

BOARD OF DIRECTORS

Friday, February 15th, 2018

8:30 a.m. – 10:30 a.m.

Vice Chair Patrick Joyce Presiding

Unisys

3199 Pilot Knob Road, Eagan, MN 55121

AGENDA

- | | |
|--|---------------|
| 1. Call to Order (Patrick Joyce) | 8:30 |
| 2. Introductions (Patrick Joyce) | 8:30 – 8:35 |
| 3. Approval of Meeting Minutes (Patrick Joyce) * | 8:35 – 8:40 |
| • December 7 th , 2018 | |
| 4. Financial Update (Ed Foppe) * | 8:40 – 8:50 |
| • 2019 Budget Overview and Approval | |
| 5. MHTA Board of Directors (Patrick Joyce) * | 8:50 – 9:00 |
| • Recommendation of Matt Bailey of IBM | |
| 6. Interim President's Priority (Lisa Schlosser) | 9:00 – 9:10 |
| • Legislative Reception – Results | |
| • ACE – Class Update | |
| • Spring Conference | |
| • TechTalent | |
| 7. Event Update - TechTalent | 9:10 – 9:20 |
| • Mac Lewis, Committee Chair | |
| 8. MHTA Next President & CEO (Lisa Schlosser, Pat Joyce) | 9:20 – 9:40 |
| 9. Breakout Session – 3 Questions | 9:40 – 10:10 |
| 10. Breakout Session Review | 10:10 – 10:20 |
| 11. Other Business (All) | 10:20 – 10:25 |
| 12. Adjourn | 10:30 |

*Denotes item with Board Action

Next MHTA Board Meeting:

April 26th, 2019

UPCOMING EVENTS:

Upcoming Events Listing

2019

February

- 12 Women Leading in Technology
- 21-22 ACE Leadership Starts
- 28 TechTalent

April

- 30 Women Leading in Technology

May

- 9 Spring Conference

September

- 25 Bids & Bytes

October

- 22 Women Leading in Technology

November

- 20 Tekne

December

- 12 CIO Panel

Board of Directors Minutes

Scott Singer

8:30 am to 10:30 am

Friday, December 7th, 2018

Unisys

3199 Pilot Knob Road, St. Paul, MN 55121

Present: Margaret Anderson Kelliher, Kevin Boeckenstedt, Doug Carnival, Trent Clausen, Jacquelyn Crowhurst, Amy Fisher, Todd Hauschildt, Patrick Joyce, Sridhar Koneru, Harlan Kragt, Jake Krings, Michael Lacey, Sandy Lee, Mac Lewis, Joy Lindsay, Barry Mason, Tyler Middleton, David Minkinen, Cy Morton, Samuel Prabhakar, Matt Reck, Chris Rence, Scott Singer, Dee Thibodeau, Paul Weirtz
Absent: Jill Farrington, Ed Foppe, David Frazee, Milla Hautman, Jay Heath, Bob Hirsch, Karen Hudson, Rick Krueger, Chuck Lefebvre, Paul Mattia, Pat Ryan, a Schlosser, Vinicius (Vinny) Silva, Ken Voss
Staff: Claire Ayling, Patty Carruth, Pat Dillon, John Dukich, Ray Hoover, Lonni Ranallo, Becky Siekmeier
Guests: Joe Bagnoli (McGrann Shea), Kris Wilmunen (Unisys)

1. Call to Order

Scott Singer called the meeting to order.

2. Introductions

3. Approval of October 26th, 2018 Meeting Minutes

Pat Joyce moved to approve the October 26th meeting minutes, Joy Lindsay seconded the motion, the motion carried and the minutes were approved.

4. Financial Update

Margaret Anderson Kelliher gave a financial update. October financials are showing a net income of -\$65K. The Venture Conference will net 0 vs a budgeted net of \$45K, currently Tekne is running about \$30K behind plan, mainly due to table sales. Discussion took place around events and how they tie to the strategic nature of MHTA. Ray Hoover and Patty Carruth spoke about sponsorships and benefit. A sponsorship committee was mentioned.

5. Event Update

Patty Carruth gave an update on Tekne. We have 16 award categories this year, with sponsorship and ticket sales going well. The CIO Panel is on December 12th. Dee Thibodeau asked that all board members send at least 4-5 people from their companies. Discussion took place about timing of the event.

6. Presentation – Summit Academy OIC

- Louis King, Anne-Marie Kuiper

7. 2019 Legislative Agenda Presentation

David Minkinen and John Dukich presented the 2019 Legislative Agenda. MHTA's Legislative agenda includes:

- **STEM Workforce Development;** funding of 3.46 M for the Scitechspereience program.
- **Science and Technology Infrastructure;** including reinstating the Angel Investment tax credit to \$20M/year, matching grant programs for SBIR and STTR programs, and and alternative simplified R&D tax credit.
- **Cybersecurity;** MHTA will recommend establishing a Legislative Cyber Security Commission, and Cybersecurity Task Force.
- **Broadband and Telecommunications;** supporting expansion of Broadband throughout Minnesota, and upholding Minnesota’s existing Internet privacy statutes and regulations.
- **STEM Higher Education;** MHTA will support a \$87M increase in funding for the University of Minnesota, and for Minnesota State MHTA will support funding of \$37 M to support ISRS Next Gen, and \$15 M to address the workforce gap through innovative programming.

