

**Technology Commercialization Committee  
Meeting Minutes  
Iowa Economic Development Authority  
200 East Grand Avenue  
Des Moines, Iowa  
September 12, 2019  
9:30 a.m.**

**COMMITTEE MEMBERS PRESENT:**

Rich Hichwa	Pankaj Monga	Emily Harris
Kathy Zehr	Hank Norem	Davin Hills

**OTHERS PRESENT:**

Rita Grimm, IEDA	Kerri Yost, IEDA	Liz Keehner, VentureNet
Katie Rockey, IEDA	Gail Kotval, IEDA	Mallory Stanek, VentureNet
Paul Stueckardt, IEDA	Adrienne Greenwald, VentureNet	Anne Price, Iowa Innovation Corporation
Vicky Clinkscales, IEDA		

**CALL TO ORDER**

TCC Chair Kathy Zehr called to order the meeting of the Technology Commercialization Committee (TCC) of the Iowa Economic Development Authority at 9:35 a.m. A quorum of the TCC was established with the following members present: Emily Harris, Pankaj Monga, Kathy Zehr, Hank Norem, Rich Hichwa, and Davin Hills.

**Approval of Minutes – July 11, 2019 TCC Meeting Minutes**

**MOTION:** Rich Hichwa moved approval of the minutes of the July 11, 2019 TCC meeting, seconded by Davin Hills. Motion carried unanimously.

**Public Comment**

No comments were made.

**SBIR/STTR Outreach Program Requests**

Geminii, Inc.	Cellular Engineering Technologies, Inc.
Gross-Wen Technologies, Inc.	SwineTech, Inc.
Big Data in a Box	iotaMotion
Parametric Studio, Inc.	Theion Agriculture – USDA Project
Predelix Medical, LLC	Theion Agriculture – NSF Project
NeoVaxSyn, Inc. – NIH (SBIR) Project	Viewpoint Molecular Targeting
NeoVaxSyn, Inc. – NIH (STTR) Project	

**MOTION:** Rich Hichwa moved that the TCC recommend that the IEDA Board award up to \$50,000 to each of the businesses listed above, \$25,000 upon receipt of a SBIR/STTR award and \$25,000 upon submission of a Phase II proposal during the 12-month period after the date of IEDA Board approval, seconded by Davin Hills. Motion carried unanimously.

Emily Harris disclosed that she has a conflict of interest, necessitating that she recuse herself from discussion and action regarding MTI BioTech, and exited the meeting. A copy of the notice of conflict is attached to these minutes.

### **MTI BioTech**

**MOTION:** Rich Hichwa moved that the TCC recommend that the IEDA Board award up to \$50,000 to MTI BioTech, \$25,000 upon receipt of a SBIR/STTR award and \$25,000 upon submission of a Phase II proposal during the 12-month period after the date of IEDA Board approval, seconded by Davin Hills. Motion carried unanimously of all members present.

Emily Harris returned to the meeting.

### **Closed Session**

#### **MOTION:**

Rich Hichwa moved that the TCC go into closed session at 10:02 a.m. pursuant to *Iowa Code* sections 21.5(1)a, 15.118, 22.7.3, and 22.7.6 to review and discuss records IEDA is required to treat as confidential under Iowa law. The motion was seconded by Davin Hills. Roll call vote was taken. Motion carried unanimously.

TCC members present for closed session – Rich Hichwa, Pankaj Monga, Hank Norem, Emily Harris, Davin Hills, and Kathy Zehr. Others present during closed session: IEDA - Rita Grimm, Katie Rockey, Paul Stueckradt, Gail Kotval, and Kerri Yost; VentureNet Iowa – Adrienne Greenwald, Liz Keehner and Mallory Stanek; and Iowa Innovation Corporation - Anne Price.

Mitchell Hora and Kyle Anderson of Continuum Ag entered the meeting at 10:04 a.m. and exited at 10:24 a.m.

Gail Kotval exited the meeting at 10:24 a.m. and returned at 10:26 a.m.

Jackson Kimle and John Kalen of Kimle Aquaculture entered the meeting at 10:31 a.m. and exited at 10:45 a.m.

