

**BOARD OF DIRECTORS**  
Friday, July 21<sup>st</sup>, 2017  
8:30 a.m. – 10:30 a.m.  
Vice Chair Scott Singer presiding

PwC  
45 South Seventh Street, Suite 3400, Minneapolis, MN 55402

**AGENDA**

- |  |                      |
|--|----------------------|
| <b>1. Call to Order (Scott Singer)</b>   | <b>8:30</b>          |
| <b>2. Introductions (Scott Singer)</b>   | <b>8:30 – 8:40</b>   |
| <b>3. Approval of Meeting Minutes (Scott Singer)</b> <ul style="list-style-type: none"><li>• May 19<sup>th</sup>, 2017</li></ul>   | <b>8:40 – 8:45</b>   |
| <b>4. Governance (Michael Lacey)</b> <ul style="list-style-type: none"><li>• Bob Hirsch, Deloitte</li><li>• Xcel Energy, Sridhar Koneru</li></ul>  | <b>8:45 – 8:55</b>   |
| <b>5. Financial Update (Ed Foppe)</b> <ul style="list-style-type: none"><li>• 2016 Audit Review</li><li>• 2016 Form 990</li><li>• June Financials</li></ul>  | <b>8:55 – 9:05</b>   |
| <b>6. Events Update (Patty Carruth)</b> <ul style="list-style-type: none"><li>• 2017 - 2018 Board Committee Formation</li><li>• Tekne</li><li>• Minnesota Venture Conference</li><li>• CIO Panel</li></ul> | <b>9:05 – 9:15</b>   |
| <b>7. Membership (Andrew Wittenborg)</b> <ul style="list-style-type: none"><li>• Review of Membership Pipeline - Board Input</li></ul>   | <b>9:15 – 9:25</b>   |
| <b>8. Bids &amp; Bytes Event (Tim Barrett)</b>   | <b>9:25 - 9:35</b>   |
| <b>9. President's Report (Margaret Anderson Kelliher)</b> <ul style="list-style-type: none"><li>• Board Ideas – Hot Topics in Tech (Chris Rence)</li></ul>   | <b>9:35 – 9:45</b>   |
| <b>10. Presentation:</b> <ul style="list-style-type: none"><li>• Allison Liuzzi, Minnesota Compass   Wilder Foundation</li></ul>   | <b>9:45 – 10:25</b>  |
| <b>11. Other Business (All)</b>  | <b>10:25 – 10:30</b> |
| <b>12. Adjourn</b>   | <b>10:30</b>         |

**Next MHTA Board Meeting:**

**October 27<sup>th</sup>, 2017 8:30 – 11:00 a.m.**

**Location: Thomson Reuters, 610 Opperman Dr, St. Paul, MN 55123**

**Upcoming Events Listing**

**August**

- 11 MHTA Exec Committee
- 15 **WLIT (Happy Hour)**
- 22 ACE Session 6

**Sept**

- 12 Bids & Bytes**
- 15 MHTA Exec Committee
- 21 ACE Session 7

**Oct**

- 11 FOUNDATION BOD
- 13 MHTA Exec Committee
- 24 WLIT (Program) \***
- 25 MN Venture Conference**
- 27 MHTA BOD (ACE Preso)**

**Nov**

- 10 MHTA Exec Committee
- 15 Tekne Awards**

**Dec**

- 6 CIO Panel
- 8 MHTA BOD
- 13 FOUNDATION BOD
- 15 MHTA Exec Committee

## Board of Directors Minutes

Chair Lisa Schlosser

8:30 am to 10:30 am

Friday, May 19<sup>th</sup>, 2017

Optum

11000 Optum Circle, Eden Prairie, MN 55344

**Present:** Margaret Anderson Kelliher, Kevin Boeckenstedt, Doug Carnival, Ed Foppe, Win Giles, Todd Hauschildt, Karen Hudson, Patrick Joyce, Harlan Kragt, Jake Krings, Michael Lacey, Sandy Lee, Chuck Lefebve, Mac Lewis, Joy Lindsay, Samuel Prabhakar, Chris Rence, Pat Ryan, Lisa Schlosser, Mike Sivo, Rob Tabb, Dee Thibodeau, Ken Voss **Absent:** Jacquelyn Crowhurst, Jill Farrington, David Harkness, Tony Harris, Milla Hautman, Jay Heath, Rick Krueger, Paul Mattia, Tyler Middleton, David Minkinen, Cy Morton, Scott Singer, Kirsten Stone **Staff:** Claire Ayling, Tim Barrett, Patty Carruth, John Dukich, Ted Modrich, Lonni Ranallo, Andrew Wittenborg

### 1. Call to Order

Chair Lisa Schlosser called the meeting to order.

