

**MINUTES OF THE MEETING
OF THE ENTREPRENEURSHIP COMMITTEE
OF THE BOARD OF DIRECTORS OF
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

December 9, 2014

The Chairperson, John Thompson, convened a meeting of the Entrepreneurship Committee (the "Committee") of the Board of Directors of the Indiana Economic Development Corporation (the "IEDC") at 1:45 p.m. on Tuesday, December 9, 2014, at 3939 Priority Way South Drive, #400, Indianapolis, IN 46240.

COMMITTEE MEMBERS PRESENT: Kip Tom
John Thompson
Rick Johnson

COMMITTEE MEMBERS ABSENT: Angela Braly
Dane Miller

STAFF PRESENT: Eric Doden
Stephen Akard
Matt Tuohy
Ian Steff

OTHERS PRESENT: Ting Gootee
Phil Lodato
Jonathon Fruchte

WELCOME

The Chairperson John Thompson called the meeting to order, recognized the presence of a quorum, and noted conformance with the State Open Door laws and the importance of not exposing confidential information contained in the proposals upon which the recommended investments are based.

APPROVAL OF THE SEPTEMBER 18, 2014 MEETING MINUTES

Mr. Tom moved for approval of the minutes of the September 18, 2014 meeting of the Committee; Mr. Johnson seconded; and the motion passed unanimously, as amended.

PRESENTATION OF 21ST CENTURY RESEARCH & TECHNOLOGY FUND APPLICATIONS

Ting Gootee, Chief Investment Officer of Elevate Ventures, made a summary presentation of the following project(s) to the Committee for consideration. Ms. Gootee noted that the applicant has submitted the information and documentation required under the Fund's investment policy and procedures, and that the project conforms with the Fund's goals and objectives and that the staff of the IEDC and of Elevate Ventures, as well as external reviewers, as applicable, have recommended each project to the Committee for approval.

Confluence Pharmaceuticals
Indianapolis, IN

Confluence is developing a novel therapeutic medication to treat and improve the core social and communication impairments of individuals suffering from Autism Spectrum Disorders (ASD) and Fragile X Syndrome (FXS). No therapeutic medication exists today to meet this large and growing need in either disorder. Foresight Science estimates the global addressable market for this treatment to exceed \$13.2 billion annually. The company's goal is to repurpose and reformulate Acamprosate for two new indicated diseases, FXS and ASD. The potential success of this therapeutic drug, along with early diagnosis and intervention, could improve the patient's quality of life and reduce the cost of life-long care by two-thirds.

Mr. Johnson moved for approval of up to \$2,000,000 investment, based upon the company raising at least \$2,000,000 in private capital, and meeting other pre-determined contingent requirements to the satisfaction of the IEDC and Elevate Ventures, as specified in the investment recommendation; Mr. Tom seconded; and the motion passed unanimously.

Healthiest Employer
Fishers, IN

Healthiest Employer provides revolutionary insight into managing population health for large enterprises. It does this by providing insights, tools and benchmarks for employee health and productivity. The company's easy-to-use SaaS platform, called Springbuk, unifies complex data to help employers uncover real-dollar opportunities to improve productivity and lower healthcare costs. In 2013, employers spent nearly \$2B on screenings and health risk assessments with little to no way to measure a credible return. Springbuk not only measures the effectiveness of wellness initiatives, it specifically identifies hard-dollar opportunities.

IEDC President Eric Doden disclosed that he has a separate business relationship with one of the investors in Healthiest Employer, distinct from and independent of the investment in Healthiest Employer. Neither Mr. Doden nor any member of his immediate family has a financial interest in Healthiest Employer as delineated in state conflict of interest rules. Nonetheless, out of an abundance of caution, Mr. Doden voluntarily recused himself from any discussion or deliberations specific to Healthiest Employer.

Mr. Tom moved for approval of up to \$500,000 investment, based upon the company raising at least \$1,000,000 in private capital, and meeting other pre-determined contingent requirements to the satisfaction of the IEDC and Elevate Ventures, as specified in the investment recommendation; Mr. Johnson seconded; and the motion passed unanimously.

Sound Decision, d/b/a CloudOne Corporation
Indianapolis, IN

CloudOne is a unique and fast-growing IBM Business Partner. It was created specifically to be the on-ramp for IBM Rational customers to the cloud, software-as-a-service and managed development operations. The company relocated to Indiana from Illinois as a result of 21 Fund earlier investments in 2012 and has been growing steadily since then. Plymouth Ventures, a venture capital firm, recently issued a term sheet for \$4.5 million growth capital round. The capital will be used to primarily build out the company's cloud infrastructure and related platform to onboard more software vendors and implementation service providers, both through continued IBM partnership and through direct customer acquisition efforts. This will further diversify company's customer and partnership base and position the company for an eventual acquisition.

