

SOUTH DAKOTA BOARD OF REGENTS

Budget and Finance

AGENDA ITEM: 6 – A (4)
DATE: July 31 – August 1, 2024

SUBJECT

USD Discovery District Annual Meeting

CONTROLLING STATUTE, RULE, OR POLICY

[SDCL chapter 5-29](#) – Research Parks

BACKGROUND / DISCUSSION

The Board’s July meeting serves as the time and place for the USD Research Park, Inc. (dba USD Discovery District) annual meeting. The annual meeting is when the Board appoints directors to the Board of Directors of the USD Discovery District. The current makeup of the Board of Directors is set forth in Attachment I. There are three terms set to expire in 2024, which are currently occupied by Paul TenHaken, Kim Patrick, and Mark Mickelson. The Board of Directors recommends and requests Paul TenHaken, Kim Patrick, and Mark Mickelson be reappointed, and Kathryn Pohlson be appointed for a 3-year term to fill the vacancy caused by the retirement of Nathan Peterson. Kathryn Pohlson is Vice President, Innovations at Sanford Health.

IMPACT AND RECOMMENDATIONS

The Board of Directors recommends and requests the Member (BOR) take the following action:

- Reappoint Paul TenHaken, Kim Patrick, and Mark Mickelson to serve three-year terms on the Board of Directors of the USD Discovery District.
- Appoint Kathryn Pohlson to serve a three-year term on the Board of Directors of the USD Discovery District.

ATTACHMENTS

Attachment I – USD Discovery District Board of Directors
Attachment II – PowerPoint Presentation

DRAFT MOTION 20240731_6-A(4):

I move to reappoint Paul TenHaken, Kim Patrick, and Mark Mickelson to appoint Kathryn Pohlson to serve three-year terms on the Board of Directors of the USD Discovery District.



2024 Board of Directors

3 Year Term – Expires 2026

Deb Peters, Pinnacle Adviser – 3rd term
 James Abbott, USD President Emeritus – 2nd term
 Matt Michels, Avera – 1st Term

3 Year Term – Expires 2025

Regent Tim Rave, SD BOR – 1st term
 Bobbie Tibbetts, Bender Commercial – 1st term

3 Year Term – Expires 2024

Paul TenHaken, City of Sioux Falls – 2nd term
 Kim Patrick, Ret. Sanford – 2nd term
 Mark Mickelson, Mickelson & Company – 1st term

Ex-Officio, Voting

Sheila Gestring, Chair, University of South Dakota
 Nathan Lukkes, SD BOR

Ex-Officio, Non-Voting

Sioux Falls Development Foundation President/CEO, Bob Mundt
 USD Sioux Falls, Jay Perry
 USD Dean of Beacom School of Business, Tim O'Keefe
 USD GEAR Center Director, Dan Engebretson
 South Dakota Board of Regents General Counsel, Vacant
 South Dakota Governor's Office of Economic Development, Vacant