### 2. Introductions

Introduction to new staff member Patty Carruth, and new Board member Kevin Boeckenstedt. Rob Tabb announced resignation from the Board, Karen Hudson is retiring from IBM.

### 3. Approval of March 24<sup>th</sup> Meeting Minutes

Dee Thibodeau moved to approve the March 24<sup>th</sup> meeting minutes, Pat Joyce seconded the motion, the motion carried and the minutes were approved.

### 4. Financial Update

Ed Foppe gave the financial update. The 2016 Audit is complete, the Executive Committee will review along with the Form 990 which will then be presented to the full Board of Directors to review and approve. The 2017 January – April financials show membership trailing behind plan by 50K. Events are running to plan, with STEM projects (SciTech, SBIR) expenses running behind budget. Net income currently at 186K vs budget of 220K. Cash balance is consistent with prior years.

### 5. MHTA Legislative Agenda

Doug Carnival gave an overview on the Legislative Session. John Dukich walked through the MHTA Legislative items and which items were included in which bills. SciTechsperience is in the Jobs & Energy Omnibus bill, funding at 2.7M over the biennium which would provide at least 650 internships. John reviewed the R&D Tax Credits, Angel Investment Tax Credit, VoIP, Small Cell (Wireless), and the Legislative Cybersecurity Commission. Broadband Funding, MnDRIVE and the SBIR/STTR Matching Grants were also reviewed.

**6. Spring Conference Event Overview**

Patty Carruth and Andrew Wittenborg gave a presentation on Spring Conference. Patty and Andrew took the Board through agenda, financials, sponsorships and attendee makeup.

**7. Minnesota Venture Conferene**

Andrew Wittenborg presented to the Board the MVC will take place on October 25<sup>th</sup>, with a timeline of agenda items, and the committee review of presenting companies.

**8. Tekne Awards**

Andrew Wittenborg gave a review of the current Tekne categories and the timeline leading up to the event taking place on November 15<sup>th</sup>.

**9. Technology Workforce Survey**

Tim Barrett and Andrew Wittenborg gave a presentation on Real Time Talent. This project will lead to Board participation in a workforce survey.

**10. Presidents Report**

Margaret Anderson Kelliher asked for Board participation at the Committee level, a sign up form was passed.

**11. Other Business**

**12. Adjourn**

Karen Hudson made a motion to adjourn, Rob Tabb seconded the motion, the motion carried and the meeting was adjourned.

### MHTA P&L vs Budget June 2017

	Jan - Jun 17	YTD Budget	Projected YE	Annual Budget	\$ Over Budget
Total Membership	497,261	546,306	569,676	618,721	(49,045)
Total Promotion / Events	188,170	178,977	379,298	370,105	9,193
Total Programs	186,535	207,106	410,191	412,813	(2,622)
Sub Total	871,967	932,389	1,359,165	1,401,639	(42,474)
Operate MHTA & Public Policy	707,019	705,421	1,390,811	1,392,393	(1,582)
Net Income	164,948	226,968	(31,646)	9,246	(40,892)

	Jan - Jun 17	YTD Budget	Projected YE	Annual Budget	\$ Over Budget
<b>Income</b>					
Total Membership	497,261	546,306	569,676	618,721	(49,045)
Total Promotion / Events	325,400	350,125	732,925	757,650	(24,726)
Total Programs	277,705	299,200	1,157,101	1,155,500	1,601
Total Other Income*Sales & Marketing	12,845	15,248	13,197	15,600	(2,403)
Total Income	1,113,210	1,210,879	2,472,898	2,547,471	(74,573)
<b>Expense</b>					
Strategic Planning	20,296	19,000	20,296	19,000	1,296
Total Administration	105,796	103,251	193,419	194,053	(634)
Total 5000 - Association Staffing	547,441	553,163	1,094,218	1,099,940	(5,722)
Total 5400 - Sales & Marketing	23,330	22,255	50,075	49,000	1,075
Total Promotion / Event Expenses	137,229	171,148	353,626	387,545	(33,919)
Total Program expense	91,170	92,094	746,910	742,687	4,223
Total Public Policy	23,000	23,000	46,000	46,000	0
Total Expense	948,262	983,911	2,504,544	2,538,225	(33,681)
Net Income	164,948	226,968	(31,646)	9,246	(40,892)



