

Representative Jon Koznick  
281 State Office Building  
St. Paul, MN 55155

Dear Representative Koznick:

Thank you for authoring HF 2263. Support for our state's small and underserved manufacturing companies and their employees is urgent during this extremely tight labor market.

I am writing to urge the legislature to fully support Enterprise Minnesota's funding request in HF 2263. These funds would allow them to serve Minnesota's small manufacturers throughout the entire state through the Growth Acceleration Program (GAP) and other outreach efforts focused on our smallest manufacturers. I can personally attest to the benefits of Enterprise Minnesota's work. Delmar manufactures plastic machined parts, plastic tanks, cabinetry and custom gaskets. We are a Minnesota manufacturing company. Our company is located in Lakeville and employs 37 people. We received funding through GAP to help grow our business in an otherwise difficult economy. Delmar moved to Lakeville in 2001 with 7 employees. We used Enterprise Minnesota's ISO quality program to be competitive. We also used their accelerated revenue growth system to expand our business. Delmar Company is successful due to the programs offered by Enterprise Minnesota. One more thing, Enterprise Minnesota is the "go to" place for Minnesota manufacturers to obtain help in a number of areas to secure their futures.

GAP provides small manufacturing and manufacturing-related companies with a matching grant-up to \$25,000 per year to implement business improvements. The program has helped more than 418 Minnesota manufacturers realize at least a \$25 return for every \$1 spent of GAP. There are many other small manufacturers like Delmar around Minnesota that are prepared to make investments in their operations and workforce but cannot quite afford the full price tag. The GAP program literally bridges that gap in funding to make growth possible.

As we continue to navigate these uncertain economic times, I urge you to consider Enterprise Minnesota's funding as an important investment in keeping Minnesota's manufacturing sector and overall state economy strong, competitive, growing, and one of the best providers of great jobs in this state.

Sincerely,



Kevin Delk  
President  
Delmar Company