USD DISCOVERY DISTRICT

2024 SD Board of Regents Update

July 31 – August 1, 2024



UNIVERSITY OF SOUTH DAKOTA
DISCOVERY DISTRICT

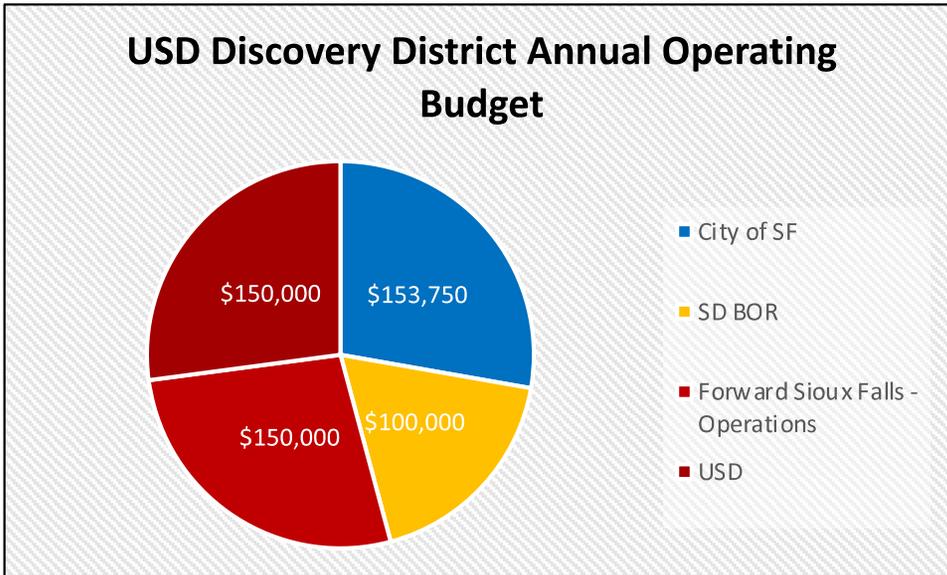
www.usddiscovery.com

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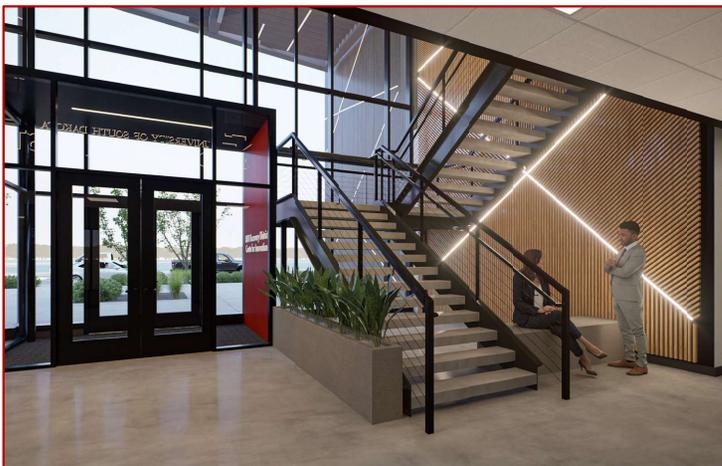
I am mindful that scientific achievement is rooted in the past, is cultivated to full stature by many contemporaries, and flourishes only in a favorable environment.

ERNEST O. LAWRENCE

Financial Report - Operations



- Building completion – est. Jan-25
- Operations
- A&E / Construction float
- Market Study update
- Current tenant design program
- Tenant recruitment & marketing plan
 - Biotech / life-science
 - Mixed-use
 - Amenities
- 2024-25 ARPA Sewer Project
- Infrastructure Funding
- Developer Recruitment



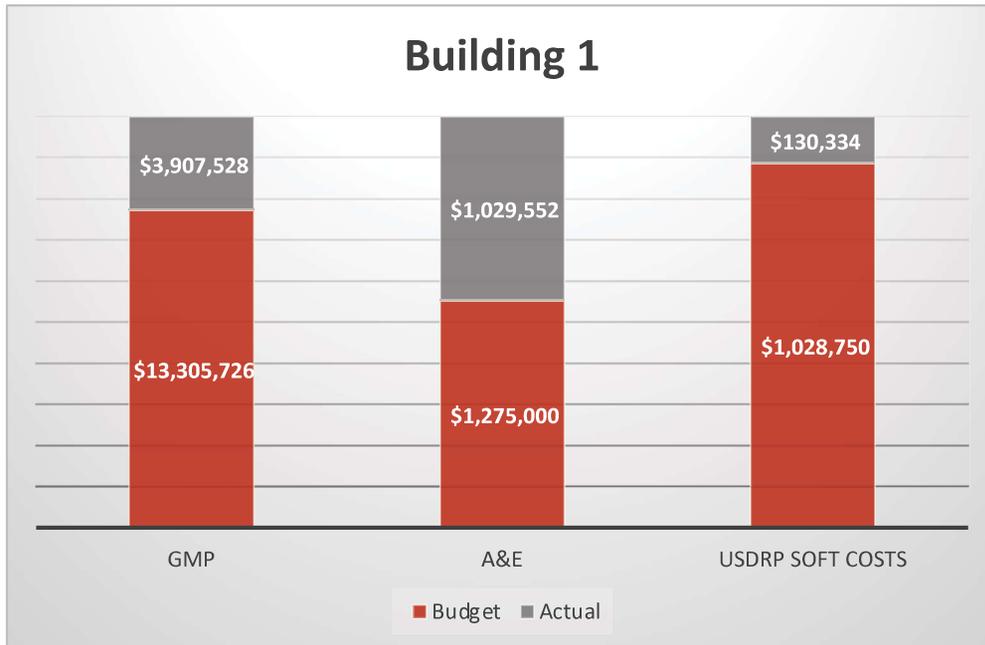
Annual Infrastructure Budget	
	Budget
Forward Sioux Falls - Infrastructure	\$ 75,000