**Bob Hirsch**

*Managing Director, Technology*



50 Sixth Street South  
Minneapolis, MN, USA

Office: +1 612 397-4456  
Email: bhirsch@deloitte.com

## Technology Strategy & Architecture

Bob has 26 years of IT experience specializing in Enterprise Architecture, Integration, and large scale IT Transformation projects. He has successfully led the strategic development, technical design, and execution of many high-profile initiatives including Finance Transformation, Core Systems Modernization and Data Integration. Prior to joining Deloitte Consulting, Bob held numerous technology management and leadership positions including the role of Chief Technology Officer for a global manufacturing company. Bob is currently a national leader in Deloitte Consulting's Core System Modernization offering

## Relevant Experience

Bob specializes in simplifying large complex legacy systems built over many years with streamlined modern technology solutions

### Relevant Deloitte Experience:

- Actuarial Valuation Transformation implementation
  - Led an 85 person team through design, build, test and implementation over one year across both actuarial processes and a new technology platform
  - Replaced all valuation systems and processes across all insurance products in order to address a critical SOX deficiency
  - Went live across all products during a single quarter end close
- Legacy Manufacturing Systems Modernization Assessment
  - Conducted an assessment across all U.S. plants and warehouses in order to better understand how to convert to a modern ERP platform and avoid business disruption
  - Developed a set of transition state architectures recommended to migrate all of the plants to the new ERP system with a timeline for decommissioning legacy systems
- Master Data Management Implementation
  - Led a 100 person team to develop a centralized master data repository for all product metadata across the enterprise
  - Replaced 85 reference spreadsheets and over 400 macros to clean policy meta data received from over 40 back end systems
  - Saves the Finance department 5 FTE and 18 days collecting and cleaning data each quarter end

## Representative Clients

- AEGON / Transamerica
- American Life Insurance Company
- Ameriprise Financial
- Ameritas Group
- Assurant Health
- CNO Financial Group
- Ecolab
- Land O'Lakes
- Mayo Health System
- Securian Financial Group
- Thrivent Financial

## Previous Employers

- Chief Technology Officer – Marquip, Inc.

## Education & Designations

- Education: B.S. Computer Science, University of Wisconsin La Crosse
- Speaker: Society of Actuaries – Best practices working with your IT department
- Speaker: ACORD/LOMA – Cloud Computing

# Sridhar Koneru

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## **QUALIFICATIONS**

Accomplished IT Leader with experience in Applications Development, Portfolio Planning and Governance, Strategic Planning and IT operations for Fortune 100 companies with success in establishing strategies and leading teams, transformations, and initiatives. Highly effective in developing business partnerships and building strategic portfolios. Proven ability to drive complex information technology transformation initiatives and projects to successful completion with a focus on quality and operational excellence. Expertise across Utilities, Retail, Merchandising, Supply Chain, Marketing and Global Shared Services.

## **EXPERIENCE**

### **SR DIRECTOR – ENTERPRISE IT SYSTEMS**

(Jan, 2015 to Present)

Xcel Energy

Minneapolis, MN

Technology Leader responsible for driving the execution of all IT initiatives at Xcel Energy through a central IT PMO. Partner with key Executive leaders to determine the priority of investments and make decisions on funding. Monitor and adjust plans to balance spending, IT capacity and ensure consistency in leveraging a comprehensive operating cost model from a regulatory perspective. Engage with business leaders to identify and drive the investments that allow the unique strategies and needs of the business to grow and operate with excellence with a focus on change management and continuous improvement.

- Lead the technology components of a \$400+M Productivity through Technology strategic transformative initiative at Xcel Energy. The People, Process, Technology transformation initiative enables Xcel to rationalize General Ledger, Work and Asset Management processes between the four operating companies to one Xcel Way and also simplifies the technology solution with an SAP ERP implementation.
- Lead transformation of IT to facilitate a portfolio/product ownership model and enhance our ability to provide digital transformation and innovation capabilities for the enterprise.
- Lead Xcel IT Program Delivery, Program Management Office, Office of CIO, Financial Planning, IT Regulatory compliance group..
- Lead the above portfolios to deliver solutions leveraging a global delivery model with Xcel team members in Minneapolis, Denver and system integration partners in Philippines and India.

