

Department of Commerce Testimony on SB #2018

March 3, 2021

House Appropriations Committee

Prairie Room

Representative Monson, Chairman

MEASURE: SB 2018

Chairman David Monson and House Appropriations Committee (EE Division) Members

ND Commerce Dept. and it's programs have been significant partner in building OmniByte.

My name is Ray Berry and on behalf of OmniByte Technology, I want to express our support for **North Dakota Small Business Development Centers**.

I am a Co-Founder and the CEO of OmniByte founded in 2015. We are a boot strapped company started in Fargo, ND to build a better mobile for field service personnel in the industries we serve like HVAC, Electrical, Safety and Energy.

OmniByte Technology has partnered with SBDC, specifically Paul Smith in Fargo from our beginning, in assisting with obtaining key funding for growth at different stages of our company at no additional cost.

Paul assisted each year/stage with finance reporting such as Pro-Forma's and Forecasts while we could not justify our own controller as we present for funding requests.

Recently working with our controller, Paul assisted OmniByte in 2020 with applying for funding for PPP and EIDL. This allowed us to maintain staff levels while our revenue dropped significantly due to pandemic.

I highly recommend continued support for SBDC as small ND business like mine may not start or survive without their support. In our case the ND SBDC has been critical to our growth and sustainability for retaining the 14 FT ND jobs and benefits through this pandemic and continue our efforts to develop and deliver technology to field service industry.

Thank you.

I will attend and present virtually and open to any questions.

Sincerely,



Ray Berry

CEO, President and Founder
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