

Southern University and A&M College System
BOARD OF SUPERVISORS MEETING
Board of Supervisors Special Meeting Room
2nd Floor, J.S. Clark Administration Building
Baton Rouge, Louisiana
11:00am
Friday, September 08, 2017
Minutes

The meeting of the Southern University Board of Supervisors was called to order by Board Chair Mrs. Ann A. Smith. The invocation was given by the Rev. Donald R. Henry.

PRESENT

Mrs. Ann A. Smith, Atty. Tony Clayton, Dr. Leroy Davis, Mr. Raymond Fondel, Atty. Domoine Rutledge, Dr. Leon R. Tarver II, Mr. John L. Barthelemy, Dr. Curman Gaines, Mr. Mike Small, Rev. Samuel Tolbert, Rev. Donald Ray Henry, Atty. Patrick Magee,

ABSENT

Dr. Rani Whitfield, Joe R. Gant, Jr., Mr. Richard Hilliard, Armond Duncan

UNIVERSITY PERSONNEL ATTENDING

System President Ray Belton, Chief of Staff Robyn Merrick, Interim Executive Vice President and Provost Luria Young, Vice President for Finance and Business Affairs Flandus McClinton, Dr. Bobby Phills (SUAREC)

BOARD COUNSEL

Attys. Winston DeCuir, Jr., and Tracie Woods

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AGENDA ITEM 3: ADOPTION OF THE AGENDA

Upon the motion by Atty. Domoine Rutledge and seconded by Mr. Raymond Fondel, the agenda was recommended for adoption.

Motion passed.

AGENDA ITEM 4: PUBLIC COMMENTS

Kristen Tucker the Chief Operating Officer Southern Roots Therapeutics thanked the committee for the transparency. She asked the committee for consideration or more information brought to the board. She wanted to make sure that the board was given all the information possible. If there were any question from the board they would like the opportunity to be able to answer those questions or address their concerns. Ms. Tucker also brought a message from their attorney. There was a concerned from Southern Roots attorney about when the meeting was posted. Attorney Winston DeCuir stated that the law required that a meeting be posted 24 hours prior to the meeting time. The meeting post went up before 11:00am. Which mean that this is a valid meeting.

Elena Williams the Chief Operation Officer for Advance Biomedics, stated that their proposal was very solid and they were looking forward to partnering Southern University. Ms. Williams introduce their advisor and lobbyist Mr. Peter Williams. Mr. Williams said they did not have enough time to respond to the RFP. He also stated that they have millions of dollars sitting in the bank. They have put their best package forward. He stated that Biomedics come with diverse team and some of the best professional in field of medical marijuana. Mr. Williams stated he was the only lobbyist at the Capitol lobbying for Southern University to be part of this program.

Jacob Irving is the co-founder and also the director of patient outcomes for Southern Roots Therapeutics. Jacob stated that he also have been working on lobbying for medical marijuana in Louisiana. He stated that he was that this program will be a lifeline for patients. Mr. Jacob asked the board to keep them in mind and do something for people with cerebral palsy.

AGENDA ITEM 5: REQUEST FOR APPROVAL OF THE MEDICAL MARIJUANA CONTRACTOR/VENDOR FOR SOUTHERN UNIVERSITY

Mrs. Smith asked Dr. Phills to lead in discussion.

Dr. Phills stated that the land grant campus is pleased and honored to have this opportunity to bring forth what he views of one of the most significant part of Southern University history which is getting involved in this program. Dr. Phills stated that this program would not only bring financial resources but will allow us to do something that truly help the community that we serve. The team have been working for the last four months going over the various application. The committee has been trained and following the pack guidelines on how we should view the application and draw various conclusions. The team brought forth three of the top candidates.

1. Med Louisiana, LLC
2. Advance Biomedics, LLC.
3. Southern Roots Therapeutics, LLC

The companies are listed in ranking order. Dr. Phills stated that Southern University look at the best qualified candidate that will bring the best resources to the university.

Dr. J. Snowden, The chair of the Medical Marijuana Institute and she also chaired the committee. Dr. Phills Executive Assistant, worked very close with Dr. Snowden.

Dr. Snowden gave the various rationales for each of the three vendors that was brought forward. Dr. Snowden informed Southern Roots that they answered all of their questions when they came to the site visit and therefore there was no need to send anymore. The team received seven applications. The team found three stood out more than the others and they were chosen as finalists. Dr. Snowden stated that based on many factors including the criteria set forth in the RFA (Request for Applications. Dr. Snowden stated because of the finance and cohesiveness the team would like to recommend to Dr. Phills and the Board of Supervisors that Med Louisiana serve as the vender for the Medical Marijuana review process operator.

Dr. Tarver aske Dr. Snowden why this company and tell the board a little more about the company. There was no representative at the meeting for Med Louisiana.

Team found that Med Louisiana had more expertise in this area and two of their primary officers have cultivation facilities in other area and proprietary patents that they will bring along with them. Dr. Snowden also state finance played a roll also. They looked at the cohesiveness of the group on how they work together. Overall how they would serve the Southern University System.

Board Members asked question to Dr. Snowden. There concerns was minority ownership and percentage of what will be given to the university. Dr. Snowden stated that minority ownership and percentage were some of the criteria the team was looking for in a company.

Atty. Rutledge asked about the projection of each company. He stated that these projections will be heavily dependent on the patient count.

There also was a concern about the projective patient count. There are approximately 4200 patients in Louisiana. Dr. Snowden stated to have quality medicine the team has to go with the company that will provide quality expertise and that's one of the reason they choose Med Louisiana.

Dr. Phills will negotiation with the company and bring the selected company for board approval.