### **DIRECTOR – SOLUTION PORTFOLIO MANAGEMENT**

(Jan, 2013 to Jan , 2015)

Target Corporation

Minneapolis, MN

Technology Leader responsible for facilitating and driving the Finance, Property Development, Asset Protection, Legal and SAP portfolio process for Target domestic. Partner with key business leaders to determine the priority of investments and make decisions on funding. Monitor and adjust plans to balance spending, IT capacity and ensure consistency in leveraging a comprehensive operating cost model. Engage with business leaders to identify and drive the investments that allow the unique strategies and needs of the business to grow and operate with excellence.

- Lead Target's domestic corporate systems solution portfolio team of 50 Business Analysts and Project managers. This team is focused on implementing SAP, IBM solutions and maintaining numerous other legacy and package solutions across Finance, Property Development, Sourcing and Marketing.
- Lead a \$20M investment to modernize the Marketing portfolio by implementing SAP CRM and Opentext solutions to optimize \$1.8B dollar spend through better workflow and digital asset management.
- Lead the above portfolios to deliver solutions leveraging a global delivery model with team members in India and system integration partners.
- Lead the Business Analyst community in Target Technology services to drive process efficiencies and training in the job practice.

### **SR. GROUP MANAGER – BUSINESS TECHNOLOGY TEAM**

(2011 to 2012)

Target Corporation

Minneapolis, MN

Responsible for the delivery of new IT assets that drive Finance and Indirect Procurement business capabilities in support of overall Target domestic business strategies. The Finance portfolio has thirteen individual capabilities ranging from Accounts Payable to Administer Financial Records. Led fiscal year planning and portfolio management to translate business strategies into multiyear technology roadmaps and investment plans. Collaborated with Senior Leadership to identify strategic and innovative uses of technology to drive business growth and profitability.

- Managed a \$60M capital portfolio, including monitoring key initiatives that included a key SAP, Ariba and Beeline implementation to modernize the procure to pay process to deliver \$200-500M in savings over 5 years.

- Member of the senior team, focused on building strong, trusted relationships across the business and IT to identify and frame business needs, mapping them to strategic plans and delivering strong benefits.
- Led the Finance Technology Review with Senior Business Leaders to prioritize demand to ensure dollars, people and enabling technologies were assigned to the highest priorities.
- Worked with enterprise cross-functional teams to ensure delivery was on-time, on budget and the benefits were realized.
- Developed a high performing Finance Business technology team of 31 Business Analysts and Business Consultants responsible for evolving and maturing capability roadmaps, risk investment management and developing requirements to support Finance and Procurement clients.
- Led teams to develop strategies around Indirect Spend and Project Accounting, Merchandise Payable processes and mature overall capability roadmaps to facilitate long range investment planning.

**GROUP MANAGER – CANADA AND DOMESTIC STORES SOLUTION DELIVERY**  
Target Corporation

(2008 to 2011)  
Minneapolis, MN

Led the Canada Stores Business Technology team to define Day 1 strategies and technology blueprints to ensure the critical store processes were operational. Worked with business Partners to define both manual and processes to ensure a successful store opening March, 2013. Led a cross-functional team to build a 3-5 year Loyalty Strategy to launch key strategic programs like Redcard 5%, Pharmacy Rewards and Redcard applications online.

- Led the Technology services team that implemented the RedCard 5% Loyalty program, resulting in increased RedCard penetration in Stores and a lift of 1% in Q42010 comp sales.
- Selected for a CEO award at the National Sales Meeting as the Technology Services Captain of the Redcard 5% rollout.
- Led teams to implement Pricing and Promotion strategies in Stores, resulting in applications that offer price match and color coupons at Point of Sale
- Successfully delivered the Store systems technology blueprint including delivery plans for the Accenture team to execute.

**MANAGER – STORES DEVELOPMENT**  
Target Corporation

(2004 to 2008)  
Minneapolis, MN

Managed large, 30+ development team of on / off-shore IT resources to deliver the Stores Business Intelligence roadmap and create a framework for faster delivery of future improvements. Delivered mission critical applications for the backroom and sales floor to drive process efficiencies and accuracy (e.g. Point of Sale). Developed the first generation of the enterprise Business Intelligence roadmap. Led the execution of the Stores roadmap through Diagnostic Toolkit re-architecture, a critical system used by all stores to maintain operational excellence.

- Implemented a new ETL and aggregation process, reducing database size from 9.5TB to 6.5TB. Significantly reduced unplanned downtime while improving on-time availability of metrics.
- Successfully re-architected Diagnostic Toolkit (DTK) to stabilize this high profile stores operational reporting application.
- Produced significant improvements in terms of data storage costs, end user report performance and scorecard timeliness thus helping stores adoption.
- Developed a strategic vision for future Stores Business Intelligence. Partnered with Enterprise BI and Stores Support to devise a plan and initiate the development of Enterprise Data Warehouse – Stores.

