

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: Economic and International Development Department
AGENDA DATE: CCA Regular 11/11/2014
CONTACT PERSON/PHONE NUMBER: Cary Westin, Director 915-212-1614
DISTRICT(S) AFFECTED: Districts 3 & 8

SUBJECT:

APPROVE a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? **Be descriptive of what we want Council to approve. Include \$ amount if applicable.**

Presentation and discussion by Medical Center of the Americas on their annual report on status of activities during the fiscal year, use of grant funds and progress in the performance measures required under the agreement with the City of El Paso.

BACKGROUND / DISCUSSION:

Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?

On February 7, 2012 Council approved a Chapter 380 Economic Development Program Grant Agreement between the City of El Paso and the Medical Center of the Americas Foundation ("The Applicant"), in relation to undertaking of an economic development project consisting of biomedical cluster specific and infrastructure programs; in approving the agreement; City Council waived the Impact Fund policy requirements, which restricted the use of funds for land acquisition in the MCA area to the City only, because it was more cost-effective for the applicant to acquire land itself. Per the agreement, MCA is required to deliver an annual presentation to City Council, on status of activities during the fiscal year, use of funds and progress in the performance measures.

PRIOR COUNCIL ACTION:

Has the Council previously considered this item or a closely related one?

Yes, MCA presented their first annual report on October 15, 2013.

AMOUNT AND SOURCE OF FUNDING:

How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?

Impact Fund

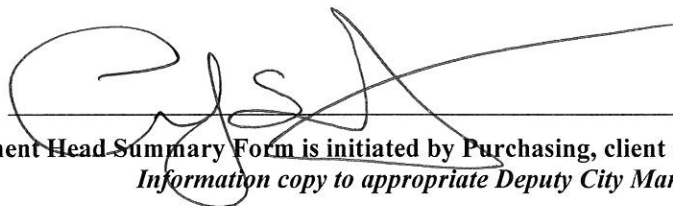
BOARD / COMMISSION ACTION:

Enter appropriate comments or N/A

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:



(If Department Head Summary Form is initiated by Purchasing, client department should sign also)
Information copy to appropriate Deputy City Manager

The Biomedical Future of the Paso del Norte Region

The Power of Collaboration

2nd Annual Report to the City of El Paso

November 4, 2014



RED•SKY

City Economic Development Incentive Policy “Impact Fund”



- Approve June 14, 2011
- Strategic Objectives
 - Dedicate 75% of the annual fund to assist the MCA Foundation and other key stakeholders to create one or more life sciences campuses in the City of El Paso.
 - Reserve the remaining portion of the fund (25%) allocation to:
 - Support entrepreneurship and innovation economic development strategies to create and assist tech companies
 - Serve as a “deal closing fund” to assist those companies that will make significant investments in capital and human resources, where some incentives are important to a location or expansion decision

City of El Paso Impact Fund Grant to MCA

- **February 7, 2012** – City Council approved the Economic Program Grant Agreement with the MCA for the purpose of developing a biomedical cluster
- **\$3 million** = total payment for 2011 & 2012
- **\$2.772 million** = annual payment for 2013
- **\$2.6 million** = annual payment for 2014

Thank you!!

MCA Impact Fund Projects

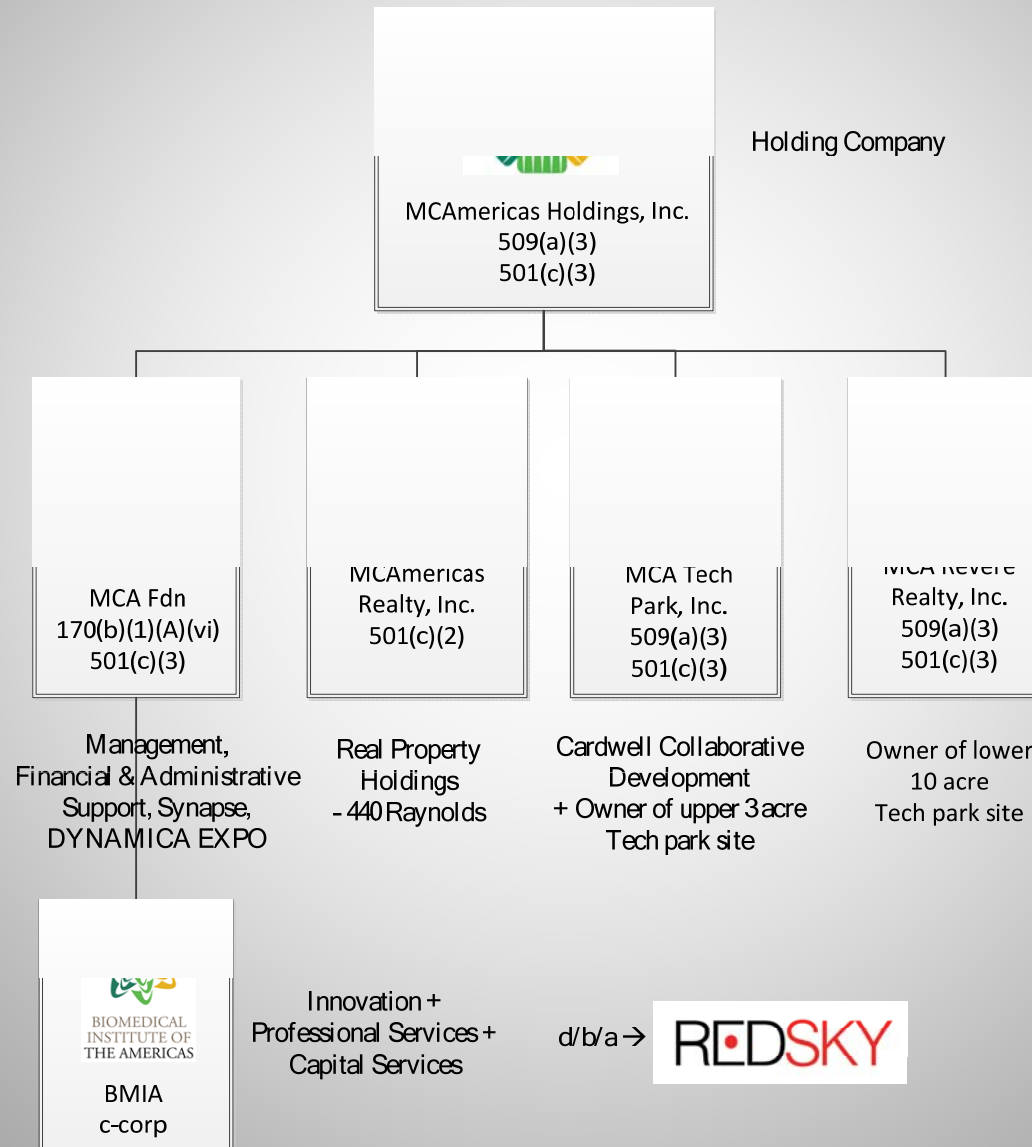
- **A** - Baseline Staffing
- **B** - Planning and Design
- **C.1** - MCA BioTech Commercialization Institute
- **C.2** - Clinical Research Organization (CRO)
- **C.3** - Proof of Concept Fund
- **D** - Land Acquisition
- **D.1** - Parking
- **E** - MCA Tech Building
- **F** - TTUHSC Gayle Greve Hunt School of Nursing Building