Mr. Johnson moved for approval of up to \$800,000 investment, based upon the company raising at least \$3,700,000 in private capital, and meeting other pre-determined contingent requirements to the

satisfaction of the IEDC and Elevate Ventures, as specified in the investment recommendation; Mr. Tom seconded; and the motion passed unanimously.

GENERAL MATTERS

Matt Tuohy, 21 Fund Program Manager of the IEDC, presented three Seed Fund Co-Investment Program qualified manager candidates based on an independent review by state agency representatives under the amended Seed Fund Request for Proposals ("RFP") for the utilization of certain investment dollars under the State Small Business Credit Initiative ("SSBCI"). The 14-SSBCI-1 RFP was approved at the June 26, 2014 Committee meeting, and the objectives are to encourage private investment in Indiana-based companies and to accelerate the deployment of SSBCI dollars – *Mr. Tom moved for approval of two qualified managers; Mr. Johnson seconded; and the motion passed unanimously.*

Ting Gootee, Chief Investment Officers of Elevate Ventures, presented for review a summary of the first ten Elevate Purdue Foundry Fund ("EPFF") Black Awardees approved at the December 1, 2014 EPFF Investment Committee meeting and a summary of 2014 SBIR/STTR Phase I Matching Awardees.

ADJOURNMENT

Chairperson Thompson thanked the Committee, and adjourned the meeting at 2:00 p.m.

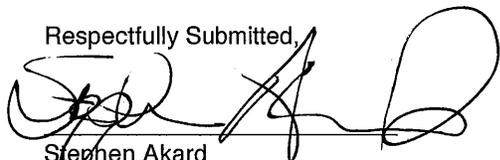
EXECUTIVE SESSION

The Chairperson called an executive session of the meeting to order, and the executive session was held to discuss confidential pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records and circumstances classified as confidential by state or federal statute, IC 5-14-1.5-6.1(b)(4) and (7). No subject matter was discussed in the executive session other than the subject matter specified in the public notice.

Attachments:

1. Public meeting notice of the December 9, 2014 Board meeting
2. The meeting agenda dated December 9, 2014

Respectfully Submitted,


Stephen Akard
Chief of Staff
Indiana Economic Development Corporation

Approved,


John Thompson
Chairperson



**NOTICE OF A MEETING OF THE
ENTREPRENEURSHIP COMMITTEE
OF THE BOARD OF DIRECTORS OF
THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

AND

**NOTICE OF EXECUTIVE SESSION OF THE ENTREPRENEURSHIP COMMITTEE OF THE
BOARD OF DIRECTORS OF THE INDIANA ECONOMIC DEVELOPMENT CORPORATION**

Notice is hereby given that the Entrepreneurship Committee of the Board of Directors of the Indiana Economic Development Corporation will hold a public meeting on Tuesday, December 9, 2014, commencing at 1:45p.m. Eastern Time at 3939 Priority Way South Drive, #400, Indianapolis, IN 46240.

Prior thereto, the Entrepreneurship Committee of the Indiana Economic Development Corporation will hold an executive session on Tuesday, December 9, 2014, commencing at 1:00p.m. Eastern Time at 3939 Priority Way South Drive, #400, Indianapolis, IN 46240, for consideration of confidential pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records or circumstances classified as confidential by state or federal statute, IC. 5-14-1.5-6.1(b)(4) and (7).



**Indiana Economic Development Corporation
Entrepreneurship Committee Meeting
Public Session Agenda
December 9, 2014 (1:45p.m. - 2:00p.m.)**

- I. Call to Order – Chairperson John Thompson
 - Recognition of a quorum
 - Recognition of staff and of executive and public session procedures
 - Reminder to avoid discussion of proprietary IP in the forum

- II. Approval of September 18, 2014 Minutes – Chairperson John Thompson

- III. Investment Recommendations
 - Confluence Pharmaceuticals
 - Healthiest Employer
 - CloudOne
 - Sword Diagnostics

- IV. Program Management
 - SSBCI Seed Fund RFP
 - Investment Programs Update
 - SBIR/STTR Program Update
 - Elevate Purdue Foundry Fund Update

- V. Adjournment – Public Session

**Executive Session
(1:00p.m. - 1:45p.m.)**

An executive session is called for consideration of pending incentive requests made to the State of Indiana by industrial or commercial prospects (confidential proposals in progress) and discussion of records and circumstances classified as confidential by state and federal statute, IC. 5-14-1.5-6.1(b)(4) and (7).