**SR. TECHNICAL ARCHITECT – SUPPLY DEVELOPMENT, MARKETING TECHNOLOGIES**  
Target Corporation

(2000 to 2004)  
Minneapolis, MN

Senior Architect responsible for automating business processes and selection of toolsets to enable Marketing workflow and digital asset management. Developed a systems roadmap for the marketing pyramid in an effort to automate manual workflow processes. Delivered the Marketing Online Proofing to shorten the review route and approval for key marketing collateral like weekly circulars, promotions and in-store signing. The Marketing Workflow Management delivered a streamlined process for project management.

- Implemented SEI CMM disciplines required to reduce unit cost of offshore development while increasing productivity and quality.
- Implemented tools to improve overall efficiencies and productivity around proofing and workflow management.
- Played a key role in architecting the next generation solution for real time inventory management in the Supply chain processes.

**TECHNICAL CONSULTANT – MERVYNS / DAYTON’S**

(1997 to 2000)



Buxton Consulting

Minneapolis, MN

Partnered with large on and offshore development teams to deploy Merchandising applications. Managed the design, development to build the Integration Test environment, a revolutionary project to thoroughly integrate business systems and processes robust enough to support all Target software releases (\$5.5M budget).

- Provided Technical architecture guidance for integrating Mervyns, Dayton's and Target Legacy Merchandising applications portfolio.

**SYSTEMS ENGINEER**

Birla Consulting Services

(1995 to 1997)

Mumbai, India

Developed and tested code for multinational clients, ex. Hallmark greeting cards. Developed internal-facing financial applications for Birla.

- Completed testing and delivery for Y2K remediation.

**EDUCATION**

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Master's Certificate: Information Technology Project Management  
B. E. – Electronics and Telecommunication Engineering

George Washington University  
University of Bangalore, India

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**MHTA President Report**  
**July 14, 2017**

**STAFFING**

We're excited to announce that Norbert Abayisenga has joined MHTA as the Assistant Program Coordinator for SciTechsperience, replacing Jonah Kaplan who left in May for an exciting opportunity with the Internal Innovation and Operations team at Target. While we are sad to see Jonah go, we're excited to have Norbert join us.

**TEKNE AWARD APPLICATIONS**

If you haven't already, please be sure to nominate several companies for a Tekne Award — or have your company apply for an award yourself! Information can be found at <http://tekneawards.org/>. Applications are due July 28.

**PUBLIC POLICY – UPDATE**

The 2017 Legislative Session—and Special Session—have come to a close. SciTechsperience is funded at \$2.7 million and includes policy changes to allow graduate students to participate and changing the employee cap to 250 employees for all eligible companies. The second tier of the state's R&D tax credit has been strengthened, increasing from 2.5 percent to 4.0 percent. The state's broadband grant program is funded at \$20 million in FY2018.

In the biggest disappointment of the session, the Angel Investment Tax Credit was left out of the Omnibus Tax Bill. After not being included in the House and Senate Omnibus Tax Bills, MHTA and dozens of companies and organizations reached out to legislators and were successful in persuading them to include \$20 million in funding and extending the sunset date. At the last minute, as bills were being negotiated behind closed doors, the funding for the Angel Tax Credit was removed from the final bill. MHTA and others will push to restore funding for this vital program in the next session.

More information can be found in the staff report. Thank you to John Dukich and Doug Carnival for all their work during the 2017 session.

**MHTA WORKFORCE SURVEY**

As we discussed at our May board meeting, RealTime Talent is conducting a workforce/talent survey of current and recent MHTA members. This survey will identify science and technology workforce challenges and possible solutions. The survey is now in the field through the rest of July and early August. It was sent to all of MHTA's Primary Contacts. Let Andrew Wittenborg know if we should also send the survey to your office as well. We will allow one respondent for each organization. Completed surveys will be shared later this year and we will incorporate the results into an event and media campaign.