David Minkinen made a motion to approve MHTA’s 2019 Legislative Agenda, Paul Weirtz seconded the motion, the motion carried and the 2019 Legislative Agenda was passed.

8. Legislative Agenda Panel Discussion

Joe Bagnoli, John Dukich and Paul Weirtz had a panel discussion and gave an overview of the changes in the Minnesota government and what to expect in the 2019 session.

9. Other Business

10. Adjourn

Tyler Middleton made a motion to adjourn the meeting, Sandy Lee seconded the motion and the meeting was adjourned.

MHTA 2019

2019 WORKING

	Jan - Dec 18	2018 Annual	
	Actual	Budget	Annual Budget
Income			
Membership			
4010 · New	56,725.00	90,000.00	75,000.00
4011 · Renewals	515,838.50	524,790.00	490,000.00
Total Membership	572,563.50	614,790.00	565,000.00
Promotion / Events			
4084 · ACE Leadership Income	90,350.00	79,800.00	83,750.00
4087 · Ad'l Event	1,500.00		
4090 · CIO Panel	24,078.00	32,750.00	28,975.00
4102 · Seminar - L&L	2,675.00		
4088 · CIO Forum	10,500.00	16,000.00	16,000.00
Legislative Recp			13,000.00
4967 · MVFC - Income	48,610.00	112,130.00	71,035.00
4110 · Spring Conference	155,157.00	192,100.00	177,600.00
4126 · tech.2018	33,190.00	45,535.00	56,015.00
4121 · Tekne Awards	175,125.00	214,275.00	205,100.00
4123 · Women in Technology	49,650.00	67,000.00	58,550.00
4180 · Promotion Other	10,000.00	13,000.00	18,000.00
Total Promotion / Events	600,835.00	772,590.00	728,025.00
STEM Programs			
4240 · SBIR/STTR	122,812.00	125,000.00	125,000.00
4241 · SBIR - Spons/Bus Dev Grant Reim	30,998.00	65,000.00	60,000.00
4226 · K12 Projects/Donations	10,000.00	10,000.00	10,000.00
4231 · STEM Education - Other	0.00	500.00	500.00
4232 · MHTF STEM Initiatives Coordinat	50,000.00	50,000.00	40,000.00
4235 · SciTechsperience Grant			
4236 · SciTechsperience Grant Match	859,576.00	804,100.00	951,783.00
4235 · SciTechsperience Grant - Other	384,397.00	407,000.00	495,859.00
Total 4235 · SciTechsperience Grant	1,243,973.00	1,211,100.00	1,447,642.00
Total STEM Programs	1,457,783.00	1,461,600.00	1,683,142.00
Total Other Income*Sales & Marketing	18,968.91	15,000.00	18,000.00
Total Income	2,650,150.41	2,863,980.00	2,994,167.00
Expense			
Total Administration	196,467.63	195,239.68	187,556.52
Total 5000 · Association Staffing	1,091,227.08	1,169,625.00	1,086,395.00
Total 5400 · Sales & Marketing	30,367.25	43,000.00	21,600.00
Promotion / Event Expenses			
5805 · ACE Leadership	33,502.92	30,860.00	39,000.00
5918 · CIO Panel Exp	6,177.78	13,484.00	12,573.00
5921 · Member Networking Event Expense	324.12	500.00	500.00
5907 · CIO Forum	444.00	1,233.00	1,075.00
Legislative Recp			6,000.00
5967 · MVFC - Expense	44,881.61	66,872.00	54,675.00
5906 · Seminar/ L&L	3,406.16	1,500.00	1,000.00
5930 · Sponsorship/ New Mem Breakfast	659.73	500.00	1,000.00
5954 · Spring Conference Expenses	70,791.03	94,865.00	87,645.00
5968 · tech.2018/TechTalent	8,883.47	20,232.00	32,373.00
5962 · Tekne Awards Exp	136,430.38	153,320.00	149,200.00
5924 · Women Leading in Technology	34,184.55	43,276.00	40,153.00
5964 · Cvent registration	1,249.99	500.00	500.00
Total Promotion / Event Expenses	340,935.74	427,142.00	425,694.00
STEM Program expense			
5958 · SciTechsp general Expense	113,496.04	140,000.00	213,255.00
5956 · SciTechsperience Grant - Co	859,574.86	804,100.00	951,783.00
5991 · SBIR/STTR Program Expense	48,463.50	32,500.00	60,000.00
5952 · getSTEM	33.75	500.00	500.00
Total STEM Program expense	1,021,568.15	977,100.00	1,225,538.00
Total Public Policy	45,999.96	46,000.00	46,000.00
Total Expense	2,726,565.81	2,858,106.68	2,992,783.52
Net Income	-76,415.40	5,873.32	1,383.48

Matt Bailey, Client Executive
IBM

Matt leads IBM's work with government and education in Minnesota, North Dakota, and South Dakota. As Client Executive, he oversees IBM's hardware, software, and services teams working with the public sector. Prior to joining IBM in 2014, Matt served as Assistant Commissioner of Administration for the State of Minnesota. In this role, he oversaw the State's continuous improvement efforts in addition to communications and legislative affairs for the Department of Administration. Earlier in his career, Matt also served in leadership and management roles for the Commonwealth of Pennsylvania, the City of Philadelphia, Accenture, Deloitte, and KPMG.