MCA Strategy

- Establish a **strong leadership foundation** to accomplish the difficult task of creating a biomedical industry
- Borrow against future grant funding to **develop infrastructure today** that is needed to support a robust biomedical industry
- Secure significant additional **non-Impact Fund revenue sources**:
 - Rental income
 - Grant / contract income
 - Fee for service income
 - Philanthropic donations
 - Equity investments
 - Other (licensing fees; royalties, etc.)

Medical Center of the Americas Organizational Chart

October 23, 2014



MCA Foundation Board

- *Edward Escudero – chair
- *Henry Yoshawirja – vice chair
- Rafael Adame
- *Lisa Budtke
- Miguel Fernandez, Jr.
- Rick Francis
- Ted Houghton
- *Rodolfo Mata
- *Ike Monty
- Judy Robison
- *Robert E. Skov
- *Linda Troncoso
- Jim Volk
- + 3 **Emeritus** (Robert Brown, Maria Elena Flood, Woody Hunt)
- + 10 **Honorary** (private hospitals, elected officials, neighborhood assn.)
- + 5 **Institutional** (City, NMSU, UTEP, TTUHSC, UMC, WBAMC)

MCA Real Estate Boards

- * from MCA Foundation Board
- Brent Harris
- Meyer Marcus
- Gary Hedrick

MCA Foundation Staff

- Emma Schwartz, President
- Carlos Ortega, CFO
- Noemi Rojas, Director of Communications & Editor of *Synapse*
- Martha Hood, Accountant
- Marianne Mijares, Executive Assistant
- Angelica Talavera, Grants, Dynamica & Workforce
- Beverly Rebe, Corporate Governance

Project A

BASELINE STAFFING

Baseline Staffing

- **Status:** Complete and On-Going
 - No employee turnover
- Carlos Ortega, CFO
- Marianne Mijares, Executive Assistant
- Office space and support at Chase building downtown

Project B

PLANNING & DESIGN

Planning & Design

- **Status:** Complete and On-Going
- Biomedical Institute of the Americas (BMIA) Business Plan submitted to the City on November 30, 2012
- MCA Tech Building Business Plan submitted to the City on November 30, 2012
- Both plans are being updated continuously

Project C.1

CREATION OF BIOMEDICAL COMMERCIALIZATION INSTITUTE

RedSky Mission/Vision

Biomedical Institute of the Americas

d/b/a **REDSKY**

To position the Paso del Norte region as a hub of excellence for global healthcare innovation.

Legally formed on May 4, 2012

2014 Future of Health Technology Award

Awarded to Albert Di Rienzo for “his pioneering work promoting entrepreneurship in the medical and scientific fields”

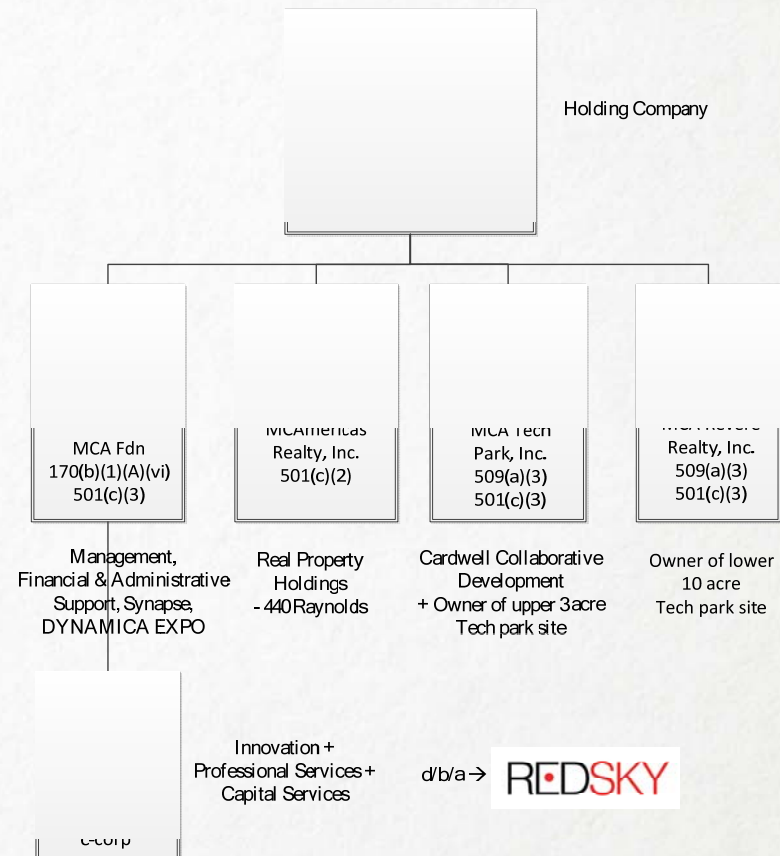
May 5, 2014 – Presentation at 19th Future of Health Technology Summit at Whitehead Institute for Biomedical Research

