



**TEMPLE HEALTH AND BIOSCIENCE
ECONOMIC DEVELOPMENT DISTRICT
BOARD OF DIRECTORS MEETING
WEDNESDAY, August 23rd, 2017**

Minutes from the Board of Directors Meeting held on Wednesday, July 26th, 2017

The Temple Health and Bioscience Economic Development District Board of Directors conducted their regularly scheduled board meeting on Wednesday, July 26th, 2017, 5:00 pm in the Main Conference Room of the Temple Health and Bioscience District Facility located at 1802 South 1st Street, Temple, Texas.

Members Present:

Michael Norman, Vice Chair
Doug Streater, Secretary/Treasurer
Gregg Strasburger
John Kiella
Brian Reinhardt
Wendell Williams

Members Absent:

Thomas Baird, Chair

The agenda for this meeting was posted on the bulletin board of the Temple Health and Bioscience Economic Development District Facility in compliance with the Open Meetings Law.

The following is a summary of the proceedings of this meeting. It is not intended to be a verbatim translation.

1. Meet Lars Kuslich Texas A&M BME Intern and Srishti Mather Summer Intern.

Mr. Kuslich is in the Texas A&M Masters of Engineering and Regulatory Certificate Program. This internship is his last requirement prior to receiving his Master's degree in Biomedical Engineering. Mr. Kuslich is working with Dr. Dostal at the VA until December, 2017. He is designing an inexpensive, small vacuum controller to stretch cardiac cells. The controller currently on the market



retails for \$30,000 and Dr. Dostal and Mr. Kuslich believe it can be made better and for less money. Mr. Kuslich is from Dayton, Texas. He would like to enter the Medical Device field after graduation and hopefully stay here in Texas.

Ms. Mather is currently attending UT Dallas as an Undergrad. She is majoring in Neuroscience and Biology and interning this summer with Dr. Lee Shapiro at the MRB. Dr. Shapiro's lab's focus is on Neuro-inflammation and Epilepsy. Ms. Mather is working on a potential therapy to decrease or slow down the onset of epilepsy that is caused from Traumatic Brain Injury (TBI). Ms. Mather is a member of Phi Beta Lambda (leadership and business development association) and she received a national award last month in Washington D.C. Ms. Mather is originally from the Seattle Washington area. She came to this area due to her family transferring to Dallas.

Mr. Norman suggested that we could place the posters the students create from their internships on our walls at THBD. Ms. Annable thought that would be a great idea.

2. Approve the minutes of the June 28th, 2017 board meeting.

Motion by Mr. Kiella, second by Mr. Strasburger to approve the minutes from the June 28th, 2017 board meeting. Motion carried unanimously.

3. Approve the financial report for the nine-month period ending June 30th, 2017.

Mr. Streater gave a brief overview of the financial report. There are total assets of \$6,179,656 with the bulk representing \$4,081,997 in cash and deposit accounts. THBD also has a Property Tax Receivable of \$29,500 and a \$107,922 Note Receivable. There are Fixed Assets of \$1,950,329 and Total Liabilities of \$27,565. This yields a Net Equity of \$6,179,656. On the Profit and Loss Budget versus Actual, THBD has collected \$1,006,748 in Property Tax Revenue. Including Lab and Rental Income the Total Revenue is \$1,062,771. Total Expenses were \$552,726 (well under what was budgeted) with Ordinary Income of \$510,045. In addition, there was Interest Income of \$18,125, yielding a Net Income of \$528,061. THBD has collected 99.0% of the Property Tax owed. Mr. Streater asked what the \$25,000 check to Texas A&M was for and Ms. Annable replied it was the payment for the summer interns: 5 students at \$5,000 apiece.

Motion by Mr. Streater, second by Mr. Williams to approve the financial report for the nine-month period ending June 30th, 2017. Motion carried unanimously.



4. A) PUBLIC HEARING - Conduct a public hearing on the proposed 2017-2018 operating budget.

The public hearing was opened by Mr. Norman, then immediately closed due to lack of attendance by the public.

B) Discuss proposed tax rate and consider a motion scheduling the adoption of the proposed tax rate for August 23rd, 2017.

Ms. Annable reviewed the budget with the board. The Final Certified Tax Base has dropped to \$5,296,972,470 (\$15.2 million less than the prior estimate). To account for the difference in tax revenue (\$29,388), Ms. Annable reduced Salaries by \$27,000, increased the Interest Income by \$2,000, and increased the Building Revenue to \$388. The Proposed Tax Rate is \$0.01950/\$100 valuation, down from FY 2016-2017 rate of 0.02000/\$100 valuation. Mr. Williams pointed out the difference between the Ad Valorem Tax Collection (\$1,022,581) and the Proposed 2017-2018 Budget (\$1,112,350) consists of additional revenue that is collected by THBD (Delinquent Ad Valorem, Penalty and Interest –Ad Valorem Taxes, Building Revenue, and Interest Income).

Motion by Mr. Kiella, second by Mr. Streater to schedule the meeting to approve the adoption of proposed tax rate on August 23rd, 2017. Motion carried unanimously.