Paul Stueckradt and Kerri Yost exited the meeting at 10:45 a.m. and returned at 10:47 a.m.

Anne Price exited the meeting at 11:00 a.m. and returned at 11:02 a.m.

Gail Kotval exited the meeting at 11:04 a.m. and returned at 11:06 a.m.

Rita Grimm exited the meeting at 11:06 a.m. and returned at 11:08

Pankaj Monga exited the meeting at 11:06 a.m. and returned at 11.09

Zach Kowalik of Original Appearance Manufacturing entered the meeting at 11:07 a.m. and exited at 11:20 a.m.

Gail Kotval exited the meeting at 11:20 a.m. and returned at 11:23 a.m.

Katie Rockey exited the meeting at 11:26 a.m. and returned at 11:28 a.m.

Craig Steen of JBI Distributors entered the meeting at 11:27 a.m. and exited at 11:50 a.m.

Gail Kotval exited the meeting at 11:46 a.m. and returned at 11:51 a.m.

Rita Grimm exited the meeting at 11:49 a.m. and returned at 11:57 a.m.  
Kerri Yost exited the meeting at 11:51 a.m. and returned at 11:52 a.m.  
Katie Rockey exited the meeting at 11:53 a.m. and returned at 11:54 a.m.  
Gail Kotval exited the meeting at 11:57 a.m. and returned at 12:00 p.m.

TCC Chair Kathy Zehr announced a break from 11:58 a.m. to 12:03 p.m.

Frank Maher, Mike Seiler, Larry Young, and John Kalen of G KAT entered the meeting at 12:13 p.m. and exited at 12:46 p.m.

Gail Kotval exited the meeting at 12:14 p.m. and returned at 12:16 p.m.

Hank Norem disclosed that he has a conflict of interest, necessitating that he recuse himself from discussion and action regarding G KAT, and exited the meeting at 12:49 p.m. A copy of the notice of conflict is attached to these minutes

### **Open Session**

**MOTION:** Rich Hichwa moved that the TCC go back into open session at 12:58 p.m., seconded by Emily Harris. Hank Norem was not present when the vote was taken. Motion carried unanimously of all members present.

### **G KAT – Des Moines**

**MOTION:** Pankaj Monga moved that the TCC recommend that the Iowa Economic Development Authority Board approve a \$250,000 Innovation Acceleration Propel award to be repaid through loan payments with terms as follows: the award amount paid back at an interest rate of 3%, a 5-year loan term, and a 6-month deferral, with release of funds contingent upon submission of a revised application with G KAT and A-TEC as co-applicants and corecipients responsible for repayment of the loan, seconded by Rich Hichwa. Roll call vote was taken. Hank Norem was not present when the vote was taken. Motion carried unanimously of all members present.

Hank Norem returned to the meeting.

### **Continuum Ag – Washington**

**MOTION:** Hank Norem moved that the TCC recommend that the Iowa Economic Development Authority Board approve a \$25,000 Proof of Commercial Relevance (POCR) award to be repaid through royalty payments with terms as follows: repayment amount is \$25,000 paid back at 3% of total gross revenue for a calendar year with each payment due June 1 of the following calendar year, seconded by Davin Hills. Roll call vote was taken. Motion carried unanimously

### **Kimle Aquaculture – Ames**

**MOTION:** Emily Harris moved that the TCC recommend that the Iowa Economic Development Authority Board approve a \$100,000 Demonstration Fund award to be repaid through royalty payments with terms as follows: repayment amount is 1.33 times the award amount paid back at 3% of total gross revenue for a calendar year with each payment due June 1 of the following calendar year, with release of funds contingent upon providing satisfactory documentation that

the business has raised \$900,000, seconded by Pankaj Monga. Roll call vote was taken. Motion carried unanimously.

**Original Appearance Manufacturing – Ames**

**MOTION:** Hank Norem moved that the TCC recommend that the Iowa Economic Development Authority Board approve a \$100,000 Demonstration Fund award to be repaid through loan payments with terms as follows: the award amount paid back at an interest rate of 3%, a 5-year loan term, and a 6-month deferral, seconded by Rich Hichwa. Roll call vote was taken. Motion carried unanimously.