About RedSky

- Who is RedSky?
 - RedSky is a wholly-owned, for-profit subsidiary of the MCA Foundation

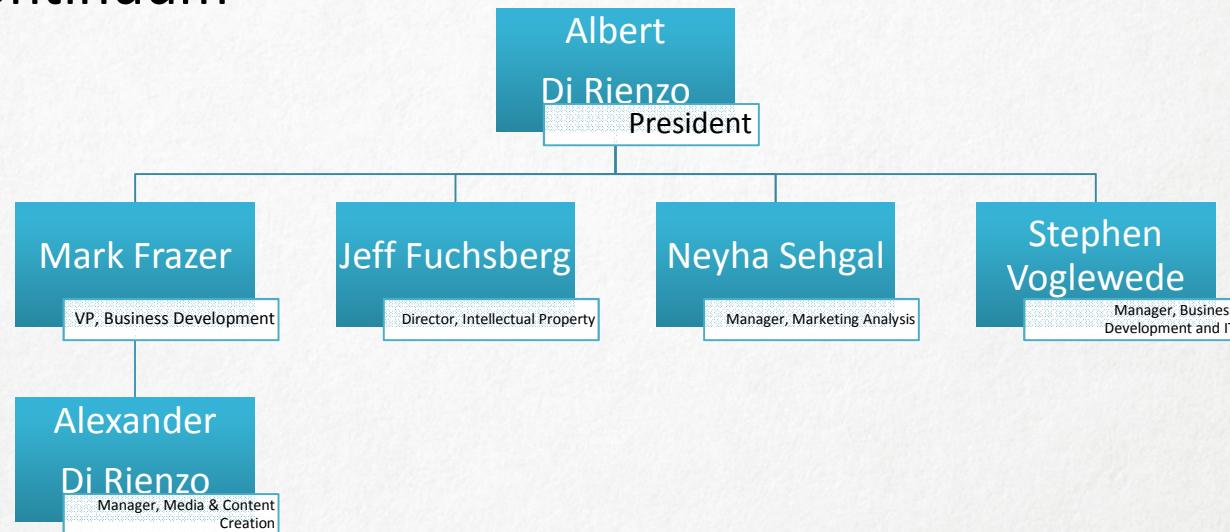
Medical Center of the Americas Organizational Chart

October 23, 2014



About RedSky

- Who is RedSky?
 - RedSky **employees** are experienced, accomplished, creative, business savvy scientists, technologist and support personnel that are knowledgeable in all aspects of the concept to commercialization continuum



About RedSky

- Who is RedSky?
 - RedSky **board directors** are a combination of local and non-local leaders who bring extensive experience and networks in biomedical and life sciences
 - Meet quarterly in El Paso, Texas
 - Will be participating in Dynamica

RedSky Board – local

- Mr. Ralph Adame
 - BBA from the University of Texas at El Paso
 - Former Executive with various computer and information technology companies
 - President and Managing Partner of Mexus Group, and President and CEO of Mexus Communications, LLC
 - Chairman and CEO of RAL Investments (a real estate investment LLC)
- Ms. Emma Schwartz
 - BA in Human Biology and Comparative Health Policy from Stanford University
 - MPH in Health Services Management from University of California at Los Angeles
 - Former consultant in hospital and physician practice operations and revenue cycle improvement, and corporate compliance
 - Director of WestStar Bank, and Hub of Human Innovation
 - President of the Medical Center of the Americas Foundation, and its affiliates
- Mr. Bob Skov
 - BA in Economics from Stanford University
 - MS in Economics from the University of Texas at El Paso
 - Retired U.S. Marine Corps Major
 - Partner of Skov Farms, LLC, which farms 2,200 acres of cotton, alfalfa, wheat, pecans, grain sorghum, chili, and onions
 - Partner in a number of real estate joint ventures, and in LL&SS Development Company
 - Executive Committee of the Board of Directors for 1st National Bank of Fabens
 - Co-Chairman of the Board of the Camino Real Angels (an investment group of 35 El Paso businessmen)
- Mr. Henry Yoshawirja
 - BS in Computer Engineering, and MBA from the University of Illinois at Urbana-Champaign
 - Various business partnerships among large multinational companies through the U.S., Europe, and Asia, and manages numerous projects
 - Founding partner of Axxion Group Corporation: a technology import and export trading house between the U.S. and Asia, servicing a customer based that included, IBM, NetApp and Dell – eventually merging with Loyalty Founder Enterprise of Taiwan, its manufacturing arm

RedSky Board – non-local

Dr. David Borkholder

- PhD in Electrical Engineering from Stanford University
- Bausch & Lomb Professor of Microsystems Engineering at Rochester Institute of Technology
- Adjunct appointments with the University of Rochester – Departments of Otolaryngology, and Biomedical Engineering
- Founder and Chief Technology Officer at BlackBox Biometrics
- Prolific Inventor / Innovator

