



MISSOURI HOUSE OF REPRESENTATIVES  
**WITNESS APPEARANCE FORM**

BILL NUMBER: <b>HB 235</b>		DATE: <b>3/12/2025</b>	
COMMITTEE: <b>Higher Education and Workforce Development</b>			
<b>TESTIFYING:</b> <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES			
<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>BRIAN LLOYD MATTHEWS</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: <b>bmatthews@cultivationcapital.com</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>3/10/2025 4:24 PM</b>
<b>THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.</b>			

My name is Brian Matthews, and I am an Angel Investor and a co-founder and managing partner of a Venture Capital Firm in St. Louis, MO called Cultivation Capital. I live in Wildwood MO. I strongly support House Bill No. 235, also known as the "Missouri Angel Investment Incentive Act"; This legislation represents a critical step forward in fostering innovation, supporting entrepreneurship, and driving economic growth in Missouri. As an angel investor and as a VC we have created significant returns within the state. The impact of these investments and returns has created thousands of jobs within the state of MO. Keeping more money invested in the state creates jobs and additional taxes throughout the region. Cultivation Capital manages over \$300 million dollars from accredited investors with over 90% of those investors living within the state. We believe even more money would be invested in the state with additional tax credits.



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>CADE TREMAIN</b>		PHONE NUMBER: <b>573-634-3511</b>	
REPRESENTING: <b>MISSURI CHAMBER OF COMMERCE AND INDUSTRY</b>		TITLE:	
ADDRESS: <b>428 EAST CAPITOL AVENUE</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/12/2025 12:00 AM</b>	
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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: <b>JASON WIENS</b>		PHONE NUMBER: <b>785-230-4611</b>	
BUSINESS/ORGANIZATION NAME: <b>NEXT MISSOURI</b>		TITLE: <b>PRINCIPAL</b>	
ADDRESS: <b>4340 DUNCAN AVENUE</b>			
CITY: <b>ST. LOUIS</b>		STATE: <b>MO</b>	ZIP: <b>63110</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/12/2025 12:00 AM</b>	

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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>JIM</b>		PHONE NUMBER: <b>816-221-0636</b>	
BUSINESS/ORGANIZATION NAME: <b>ECONOMIC DEVELOPMENT CORPORATION OF KANSAS CITY, MO</b>		TITLE: <b>DIRECTOR OF STRATEGIC INITIATIVES</b>	
ADDRESS: <b>300 WYANDOTTE, SUITE 400.</b>			
CITY: <b>KANSAS CITY</b>		STATE: <b>MO</b>	ZIP: <b>64105</b>
EMAIL: <b>jerickson@edckc.com</b>	ATTENDANCE: <b>Written</b>	SUBMIT DATE: <b>3/10/2025 3:21 PM</b>	
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The Economic Development Corporation of Kansas City, MO (EDC-KC) supports the passage of HB 235. Support for early stage companies is a key economic development priority, and the passage of this bill would give the state of Missouri an important tool in our ability to retain and grow innovative companies. Neighboring states have their own Angel Investment Tax Credit programs, and often times this tool becomes a location factor. We believe this is the kind of incentive that would help grow jobs and investment for our state, while also getting return on the investment made by creating this credit. Of note, EDC-KC convenes the KC Consensus Agenda on Economic Development that is endorsed by 30 public, private, and civic entities in Kansas City. Support for this bill is in alignment with the Consensus Agenda on Economic Development.



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<b>WITNESS NAME</b>			
<b>BUSINESS/ORGANIZATION:</b>			
WITNESS NAME: <b>KARA LOWE</b>		PHONE NUMBER: <b>913-730-7020</b>	
BUSINESS/ORGANIZATION NAME: <b>KC TECH COUNCIL</b>		TITLE: <b>PRESIDENT &amp; CEO</b>	
ADDRESS: <b>1100 MAIN ST., STE. 215</b>			
CITY: <b>KANSAS CITY</b>		STATE: <b>MO</b>	ZIP: <b>64105</b>
EMAIL: <b>kara@kctechcouncil.com</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>3/11/2025 9:58 AM</b>

