

Testimony on SB 305

**Presented to
Senate Ways and Means**

**By
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Chairman Ty Masterson, Vice-chair Jim Denning, members of the committee, I am Mark Remmert, Chief Executive Officer of Green Dot. Thank you for the opportunity to speak on Senate Bill 305.

I believe that the resources and expertise of the KBA is playing a critical role in the growth of this sector of our state's economy by actively working to bring additional jobs, businesses, and investments to Kansas. I'm writing to urge you to reject Senate Bill 305, transferring functions of the Kansas Bioscience Authority (KBA) to the Department of Commerce.

Green Dot is a bioplastics manufacturer headquartered in Cottonwood Falls, Kansas with manufacturing in Onaga, Kansas and research and development facilities in Atchison. We have employees in Manhattan, Lawrence, Strong City, Cottonwood Falls and Emporia. We started the company in 2011 with an idea, to commercialize a new-to-the-world biodegradable bioplastic and place it in the hands of millions of consumers. In the past four years we have done just that. We now offer a full line of biobased and biodegradable materials made in Kansas and sold around the world in industries ranging from furniture, to toys, to pets and lawn and garden. More than 50% of our sales are exported to China, making us a leading export company.

Green Dot's success would not have been possible without support and guidance from the Kansas Bioscience Authority. Where other organizations can provide grants, research, lobbying, and very early stage capital, the KBA is one of the few that provides true "growth capital" to bioscience companies in the region.

Green Dot received a research grant from the KBA at an early stage of the company. These funds allowed Green Dot to work with the Kansas Polymer Research Center at Pittsburg State University to secure intellectual property and advance work with alternative feedstocks for plastics. In fact, Green Dot was issued a composition of matter patent on our original biodegradable rubber formula last week.

As a result of KBA's guidance and support, Green Dot was able to raise \$8 million. More than 85% of these funds were from investors outside of Kansas. This money in turn allowed the company to grow, creating jobs and additional capital investment in the state. Dissolution of the

KBA would greatly reduce the number and quality of investors we are exposed to outside of Kansas.

Certainly, the financial assistance from the KBA has been important, but their knowledge and expertise is essential to Green Dot's growth and success. KBA's Managing Director, Tony Simpson, has helped guide the company as a member of our Board of Directors, and we continue to count on the KBA's follow-on funding support and industry insights.

The resources and expertise of the KBA are a tremendous asset to entrepreneurial companies like Green Dot. The termination and dissolution of the Kansas Bioscience Authority would be a severe blow to the bioscience industry in Kansas, and would cause investors to question the State's commitment to supporting continued growth in this sector.

I hope that you will reject Senate Bill 305 and continue to support companies like Green Dot as we work together to bring capital and jobs to Kansas.

Thank you for the opportunity to appear before the committee today. I'd be happy to answer any questions.