Dr. Dirk Brown

- PhD in Material Science & Engineering from Cornell University
- MBA from San Jose State
- Professor of Business and Engineering at the University of South Carolina
- Director of Faber Entrepreneurship Center at the Moore School of Business
- CEO of Pandoodle Corporation

Dr. Cynthia Green

- PhD in Molecular Biology from SUNY Buffalo
- MBA from Rensselaer Polytechnic Institute
- Harvard Business School Executive Education
- Worldwide Business Development Leadership at Pfizer, focusing on vaccines, anti-infectives, men's and women's health, and urology
- Board of Director for NewYorkBio
- Formerly with Connecticut Innovations Venture Capital

Dr. Kenneth McLeod

- PhD in Electrical Engineering from Massachusetts Institute of Technology
- Professor, Department of Bioengineering at SUNY Binghamton
- Director, Clinical Science and Engineering Research Center at SUNY Binghamton
- Formerly a SUNY Stony Brook Professor
- Prolific inventor and entrepreneur

Mr. Daniel Wolf

- MBA from Michigan State
- Managing Director of Dewar Sloan
- Formerly, Director of Worldwide Planning and Integration at Sybron Corporation
- Strategic Leadership; Business Model, Product, Service and Healthcare Innovation Expert
- Corporate Governance Expert
- Leadership Fellow with the National Association of Corporate Directors
- National Advisory Board member

About RedSky

- What do we do?

Acceleration & Incubation

- Accounting
- Administration
- Collaboration Space
- Human Resources
- IT Services
- Labs
- Offices

Innovation

- Funding
- Grants
- Licensing
- Publication & Presentation
- Research & Development
- Spin-offs

Professional Services

- Business
- Educational
- Freedom to Operate
- IP Landscape
- Marketing
- Research & Development
- Strategy

About RedSky

- Exciting progress just over a year in....
 - Established a proprietary triage process
 - Triageed over 200 technologies and companies
 - Designed and built a media lab for marketing and content creation
 - 1st TTU / NMSU / RedSky NIH Grant Submission
 - 1st Austin Community College, Silva Magnet, RedSky NSF Grant Submission
 - El Paso Science Museum Exhibit
 - Mark Frazer and Neyha Sehgal received Affiliate Professor appointments at UTEP's Business School
 - Mark Frazer was selected by UTEP to be its Innovator in Residence at the Mike Loya Center for Innovation & Commerce
 - Albert Di Rienzo was named to:
 - Texas Tech University's Investor in Residence (IIR)
 - Texas Tech University's Research Park Board
 - Cures Within Reach Advisory Board

Attractiveness

Net Present Value

Strategic Valuation

Intellectual Property Strength

Feasibility

Science and Technology Risk

Financial Model Risk

Business Model Risk

Collaboration Risk

Market Risk

Operating Mode Risk

Incremental

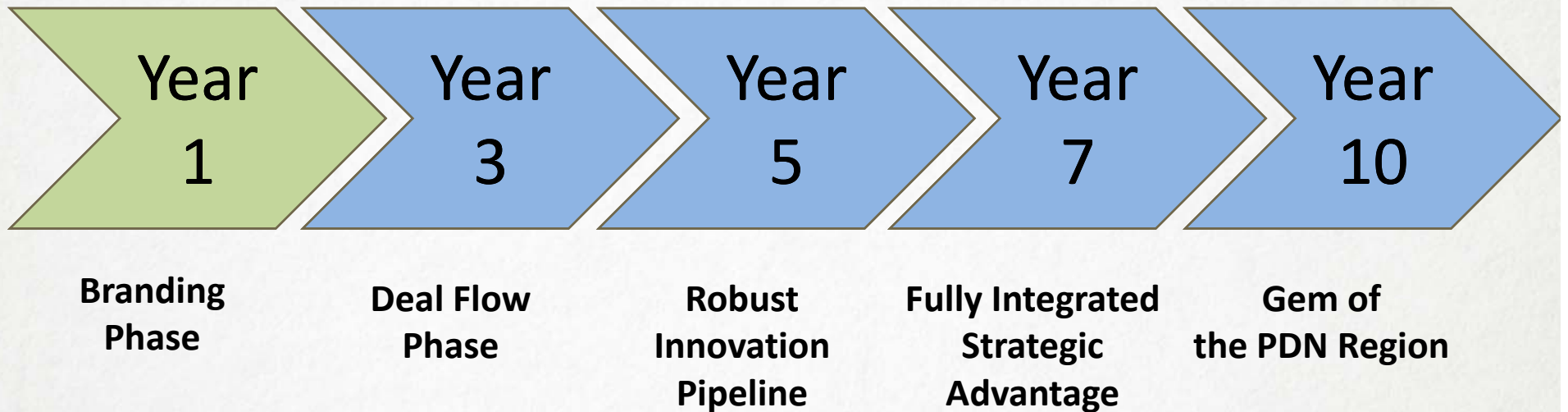
Radical

Breakthrough

Disruption

**Portfolio
Score
Profile**

RedSky 10 Year Strategy Snapshot



Annual Symposium

- 2013 BIOMED Symposium
 - October 26, 2013 – one day event
 - Camino Real Hotel
 - 350+ participants
 - 88 posters
 - \$9,000 in poster awards given
 - Research collaboration grant announced
 - **Huge success!!**

Dynamica Expo 2014

- November 14 – 15, 2014 (two day event)
 - Convention & Performing Arts Center – downtown El Paso
 - Mixer at El Paso Museum of Art
 - 400+ participants expected
 - 100+ poster expected
 - Art + Science & Technology = Innovation



DYNAMICA EXPO 2014

NOV 14+15

2014

9am to 5pm both days

DYNAMICA EXPO
(formerly BIOMED)
will fuse science & art
in a big way to disrupt
traditional thinking and
inspire breakthrough
healthcare innovation

Downtown El Paso, Texas
Convention & Performing Arts Center

REGISTER ONLINE

DynamicaExpo.org

- General Pass: \$100
 - Continuing Education Pass: \$140-\$180
- Prices increase after October 3rd.