**JBI Distributors – Red Oak**

**MOTION:** Rich Hichwa moved that the TCC recommend that the Iowa Economic Development Authority Board approve a \$100,000 Demonstration Fund award to be repaid through royalty payments with terms as follows: repayment amount is 1.33 times the award amount paid back at 3% of total gross revenue for a calendar year with each payment due June 1 of the following calendar year, seconded by Davin Hills. Roll call vote was taken. Motion carried unanimously.

**Closed Session**

**MOTION:** Davin Hills moved that the TCC go into closed session at 1:14 p.m. pursuant to *Iowa Code* sections 21.5(1)a, 15.118, 22.7.3, and 22.7.6 to review and discuss records IEDA is required to treat as confidential under Iowa law. The motion was seconded by Hank Norem. Roll call vote was taken. Motion carried unanimously.

Jerry Handsaker and Harry Aller of Innovative Lighting entered the meeting at 1:21 p.m. and exited at 1:38 p.m.

The TCC Committee called Benjamin Rempe of LenderClose at 1:44 p.m. and ended the call at 1:49 p.m.

The TCC Committee attempted to call David Schwindt of L8NT at 1:52 p.m. but was unsuccessful.

**Open Session**

**MOTION:** Davin Hills moved that the TCC go back into open session at 1:54 p.m., seconded by Hank Norem. Motion carried unanimously.

**Innovative Lighting – Roland**

**MOTION:** Davin Hills moved that the TCC recommend that the Iowa Economic Development Authority Board deny the request for a second 12-month deferral of the balloon payment and approve re-amortizing the amount remaining to be paid over 24 months at 3% interest, seconded by Emily Harris. Roll call vote was taken. Motion carried unanimously.

**LenderClose – West Des Moines**

**MOTION:** Emily Harris moved that the TCC recommend that the Iowa Economic Development Authority Board deny the request to reduce the repayment amount from 1.33% of the award and approve the request to cap the annual repayment amount at the lesser of 3% of gross revenue for

a calendar year or \$23,250 on a semi-annual basis, with no change to other terms, seconded by Davin Hills. Roll call vote was taken. Motion carried unanimously.

**L8NT – Iowa City**

**MOTION:** Rich Hichwa moved that the TCC recommend that the Iowa Economic Development Authority Board approve the request for a 6-month deferral of payments, seconded by Emily Harris. Roll call vote was taken. Motion carried unanimously.


**Next Meeting**

The next meeting of the Technology Commercialization Committee is scheduled for November 7, 2019 at 9:30 a.m.

**ADJOURNMENT**

There being no further business at the meeting of the Technology Commercialization Committee, meeting adjourned at 1:57 p.m.

Respectfully submitted,  
Kerri Yost, Board Secretary

  
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Gail Kotval  
Board Administrator

  
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Kathy Zehr  
TCC Chair

## Kerri Yost

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**From:** Emily Harris <Harris@mti-hmb.com>  
**Sent:** Monday, November 18, 2019 7:36 AM  
**To:** Kerri Yost  
**Subject:** RE. September TCC Meeting-Recusal

Hi Kerri,  
I recused myself regarding MTI Biotech because I am employed by and serve as General Counsel for MTI Biotech.  
Thanks,  
Emily

Emily E. Harris  
General Counsel  
Metabolic Technologies Inc.  
2711 South Loop Drive  
Suite 4400  
Ames, IA 50010  
[harris@mti-hmb.com](mailto:harris@mti-hmb.com)  
515-296-3557

**From:** Kerri Yost [mailto:Kerri.Yost@IowaEDA.com]  
**Sent:** Thursday, November 14, 2019 9:39 AM  
**To:** harris@mti-hmb.com  
**Subject:** September TCC Meeting-Recusal

Emily,

I am publicly posting the minutes from our September TCC meeting, which were approved at our last meeting. You had to recuse yourself from discussion regarding MTI BioTech during the SBIR/STTR portion of that meeting. Can you please respond to this email with the basis of your recusal, so I can attach to the minutes? Thanks!

