

SOUTH DAKOTA BOARD OF REGENTS

Budget and Finance

AGENDA ITEM: 6 – A (3)
DATE: July 31 – August 1, 2024

SUBJECT

Dakota BioWorx (DBX) 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 Dakota BioWorx (“DBX”) annual meeting. The annual meeting is when the Board appoints directors to the Board of DBX. Pursuant to the By-laws, the Vice Presidents for Research at South Dakota State University and South Dakota School of Mines and Technology serve as permanent voting members of the Board of Directors, and POET maintains a permanent voting member of the Board of Directors for 30 years, which is currently occupied by Jeff Lutt. David Chicoine is currently serving a one-year term until a successor is appointed, David Iverson a two-year term, and Mark Luecke a three-year term. President Dunn and Interim President Roberts, and the Research Park at SDSU serve as non-voting ex officio members in accordance with the By-laws. The Board of Directors recommends and requests David Chicoine be reappointed to a three-year term.

IMPACT AND RECOMMENDATIONS

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

- Reappoint David Chicoine to serve a three-year term.

ATTACHMENTS

Attachment I – PowerPoint Presentation

DRAFT MOTION 20240731_6-A(3):

I move to reappoint David Chicoine to a three-year term on the Board of Directors of Dakota BioWorx.

July 31 – August 1, 2024

Dakota BioWorx Board of Regents Update



■ BRAND AWARENESS CAMPAIGN CONTINUES



AWARENESS CAMPAIGN RESULTS

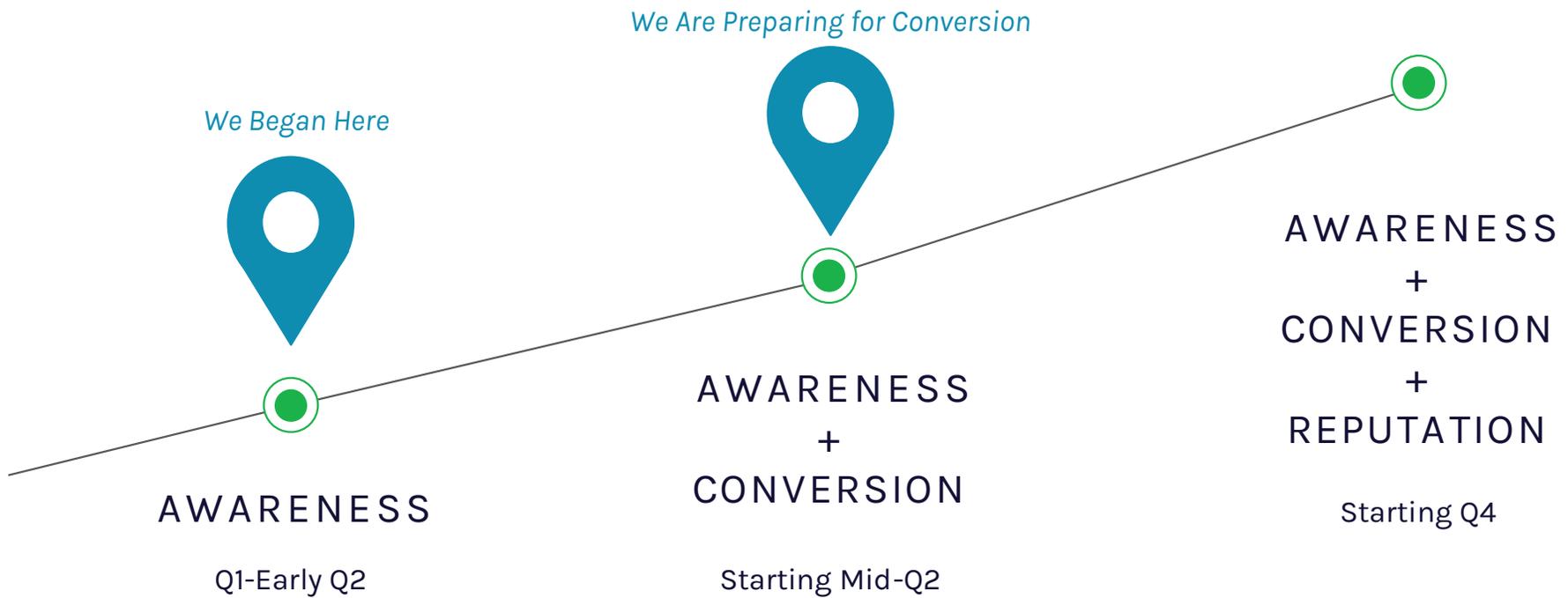
2024 Q2 HIGHLIGHTS

- Ads shown > 289,000 times
- Generated > 1,000 website visits
- Google search performs well
- 376 new visits, 7 form submissions, 1 download
- LinkedIn static ad showed highest engagement

21 Prospects in Our Client Pipeline



BUSINESS DEVELOPMENT



Limited Conversion Activities Due to Global Equipment Leadtimes

PREREQUISITES FOR CONVERSION - PRICING DISCOVERY

Initial feedback on new pricing positive...

“Your pricing was for equipment and space was cheaper than the other competitors we looked at....”

CLIENTS INTERESTED IN CONTRACT MANUFACTURING





New Service Offering: Contract Manufacturing

TWO CUSTOMERS HAVE REQUESTED

CONTRACT MANUFACTURING SERVICES

- FACILITIES
- EQUIPMENT
- ENGINEERING TALENT
- PROJECT MANAGEMENT

INCREASED UTILIZATION OF OUR
FACILITY, PERSONNEL & INFRASTRUCTURE

PREREQUISITES FOR CONVERSION - BIO-PROCESSING EQUIPMENT



| Equipment | Quantity | Completion Date | Status |
|---------------------|----------|-----------------|--------|
| Autoclave | | 9/30/24 | ✓ |
| 7.5L Fermenters (2) | | 8/30/24 | ✗ |
| 7.5L Fermenters (5) | | 10/15/24 | ✓ |
| 40L Fermenters (2) | | 2/26/25 | ✓ |
| MF Skid | | 10/15/24 | ✗ |
| 300L Fermentor | | 2/26/25 | ✓ |
| Dryer System | | 2/28/25 | ✓ |
| Waste Tank | | 9/15/24 | ✓ |

✓ August 2024

✓ July 2024

✓ October 2024

■ ADDRESSING GLOBAL SUPPLY CHAIN & SUPPORT CHALLENGES



EDA GRANTED EQUIPMENT TO BE BUILT IN SOUTH DAKOTA:

- 300L Bioreactor
- 75L & 300L Programmable Control Systems





Securing South Dakota's Place in the Bioeconomy

