



**Testimony in support of Funding ND SBDC on SB 2018 to the House Appropriations  
- Education and Environment Division Public Hearing**

March 17, 2021 8:30 am CT

Representative David Monson, Chairman

March 17, 2021

**MEASURE: SB 2018**

Chairman Monson, Vice-Chairman Schmidt, and members of the House Appropriations Committee, Education & Environment Division;

I am writing to you regarding SB 2018 and specifically in support of continued and increased State funding for the ND Small Business Development Centers (SBDC) through the ND Department of Commerce budget.

My name is Ray Berry and I am Co-Founder, Owner and CEO of OmniByte Technology and on behalf of OmniByte, I want to express our support for North Dakota Small Business Development Centers. OmniByte founded in 2015 is a boot strapped company started in Fargo, ND to build and deliver better mobile technology for field service personnel in the industries we serve like HVAC, Electrical, Safety and Energy.

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

Paul Smith assisted us each year/stage with business planning and finance reporting such as Pro-Forma's and Forecasts while we could not yet justify our own controller as we present for funding requests. Through our partnership with SBDC, Paul Smith assisted OmniByte with identifying, applying and preparing for funding in the form of loans and grants. Examples of funding include more recently the PPP, EIDL and Innovation Technology Loan Fund (LIFT) through the ND Department of Commerce. These funding programs were critical to our growth and success and the PPP/EIDL allowed us to maintain staff levels while our revenue dropped significantly due to pandemic.

In addition to this, OmniByte has worked with Cathy Lindquist of North Dakota Procurement Technical Assistance Center (PTAC). She has helped us navigate the challenging process of registration on the Federal System for Awards Management (Sam.gov) and finding information regarding potential opportunities for OmniByte. We regularly attend webinars and utilized online materials from PTAC. We are a very small company without dedicated/experienced resources for this, we could not compete with larger organization without a program like PTAC to assist us, also this assistance is no additional cost to my company.

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, expand into to new markets including outside of the United States 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.

Respectfully,

Ray Berry

CEO, President and Founder  
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