Dr. Snowden gave a review of the evaluation Criteria Scoring.

Once it is determined that an application meet the mandatory qualification criteria described. It will be reviewed and given a numerical score by the Committee according to the quality and thoroughness of its responses to the requirements set out in the RFA. The evaluation process will include not only an evaluation of the entire RFA response, but may include other relevant sources of information regarding the applications and its Principal Officers and Key Personnel, such as the results of the Committee's background checks, if applicable.

The evaluation of applications will involve the numerical scoring of each application.

The information below was share by the team member.

Evaluation Criteria Scoring

Once it is determined that an application meets the mandatory qualification criteria described above, it will be reviewed and given a numerical score by the Committee according to the quality and thoroughness of its responses to the requirements set out in the RFA. The evaluation process will include not only an evaluation of the entire RFA response, but may include other relevant sources of information regarding the Applicant and its Principal Officers and Key Personnel, such as the results of the Committee's background checks, if applicable.

The evaluation of applications will involve the numerical scoring of each application. Applications will be evaluated by the Committee in accordance with the merit criteria laid the ability of the Applicant to demonstrate their suitability to operate the Facility. In conducting its full evaluation, the Committee may also contact references, conduct background checks, contact state regulators in any other state(s) where the Applicant, Applicant's backers, or others associated with the Applicant have engaged in, or sought to be engaged in the state's medical marijuana program. The Committee may also visit any existing marijuana-related businesses associated with the Applicant's or the Applicant's Principal Officers.

The University reserves the right to accept or reject any Application and waive any informality in any Application submitted. All Applications will be reviewed to determine compliance with mandatory requirements as specified in the RFA.

Criteria	Points Percentage
A. Business Information	<i>Pass Fail</i>
B. Suitability of Principal Officers and Key Personnel	<i>Pass Fail</i>
C. Financial Background	<i>50 points 5%</i>
D. Financial Projections & Revenue Forecast	<i>150 points 15%</i>
E. Site Plan & Production Facility Design	<i>100 points 10%</i>
F. Staffing Plan	<i>100 points 10%</i>
G. Operational Compliance	<i>200 points 20%</i>
H. Production Compliance	<i>200 points 20%</i>
I. Security Plan	<i>100 points 10%</i>
J. Progressive Initiatives	<i>100 points 10%</i>
Total	<i>1,000 points 100%</i>

Selection of Finalists

After completing the review and scoring of all applications, the Committee shall rank them according to final score to determine which Applications are reasonably susceptible of being selected for award. The committee will select the three to five finalists with the highest scores and provide notification via email to all Applicants by the date laid out in the RFA Timetable.

The selection of finalists shall be made in the best interest of the University. Determination shall be made from the Applicants' financial, managerial and organizational ability and resources to serve the University. Only Applications from financially responsible organizations or individuals, as determined by the University, presently engaged in providing services sufficiently alike in type and scope to those in this RFA shall be considered. Representatives from the University reserve the right to inspect the Applicant's existing operations under its management prior to selecting finalists. The University anticipates receiving creative and innovative Offers which are realistic in terms of the services required. While a maximum score of 1,000 points is possible, the applications must achieve a minimum score of 750 points to be selected as a finalist. If no application obtains a score of at least 750 points, the Committee may request modification from the Applicant(s) whose scores are closest to 750 points so as to render the applications acceptable. Alternatively, if the Committee determines that sufficient modifications cannot be made to raise enough application scores to an acceptable level, the Committee may re-issue the RFA at a future date.

The top three finalists with the highest numerical scores were invited to interview with the MMRC. Those finalists were MED Louisiana, LLC; Southern Roots Therapeutics, LLC; and Advanced Biomedics, L.L.C. These finalists were required to prepare a PowerPoint presentation for individual interviews conducted August 21-22, 2017. Following the interviews, members of the committee also visited proposed site locations for each of the three finalists. The MMRC concluded the evaluation process with ranking of finalists and recommendation of applicant to become the Medical Marijuana Cultivation and Production Facility Operator. Based on the above evaluation process, below is the ranking of the three finalists, the recommendation of the committee and the consonance of the SU Agricultural Research and Extension Center (SUAREC) Leadership - Bobby R. Philis, Chancellor-Dean.

Rankings and recommendations are as follows:

#1 MED Louisiana, LLC

#2 Advance Biomedics, L.L.C.

#3 Southern Roots Therapeutics, LLC

The board member Small suggest that we allow the three vendor to come back will their final proposal. Now that the vendors know what the university is looking for. This give the board a little time to digest the information that was brought before them. Doing the regular board meeting they will make the decision from the information that the vendor provide to them.

Dr. Phills stated that the building structure is very important to the production of the produce. The commissioner of Ag. has made it clear that they are not just talking about plastic greenhouses. The vendor need to be able to make there is no contamination and wind or rock come through. The building structures need to be enclosed.

The board may elect one are more of the seven vendor. There were three vendor brought from the committee, but a member can vote on any of the seven vendor that provided applications. There is language in the RFA that allow for waiver or procedural matters and informalities. The university reserves the right to either reject or accept or waive informalities in any application submitted.

Mr. Small made a motion to allow the three companies recommended by the committee to present their best and final proposal and mainly to address the concerns of the board.

Upon the motion by Mr. Small and seconded by Dr. Leon Tarver the motion was recommended for adoption.

Motion passed

ADENDA ITEM 6: OTHER BUSINESS

NONE

ADENDA ITEM 7: ADJOURNMENT

Upon the motion by Atty. Tony Clayton and seconded by Dr. Leroy Davis the meeting adjourned.