



**TEMPLE HEALTH AND BIOSCIENCE
ECONOMIC DEVELOPMENT DISTRICT
BOARD OF DIRECTORS MEETING
WEDNESDAY, DECEMBER 5th, 2018**

***Minutes from the Board of Directors Meeting held on Wednesday,
October 24th, 2018***

The Temple Health and Bioscience Economic Development District Board of Directors conducted their regularly scheduled board meeting on Wednesday, October 24th, 2018, 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
Brian Reinhardt
Gregg Strasburger
John Kiella

Members Absent:

Doug Streater, Secretary/Treasurer
Wendell Williams

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 Welcome TISD Interns Eric Brown and Brianna Miles.

Ms. Miles is a senior at Temple High School. She plans to be a cardiovascular surgeon. The most important thing Ms. Miles has learned from THBD is to believe in yourself. Ms. Miles would like to go to UMHB or St. Edwards for college.

Mr. Brown is also a senior at Temple High School. He would like to go to the University of San Antonio and he wants to study entrepreneurship. The most



important thing that Mr. Brown has learned from his time at THBD is to network. Networking is everything. THBD has opened Mr. Brown's eyes to the unlimited opportunities that he can have as an entrepreneur.

2 Approve the minutes of the August 22nd, 2018 board meeting.

Motion by Mr. Strasburger, second by Mr. Reinhardt to approve the minutes of the August 22nd, 2018 board meeting. Motion carried unanimously.

3 Approve the minutes of the September 26th, 2018 board meeting.

Motion by Mr. Kiella, second by Mr. Reinhardt to approve the minutes of the September 26th, 2018 board meeting. Motion carried unanimously.

4 Approve the financial report for the twelve-month period ending September 30th, 2018.

Mr. Reinhardt gave a brief overview of the financial report. There are Total Assets of \$5,985,323 with the bulk representing \$4,310,813 in cash and deposit accounts. THBD also has a Property Tax Receivable of \$20,506 and a \$98,091 Note Receivable. There are Fixed Assets of \$1,491,749 and Total Liabilities of \$42,598. This yields a Net Equity of \$5,942,725. On the Profit and Loss Budget versus Actual, THBD has collected \$1,092,857 in Property Tax Revenue. Including Lab and Rental Income, the Total Revenue is \$1,149,007. Total Expenses were \$994,984 (including \$252,970 for depreciation) with Ordinary Income of \$154,022. In addition, there was Interest Income of \$36,235, yielding a Net Income of \$190,257. THBD has collected 101.19% of the Property Tax budgeted.

Motion by Mr. Reinhardt, second by Mr. Strasburger to approve the financial report for the twelve-month period ending September 31th, 2018. Motion carried unanimously.

5 Third Quarter Analytics Report for social media by Ashley Schlosser.

Ms. Schlosser gave an update on social media. There was a 9.4% increase in followers from Q2 on Twitter. Total impressions of 20,879 yielding a 5.7% increase. On Facebook, there was a 1.8% increase in likes and a 73.1% increase in average monthly impressions (1,511). Ms. Schlosser recommended that we boost a post once per month on Facebook to increase our followers. For



as little as \$25 per month would be beneficial to reach more followers. There were 42 posts to Instagram in Q3, which gave 3,643 Impressions and 164 followers (13.1% increase). LinkedIn had 1,327 total impressions over the quarter. There has been a big push to increase our presence on LinkedIn by adding postings to Ms. Annable's LinkedIn account in addition to THBD's account. Ms. Schlosser ended with a snapshot of the newsletters demonstrating the open rate.

6 Website update by Ashley Schlosser.

Ms. Schlosser gave a preview of the beta version for the new THBD website. This site is more robust than the previous site. There will be a calendar and a blog that will be updated bimonthly. Ms. Schlosser went thru all the tabs and talked to the board about updating their bio's and pictures. There is also a 360° tour of THBD. The site's address is: <https://thbd.liveoutloudpr.com/> Mr. Norman asked when will the site be released and Ms. Schlosser responded in a few weeks after Ms. Annable has had a chance to review the site.

7 Executive Session: Chapter 551, Government Code 551.087 Deliberation regarding Economic Development - The Board may enter into Executive Session to discuss specific initiatives and incentives regarding the continued development of the Temple Bioscience sector. No final action will be taken regarding this item.

