

MHTA SPRING CONFERENCE



One of the science and technology community's must-attend conferences! Save the date for our May 9 Spring Conference for a full-day, inspiring agenda featuring industry thought leaders and sessions focused on today's top technology trends.



May 23

WOMEN LEADING IN TECHNOLOGY



October 24

WOMEN LEADING IN TECHNOLOGY



Women Leading in Technology (WLiT) is a program of the Minnesota High Tech Association that works to promote, educate and empower women in technology across Minnesota.

October 25

MINNESOTA VENTURE CONFERENCE

The **Minnesota Venture Conference** will mark its 31st year of connecting investors, entrepreneurs and executives. Hundreds of participants gather each year for a day of knowledge-sharing, networking, and pitches from some of Minnesota's most promising privately-held companies.



PLUS LUNCH & LEARNS, WORKSHOPS, WEBINARS, AND MORE!

Visit mhta.org/events for more information.

Sponsorships are available — learn more at www.mhta.org/sponsorship or contact Andrew Wittenborg at awittenborg@mhta.org.





MEMBERSHIP

When a company or group joins MHTA, all of its employees become members. We are a place where technology professionals gather regularly for candid conversations about the trends and challenges facing our industry. We are the trusted voice for technology at the Capitol. Our members are committed to helping train a future generation of technology leaders.

At MHTA, we work every day to create the best possible environment possible for our science and technology industries. Our work remains rooted in building an educated workforce, cultivating a culture of innovation, fostering a thriving entrepreneurial ecosystem as well as advocating on behalf of our 300+ members at the Capitol.

Thank you to all of our members for your support of MHTA and our science and technology community.



> WHO ARE MHTA'S MEMBERS?



• **Entrepreneurs
and Investors**



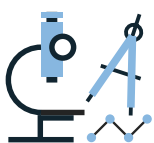
• **Marketing and
Human Resources
Professionals**



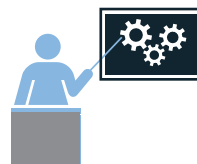
• **IT/Computer
Service Leaders**



• **Government
Affairs Specialists**



• **Scientists and
Engineers (R&D)**



• **STEM Educators**



WHAT comes with your membership?

DISCOUNTS!

Membership benefits and discounts apply to all employees of an organization. Your MHTA membership offers significant savings on innovation consulting services and group rates on insurance including:

- Life Insurance
- Long term disability insurance
- Dental Insurance



The Minnesota High Tech Association is partnering with RealTime Talent to host the MHTA Talent Exchange – a cutting-edge matching technology that will transform the candidate recruitment process and streamline how employers and candidates connect with each other during the job and internship search process.

Learn more at www.mhta.org/talent-exchange.



EVENTS

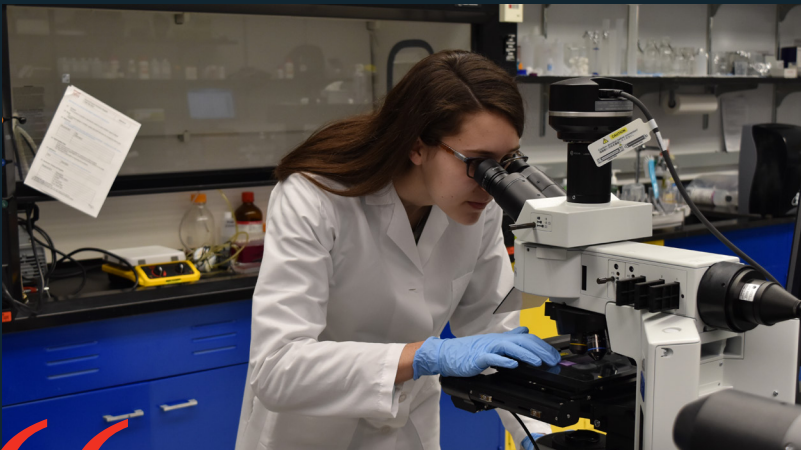
MHTA Membership includes discounts to many of Minnesota's premiere technology events. We host more than 40 events per year, including our Spring Conference, Lunch & Learns, Women Leading in Technology, and the Tekne Awards.

For a calendar of MHTA events, refer to pages 2-3 of this report.

For more information on MHTA membership and membership benefits, contact Andrew Wittenborg at awittenborg@mhta.org



SciTechsperience™



“This experience has opened my eyes to what it’s like outside of academia. I have learned about both the challenges and benefits that come with working in a small startup company. I now also appreciate the years of research that is required of companies before new technologies can be released to the public.”

— ERIN DUFFY, RESEARCH LAB INTERN
ATIAVA MEDICAL, ST. PAUL

The SciTechsperience Internship Program connects college students in science, technology, engineering, and math (STEM) disciplines to internships in small Minnesota companies. Businesses that hire interns receive a dollar for dollar wage match to cover 50 percent of wages paid, up to \$2,500.

Through SciTechsperience, we’re helping develop Minnesota’s STEM workforce by providing hands-on learning opportunities and keeping talented STEM students in Minnesota after they graduate to strengthen our innovation economy.