**MEDIA/SPEECHES/IMPACT**

MHTA continues to receive strong media coverage. Highlights include:

- Interviewed by MinnPost on SciTechsperience: <https://www.minnpost.com/good-jobs/2017/06/how-state-funded-internship-program-trying-keep-tech-workers-minnesota>

- Spoke at the University of Minnesota Women's Faculty Cabinet Spring Retreat – approximately 50 people in attendance.
- Spoke at Accenture's Dallas training program on barriers to transformation – approximately 50 people in attendance.
- Participated in a panel discussion at US Bank Stadium hosted by Digi.City. The event focused on smart cities and industry/government efforts on the issue. Approximately 100 people attended.
- Moderated two panels – one at the Evanta CISO Summit and another at the Evanta CIO Summit. 275 people attended.
- Delivered a presentation on negotiation for the Council of State Government's Midwestern Legislative Conference. 75 people attended the session.



## MHTA STAFF REPORT

July 2017

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

Entrust Datacard	Mitchell Hamline School of Law
Alpha Graphics	Sunrise Bank
Cunningham Group	Geometric Solutions
Bold Communications	Optimty Advisors
reachHIRE	Code 42
LucidLIFT	Hiper Hipo
Avionte	DCI Datacenters

### OUTREACH & EVENTS

**WLIT:** The next WLIT event is on October 24th at the Metropolitan. Topic: TBD  
 Sponsors include: Cargill

**CIO Forums:** The next CIO Forum will be in October/November.

**SBIR Road Tour:** This national outreach effort takes place at the McNamara Alumni Center on July 17. This non-dilutive technology funding opportunity provided through SBIR and STTR allows attendees to hear directly from federal agency program managers and meet one-on-one with program decision makers. Currently 138 are registered

**ACE:** The ACE Leadership Program now consists of 27 participants. Small groups were formed on May 4<sup>th</sup> and include three Expo 2023 topics as well as two Vikings projects (STEM Ed and accelerators). The next session will be August 22nd at the Carlson School of Management.

### WORKFORCE DEVELOPMENT [www.mhta.org/educate](http://www.mhta.org/educate); [www.mhta.org/work](http://www.mhta.org/work)

#### Hi-Tech Alliance

[MSP TechHire](#) is putting additional structure around a MSP TechHire Business Advisory Committee (BAC). They will be working to establish clear goals/outcomes used to measure program effectiveness, develop a promotional packet about MSP TechHire and the BAC, and create a short survey for employers to provide data to our group on hiring needs & challenges in their workforce. The next meeting is scheduled for September 21, 2017 from 2:00 – 3:30pm. Location yet to be determined.

The PIPELINE apprenticeship project announced a new round of [Dual Training grants](#) for IT, Advanced Manufacturing, Agriculture, and Healthcare industry partners in June 2017. MHTA assisted with finding reviewers for the grants. MHTA was also asked to review a new pathway model the department is planning to use for IT careers.

The new Youth Career Connection Project connects education-based technical training programs and employer-based programs by aligning and developing systems to support the next generation of workers in advanced manufacturing and information technology in the Twin Cities metro area. The groups will meet again in August.

MHTA continues to publish a weekly [MN Workforce report](#) available at the MHTA website and covering IT, Life Sciences, Science & Engineering, and overall STEM occupations.

In association with Real Time Talent, MHTA sponsors [an MHTA portal](#) to the [Real Time Talent Exchange](#), an employer/employee matching service.

**getSTEM**

getSTEM continues to increase the number of connections between educators and the technology community and have served more than 2,500 students in just these first two months of 2017. There has also been an increase in new accounts and activity in ASKs and OFFERS.

	2017 (YTD)	2016 (YTD)	2016 Total
Unique Site Visits	3,749	3,970	6,888
Accounts created	89	78	188
Asks/Offers	243	156	375
Connections	185	118	342
Students Served	6,475		11,970

Over 30 schools and businesses were matched for [Tech Experience Tours](#) for the 2016-17 school year to serve over 500 students. Through a generous grant from the AT&T Foundation, [field trip scholarships](#) were in place to help with feed and transporting students to the company tour sites. A final report to the AT&T Foundation will be sent by the end of July.

**STEM Funder & Supporter Network**

The STEM Funder & Supporter Network is continuing work on a collective evaluation project concerning STEM program outcome assessment. A joint volunteer engagement event was held May 2017. The events are focused on STEM careers.

**MHTA Foundation**

**Science & Technology Festival**

The Foundation’s continues to work on a number of initiatives. Concerning the STEM Festival, 3M and the Schultze Family Foundations have provided seed funding. Board members are encouraged to contact Matt Hill at [festival@mhta.org](mailto:festival@mhta.org).

## **Bid & Bytes Benefit**

The Bids & Byte Benefit is scheduled for Tuesday, September 12, 2017. A full slate of unique auction experiences will be offered by leading C-level Technology executives. Past & current scholarship winners, Foundation volunteers, and other stakeholders will be asked to participate again.

