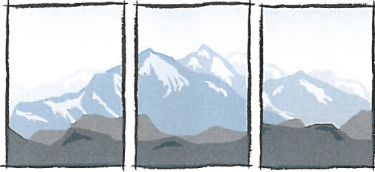


NORTHERN COLORADO



Economic Development Corporation

December 9, 2010

U.S. Small Business Administration
Attn. The Best in SBIR 2011 – Tibbetts Award
409 3rd Street, SW
Washington, DC 20416
(800) 827-5722

RE: Northern Colorado Economic Development Corporation (NCEDC) Support of Numerica Corporation for the Tibbetts Award

The Northern Colorado Economic Development Corporation (NCEDC) is a 501 (c) (6) not-for-profit regional economic development organization that exists to enhance the economic vitality of Larimer County and the communities therein. The NCEDC proudly supports Numerica's submittal for the Small Business Administration's Tibbetts Award. Numerica is a proven leader, innovator, and supporter of the Northern Colorado region.

Numerica's strong and consistent business growth affects Northern Colorado in significant ways. The company recently hired three new employees, and is looking to fill nine more positions at its Loveland office. These primary jobs offer competitive salaries and excellent benefits, so the Northern Colorado communities where Numerica employees live will benefit from the housing, goods and services they purchase with their disposable income. For each job Numerica creates, the spinoff effect is an additional 1.63 more jobs in the community.

Numerica's growth also inspires other companies to think about re-locating to Northern Colorado. When these companies evaluate their re-location options, they take workforce education levels, business longevity and the health of the economy into consideration. Numerica enhances this picture for our region considerably.

Additionally, Numerica is a proven collaborator, dedicated to building relationships, exploring innovative technologies and positioning our region as a vibrant hub for technology and innovation. Numerica president Jeff Poore co-founded the NoCo Defense Contractor's Network, and the company provides technical talks to regional technology super clusters like GIS Alley (the Rocky Mountain Geospatial Cluster), and RMI² (the Rocky Mountain Innovation Initiative).

NCEDC understands that Numerica's innovation and growth is tied in part to the SBA's Small Business Innovation Research (SBIR) program, and for this we are grateful. Proven job creation, revenue growth and operational expansion are all good indicators that Numerica has leveraged SBIR funding to propel and promote regional economic growth.

Numerica is a wonderful success story for the SBA, and exemplifies your organization's commitment to providing programs and services that help small businesses start, grow and succeed. Numerica is an exceptional candidate for the SBIR Tibbetts Award, and we wholeheartedly endorse their nomination.

Thank you for your consideration,

Mike Masciola
COO & Senior Vice President

Stacy Johnson
Director of Business Retention and Expansion