



**TEMPLE HEALTH AND BIOSCIENCE
ECONOMIC DEVELOPMENT DISTRICT
BOARD OF DIRECTORS MEETING
WEDNESDAY, DECEMBER 6th, 2017**

Minutes from the Board of Directors Meeting held on Wednesday, November 1st, 2017

The Temple Health and Bioscience Economic Development District Board of Directors conducted their regularly scheduled board meeting on Wednesday, November 1st, 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:

Thomas Baird, Chair
Michael Norman, Vice Chair
Doug Streater, Secretary/Treasurer
Brian Reinhardt
Wendell Williams

Members Absent:

Gregg Strasburger
John Kiella

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. Approve the minutes of the September 20th, 2017 board meeting.

Motion by Mr. Williams, second by Mr. Norman to approve the minutes from the September 20th, 2017 board meeting. Motion carried unanimously.



2. Approve the financial report for the twelve-month period ending September 30th, 2017.

Mr. Streater gave a brief overview of the financial report. There are Total Assets of \$5,745,974 with the bulk representing \$3,890,611 in cash and deposit accounts. THBD also has a Property Tax Receivable of \$23,489 and a \$105,995 Note Receivable. There are Fixed Assets of \$1,701,618 and Total Liabilities of \$11,825. This yields a Net Equity of \$5,745,148. On the Profit and Loss Budget versus Actual, THBD has collected \$1,028,778 in Property Tax Revenue. Including Lab and Rental Income the Total Revenue is \$1,088,169. Total Expenses were \$1,002,964 (increase due to \$248,711 Depreciation) with Ordinary Income of \$85,204. In addition, there was Interest Income of \$24,915, yielding a Net Income of \$110,184. THBD has collected 99.88% of the Property Tax owed.

Motion by Mr. Streater, second by Mr. Reinhardt to approve the financial report for the twelve-month period ending September 30th, 2017. Motion carried unanimously.

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

Ms. Schlosser introduced the new member of her team, Kelsey Heitzmann, to the Board. Ms. Heitzmann will be assisting Ms. Schlosser with THBD's account. Ms. Schlosser recounted the analytics for the third quarter 2017. There was a 31% increase in followers on Twitter (93 followers) as well as a 3.6% increase of total impressions (amount of times someone will see the content). There was a 659% increase of potential audience reach (sum of our followers as well as their followers) on Twitter. On Instagram, there was a 67% increase of impressions from last quarter plus an increase of 13% in followers. Ms. Schlosser noted that THBD will start to do paid campaigns to increase the number of followers. In three months' time there has been 5,587 clicks on our Facebook page. 38% of those clicks were on photos, 12% were link clicks (articles, our site etc.), and 50% were other clicks which include liking the post or sharing the page etc. In total, there were 303 visits to our web site: 48% was direct typing of the URL, 41% was due to organic search (using key words etc.), 8.9% were referral visits (TEDC newsletter etc.), 1% was from social media, and email was 0.3% (our newsletters). Mr. Williams would like Ms. Schlosser to prepare a report comparing other startup organizations/incubators social media analytics to THBD. These analytics would be used as reference points. Ms. Schlosser will complete a competitor report for the next presentation.



- 4. Consider authorizing the Interim Executive Director to approve invoices up to \$4,999.**

Mr. Baird stated that this approval is for regular routine monthly bills and purchases.

Motion by Mr. Streater, second by Mr. Williams to authorize the Interim Executive Director to approve invoices up to \$4,999. Motion carried unanimously.

- 5. Consider adopting a resolution authorizing the Temple Health & Bioscience District to enter into an agreement with Brockway, Gersbach, Franklin, & Niemeier, PC for audit services for FY 2017.**

Motion by Mr. Streater, second by Mr. Reinhardt to enter into an agreement with Brockway, Gersbach, Franklin, & Niemeier, PC for audit services for FY 2017. Motion carried unanimously.

- 6. Consider adopting a resolution to renew the existing lease (for no more than 5 years) between Temple College and Temple Health & Bioscience District for the location at the Scott & White West Campus. In addition, authorize Mr. Baird or Mr. Williams or Mr. Norman to sign the lease.**

Mr. Baird reminded the Board that there was a collaboration between Temple School District, Scott and White, City of Temple, Temple College, and the Reinvestment Zone for the Temple Bioscience Institute (TBI). The original agreement was between Temple College, Scott and White, and the City of Temple. Mr. Williams stated that the Reinvestment Zone reimbursed Scott and White for the money spent to renovate the building. The lease was eventually assigned to THBD (THBD is the Leaser) by the Reinvestment Zone. Temple College paid THBD \$5,000 per month for the lease. After THBD received taxing authority from the Citizens of Temple, there was no desire to continue collecting money from the College. Therefore Temple College has not been required to make a rent payment for years. The current lease between Temple College and THBD is a 10 year lease and it is up for renewal. This lease has two-5 year renewals available. Temple College wants to continue with this lease and keep the program going at the TBI.