## **STEM Scholarships**

The 2017 STEM Scholarship final selections will be made in July. 2017 Award winners will be invited to attend the Bids & Bytes Benefit in September and the [Tekne Awards in November](#).

## **The SciTechsperience Internship Program**

As of July 10,

- We have surpassed our legislated goal (250 hires) and our program year placement goal (271 hires). As of July 10, **288 interns have been placed** in small companies (one was on the waiting list from 2016). Last year at this time there were 230 hires (15 were on the waiting list from 2015).
- 1419 students have applied to SciTechsperience; this compares to 1140 applicants at this time last year.
- 244 companies have applied and posted 325 jobs; this compares to 218 applicants and 257 jobs posted at this time last year.
- There are still about 50 jobs open on SciTechMN.org with a few companies continuing to hire into the summer months

On June 30, SciTechsperience welcomed a new Student Outreach Coordinator. Norbert Abayisenga, a recent graduate of St. Olaf, became part of the SciTech team. He is off to a great start, learning the ropes quickly. We are excited to have him on board.

The summer months are full of site visits in the metro area and Greater Minnesota. Staff have traveled to Alexandria, Fergus Falls, Detroit Lakes, Thief River Falls, Baxter, Pillager and Bemidji. This week they'll travel to Duluth and Cloquet, and have geared up visits in Minneapolis as well. Watch for articles on the SciTechMN.org blog to learn more about the companies and students involved in this year's program.

## **MN-SBIR {[www.mhta.org/mnsbir](http://www.mhta.org/mnsbir)}**

MN-SBIR delivers outreach, education and coaching to small businesses pursuing federal funding through the SBIR/STTR programs.

## **Outreach and Education**

Serve as a member of the National Institutes of Health SBIR/STTR Conference Committee representing Minnesota along with the Wisconsin Delegation. Conference will be held in Milwaukee, November 7-9, 2017.

Planning stages of the SBIR Road Tour – July 17<sup>th</sup> at the University of Minnesota McNamara Alumni Center. The University of Minnesota, Office of Technology Commercialization and the MN DEED are co-sponsors with MHTA/MN-SBIR.

Presented at two events with about 20 people in attendance (Defense Alliance and Veteran's Administration Entrepreneur Event and delivered one training event at the University of Minnesota, Duluth, Small Business Development Center.

Canx two training events (Mankato and St. Cloud) for lack of attendance.

### **Coaching and Mentoring**

Delivered coaching and mentoring via email and face-to-face meetings.

### **Proposal and Award Activity:**

#### **Proposal Submissions:**

Department of Defense, Air Force, [SBIR Phase II Proposal](#) - Prediction of Boundary Layer Transition on Hypersonic Vehicles in Large-Scale Wind Tunnels and Flight; (U of M collaborator) \$1M – pending– Provided mentoring to support the Phase II budget and commercialization plan through a market research and analysis project).

#### **Pending Award:**

National Science Foundation - 2 pending - \$500,000

#### **Awarded Projects:**

National Science Foundation :

SBIR Phase I: A universal carbon detector for liquid phase chemical detection of organic molecules - \$224,955

SBIR Phase I: Novel Dynamic Elastomer System for Additive Manufacturing - \$225,000

### **PUBLIC POLICY** {[www.mhta.org/advocate](http://www.mhta.org/advocate)}

A somewhat contentious legislative session that went into an overtime special session wrapped up in June. Governor Dayton signed all of the budget bills and tax bill, which included a controversial funding provision for the Department of Revenue.

A number of MHTA public policy priorities were included in the bills signed into law.

### **SciTechsperience Internship Program**

The SciTechsperience Internship Program, which connects college students majoring in STEM to paid internships in small to mid-sized MN companies, was funded at \$2.7 million.

### **R&D Tax Credit**

The Omnibus Tax bill included an increase in the rate of the second tier of the state's R&D tax credit, from 2.5 percent to 4.0 percent.

### **Broadband**

\$20 million in funding for the state's Border-to-Border Broadband Grant Program was also included in the Omnibus Jobs and Energy Budget Bill.

### **Angel Tax Credit**

In the biggest disappointment of the session, the Angel Investment Tax Credit was left out of the Omnibus Tax Bill.

After not being included in the House and Senate Omnibus Tax Bills, MHTA and dozens of companies and organizations reached out to legislators and were successful in persuading them to include \$20 million in funding and extending the sunset date.