Matt has a Masters Degree in Public Policy from the Kennedy School of Government at Harvard University and a B.A from Dartmouth College. He lives in St. Paul with his wife and two daughters.

MHTA Legislative Reception | Final Data

Event Date: January 22, 2019

Registered: 120

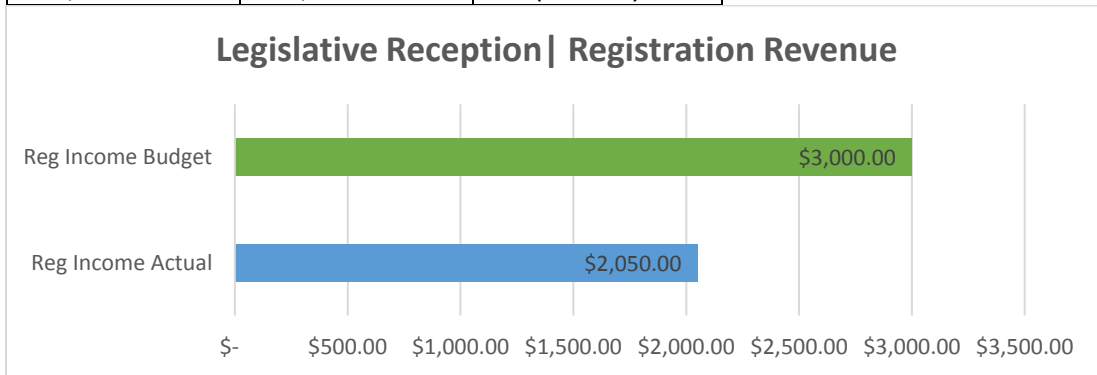
Registration Goal: 125

Attendees On-Site: 83

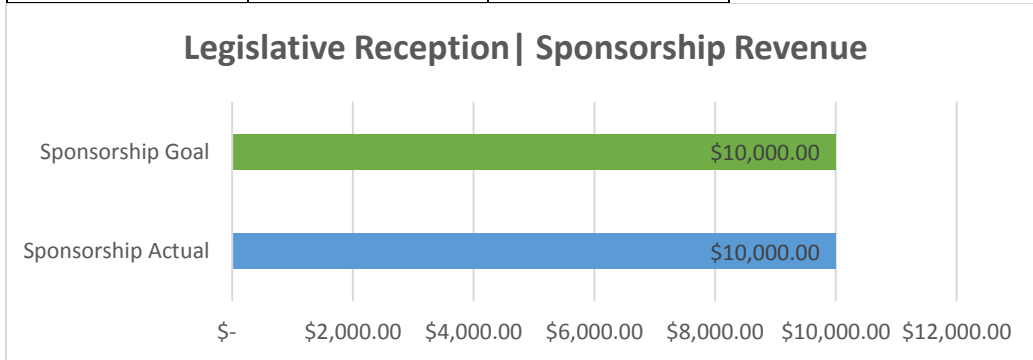
No Shows: 41

Walk Ins: 14

Reg Income Actual	Reg Income Budget	Reg Income Delta
\$ 2,050.00	\$ 3,000.00	\$ (950.00)



Sponsorship Actual	Sponsorship Goal	Sponsorship Delta
\$ 10,000.00	\$ 10,000.00	\$ -