Over 650 students have been placed in internships since the program was established in 2012.



Visit scitechmn.org for more information.

● ● ● ● ▶ What people are saying about **SciTechsperience**:

“ SciTechsperience has been a very valuable resource in reaching the next generation of software developers. We had four interns last year, and have hired three to continue with us past the internship. Scitechsperience’s database of potential candidates and the matching grant makes the process easy and affordable.
— CATHERINE GILLIS
MOBILE COMPOSER,
MINNEAPOLIS ”

“ Because of **SciTechsperience**, I was able to confidently reach out to employers and obtain an internship at the company of my dreams. While working here I was exposed to real world problem solving and the business side of chemistry. I have also refined my chemical laboratory skills and feel **confident** on multiple lab instruments.
— ELIZABETH READEL
ASPEN RESEARCH,
MAPLE GROVE ”

“ As a small manufacturer, having additional engineering caliber help to address worthy projects is huge. A program that helps make that economically viable is a win for student, manufacturer and the Minnesota economy.
— CRAIG PORTER
PLASTICERT, LEWISTON ”

“ This internship gave me a chance to learn about engineering in the agriculture field. I learned many core engineering practices and how construction and engineering tie together. After this internship I am excited to continue my career in engineering.
— CASEY WEBER
ANEZ CONSULTING,
WILLMAR ”





STEM SCHOLARSHIPS

The MHTA Foundation supports the STEM Education and workforce career continuum. Undergraduate students pursuing STEM-related degrees are encouraged to apply for STEM Scholarships through the MHTA Foundation.



The number of undergraduate students that have received scholarships through the MHTA Foundation



\$541,000

The amount of money that the **MHTA Foundation** has awarded to undergraduate students over the last 10 years

DID YOU KNOW?

Each year, MHTA and the MHTA Foundation act as a convener and partner with more than 40 organizations.

2016 STEM SCHOLARSHIP WINNERS



The application period for 2017 STEM Scholarships will run from February 1 to April 1.



TECH EXPERIENCE TOURS

The MHTA Foundation is also working to encourage more high school students to choose to pursue STEM careers through Tech Experience Tours, where we partner with area companies to provide students with opportunities to learn about what it's like to work in STEM.

200 students have participated in a Tech Experience Tour since May 2015



The number of additional students the **MHTA Foundation** is anticipating will participate in a Tech Experience Tour during the 2016-2017 school year, thanks to a **generous grant** from the **AT&T Foundation**.

getSTEM

The getSTEM web portal connects Minnesota educators with science and tech businesses in order to better prepare students for post-secondary education programs and careers in STEM.

Learn more and get involved at www.getSTEM-mn.com



There was a **record setting** number of connections made via the **getSTEM** portal in 2016.



DID YOU KNOW?

The getSTEM web portal has positively impacted over 11,500 Minnesota students, preparing them for careers in STEM.



MHTA is now the Minnesota host of the Small Business Administration Federal and State Technology Partnership Program, which works to help Minnesota firms compete and win Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) funding! From innovation, entrepreneurship, and commercialization, MN-SBIR is the State's focal point to assist seed, early stage, emerging and existing firms (1-500 employees) to successfully access non-dilutive federal funding through the SBIR and STTR Programs. MN-SBIR is funded in part through a Cooperative Agreement with the U.S. Small Business Administration, the Department of Employment and Economic Development, University of Minnesota – Office of Technology Commercialization, and MHTA.



Pat Dillon is the Director of MN-SBIR. For nearly twenty-five years, Dillon has been providing outreach, training and

mentoring small businesses, in diverse industry sectors, both in Minnesota and Wisconsin. Through her efforts, she has assisted hundreds of firms to start and grow using SBIR/STTR funding, resulting in **millions of dollars in investments** that have led to significant economic contributions, investments, jobs and new products and services for domestic and international markets.

Dillon and MHTA offer business development and technology commercialization assistance.

You can learn more at www.mhta.org/mnsbir

11 federal agencies participate in SBIR/STTR with approximately \$2.5 billion available annually!

- ★ Department of Defense
- ★ Department of Health & Human Services; National Institutes of Health
- ★ Department of Energy
- ★ NASA
- ★ National Science Foundation
- ★ Department of Agriculture
- ★ Department of Homeland Security
- ★ Department of Education
- ★ Department of Commerce
- ★ Environmental Protection Agency
- ★ Department of Transportation



WANT TO LEARN MORE?
Sign up for a workshop or webinar at www.mhta.org/events!

**SBIR/STTR IN
MINNESOTA
SINCE 1982**

MN SBIR



More Than
\$1.5 Billion
in Economic
Contribution

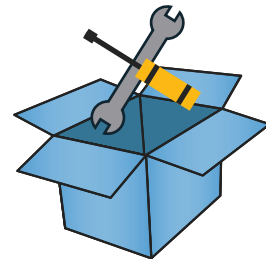
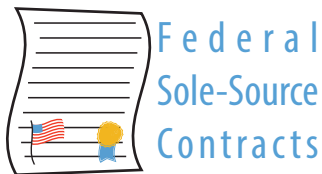


Academic Research
Partnerships



Large Company Research
Partnerships

Strategic
Partnerships
& Collaborations



Angel and
Venture Capital
Investments

* Data from University of Minnesota Extension Center for Community Vitality Report: Economic Contribution of Federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Program Funding in Minnesota: 1983-2014.