The Board of Directors reserves the right to discuss any items in executive (closed) session whenever permitted by the Texas Open Meetings Act.

The Board went into Executive Session at 5:19pm and ended the session at 6:00pm. No action was taken.

8 Consider renewing the note for WashSense for a period of six months or longer to begin September 1st, 2018 for \$98,090.84 at 4% Interest.

Motion by Mr. Kiella, second by Mr. Strasburger to approve renewing the note for WashSense for a period of one year to begin September 1st, 2018 for \$98,090.84 at 4% interest. Motion carried unanimously.



9 Consider creating a line item for \$25,000 in the budget under Economic Development Incentive for Existing Tenant Development Program.

Motion by Mr. Kiella, second by Mr. Reinhardt to approve creating a line item for \$25,000 in the budget under Economic Development Incentive for Existing Tenant Development Program. Applications will be approved by a committee appointed by the Chairman. Motion carried unanimously.

10 Consider approving line item changes to the 2017-2018 Budget.

Take From these Line Items	Available Money	Add to these Line Items	Money Needed
60360 · Paid Media	\$210.46	60320 · Registration Fees	\$2,716.24
60310 · Travel Expenses	\$1,099.38	60330 · PR Services - Other	\$4,875.00
60350 · Meals	\$674.53	60340 · Printing/Copy/Props	\$73.57
60300 · Advertising/Marketing - Other	\$1,000.00		
61139 · Legal Counsel	\$10,000.00		
60530 · Personnel Benefits - Retirement	\$9,458.56	60540 · Personnel Health Insurance	\$739.63
60610 · Postage, Mailing Service - Other	\$669.22	60640 · Office Equipment < 5000	\$1,218.49
61139 · Legal Counsel	\$10,000.00	60611 · Shipping and Handling	\$230.24
60630 · Furniture < 5000	\$936.01	60660 · Computer Software	\$432.82
61139 · Legal Counsel	\$10,000.00	61143 · IT Support	\$1,112.53
		61137 · Consulting Expense	\$215.30
		61101 · Local and Long Distance	\$734.00
62411 · Bioscience Lecture Series	\$4,129.27	62412 · Bioscience Seminar Program	\$3,232.18
62432 · Research Grants	\$50,411.00	62431 · Economic Develop Incentive	\$80.00



61139 - Legal Counsel	\$10,000.00
61143 - IT Support	\$1,112.53
61137 - Consulting Expense	\$215.30
61101 - Local and Long Distance	\$734.00
60611 - Shipping and Handling	\$779.51
60320 - Registration Fees	\$4,680.44
Total from Legal Counsel	\$7,521.78

Motion by Mr. Strasburger, second by Mr. Reinhardt to approve the line item changes to the 2017-2018 Budget. Motion carried unanimously.

11 Consider renewal of nanoString service contract for a period of one year for \$19,000 or a three-year period for \$52,000 (a savings of \$5,000).

Motion by Mr. Reinhardt, second by Mr. Norman to approve the renewal of nanoString Service Contract for a period of one year for \$19,000. Motion carried unanimously.

12 Consider purchase of Stratasys J750 for \$223,900 with the trade in for THBD's existing Connex3 (\$126,000).

Motion by Mr. Strasburger, second by Mr. Reinhardt to approve the purchase of Stratasys J750 for \$223,900 with the trade-in for THBD's existing Connex3 (\$126,000). Motion carried unanimously.

13 Consider matching American Academy of Pediatrics grant to sponsor X11 Swan 2018 (Scott & White Annual Neonatal Conference) for \$2,500.

Motion by Mr. Norman, second by Mr. Strasburger to approve matching American Academy of Pediatrics grant to sponsor X11-Swan 2018 (Scott & White Neonatal Conference) for \$2,500. Motion carried unanimously.

14 Consider the approval of a 3% Salary Increase for Rodman Annable and a 5% Salary Increase for Tami Annable for the Fiscal Year 2018-2019.

Motion by Mr. Kiella, second by Mr. Reinhardt to approve a 3% Salary Increase for Rodman Annable and a 5% Salary Increase for Tami Annable for the Fiscal Year 2018-2019. Motion carried unanimously.



15 Consider the approval of a \$2,500 Bonus for Rodman Annable and a \$7,500 Bonus for Tami Annable for the Fiscal Year 2017-2018.