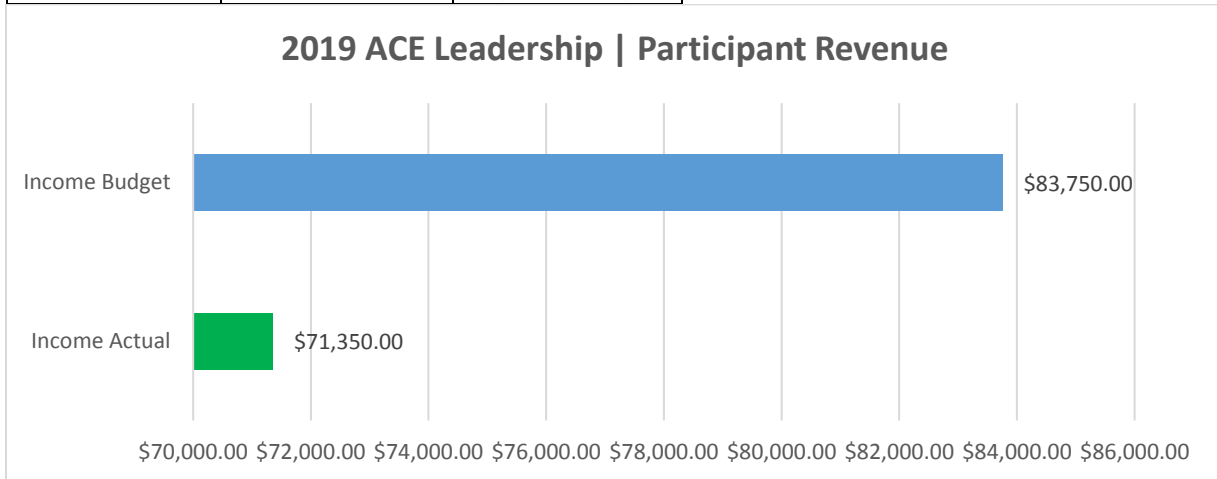
Sponsors			
Level	Company	Price	Notes
Presenting	AT&T	\$5,000	
Event	Comcast	\$2,500	
Event	GREATER MSP	\$2,500	
TOTAL		\$10,000	

MHTA ACE Leadership Program

Registered: 21

Registration Goal: 25

Income Actual	Income Budget	Income Delta
\$ 71,350.00	\$ 83,750.00	\$ (12,400.00)



Participating Companies
Comcast
Comcast
Comcast
Entrust Datacard
Hargrove & Associates
HealthPartners
Mall of America
Mall of America
Mayo Clinic
Mayo Clinic
Optum
PTC
PTC
Seagate Technology
Seagate Technology
Seagate Technology
Self Esteem Brands (Anytime Fitness)
Starkey Hearing Technologies
Thomson Reuters
Thomson Reuters
Unisys

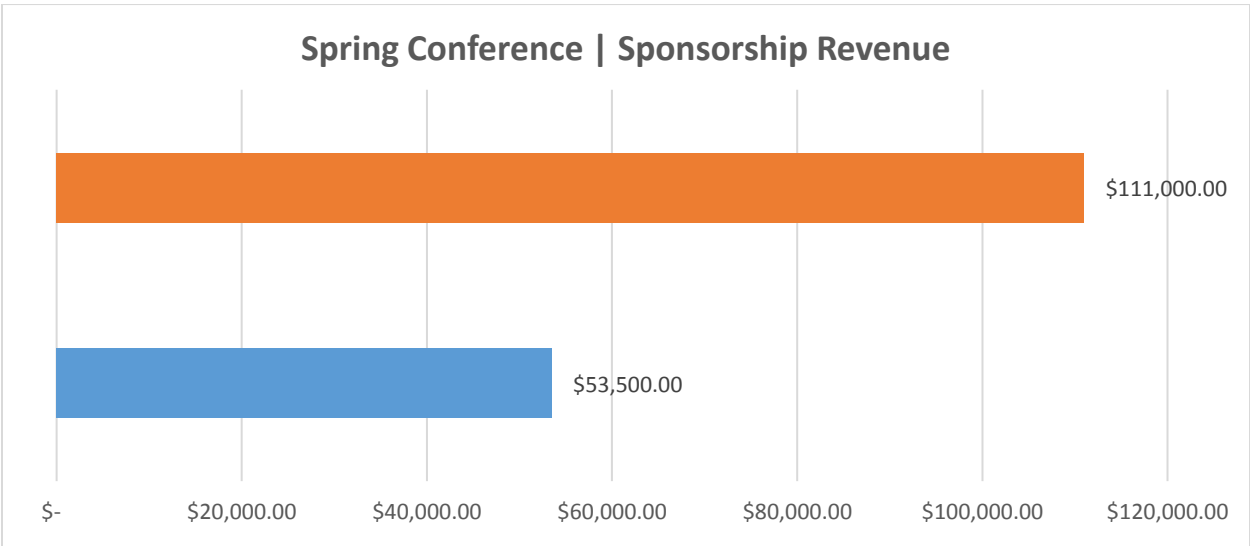
MHTA Annual Spring Conference

Date: May 9, 2019

Registered: n/a

Registration Goal: 500

Sponsorship Actual	Sponsorship Goal	Sponsorship Delta
\$ 53,500.00	\$ 111,000.00	\$ (57,500.00)



Sponsors			
Level	Company	Price	Notes
Platinum	Optum	\$15,000	
Platinum	Seagate	\$15,000	
Platinum	Thomson Reuters	\$15,000	
Bronze, CIO Bkfst	Microsoft	\$3,500	
Bronze, App	Virteva	\$0	Trade Agreement
Bronze	Arayka	\$5,000	Need payment
TOTAL		\$53,500	