Public policy is at the core of the Minnesota High Tech Association (MHTA).

As MHTA works to help make Minnesota a top-five science and technology state, we advocate for policies that enhance Minnesota's economic competitiveness and foster a culture of innovation and entrepreneurship. A number of MHTA priorities made it through the legislative process during the 2015-16 biennium.



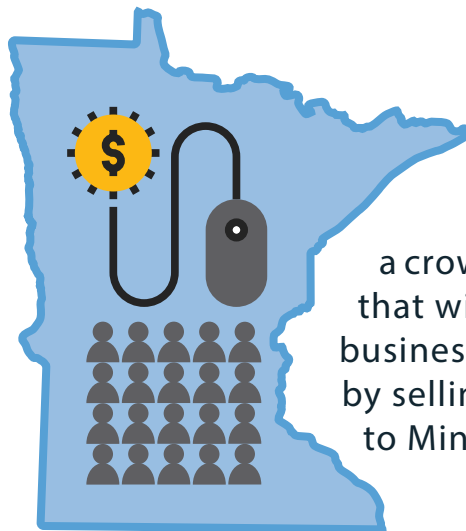
\$2 million

for the
SciTechsperience
Internship Program

Despite no tax bill being signed into law, the Angel Investment Tax Credit was extended for

**another year at
\$10 million.**

\$36 million in
funding for the state's
Border-to-Border
Broadband
Development
Grant Program.



MNvest

a crowdfunding initiative
that will allow Minnesota
businesses to raise capital
by selling securities online
to Minnesota residents.

Learn more about our public policy agenda at
<http://www.mhta.org/advocate/>

MHTA PUBLIC POLICY PRINCIPLES



The Minnesota High Tech Association (MHTA) advocates for public policy that strengthens Minnesota's technology-based economy and positions Minnesota as a global leader through the development and use of advanced technologies.



MHTA develops, supports and advocates for policies that promote the long-term growth, sustainability and global competitiveness of Minnesota's technology-based economy.



MHTA believes that strong, consistent, focused leadership from the private sector, working in collaboration with academic, nonprofit and government partners, is the critical link in driving our state's development and recognition as a global technology leader.



MHTA will advocate for policies that strengthen Minnesota's science and technology workforce, as well as those that leverage technology to increase government efficiency and improve and sustain Minnesota's infrastructure.



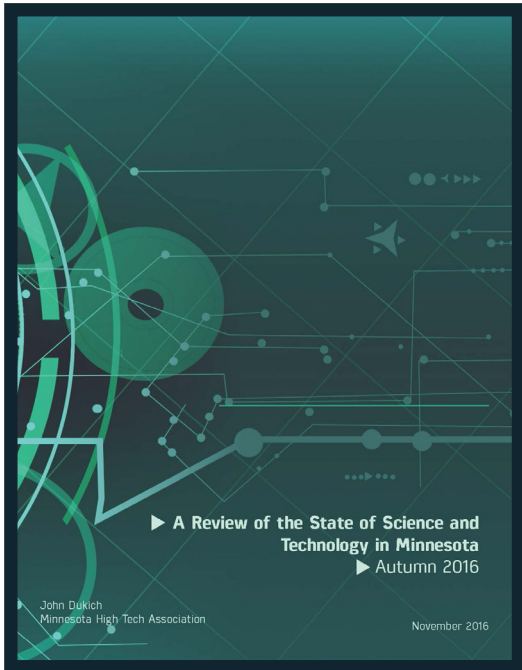
MHTA will sponsor, support and/or respond to legislation that furthers these principles. Additionally, MHTA will respond to issues and potential legislation that affect member companies and technology businesses in Minnesota as they arise.

RESEARCH

Minnesota's high-tech industries play an important role in fueling Minnesota's prosperity. That's why it's important to have a pulse on Minnesota's innovation economy. To help better inform and contribute to the dialogue regarding our innovation economy, MHTA is devoting more attention to research. Our research is focused on funding of early-stage companies, workforce, and innovation.

In 2016, we released two major reports:

Venture Capital Investments in Minnesota — 1995-2015

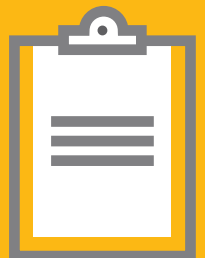


A Review of the State of Science and Technology in Minnesota

We are also releasing quarterly venture capital updates and weekly workforce updates.

ALL MHTA RESEARCH WORK CAN BE FOUND ONLINE:

<http://www.mhta.org/advocate/research/>





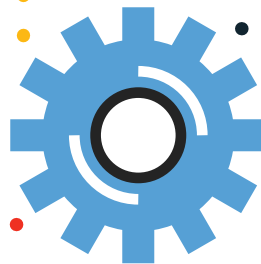
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