SIERRA PROVIDENCE
HEALTH NETWORK



MEDICAL CENTER
OF THE AMERICAS
FOUNDATION

REDSKY



BORDER RAC
REGIONAL ADVISORY
COUNCIL



FEATURED SPEAKERS

NOV 14+15 2014



PAUL L. DOMANICO, PHD

Senior Director of Research and
and Development at the
Clinton Health Access Initiative



DR. BRUCE E. BLOOM

Ashoka Fellow
President and Chief Science Officer
Cures Within Reach



DR. JOSEPH M. SMITH

Chief Medical Officer and
Chief Science Officer
West Health



ROSEMARIE TRUMAN

Founder and CEO
The Center for Advancing
Innovation, Inc.

Please visit our website for more details such as workshop times.

REGISTER ONLINE / DynamicaExpo.org

info@dynamicaexpo.org - (915) 773-5804



ALL ACCREDITATION AVAILABLE.

Physicians: BorderRAC is accredited by the Texas Medical Association to provide continuing medical education for physicians.

Nurses: BorderRAC is an approved provider of continuing nursing education by the Texas Nurses Association, an accredited approver by the American Nurses Credentialing Center's Commission on Accreditation.

EMS: BorderRAC is recognized as a Texas Department of State Health Services provider of continuing education [course No. 101792].

Social Workers: Social Worker CEU's are approved by the Texas State Board of Social Workers (BorderRAC provider No. 5452).

Project C.2

CLINICAL RESEARCH ORGANIZATION

Clinical Research Organization

- **Status:** Planning Phase
- Clinical Trials Network Director
 - MD/PhD identified – potential candidate
 - Interview scheduled for June 20, 2014
 - Anticipated start date is October 1, 2014
- All major hospital systems are interested in participating
 - Regional IRB
 - IRB reciprocity
- Collaborating with PDN Health Information Exchange
- Several grant applications submitted

Project C.3

PROOF-OF-CONCEPT FUND

Proof-of-Concept

- BIOMED Symposium
 - October 2013
 - \$9,000 in poster awards to 12 projects
 - 6 categories (1st place @ \$1,000; 2nd place @ \$500)
- Proof-of-Concept
 - March 2014
 - UTEP, NAU, WBAMC
 - PTSD research
 - \$25,000 award (no overhead allowed)
 - \$6k from WBAMC in in-kind
 - UTEP professor declined summer salary to put funds into project
 - Follow-up joint NIH grant b/w UTEP and RedSky

Proof-of-Concept Fund

- RedSky Seed Accelerator
 - Kick off = Spring 2014
 - 3-6 companies or technologies selected 2 x per year
 - Selected companies receive
 - Proof-of-concept funding
 - Office space
 - RedSky management support
 - Goal – to identify high-potential companies and work with them through a tough commercialization process
 - Possible future Cardwell Collaborative tenants

Project D

LAND ACQUISITION

Land Acquisition

- **Status:** Underway
- MCA will purchase 13 acres of land from City of El Paso for the development of a Science and Technology Park
- MCA is currently actively evaluating several other properties for acquisition in the MCA area

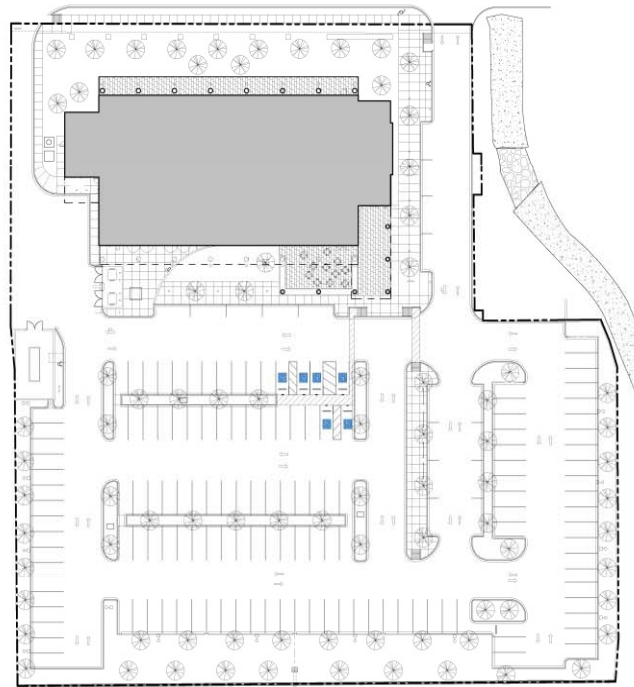
Project D.1

PARKING

Parking

- **Status:** Underway
- MCA will develop 155 parking spaces on Cardwell Collaborative site
 - 149 regular parking space
 - 2 van accessible spaces
 - 4 accessible spaces
 - 20 bicycle spaces
- MCA will develop additional parking on “lower” S&T park site

Cardwell Collaborative Site Plan



Project E

MCA TECH BUILDING...