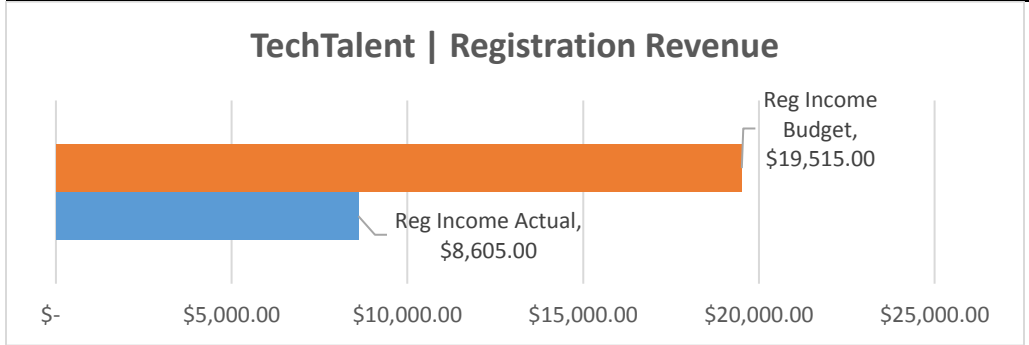
MHTA TechTalent

Event Date: February 28, 2019

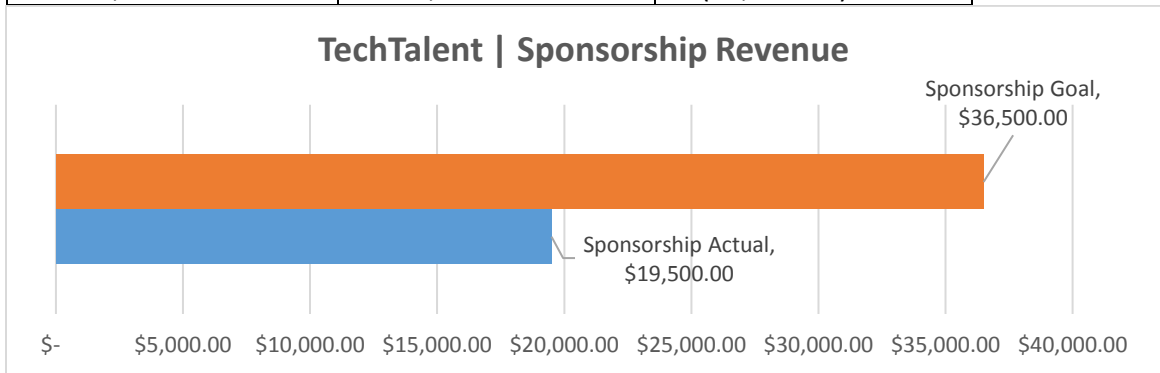
Registered: 102

Registration Goal: 185

Reg Income Actual	Reg Income Budget	Reg Income Delta
\$ 8,605.00	\$ 19,515.00	\$ (10,910.00)



Sponsorship Actual	Sponsorship Goal	Sponsorship Delta
\$ 19,500.00	\$ 36,500.00	\$ (17,000.00)



Sponsors		
Level	Company	Price
Exhibitor	The Software Guild	\$1,000
Exhibitor	Creating IT Futures Foundation	\$1,000
Exhibitor	Keyot	\$1,000
Exhibitor	York Solutions	\$1,250
Exhibitor	Kinetic Data	\$1,250
Bronze	DEED	\$5,000
Bronze	Dahl Consulting	\$5,000
Bronze	Apprenti	\$4,000
TOTAL		\$19,500

Thursday, Feb 28, 2019
Hyatt Regency Bloomington

7:30 a.m.	Registration, networking, exhibits
8:00 a.m.	<p>Conference kick-off</p> <ul style="list-style-type: none"> • Welcome and overview by Patrick Joyce, Vice President – Global IT & Chief Information Security Officer, Medtronic and MHTA Board Vice Chair • Keynote address by Mike McNamara, Executive Vice President, Chief Information Officer, Target Corporation <p><i>Engineering a culture change</i> Mike will highlight the individual elements that together created a massive culture change on Target’s technology team.</p>
8:30 a.m.	<p>Defining the Problem. Surveying the current landscape and 2022 projections on the tech labor gap. Minnesota is projected to have one of the biggest gaps in the nation.</p> <p>Presenters:</p> <ul style="list-style-type: none"> • Deb Broberg, Executive Director, RealTime Talent • Allison Liuzzi, Minnesota Compass Project Director, Wilder Research • Matt Lewis, Director of Make It. MSP., Greater MSP Partnership
9:15 a.m.	Meeting break, networking, exhibits
9:30 a.m.	<p>Best-in-Class Workforce Initiatives. A panel of Minnesota-based companies will discuss results from their own innovative programs, redeployment of skills, and ways they are working to attract, develop and retain talent.</p> <p>Panelists:</p> <ul style="list-style-type: none"> • Jadee Hanson, Chief Information Security Officer & VP of Information Systems, Code42 • Chris Passaro, Vice President, Human Resources, Comcast • Nancy King, Vice President, Merchandising and Marketing Portfolio, Target Technology Services • Jamie Thingelstad, Chief Technology Officer, SPS Commerce • Lindsay Bennett, IT Manager, C.H. Robinson
10:30 a.m.	Meeting break, networking, exhibits
10:45 a.m.	<p>Solutions Providers – Sources of Talent. A rapid-fire segment with a host of solution providers each sharing a 5-minute overview of their unique programs to build a pipeline of tech talent for our Minnesota workplaces.</p>

