



421 N 7th Street
Suite 602
Philadelphia, PA 19123

Hello, and thank you for hearing my Testimony. My name is Charlie Andersen, and I am here representing my company, Burro.

I grew up on a working farm 40 minutes outside of Philadelphia, where I loved the machinery and technology used on my family farm, and really did not like getting out of an air conditioned tractor cab to do work by hand like weeding, weed wacking, mowing, picking, and pruning

Fast forward a bit, in 2017 I was working for CNHi, John Deere's largest competitor, and saw that automation was this incredible force for solving real problems in industry, and simultaneously that large companies couldn't get solutions to market.

So, I quit my job and founded Burro with a few cofounders. Since then, we've gone from 3 guys and a dog named Meg, working in an unheated barn, to a team of over 50 people, and 350+ robots working around the world – including with customers Across the US, Australia, New Zealand, Japan, and beyond



BURRO



Burro Founding Team - Early 2018



Burro Team - December 2023

BURRO



Burros at Work in California, May 2024



Burros shipping from our Factory, Feb 2024



Our robots can be thought of as Disney's Wall-E or Star War's R2D2, for work outdoors, in a 1.0 format. Said another way, if you imagine a future where robots do a variety of tasks alongside people at work outdoors, it starts with our Burros robots which carry and tow heavy things safely alongside people in some of the most labor intensive areas of agriculture and construction, for a rapid ROI, while learning and enabling progressively more autonomy where it is needed most tomorrow.

While building this company, we have found that Pennsylvania is the best place on the planet to build a robotics company. And you might ask why?

- Robots are a fusion of software, AI, and hardware
- For the past 50 years, without a lot of AI, and relatively limited software, robots have been stuck in warehouses and factories
- Today, suddenly, with AI and computer vision, we can build robots that move outside of factories and warehouse, while working safely in labor intensive complex industries areas like agriculture, construction, and beyond, where no one wants to work from dawn until dusk in 110 degree heat
- In short, we are on the precipice of tons of new autonomous robots tackling work outdoors
- AND, In this region, we have some of the best computer vision programs on the planet, we have a great group of local suppliers and talent, we have a culture of gritty get it done resilience, and a growing group of companies, including us at Burro, as well as Ghost, Exyn, Treeswift, Fort, and others
- Armed with this set of regional competitive advantages, we at Burro are building the autonomous future of work outdoors.

Given the region's strengths, it is imperative that we are competitive on a national and global scale. I have raised \$46 million from world class investors based in Silicon Valley, London, New York, and Chicago, Japan. and Boston. 99% of my capital has come from outside of PA. With this capital streaming into the state, we've added over 50 jobs alone within our company, ignoring our manufacturing and all the other partnering companies we work with. It is not easy raising capital, and tradeable net operating losses along the way would certainly have helped us (and other similar companies).

Today, we are hiring, we are selling, and we are growing at a faster and faster speed. This said, starting a company and driving rapid growth is insanely hard and as we and other robotics companies here grow, it is imperative that Bills like House Bill 2226 level the playing field for PA companies vs. others.

We are competing to win, on a global scale. The ability to monetize operating losses in high R&D spend years, in the same fashion that our competitors in other states can, will help us win further on a global stage, while building the high growth high impact companies that our community needs locally. I'd urge the committee to move HB 2226 forward to assist companies like ours in starting up, and growing, within the state - companies and communities win when they are well funded!