At the last minute, as bills were being negotiated behind closed doors, the funding for the Angel Tax Credit was removed from the final bill.

MHTA and others will push to restore funding for this vital program in the next session.

### **Small Cell**

After a flurry of late activity, the small cell (5G wireless) bill was included in the Omnibus Jobs and Energy Budget Bill.

### **Sales Tax Exemption for Telecommunications Equipment**

An expansion of the sales tax exemption on telecommunications equipment (to include fiber and conduit) was included in the Omnibus Tax bill.

### **MnDRIVE**

\$2 million in funding was included in the Higher Education Omnibus bill for cancer care research through the University of Minnesota's Minnesota Discovery, Research, and Innovation Economy (MnDRIVE) program.

### **University of Minnesota**

The Omnibus Higher Education bill included a total \$636,868,000 in FY2018 and \$636,661,000 in FY2019 for the University of Minnesota. Of that amount, \$7,491,000 each year is allocated to the University of Minnesota and Mayo Foundation Partnership for research in biotechnology and medical genomics.

Of the total funding included in the Omnibus Higher Education bill, \$6,181,000 in each fiscal year of the biennium is for general research, the Labor Education Service, Natural Resources Research Institute, Center for Urban and Regional Affairs, Bell Museum of Natural History, and the Humphrey exhibit. An additional \$1 million each fiscal year is included for the Natural Resources Research Institute to invest in applied research for economic development.

The University of Minnesota receives an additional \$119,934,000 in the Bonding bill. Of that amount, \$28.3 million is for the construction of the Chemistry and Advanced Materials Science Building at the Duluth campus.

### **Minnesota State Colleges and Universities**

The Omnibus Higher Education bill included \$714,748,000 in FY2018 and \$714,640,000 in FY2019 for the Minnesota State Colleges and Universities system.

Minnesota State Colleges and Universities receives an additional \$92,325,000 in the Bonding bill. Of that amount, South Central College in North Mankato receives \$9.6 million to design, renovate, renew, furnish, and equip laboratory, classroom, and office spaces.

## **COMMUNICATIONS**

We have been aggressively promoting and marketing both the SBIR Road Tour (July 17) and the Tekne Award application and nomination window (closes July 28). Promotion for the September 12 Bids & Bytes Benefit will ramp up in the very near future. We are working on promotional calendars, press kits, and partner resource pages for our major events.

Our annual report is complete and available to download on our website (with our other reports) at



<http://www.mhta.org/advocate/research/>. We are also promoting John's recently completed Venture Capital Report.

We also made a big communications effort to advocate for our public policy principles, especially the Angel Tax Credit. While we were unsuccessful, the coalition we built, infographics and social media work will be useful going forward as we try to push to restore funding for the program next session.

Our social media presence continues to grow. MHTA's Twitter account gained 21 followers in June, and another 19 so far in July, putting the total number of followers at 3,808. Our LinkedIn page gained 17 followers in June, and another 4 so far in July, up to a total of 1,781.

### **MHTA Recent Media Coverage:**

#### **May 2017**

Coin Desk on Neel Kashkari speech from Spring Conference: <http://www.coindesk.com/feds-kashkari-says-blockchain-potential-bitcoin/>

Post Bulletin on Apri Health – Tekne Awards mention: [http://www.postbulletin.com/news/local/heard-on-the-street-local-data-firm-named-most-likely/article\\_36613093-fb06-5a80-9915-1af55ba51542.html](http://www.postbulletin.com/news/local/heard-on-the-street-local-data-firm-named-most-likely/article_36613093-fb06-5a80-9915-1af55ba51542.html)

#### **June 2017**

TCB Mag on MnDRIVE, Angel Tax Credit: <http://tcbmag.com/news/articles/2017/june/u%E2%80%99s-mndrive-thrives,-angel-tax-credit-gets-wings-c>

MinnPost on SciTechsperience: <https://www.minnpost.com/good-jobs/2017/06/how-state-funded-internship-program-trying-keep-tech-workers-minnesota>

### **OPERATIONS & FINANCIAL**

Year to date financials through June are complete. Net income is \$165K vs budgeted net income of \$227K, The majority of the difference being in membership, which is 49K behind plan, other income lines running behind plan by 23K, which is mainly timing with programs. Overall expenses are running under plan by \$35K. The third quarter SBIR reports are ready for submission, this program is running close to plan.

Year to date events are running close to target.

The MHTA Audit is complete, the 990 tax form has been sent to the MHTA Board of Directors and will be filed upon acceptance of the Board.