Building 1



ISG
Architecture
Engineering
Environmental
Planning
ISGInc.com

Building 1 Financial Report



- 13.9% Cost Reduction from initial estimate to Guaranteed Maximum Price (GMP)
- A&E Expense - \$1,125,000
- Initial Build-out (est. 20%) - \$1,260,000
- FF&E, AV/IT, Soft Costs - \$1,028,750
- Est. Build-out Cost of Remaining 80% - \$6,250,000
- Est. Project Cost - \$22.9 Million (2023 numbers)







Building 1

LEASE NOW

LISTEN NOW

TESTIMONIALS

NEWSLETTER

SOCIAL MEDIA

2024 Board of Directors

- **Sheila Gestring** (Chairman), President, University of South Dakota
- **Nathan Lukkes**, Executive Director & CEO, SD BOR
- **Tim Rave**, President, SD BOR /President & CEO, SD Assn. of Healthcare Organizations
- **Deb Peters** (Treasurer), Owner, Pinnacle Adviser, LLC
- **Paul TenHaken**, Mayor, City of Sioux Falls
- **Kim Patrick**, Retired, Sanford Health
- **Bobbie Tibbetts**, Broker Associate, Bender Commercial
- **Mark Mickelson**, President & Owner, Mickelson & Company, LLC
- **Matt Michels**, RN, JD, Transaction Counsel, Avera Health / Michels & Associates, Prof. LLC
- **James Abbott**, Interim CEO, USD Discovery District

Board Member Nominee



PUBLICATIONS:

- Munger KA, Downey TM, Haberer B, Pohlson K, Marshall LL and Utecht RE. A novel photochemical cross-linking technology to improve luminal gain, vessel compliance, and buckling post-angioplasty in porcine arteries. *Journal of biomedical materials research Part B, Applied biomaterials*. 2016;104:375-84.
- Anderson J, Danielson L, Anderson J, Pohlson K, Remund T, Laurich C, Schultz G, Santos A, Mani C, Kelly P and Sherrmann A. Pilot Study to Determine Safety and Efficacy of Paclitaxel Infusion in De Novo Peripheral Lesions Using the Atrium ClearWay Balloon. *South Dakota medicine: the Journal of the South Dakota State Medical Association*. 2017;70:109-117.
- Anderson J, Remund T, Pohlson K, Kelly P and Mani C. In vitro using microporous in B, Applied biomaterials
- Suess T, Anderson J, E Examination of near-v stent graft configurat vascular surgery 2016
- Suess T, Anderson J, Q accumulation as a me stent graft designs. J
- Anderson J, Remund T, Pohlson K, Kelly P and Mani C. In vitro partic formulation for drug-
- Anderson JA, Lamichh P. Development of dr segments. *J Vasc Surg*
- Patrick RJ, Gent S, Su of Mural Thrombus an Branched Endovascu
- Jorgensen B, Malek M physician assembled thoracoabdominal an *Journal of Vascular Su*
- Matthew J, Lommen Pohlson BS, Geoffrey J Murray L, Shames MD following branched an Surgery(2021)
- Johnson K, VandenH Comparison of System Treatment of Massive Pulmonary Hypertens

- Restructured the ISO 13485 quality system for compliance with 21 CFR Part 820 (Medical Device) and Part 211 (Drug) in preparation for FDA clinical trials on a combination device.
- Served as project leader on the transfer of a manufactured component to an external vendor.
- Managed and provided oversight for the aseptic packaging of the drug product.
- Performed vendor/supplier qualifications and audits; managed calibration of equipment.
- Managed design control, corrective action/preventative action, risk management, calibration and change management programs and procedures.
- Authored and develop reports.
- Developed and mainta manufacturing and an