“CARDWELL COLLABORATIVE”

The Cardwell Collaborative Project

Purpose

- **City of El Paso Priority Project**
 - Economic Development
 - Urban infill / revitalization
 - Expansion of MCA campus as a “second downtown”
 - Employment headcount at MCA campus is rivaling that of downtown El Paso
- **Pent up space needs**
 - No TRBs in Texas since 2006
 - New TTUHSC Medical School, Nursing School, School of Biomedical Sciences
 - Other campus partners developing quickly (University Medical Center, El Paso Children’s Hospital)

Cardwell Collaborative Project Costs

- **\$29 million = Project Cost**
 - \$20.5 million = **construction cost**
 - \$5.4 million = **soft costs** (architecture, engineering, program management, etc.)
 - \$400,000 = **contingency**
 - \$1.5 million = **financing costs**
 - \$1.4 million = lab **case work & equipment, furniture**

Funding

- **Funding**

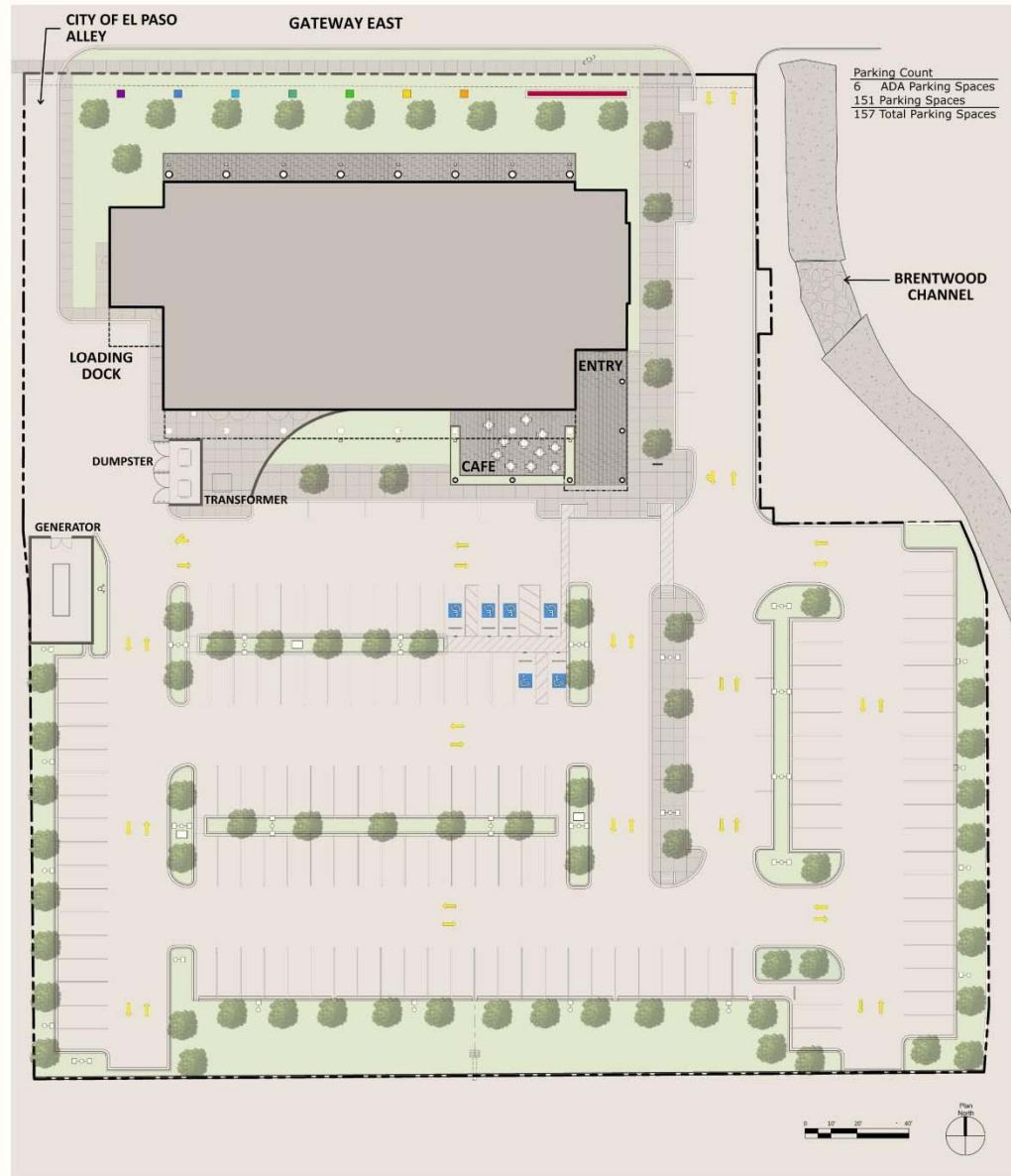
- Construction loan to mini-perm
- Consortium of Community Local Banks
 - City Bank
 - 1st National Bank
 - Bank of Texas
 - United Bank of El Paso del Norte

- **Equity / Fundraising Plan**

- \$10 million fundraising goal over 3 years
 - \$10 million capital campaign goal (naming opportunities)
 - \$7 million already raised

MCA Tech Park Team

- Owner = MCA Tech Park, Inc.
- Program Manager = Broaddus & Associates & ECM International
- Architect = Philo Wilke Partnership
- General Contractor = Jordan Foster
 - *95.5% local subcontractor participation*
- Commissioning Agent = Bath Commissioning
- Construction Materials Testing = PSI
- Test Adjust Balance = Campos Engineering, Inc.
- AV/IT = Comco, Inc.
- Security = SD Technologies





- Legend**
- Building Support
 - Offices
 - 1-Circulation
 - Circulation
 - Conference Center
 - Cafe
 - Media Room

Level 1 Floor Plan
**Medical Center of the Americas
 Cardwell Collaborative Building**



Not for regulatory approval.
 Building is under construction.
 By: David Wilke
 Title: Architect
 Date: 10/20/2014
 10/20/2014





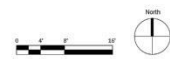
- Legend**
- Building Support
 - Offices
 - Circulation
 - Conference Center