	<p>Solutions Providers Presenters:</p> <ul style="list-style-type: none"> • Richard Walker, CEO, York Solutions. <i>Barriers to Entry</i> program • Tara Wyborny, Director, Genesis10. <i>Dev10</i> program • Mark Hurlburt, President & Co-Founder, Prime Digital Academy. Immersion programs in <i>User Experience Design</i> and <i>Fullstack Software Engineering</i> • Sue Wallace, Executive Director, National Workforce Solutions, Creating IT Futures. <i>IT-Ready</i> program • Rachel McGalliard, General Manager, The Software Guild, A Wiley Brand. <i>.Net/C# Bootcamp, Java Bootcamp and Enterprise Training Solutions</i> • Louis King, President & CEO, Summit Academy • Wilson Garland, Executive Director, Minnesota State IT Center of Excellence • Dean Alvin Abraham, Dougherty Family College • Jennifer Carlson, Executive Director, <i>Apprenti</i> • Anjie Cayot, Co-Founder & President, Keyot. <i>Crew212</i> program • Jacquelyn Carpenter, Business Development Director, Twin Cities Rise • Joel Crandall, Senior Director of Operations, Genesys Works • Becky Siekmeier, <i>SciTechsperience</i> Program Director, MHTA
12 noon	Lunch and closing keynote by Commissioner Steve Grove, Minnesota Department of Employment and Economic Development
1 p.m.	Event concludes

Content subject to change

ballinger | leafblad

FIRM PROFILE

Ballinger|Leafblad is a Twin Cities-based executive search firm. The organization focuses exclusively on clients in the civic sector—nonprofits, foundations, institutions of higher education, and associations. The Principals of Ballinger|Leafblad have conducted over 200 non-profit executive search assignments, and over 500 total search assignments.

STRATEGY AND SEARCH PROCESS

Each search engagement is staffed by the Principals of Ballinger|Leafblad. MHTA will be working with partners Bob Schoenbaum and Marcia Ballinger, along with their research, administrative and reference specialists.



Bob Schoenbaum has over 25 years in executive recruiting, including over a decade in technology search. He conducts searches for C-Suite leaders in business, professional/member organizations and non-profits.

Marcia Ballinger, PhD, has over 20 years in executive recruiting, starting in corporate search and later transitioning to non-profit search.

Ballinger|Leafblad has worked successfully with a variety of search committees, helping them to arrive at unanimous, on-time hiring decisions. Over the last decade they have developed a special expertise and passion for guiding search committees through the often-complicated process of selecting a new leader for an organization.

SUMMARY OF EXECUTIVE SEARCH APPROACH and METHODOLOGY

The executive search process occurs in phases.

The **engagement phase** is where the search firm will gather information from stakeholder groups, including board, search committee and staff. They will use that information to help in the drafting of the Position Profile. That document will be reviewed and approved by the Search Committee.

That is followed by the **outreach phase**, where the firm will identify potential candidates. The recruiters contact potential candidates and sources to make them aware of the opportunity and gauge their interest and fit. They conduct phone screens and in-person interviews of candidates. The outreach is also designed to make broad, positive connections on behalf of MHTA.

One unique aspect of Ballinger|Leafblad is that they have a broad social media presence. They'll promote our opportunity on their LinkedIn and Twitter, where they have over 85,000 connections. On most searches, over 5000 people open the Position Profiles from this method alone.

Candidate Screening: As part of the **outreach** process, the the search firm will screen candidates as follows:

- **Candidate Contact:** They place appropriate advertisements and postings, and respond to all applicants within 48 hours.
- **Proactive Recruiting:** They will reach out to those individuals whose names surfaced as a result of research, and proactively recruit them to consider the opportunity.

- **Candidate Assessment:** Candidates they plan to interview in person are asked to complete a written candidate assessment, called Candidate Insights, which provides additional input on their motivations, leadership style, management competencies and organizational expectations.
- **Initial Interviews:** In-person interviews with candidates who possess both strong qualifications and a strong interest in the position.
- **Candidate Presentation:** The Search Committee and Ballinger|Leafblad will meet to review and discuss a slate of semi-finalist candidates. Normally, they present from 8-10 qualified candidates at this stage.

The Search Committee will then interview the selected candidates. The search firm will assist in this process by helping create interview questions that will help accurately evaluate qualifications and fit. They will also sit in on every candidate interview. are one of the few firms that provide this service.