Kerri

**Kerri Yost** | Program Manager/Internship Programs, Innovation Team



IOWA ECONOMIC DEVELOPMENT AUTHORITY  
200 East Grand Avenue | Des Moines, Iowa 50309  
PH 515 348 6199  
[kerri.yost@iowaeda.com](mailto:kerri.yost@iowaeda.com)

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**Note: Starting on December 9, 2019, the mailing address of the Iowa Economic Development Authority will be changing to:**

**1963 Bell Avenue, Suite 200  
Des Moines, IA 50315**

*Please update your address book accordingly.*

## Kerri Yost

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**From:** Rita Grimm  
**Sent:** Thursday, September 12, 2019 2:08 PM  
**To:** Hank Norem  
**Cc:** Kerri Yost; Kathy zehr, Gail Kotval  
**Subject:** RE. TCC Meeting - September 12th (G KAT)

Hank:  
Since the application will be restructured to include A TEC, with which Ramco does business and the likelihood that your business would benefit if an award is made, it is necessary for you to recuse. Kerri will attach this email to the minutes. You need not respond further, since you recused yourself from the meeting.  
Thank you

**Rita C. Grimm** | COO/Chief Counsel



**IOWA ECONOMIC DEVELOPMENT AUTHORITY**  
200 East Grand Avenue | Des Moines, Iowa 50309  
**PH: 515.348.6142**  
**CELL: 515 897-8413**  
**FAX: 877-631-7575**  
[Rita.Grimm@iowaEDA.com](mailto:Rita.Grimm@iowaEDA.com)  
[iowaeconomicdevelopment.com](http://iowaeconomicdevelopment.com)

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**From:** Hank Norem <hnorem@ramcoi.com>  
**Sent:** Tuesday, September 3, 2019 1:43 PM  
**To:** Rita Grimm <Rita.Grimm@iowaEDA.com>  
**Cc:** Kerri Yost <Kerri.Yost@iowaEDA.com>; Kathy zehr <kathy\_zehr@yahoo.com>; Gail Kotval <Gail.Kotval@iowaEDA.com>  
**Subject:** Re: TCC Meeting - September 12th (G KAT)

Rita - Noted. I'll check with our salesperson on the account and get back to you, but I will likely abstain. Thanks for the follow-up.

Hank Norem  
President  
[www.ramcoi.com](http://www.ramcoi.com)  
Phone: 515-343-5093

On Tue, Sep 3, 2019 at 12:21 PM Rita Grimm <[Rita.Grimm@iowaeda.com](mailto:Rita.Grimm@iowaeda.com)> wrote:

Unless you have a contract with G Kat or another company led by the founder, you don't have a conflict. The potential for getting a contract isn't sufficient. Absent a more concrete relationship, e.g., you and the founder have discussed entering into a contract with Ramco if the award is made, you don't have a conflict at this time.

You need not recuse. You may abstain from voting if you wish to do so.

**Rita C. Grimm** | COO/Chief Counsel



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**[Rita.Grimm@IowaEDA.com](mailto:Rita.Grimm@IowaEDA.com)**

**[IowaEconomicDevelopment.com](http://IowaEconomicDevelopment.com)**

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**From:** Hank Norem <[hnoem@ramcoi.com](mailto:hnoem@ramcoi.com)>

**Sent:** Tuesday, September 3, 2019 11:57 AM

**To:** Rita Grimm <[Rita.Grimm@IowaEDA.com](mailto:Rita.Grimm@IowaEDA.com)>; Kerri Yost <[Kerri.Yost@IowaEDA.com](mailto:Kerri.Yost@IowaEDA.com)>

**Cc:** Kathy zehr <[kathy\\_zehr@yahoo.com](mailto:kathy_zehr@yahoo.com)>; Gail Kotval <[Gail\\_Kotval@IowaEDA.com](mailto:Gail_Kotval@IowaEDA.com)>

**Subject:** Re: TCC Meeting - September 12th (G KAT)

IEDA Team - I need to ask about G KAT. Ramco has done some work with with their founder when he was with other companies, and I believe we would potentially get electrical control business if they get their desired state funding. It seems as though this would put me in conflict as President of Ramco, but I wanted to check.

Please let me know your thoughts.

Thank you,