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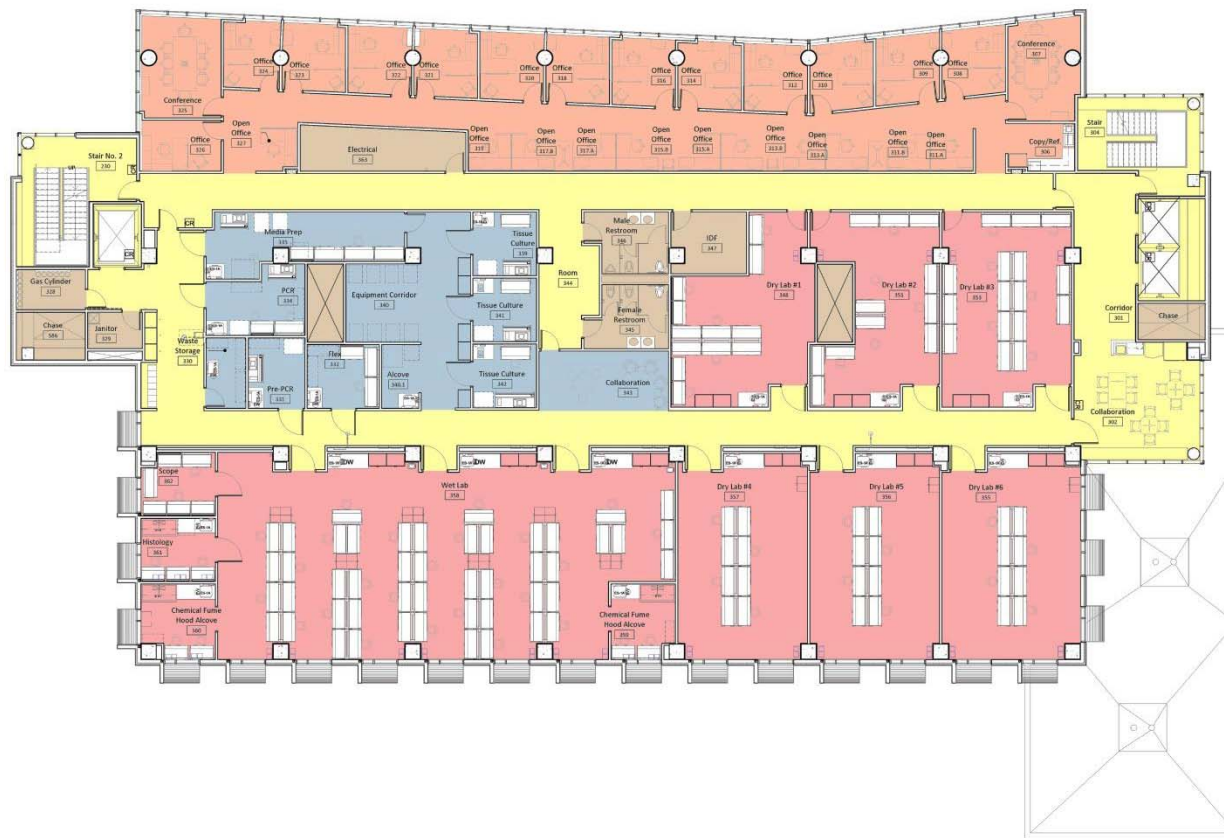
MCA - BRTC Building El Paso, Texas

Level 2 Floor Plan



Not for regulatory approval.
Issued for construction
By: Author
Texas Reg. No.
SHP-00230713
DWG No. 1.2
Copyright © 2016 Philo Wilke Partnership
All rights reserved.





- Legend**
- Lab Support
 - Building Support
 - Offices
 - Circulation
 - Lab Spaces



MEDICAL CENTER
OF THE AMERICAS
FOUNDATION

MCA - BRTC Building El Paso, Texas

Level 3 Floor Plan



Not for regulatory approval.
Building or construction
By: Author
Title: Rev. No.
Date: 09/20/21
DW/ML/SL

**Philo
Wilke**
Partnership

CC High Performance Computing Center

- The HPCC is the backbone and primary enabler for efficient, effective, and productive transactions of complex business, scientific, and technologic research and development that will be conducted within the Cardwell Collaborative, the Paso del Norte region (i.e., Juarez, Las Cruces, Ft. Bliss), and beyond
- **Goal:** to make the HPCC one of the top 50 supercomputers in the world, housed in a Tier-3 Enterprise IT server room, and capable of sustaining over 1.2 petaflops of computational performance – based on Hewlett-Packard's Apollo 8000 computing platform
- The HPCC will also have:
 - A petabyte of ultrafast primary storage
 - A petabyte of secondary storage
 - 128 graphics accelerator array
 - Water mist fire suppression system
 - 100% passive optical fiber infrastructure, capable of delivering 10Gb/s or more to the desktop
 - Three independent fiber optic communication pathways

Other Exciting Building Features

- Tier 3 high performance computing center
- Redundant fiber + fiber to every desktop
- High tech conference center
- Avatar Receptionist
- Wet labs – commercially available
- Dry Labs
 - Augmented reality lab
 - e-health lab
 - Physician office of the future lab
 - Medical bionics lab
 - Media lab
- Collaboration spaces