Reference Checking: Ballinger|Leafblad is pleased to have on staff a skilled Reference Checking Specialist. Trained as a journalist, the Reference Checking Specialist has the expertise to “dig deeper” with references and get a deeper level of information. Further, she brings a proficiency in capturing the nuance of each reference and writing detailed reference reports for client review

The **decision making phase** is a facilitated discussion where the Search Committee reviews and weighs all of the candidate information and makes a decision about the selection of a top candidate. Ballinger|Leafblad will assist in drafting an offer letter and will present the offer to the candidate. They will assist with any negotiations.

After the search is completed, Ballinger|Leafblad will assist in the preparation of press releases and other announcements about the new hire. They will provide contact names and will help with promoting the news of the transition. The **amplification phase** also includes guidance on a planned communication strategy with members, staff and other stakeholders.

Contact information for MHTA President & CEO search:

ballinger | leafblad

Bob Schoenbaum – Principle

bob@ballingerleafblad.com

612-280-1368



Board of Directors Input Questions

President & CEO of the Minnesota High Tech Association

1. What areas do you feel are opportunities for the organization to grow or improve in the future? In particular, do you see opportunities to better serve the community?
2. Are there particular background, skills or traits in a new leader that you feel would be important to the organization at this time?
3. What do you believe are the top challenges facing the new leader?



MHTA STAFF REPORT

February 2019

New MEMBERSHIP <http://www.mhta.org/about/members>

Hindsight Software	Branch
Verum Technical	

Membership Initiatives

- The 2019 Membership Strategic Plan has been written and is available upon request. Stated goals are to achieve budget goals for new and renewing members by focusing on Data processes and engagement.
- I would like to increase the amount of representatives on the Membership Committee by 1. Karen Hudson has agreed to join, and will be reaching out to other interested Board Members.
- A 2018-2019 Document has been produced as collateral to be sent out with renewal documents, used in membership meetings, and made available at events.
- A significant amount of time was invested in process improvements in late December and early January that led to the following actions:
 - Creation of Salesforce buckets that allow better tracking of member interaction, and blast access for all primary contacts directly from Salesforce (allows for automatic documentation of interaction)
 - Automatic messages mid-month to every delinquent member company from the Membership Director to supplement official invoices and requests from MHTA
 - Automatic messages mid-month to every member whose renewal is due at the end of the month
 - A blast email at the end of every month to all members about top opportunities to engage with MHTA, and an ask for news about or from the company for MHTA to share through our newsletter and social channels
 - Buckets have been created for two large groups of new members, SciTech companies and Former members. Communication to these groups will start this week with more details available on size and response during the next meeting

OUTREACH & EVENTS

ACE:

- 21 participants are currently in the 2019 class (goal of 25 – reduced from 30)
- First session scheduled at Oak Ridge Feb 21-22.
- Margaret Anderson Kelliher has agreed to facilitate the first session. Contract is signed.
- Tom Fisher, author of *Designing Our Way to a Better World* is confirmed for the June session (date TBD)

WLiT – Tue, Feb 12 – Metropolitan Ballroom

Program: Creating Sustainable Work-Life Harmony. Presenter Dr. Solveig Brown

201 registrants (at goal). Actual attendees 124 (due to weather)

Annual sponsors: Goal of 4 annual has been attained. Couple others in the pipeline.

TechTalent – Thu, Feb 28 - Hyatt Regency Bloomington

Registration and sponsorship still lag

- Sponsorship goal \$36,500. \$19,500 committed. 53%%
- Attendee goal of 225. 102 registrants to date. 45%

Action Plan

- Contractor Katie Walters created a detailed marketing and communications plan with multiple channels and weekly tactics. Katie will generate the copy and MHTA will distribute.

CIO Forum – Tues, 3/19/19

Topic for March 19 CIO Forum: Business Strategy and Relationships

18 registered to date

CIO Forum sponsorships for 2019 are sold out!

MHTA Annual Spring Conference– Thu, May 9 - Marriott Northwest, Brooklyn Park

Sponsorship goal \$96k. To date \$48,500. 51% attainment

- 6th board committee meeting 2/15/19
- Keynotes confirmed:
 - Morning: Michael Ljung, Accenture
 - Afternoon: John Morris, Seagate
- 88 applications submitted by the Feb 8 deadline.
- Gathering ideas for “cool demo” like the autonomous driving cars last year.
- Registration will open Monday, 2/18/19
- Ray has sent blast out to potential sponsors, has verbal commit for \$10K and an additional \$24,750 in pipeline so far.

Minnesota Venture Conference

Evaluating two venues. Will make selection this month.

- Nicollet Island Pavilion. Available 8/21, 22, 27, 28
- Renaissance Depot Hotel – new addition opening April 2019. Available 8/22/19.