Motion by Mr. Norman, second by Mr. Kiella to approve a \$2,500 Bonus for Rodman Annable and a \$7,500 Bonus for Tami Annable for the Fiscal Year 2017-2018. Motion carried unanimously.

16 Receive activity report from Tami Annable, Executive Director.

September Activity Update:

Interns:

TISD Interns Brianna Miles and Eric Brown started August 13 & August 14th.

They will be here 15 hours per week for 36 weeks.

TBI Summer Intern George Robinson was asked to stay on and continue his internship with SiMMo3D.

Tenant Update:

-SiMMo3d's pilot study with St. David's Hospital will begin November 15th.

-Advanced Scanners will be a participant in the Demo Day for Texas Health Catalyst, the accelerator program at UT Austin's Dell Medical School on Tuesday November 8th.

-Emergent Technologies has hired a Temple part-time employee to help them with their research.

Potential Tenant Update:

-Orthomend: A startup company from Philadelphia, PA., recently acquired the exclusive license for novel absorbable bone fixation and regenerative repair technologies (dissolvable screw made of Nano-Diamonds) and plans to develop them for commercial use. Ms. Annable met Mr. Bruce Mullen (COO), at MedTech in Sept. and he is planning to come to Temple within the next 2 months. The two VP's of Manufacturing live in Austin and San Antonio.

-NeuEsse: Mr. Mullen has a second startup company. Artificial skin made from soybean. This application would be used for bedsores, diabetic wounds, cancer sores, etc.

Operations Update:



-Mr. Skip Carruth (IT Provider): Gave our tenants an update on our wireless security. THBD has an excellent firewall to prevent outside attacks, but there is no internal security.

Update: For \$1,779.14 we were able to upgrade our existing system. This includes Open Mesh Access Points, Installation, Firewall with VLAN to support multiple tenants, access points with SSID's for guests, private and tenant networks, and labor.

Off Site Meetings and Tours:

-P20: (Area ISD's, Colleges, Texas Workforce, and BS&W etc. attended the meeting)

-Texas Health CoLab: Tour of Dell Medical School's hub for product innovation and entrepreneurship.

-Dr. Heidi DiFrancesca: Dean of Natural Sciences at UMHB.

-Stratasys Direct: Tour of the Facility in Belton.

-Career Day at Texas A&M Killeen: THBD's booth was staffed by Mr. Annable.

Tours:

Dr. Robert Cortes: Advanced Life Cycle Management

Rachel Hoskins: US Army

Laura Walden: US Army (will be our direct contact)

Conferences:

MedTech Conference: Attended from 9/24/18-9/26/18. THBD collected 98 contacts and spoke with 23 startups. This was the best conference to date. Live Out Loud PR set up two media interviews. The media interview with Reed Miller is available on line as a sound byte. Go to 5:28 minute mark on the audio link: <https://soundcloud.com/pharmaintelligence/device-week-oct-5-2018-everybody-wants-medtech-in-their-backyard>

Lunch & Learn Webinar:

The topic for the October webinar is "Five Productive Hacks to Launching New Products". Mr. Spencer Parikh, CEO and Founder of EntraPoint and Ms. Rebecca Knuth, CEO and Founder of Splurge will give the seminar from 12:00pm to 1:00pm at THBD on October 30th, 2018.



Dell Medical School's Monthly Learning Series:

The topic for the October learning series is "Clinical Research: Where to Begin". Lisa Jackson, JD, RN, will present on Thursday October 25th from 3:00 to 5:00pm. THBD will have a live feed of this event.

Office and Laboratory Income Spreadsheet:

FY 2017-2018: A total of \$34,771 has been collected from Lease Funds. The Leica Microscope has generated a revenue of \$5,643, the Stratasys 3-D Printer has generated a revenue of \$4,906 therefore generating a total of \$45,359 total revenue for FY 2017-2018. This is an increase of \$5,608 over September 2018. This revenue is money that has been deposited into the THBD checking account.

FY 2018-2019: A total of \$6,200 has been collected from Lease Funds. The Leica Microscope has generated a revenue of \$390, the Stratasys 3-D Printer has generated a revenue of \$1,269 therefore generating a total of \$7,859 total revenue for FY 2017-2018. This revenue is money that has been deposited into the THBD checking account.

There being no further business, Mr. Baird adjourned the meeting at approximately 6:18pm.

Transcribed by:

Tami Annable, THBD Interim Executive Director