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The KC Tech Council, representing 200 plus member companies in a vibrant and rapidly growing technology sector in Kansas City, strongly supports House Bill No. 235, also known as the "Missouri Angel Investment Incentive Act." This legislation represents a critical step forward in fostering innovation, supporting entrepreneurship, and driving economic growth in Missouri. As an organization dedicated to nurturing and promoting technology-driven businesses in our region, we have witnessed firsthand the challenges faced by startups in accessing necessary capital. Innovative ideas often struggle to gain traction due to limited funding options. This tax credit will ensure there's more money available to fuel business growth in Missouri. Our members have repeatedly emphasized the impact of tax credit programs in attracting investors and catalyzing economic growth in other states. Missouri should not miss this opportunity to remain competitive in fostering innovation. If this investment tax credit were available, individuals and organizations who are not currently investing in startups but would. Many Missourians meet the definition of an accredited investor but have not yet invested in this asset class. The tax credit would provide enough of an incentive for many of these individuals to get off the sideline and put their money behind Missouri-based companies. With the right incentives and opportunities early-stage start-ups have a great opportunity to accelerate becoming some of Missouri's largest employers, as all large companies once began as a small business. We urge you to support House Bill No. 235. Doing so will encourage more business growth and innovation in Missouri, which will pay dividends to our state's economy. Thank you for holding this hearing and considering this important legislation. Kind regards, Kara Lowe President & CEO, KC Tech Council



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<b>WITNESS NAME</b>			
<b>INDIVIDUAL:</b>			
WITNESS NAME: <b>MR. BRIAN JOSEPH KINMAN</b>		PHONE NUMBER:	
BUSINESS/ORGANIZATION NAME:		TITLE:	
ADDRESS:			
CITY:		STATE:	ZIP:
EMAIL: <b>bkinman902@gmail.com</b>	ATTENDANCE: <b>Written</b>		SUBMIT DATE: <b>3/10/2025 4:25 PM</b>
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Chairman Brown and Ranking Member Hein: My name is Brian J Kinman, and I am the Chairman and CEO of the St. Louis Arch Angels. We are a network of "Accredited Investors" based in St. Louis, MO. I strongly support House Bill NO. 235, also known as the "Missouri Angel Investment Incentives Act." I believe this legislation will help foster innovation, and entrepreneurship and drive economic growth in our great state. I have been a member of the Arch Angels for 14 years and the Arch Angels have been investing in early-stage companies for almost 21 years. During my time as Chairman, I have seen many Missouri-based companies with great ideas struggle to obtain the capital they need for growth and success. Alternatively, I have seen early-stage companies based in states with their own investment tax credit come to Missouri and receive funding that could be available to Missouri entrepreneurs. I strongly believe this legislation will encourage more Missouri Citizens who are accredited investors to awaken to the opportunities to invest in Missouri-based early-stage companies. I know this because I work hard to recruit new members to our organization and I see their enthusiasm and the amount of their investment once they get involved. This legislation will awaken even more Missourians to the value and benefit of investing in early-stage Missouri Companies. I am also confident that our Missouri-based entrepreneurs will foster economic growth and employment. I urge you to support House Bill No. 235. Passing this legislation will be the first step in increasing business growth and opportunity in the Great State of Missouri. Thank you for your time and your contributions on behalf of all of our Citizens.



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<b>WITNESS NAME</b>			
<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>RYAN DEBOEF</b>		PHONE NUMBER: <b>338 broadway st</b>	
REPRESENTING: <b>CODEFI</b>		TITLE:	
ADDRESS: <b>CAPE GIRARDEAU</b>			
CITY:		STATE: <b>MO</b>	ZIP: <b>63701</b>
EMAIL:	ATTENDANCE:	SUBMIT DATE: <b>3/12/2025 12:00 AM</b>	

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<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>SARAH SCHLEMEIER</b>		PHONE NUMBER: <b>573-826-1274</b>	
REPRESENTING: <b>BIOSTL, GREATER ST. LOUIS INC.</b>		TITLE:	
ADDRESS: <b>213 E. CAPITOL AVENUE</b>			
CITY: <b>JEFFERSON CITY</b>		STATE: <b>MO</b>	ZIP: <b>65101</b>
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<b>REGISTERED LOBBYIST:</b>			
WITNESS NAME: <b>SHANNON COOPER</b>		PHONE NUMBER: <b>660-890-1432</b>	
REPRESENTING: <b>GREATER KC CHAMBER OF COMMERCE, CITY OF KANSAS CITY &amp; CIVIC COUNCIL OF GREATER KANSAS CITY</b>		TITLE:	
ADDRESS: <b>208 MADISON STREET</b>			
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