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March 15, 2019

Representative John Lively, Chair
House Committee on Economic Development
900 Court St. NE
Salem, OR 97301

RE: Support for the Oregon Innovation Council (Oregon InC), experience with ONAMI

Dear Chair Lively, Vice-Chair Bonham, Vice-Chair Fahey and Members of the Committee,
I am writing in support of the Oregon Innovation program, and specifically want to acknowledge the value our company received from working with ONAMI's commercialization GAP fund, graduate student internship, and ongoing support programs.

I am Chief Technology Officer at Agility Robotics (www.agilityrobotics.com), an early-stage startup company that is bringing to market my lab's research in legged locomotion from Oregon State University. Our initial concepts and demonstrations at the university proved the science behind our work, but we started a company to do the professional engineering and business planning to make a major impact on the world with our robots as products. However, there was a large gap between our science demonstration and what would be required to raise funds for a successful business. ONAMI engaged with us at an early stage, and provided advice, tough questions, and seed funding that would allow us to refine our plan and work towards fundraising sufficient resources to bring our first product to market. With ONAMI's support, we grew from zero to approximately 8 employees, and sold ten robots to academic institutions around the country and world at \$250,000 apiece; our Cassie bipedal robots are now the standard for academic research at top programs including CalTech, Harvard, Michigan, UPenn, Berkeley, and others.

Agility Robotics has since grown to approximately 20 employees, mostly engineers, with median salary that is significantly above the regional average for Albany, Oregon. Much of our funding is spent locally as salaries for employees, as payment to local machine shops who are manufacturing our components, or even by our employees regularly eating lunch out at the many downtown Albany restaurants. We have raised \$8m in a series A, and made national news several times with our machines, most recently in a cover article for IEEE Spectrum (<https://spectrum.ieee.org/robotics/humanoids/building-robots-that-can-go-where-we-go>). We are working hard, full steam ahead, to raise a series B and grow our company by double each year, so we can produce robots for package delivery and other tasks. As we gain national attention and market traction, the risk of our enterprise drops, and fundraising and profit become easier to achieve; but we were supported by ONAMI during a critical time of high risk, when it was particularly difficult to raise other sources of funding. We expect to multiply ONAMI's investment in us, while continuing to build mutually beneficial relationships with suppliers, investors, and others in the region. I encourage legislators to support ONAMI's ability to help others make similar impact in the future.

Sincerely,

A handwritten signature in black ink that reads "Jonathan Hurst". The signature is written in a cursive, flowing style.

Jonathan Hurst
Chief Technology Officer, Agility Robotics