Research Associate III, U

- Sioux Falls, SD November 2004 to Octo
- Independently conduc experimental budgets reporting.
- Provided detailed docu summary reports for ex
- Extensive laboratory ex preparation of solution histological techniques

CERTIFICATION/TRAINI

- Human Subjects
- Biomedical Respo
- FDA Regulations
 - Training 2 210 & 211 C 4
- Good Clinical Lab
- Aseptic Surgery a

MEMBERSHIPS/APPOIN

- IRIDIRK Working t
- Technology Read
- State of South Da Committee
- Board member fo
- Board member fo

AWARDS:

- 2016 Recipient of
- 2018 nominee for initiative in suppo

- Proven ability to support C-Suite/Board level engagements and build strategic relationships with key decision makers.
- Drive financial strategy for research initiatives and venture investments to ensure strategic alignment with enterprise goals.
- Lead due diligen
- Oversee and rep >\$80M

Regulatory Advisor, BlueD

- London, United Kingdom April 2015 to present
- Led development, imple
- Gained CE approval in the of the quality system and
- Aided in the transition of
- Preparation of document

Director of Quality and Re

- Sioux Falls, SD November 2016 to August 2
- Developed regulatory str oncology drugs, type 1 di
- Obtained FDA registration surveillance system to sup
- Oversight for the pre-clin testing to comply with re analysis (FMEA), and deve
- Work with industry partn develop timelines for app
- Major contributor in creat FDA and Society of Vascu
- Serve on the Research, inf consistent and proper co

Sr. Regulatory Specialist, S

- Sioux Falls, SD April 2014 to November 201
- Oversight for the submit and SIOks along with IDE
- Successfully developed a Device Exemption (IDE) 14
- Experience with approval
- Manage investigator-initi document preparation, st training, overseeing the t

Quality Systems Manager,

- Sioux Falls, SD October 2010 to April 2014
- Successfully developed a system to support non-US

KATIE POHLSON

INNOVATION EXECUTIVE
kathryn.pohlson@sanfordhealth.org
 605-521-7145

EDUCATION:
 Augustana University, Sioux Falls, SD
 Bachelor of Arts, Biology and Chemistry
 January 2005, BA
 Tri Beta Biological Honor Society

PROFESSIONAL EXPERIENCE:

- Sioux Falls, SD August 2021 to present**
- Responsible for overseeing the growth, development, and performance of the Innovation and Commercialization department including overseeing the strategy on the design, implementation, and delivery of new innovations through clinical integration across the enterprise.
- Builds and manage relationships with internal and external relationships to foster collaborative relationships that will help grow, develop and bring new capabilities to support Sanford's strategic goals.
 - Act as focal point with cross-functional teams of service line leaders, clinical operations, information technology, data analytics, legal and business development.
 - Negotiated multiple agreement types with Fortune 500 and startup companies.
 - Develop business cases, market analysis, and solution proposals that are presented to leadership and successfully scaled no technology initiatives across 4 major Hospitals.
 - Work with service line leaders, operations, and clinical domain experts to identify user needs.
 - Analyze market landscape to identify and evaluate potential partners and understand their solution offerings.
 - Successfully navigating complex issues and relationships of healthcare environment.
 - Managed 50+ innovations. Supported the launch of 5 internal startups.
- Primary lead on joint ventures - Truxeta and Dandelion. Responsible for deal structuring, negotiation and full operational implementation planning, involving extensive cross-functional work plans and market entry strategies.
 - Achieved successful launches on both within compressed deadlines.
 - Required intricate knowledge of diverse internal operations and complex interlinked processes.
 - Responsible for expansion to new geographies with physician/hospital systems or commercial partners.
 - Identified key opportunities, created the strategy and operationalized it.

Partnerships



PROJECT PARTNERS



USD Discovery District

- *“To create a dynamic and collaborative environment where talent, research and innovative businesses interact to create new ideas, new technologies and new opportunities impacting our region and our world.”*



James W. Abbott, Interim President
james.abbott@usd.edu

Ryan Oines, Chief Operating Officer
ryan@usddiscovery.com



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DISCOVERY DISTRICT
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