

MINUTES

Whitewater University Technology Park

Board of Directors Meeting

Wednesday, May 27, 2015

Whitewater University Technology Park Innovation Center

1221 Innovation Drive, Whitewater, WI 53190

PRESENT: Richard Telfer, Jessica Bonjour, Kevin Brunner, Ronald "Bud" Gayhart, Cameron Clapper, John Chenoweth, Richard Moyse, Nate Parrish, and Crystal Singer

EXCUSED: Jeff Knight

GUESTS: Beverly Kopper, Sara Amiri, Derek D'Auria, Pat Cannon, Mark Johnson, and Roger Gerndt

1. **Call to Order:** With a Quorum present, Telfer called the meeting to order at 8:03 am.
2. **Guest Speaker:** Johnson introduced Sara Amiri of Blackthorne for a status report. Amiri stated that Blackthorne was the first private tenant in the Innovation Center. They have two main groups; data analytics, and business/systems analytics. They are on year 4 of their initial 5 year plan. Blackthorne systems was started by Patrick Monahan in his basement, then introduced and partnered with Peter Layton. Amiri showed a prototype of their "Cube", a visual 3D representation of their strategy. Blackthorne Capital Management is the money generating unit of Blackthorne. Their edge is cost, size, and time to market – all which they feel are more advanced and nimble than other firms in Chicago. They had been using "inside" money, but just announced that they have accepted their first "outside" money. Amiri spoke of the great relationship built with UWW, including collaboration with students, professors, and fellowship programs. Projects include an IT audit, HR, business analysis, co-integration with math and physics departments, summer institutes, and analytics training. Their Global Research Network is still growing. Received the 2014 WCEDA Business Innovation Award. Their goal now is to attract new outside investors.
3. **Approval of Minutes of April 22, 2015 Meeting:** Chenoweth/Moyse moved to approve the April meeting minutes as presented. The motion was approved by a unanimous vote.
4. **Review/Acceptance of April 2015 Financial Reports:** Gayhart/Clapper moved to approve the March 2015 Financial Reports. Clapper noted there was nothing unusual. Rents are not current, but they are on top of the situation. The motion was approved by a unanimous vote.
5. **Director's Report:** Johnson reported that as part of staying "Green", they have bought new reusable WUTP coffee mugs for Board, and other meetings. They will also be used as handouts as needed. Also handed out new WUTP name tags for the Board members.

Johnson stated that in room 218, with SOLOMO, Meeper, and mobile Mesh Games moving out, there has been an opportunity to lease out portions of that suite. Professors Chuck Schmidt and John DeGraff have

leased two of the spaces, with Dave Riemer interested in expanding and taking more. With SOLOMO and Co. moving out, it was made aware that there are no procedures for something like this in place, or who has the authority to approve lease agreements. Telfer stated that the CDA owns the building, but the MOU says that UW-Whitewater has been given the authority to run the building. Someone getting out of their lease should probably be the responsibility of UW-Whitewater, not the CDA's, especially if something quick needs to happen. He suggested that maybe it goes to the committee that approves the tenants in the first place, but thought that they shouldn't need to get signatures of each of the three entities for something like this to occur. Would like to have better procedures in place before the next situation occurs. Moyses asked if the CDA seed fund agreement is affected when tenants move out. Cannon stated that as long as they stay in the City everything is good. He stated the CDA currently does sign the lease and should also sign off, but that this can be done through a mutual agreement. Telfer stated that the Board is a flat enough group and should have no problem handling this. Moyses asked about the possibility of moving to a three-year lease agreement. Telfer stated no, that they'd like to keep the flexibility, but maybe this needs to be written into their leases. Moyses asked if there was a sliding scale. Telfer stated that each lease is negotiated separately. Cannon asked if the Board would take action on those situations. Telfer stated that the committee should take care of that. That the committee should be deputized to do that. Parrish asked to clarify that the committee can currently negotiate the leases coming in, but not going out? Telfer stated yes, but that now they want to streamline and formalize the procedures. Cannon stated again that the CDA still needs to sign off as owners of the leases. Telfer stated that he would like to have something in place by the June Board meeting. Chenoweth asked if the CDA should really be signing the lease that maybe the Board and/or committee should take care of it. Telfer asked Johnson to look into the MOU for the next meeting.

Johnson gave a tour to Alpha group. The group was curious as to what went on in the Innovation Center, thought it may be some type of "Manhattan Project" occurring, somewhat in jest. To help the community become more aware of what happens in the Innovation Center, they will be holding a community-wide Open House on June 25th from 3-6 pm.

Telfer reported that all five of the chancellor candidates were welcomed with a reception at the Innovation Center. The Board of Regents will be here later in the fall for one of their meetings. Brunner stated that they should reach out to area CDA groups to hold events here.

Johnson stated that they will be adding mailboxes to accommodate the influx of tenants. He also stated that the Tallgrass prairie restoration project is coming along good.

Brunner/Bonjour moved to approve the Director's Report. The motion was approved by a unanimous vote.

6. Development of Workforce Development Funding/Partnership: Johnson reported that the Workforce Development will be holding a presentation on their Fast Forward grant program on Friday June 5th at the Innovation Center. Blackthorne is helping out, as they have received a grant for their summer institute training.

7. D.O.T. Highway 12 expansion: Telfer and Cannon stated that the Highway 12 bypass meeting that was held was considered a success, as there were more chairs than people. Many of the people in attendance were lobbying for the red line" route, but there currently is no money for that. Nobody was opposed to improving roads, but they were worried about the potential loss of houses and businesses on

the various routes. Moyses stated that it was a positive meeting that no one came in with chips on their shoulders. Cannon stated that the DOT was pleased with the positive attitude of the meeting.

8. **Adjourn to Closed Session** per Wisconsin Statute §19.85(1)(e) "Deliberating or negotiating the purchasing of public properties, the investing of public funds, or conducting other specified public business, whenever competitive or bargaining reasons require a closed session."

Gayhart/Singer moved to enter into closed session. Telfer called for a roll call vote to enter into closed session.

Bonjour: Aye; Brunner: Aye; Chenoweth: Aye; Clapper: Aye; Gayhart: Aye; Moyses: Aye; Parrish: Aye; Singer: Aye; Telfer: Aye. The motion passed unanimously, and the Board went into Closed Session. Items discussed:

- A. **Update on Prospective Clients/Tenants:**
Cannon, Gayhart, and Johnson gave updates on prospective clients and tenants.
- B. **Technology Park Development Update:**
Cannon, Gayhart, and Johnson gave update on the Technology Park development.
- C. **Permanent Tech Park Director Search:**
Board members discussed the Tech Park Director search.

Parrish/Brunner moved to return to open session with the intent/option to take action. Telfer called for a roll call vote to return to open session.

Bonjour: Aye; Brunner: Aye; Chenoweth: Aye; Clapper: Aye; Gayhart: Aye; Moyses: Aye; Parrish: Aye; Singer: Aye; Telfer: Aye. The motion passed unanimously. The Board returned to open session with the intent/option to take action.

9. **Future Agenda Items:** Update to lease procedures.

10. **Future Meeting Dates:** June 17th, July 29th, August 26th, September 30th, October 28th, November 18th, and December 23rd.

11. **Adjournment:** Singer/Parrish moved to adjourn. The meeting was adjourned at 9:04 am.

Respectively submitted,
Roger Gerndt for Cameron Clapper
Secretary of the Whitewater University Technology Park Board