Motion by Mr. Williams, second by Mr. Streater to approve the renewal of the existing lease (for no more than 5 years) between Temple College and Temple Health & Bioscience District for the location at the Scott & White West Campus. In addition, authorize either Mr. Baird or Mr. Williams or Mr. Norman to sign the lease. Motion carried unanimously.

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

Ms. Annable gave a tenant update. SiMMo3D presented at the San Antonio Emerging Venture Pipeline Quarterly Luncheon which was hosted by the Texas Research & Technology Foundation and Velocity TX. SiMMo3D was also mentioned in the San Antonio Business Journal regarding this event. Mr. Williams questioned how many people were at this event and Ms. Schlosser replied a few hundred people. Mr. Quinn and Mr. Dodson attended the Mimics Innovation three day certification course to learn new and more efficient methods of creating organ models for physicians.

In regards to potential tenants, Ms. Annable updated the Board on news regarding Aardra Chandra Mouli (Aeka Pharmaceuticals). Ms. Mouli was chosen to be one of fifty inaugural members of the Future Leaders Connect which was held in the UK for nine days this past October. Future Leaders Connect offers its members the opportunity to be part of a long-term worldwide network of emerging policy leaders. Ms. Annable then introduced the Board to Advanced Scanners led by Jeff Levine and Aaron Bernstein. Advanced Scanners is a 3D High Resolution Surface Scanner start-up company currently located in Austin, Texas at the Capital Factory. Ms. Schlosser stated that the Capital Factory is the premier tech startup incubator. Mr. Levine and Mr. Bernstein are interested in becoming tenants within the next 6 months (contingent on the talent pool in Temple and funding). Mr. Levine sent THBD a job posting to distribute among the local colleges to hire two interns. Ms. Annable sent the job posting to the University of Mary Hardin-Baylor, Temple College, and Texas A&M in Killeen. Ms. Annable described the technology to the Board.

Ms. Annable and Ms. Schlosser attended the MedTech Conference in San Jose California (September 25-27). Ms. Schlosser gave her impressions of the conference to the Board. With over eighty contacts acquired, Ms. Annable stated that this conference was a very valuable conference to attend. Five of those contacts were direct contacts for THBD's tenant companies. Nine of the contacts were for THBD's new Lunch and Learn Program. Ms. Annable generated a contact with the National Institute of Health (NIH) which, in turn, generated a conference call which will generate a webinar for the VA, Baylor Scott & White as



well as our potential tenants. In addition, one contact is an excellent candidate for THBD's new advisory board.

Ms. Annable and Ms. Schlosser attended the Defense Innovation Summit October 3-5 in Tampa, Florida. This conference generated forty-eight contacts. Seven contacts were interested in a tour and more information (two of these contacts were start-up companies). Three contacts were generated for THBD's Lunch and Learn Program. Ms. Annable reconnected with Dr. Yusuf Cakmak, (THBD's potential tenant from Turkey). Dr. Cakmak updated Ms. Annable on the status of his company, Electronic Prescriptions. The Army is requiring additional testing for the device. The company that will be doing the additional testing for the device is located in San Francisco. Hence, there is no need to be in Temple until the Army renews its interest in the device. The attendees at this conference were not a good fit for THBD, therefore, Ms. Annable recommended that THBD not return to this conference in the future.

On October 6th, THBD hosted a Wine and Cheese Event for the researchers, students and guest speakers of the DDRC Symposium. Approximately thirty-five people attended and toured the facility. One speaker (from UC San Diego) would be happy to host a webinar for the Lunch and Learn Program.

Ms. Priscilla Smith, Bookkeeper, started this month at THBD. Ms. Smith completed two full days of training and she will be coming to the facility twice per month in the future. In December, however, Ms. Smith will only be at THBD once due to the holiday season.

The Office and Laboratory Income Spreadsheet was presented. These figures are for the new fiscal year. A total of \$7,650 has been collected from Lease Funds. The Stratasys 3-D Printer has generated a revenue of \$792, therefore generating a total of \$8,442 total revenue for FY 2017-2018. This is money that has been deposited into the THBD checking account.

There being no further business, Mr. Baird adjourned the meeting at approximately 5:57pm.

Transcribed by:
Tami Annable, THBD Interim Executive Director