5. Social Media Update by Ashley Schlosser CEO of Live Out Loud PR.

Ms. Schlosser gave a comparison of online analytics between first quarter and second quarter 2017. THBD currently has a Twitter, Facebook, Instagram, and Linked In presence. There was a 67% increase of total impressions on Twitter compared to first quarter. Total impressions are “potential” eyes on the content. A potential impression means a tweet has been delivered to a Twitter account's timeline. Not everyone who receives a tweet will read it, but it's possible they could. There was a 20% increase in followers on Twitter but there are still only 71 followers. Ms. Schlosser proposes to increase paid advertising (\$25 to \$50 per month will go a long way) to help increase followers. Mr. Norman asked if this paid advertising could target Temple and Ms. Schlosser said yes and that she would also target the key markets in Texas. Ms. Schlosser recommended that the board should follow THBD on all social media platforms. THBD had a 90% increase in mentions on Twitter in the second quarter. The majority of mentions were from the conferences that THBD attended. Therefore the more



THBD is out doing events the more exposure will be generated on social media. Ms. Schlosser considers the engagement rate is the most important metric. THBD had 68 engagements at a 0.875% rate. This metric showcases “who” is reacting to our content. This rate is on par with not-for-profit industry standards. On Facebook, there is a 71% increase in impressions. This is due to paid advertising for the symposium in May. There is only a 1.1% increase in likes on Facebook. The future plans would be to track whether the posts on social media are generating people to look at our website and then call THBD. Mr. Strasburger wanted to know if we are currently tracking click through on the website. Ms. Schlosser responded that the goal for next quarter is to have Google Analytics in place on the website to monitor that activity. Mr. Norman noted that the board members should be liking and sharing THBD’s tweets and posts to increase impressions. Mr. Kiella requested that on the Board’s Bios in THBD’s website, there should be a link to access Board Member’s Linked In accounts. Mr. Kiella also stated that Linked In would be a better place to post since mostly professionals’ view that social media site. Ms. Schlosser said she would start working on posts to Ms. Annable’s Linked In page. Mr. Norman requested social media directions be written up for the board and Ms. Schlosser agreed to write them up.

6. Consider approval of budget line item transfers in FY 2017 budget.

Ms. Annable reminded the board that the accountants wanted the board to review the budget on a quarterly basis and make adjustments as needed. Therefore, Ms. Annable reviewed the items that needed to be increased and discussed what line items will decrease. Paid Media needs to be increased by \$2,000 (to pay for email blasts for July, August and September), Insurance by \$3,500 (includes Directors Liability Insurance and Workman’s Compensation), Intra-Governmental Expense by \$2,900 (Tax Collection Office), Bonds by \$25, and the Intern Program by \$7,500 (to pay for Mr. Kuslich-Graduate Intern). Lab Supplies Other will decrease by \$7,425, Office Equipment < \$5,000 by \$3,000. Biohazard Waste Disposal by \$2,000, and Telephone by \$3,500. A total of \$15,925 will be redistributed by these item transfers.

Motion by Mr. Williams, second by Mr. Streater to approve the budget line item transfers in FY 2017 budget. Motion carried unanimously.

7. Receive activity report from Tami Annable, Interim Executive Director



Ms. Annable gave an update on the Nanostring Grants. Amendments were prepared by Marsha Schiller-Lunde to extend the term of the Research Grants from August 31, 2017 to January 1, 2018 since the grants were not funded until December, 2017. All amendments have been signed and filed. Dr. DeMorrow stated that RNA is being extracted this week and Nanostring testing will begin next week. Dr. Meng stated that within the next 1-2 months his group will begin to use the Nanostring. Dr. Meng's technician is currently preparing the samples for RNA extraction. Dr. Taube has used the Nanostring 4 times in the month of July and has had good results. Dr. Taube will be publishing the data that was generated with the Nanostring and THBD will be acknowledged in the publication.

Ms. Annable discussed the July activity update. Paul Benton, Managing Director of ABHI, (Association of British Healthcare Industries: UK's leading medical technology industry association with a community of over 260 members) came for a tour of THBD accompanied by Mayor Danny Dunn, Dr. Avots-Avotins, Ms. Alicia Dunn and Mr. Wendell Williams. Ms. Aardra Chandra Mouli, Managing Director for Aeka Biochemicals Pvt. Ltd. From Trivandrum, India, came for a tour of THBD. Ms. Mouli represents a startup company that specializes in research, development and manufacture of microbial, biochemical and enzymatic bio-based products for application in environmental remediation. Mr. Charley Ayers was also present to give Ms. Mouli a tour of the surrounding area (Mr. Ayers and Ms. Annable met Ms. Mouli at Bio-International Convention in June). Ms. Annable and Mr. Quinn (SiMMo3D) interviewed with Emily Sierzchula from the "Tex Appeal Magazine" for the September 2017 Medical Issue. On July 27th a phone conference has been scheduled with Pawel Bochniarz from MIT Enterprise Forum Poland (Ms. Annable met Pawel at AUTM Conference in March). Pawel's company informs, connects and coaches Polish technology entrepreneurs-enabling them to rapidly transform ideas in world-changing companies.

The Office and Laboratory Income Spreadsheet was presented. There is an increase of \$1,850 from last month. A total of \$29,700 has been collected from Lease Funds. The Stratasys 3-D Printer has generated a revenue of \$9,657, the Leica Microscope generated \$5,928, and the Instron has generated an income of \$2,600, generating a total of \$47,885 total revenue for FY 2017. This is money that has been deposited into the THBD checking account.

There being no further business, Mr. Norman adjourned the meeting at approximately 5:51pm.

Transcribed by:

Tami Annable, THBD Interim Executive Director