SciTechsperience Internship Program

- We hope to place 390 interns this year; to date we have 76 placements; this puts us at 14 ahead of last year at this time.
- SciTechsperience staff are working with John Dukich on the legislative strategy to seek renewed SciTech funding. Part of the strategy involves getting letters of support from employers and students to deliver to legislative committees. To date we’ve received over 60 letters. Legislation will request an investment of \$3.46M over two years to place 825 interns; we’re also seeking an increase on the employer reimbursement to \$3,000 (it’s been \$2,500 since 2012 and wages have gone up)
- SciTech is making a big recruitment push over the next few months with both employers and students. We have four direct mail pieces going out over the next 2 months and have radio spots running on MPR, in Rochester, Duluth, Mankato and Thief River Falls. We have webinars scheduled on February 6 and

March 6, and have Lunch & Learns on February 12 (WeWork) and Fueled Collective (February 26). Our Student Outreach Coordinator is attending multiple career fairs and campus events over the next 6-8 weeks, including a few that are targeted to diverse students.

- In addition to these marketing efforts, SciTech is putting together a SciTech Champions program to entice those who are the program's biggest fans to help us promote the program to others. More on this as our full plan is ready to launch.
- We are partnering with Augsburg College and the North Star STEM Alliance to create the 5th annual Jump Start Your STEM Job Search event, a half day event focused on career and job search resources. The event is targeted toward students underrepresented in STEM. SciTech staff were able to secure Aneela Idnani Kumar of HabitAware as the keynote speaker thanks to an introduction from Pat Dillon. The event is Feb. 16.
- Our annual report is complete! Check it out online (<https://scitechmn.org/wp-content/uploads/2019/01/2018-SciTech-Annual-Report.pdf>) or stop by the MHTA office for a printed copy.

MNSBIR {www.mhta.org/mnsbir}

Bringing early stage technology to the marketplace through federal R&D investments.

Programmatic

Prepared and submitted SBA FAST Qtr 1 Report. Met or exceeded goals.

Coaching

The director provided coaching to more than 25 companies during January. This is the heart and soul of MNSBIR.

Legislative Bill

Supporting Rep. Albright's HF369 bill requests funding for the \$8M SBIR/STTR Matching Program. A MN House of Representative hearing is planned for February 12, 8 am. To support this bill, John Dukick asked me to invite at least one entrepreneur to testify. I invited several entrepreneurs to testify. Dr. Cora Liebig, Founder and CEO, Chromatic 3D Materials and Dr. Lars Oddsson, Chief Technology Officer, RxFunction accepted my invitation to testify on behalf of Rep. Albright's bill.

Client Success Stories



The company was awarded \$400,000 in financing. HabitAware helps people with body-focused repetitive behaviors, such as compulsive hair pulling or nail biting, take control of their condition with a real-time awareness smart bracelet.



The company was awarded \$100,000 in financing. Virtue Analytics Enrollment Management platform allows educational institutions to leverage the power of

machine learning and predictive modeling to make better decisions across the admissions process.

Education and Training

Due to the government shutdown in January and a personal family loss, the NEW SBIR/STTR Proposal Preparation Course calendar is:

NASA	National Aeronautics and Space Administration	BOTH	2/18/2019	1 PM to 5PM
DoEDU	Department of Education	SBIR Only	2/25/2019	1 PM to 5 PM
DOC	Department of Commerce - NIST	SBIR Only	2/25/2019	10 AM to 12 PM
DOT	Department of Transportation	SBIR Only	2/26/2019	1 PM to 3 PM
NSF	National Science Foundation	BOTH	3/19/2019	1 PM to 5 PM
DHHS	Department of Health and Human Services	BOTH	4/9/2019	9 AM to 5 PM
DOD	Department of Defense SBIR 2019.2	SBIR	5/21/2019	9 AM to 5 PM
DOD	Department of Defense STTR 2019.B	STTR	5/21/2019	9 AM to 5 PM
DOE	Department of Energy Release 2	BOTH	8/13/2019	1 PM to 4 PM
USDA	Department of Agriculture	SBIR Only	8/13/2019	9 AM to 12 PM
DOD	Department of Defense SBIR 2019.3	SBIR	9/24/2019	9 AM to 5 PM
DOD	Department of Defense STTR 2019.C	STTR	9/24/2019	9 AM to 5 PM
DHHS	Department of Health and Human Services	BOTH	9/10/2019	9 AM to 5 PM

Public Relations

Intend to submit information to the MinneapolisTEDx event to be held in August 2019.

PUBLIC POLICY

MHTA’s Legislative Reception was held on Tuesday, January 22 at Osborn370 in St. Paul. AT&T was the event’s Presenting Sponsor, with Comcast and Forge North as the Event Sponsors. We have identified bill authors for our SciTechsperience legislation as well as the SBIR matching grant legislation (which is being heard in the House Jobs Committee next week). We are also talking to legislators about cybersecurity issues and the Angel Tax Credit. John participated in the CompTIA DC Fly-in this week, meeting with congressional offices and colleagues from other state technology councils.

OPERATIONS & FINANCIAL

January financials are being finalized. A preliminary 2019 budget will be presented to the Executive Committee for approval to the Board on February 15th. Audit prep has begun with fieldwork starting the week of April 22nd. The mhta.org website has been moved to a new server, with updated platforms and security.