

Chairman Baker, Vice Chairman Terhar and Ranking Member Driehaus thank you for the opportunity to testify today on HB 292. My name is David London and I am the COO and one of the owners of Tridec Technologies, LLC. Our business is located in Huber Heights, OH, and we provide custom software solutions and some environmental science work. I served 20 years in the Air Force with my final assignment being at Wright-Patterson Air Force Base. I then spent 10 years working for a Maryland based small business followed by a year working for Lockheed Martin before being part of starting Tridec Technologies.

I first heard about HB 292 when Rep Perales came to speak at a Dayton Area Defense Contractors Association meeting and I also attended the Interested Parties Meeting last Thursday. As a small business owner, I see great opportunities based on the initiatives described in this Bill. Most importantly, the encouragement of communications between organizations. Clearly, there is no question about the importance of small businesses in building the State's economy but I would like to share an observation that is indicative of the economic opportunities we are losing. When I was an Air Force Program Manager at Wright-Patt, I had small businesses supporting me but most were from other states, primarily Maryland and West Virginia. When I was working for Lockheed, major small business support came from Illinois as well as other states. Now, as a small business owner, our contracts are in New Jersey, South Carolina, and Arizona. Thus far, in spite of excellent performance in everything we've done, we haven't been able to break the code that would open the door for work in our home State. We currently employ about 25 professionals in our Huber Heights office but, from a purely business standpoint, there is very little incentive for us to stay in Ohio.

We have met with the Small Business Offices, both on Wright-Patt and at the regional level and we have attended several of their training and networking sessions but those do not meet the needs of an established business with a specific high technology focus. The SBA provides excellent resources for starting a business, completing all of the required registrations, and understanding the Government contracting processes and they can sometimes make introductions that lead to new business but there is still a huge void in the flow of information about requirements that could be met by Ohio small businesses. Similarly, there is a corresponding lack of information being shared about the capabilities of those Ohio small businesses. Ideally, when there is a need for a capability that an Ohio small business can fulfill, there should be channels and incentives that make the Ohio small business easiest to find and the provider of choice.

I see this Bill as a means to establish and encourage new lines of communication that will lead to more partnering relationships between the large companies and small businesses in the State. It will also be a forum for identifying actions that the State can implement to provide incentives for working with Ohio small businesses. This will help current small businesses grow and make Ohio a more favorable location for starting more small technology businesses. The overarching result will be more dollars and more jobs staying in the State.

I thank Chair Baker for allowing me this opportunity to speak about HB 292 to the Economic Development and Regulatory Committee, and I urge your support of the bill and would be happy to answer any questions you may have. Thank you.