MEDICAL CENTER
OF THE AMERICAS
FOUNDATION

**CARDWELL
COLLABORATIVE**



**Philo
Wilke**
Partnership



CONFERENCE

Philo
Wilke
Partnership

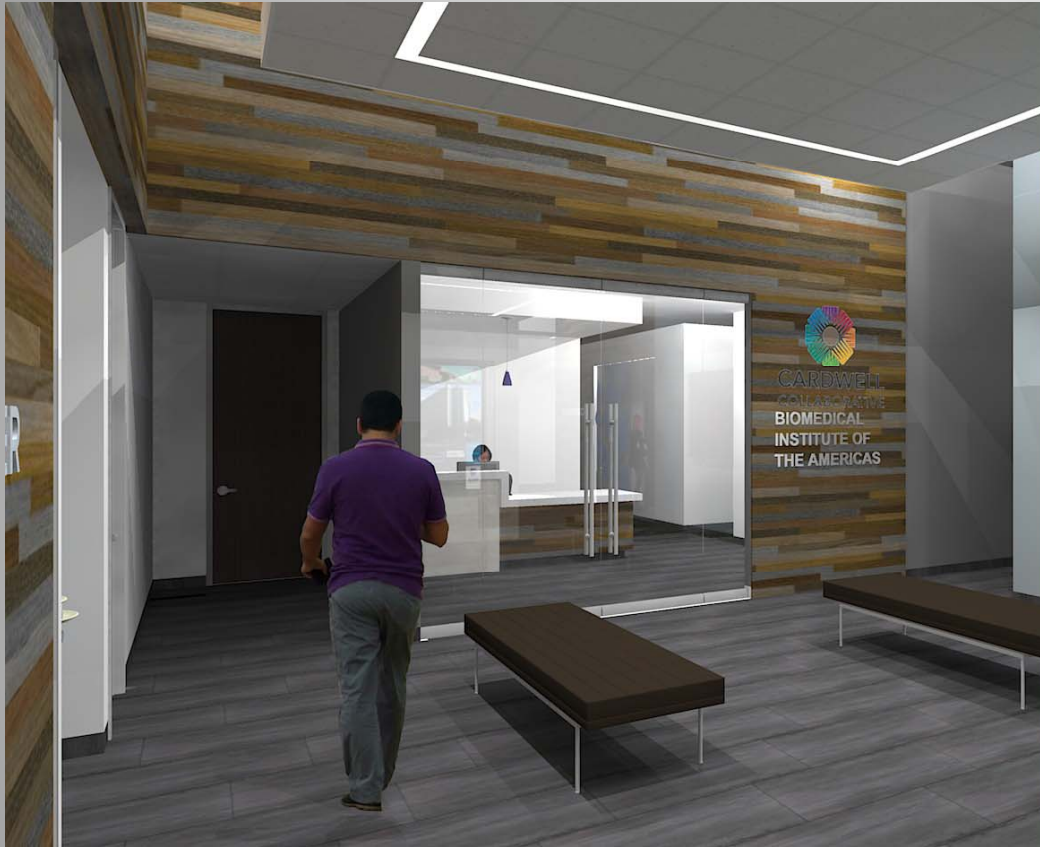


CANDWELL
UNIVERSITY OF MISSISSIPPI
BIOMEDICAL
INSTITUTE OF
THE AMERICAS

Philo
Wilke
Partnership



Philo
Wilke
Partnership



Philo
Wilke
Partnership



Philo
Wilke
Partnership

TEXAS TECH UNIVERSITY
HEALTH SCIENCES CENTER

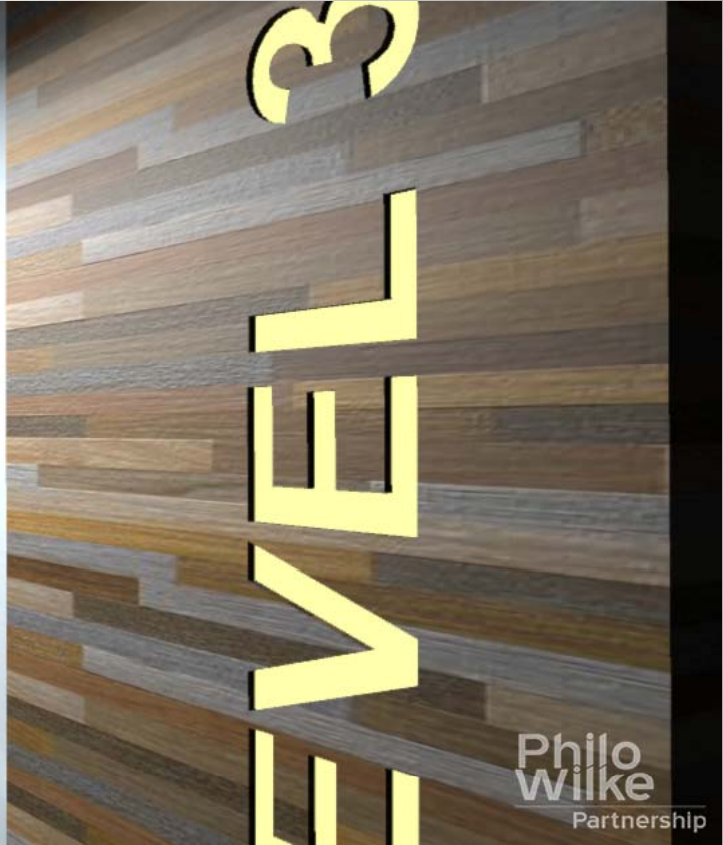


TEXAS TECH UNIVERSITY
HEALTH SCIENCES CENTER

2

LEVEL

Philo
Wilke
Partnership



Philo
Wilke
Partnership

Project F

**TTUHSC GAYLE GREVE HUNT
SCHOOL OF NURSING BUILDING**

TTUHSC Gayle Greve Hunt School of Nursing

- **Status:** Under construction
- **Team:**
 - Vaughn Construction
 - Paige Southerland Page architects
- \$14 million (\$11 million from MCA)
- 33,000 square feet
- **Timeline**
 - August 19, 2013 = Groundbreaking
 - Construction Completion = Spring 2015







General

OTHER MCA UPDATES

MCA Angel Capital Partners

- Angel Fund – bring scarce funding to regional start-ups trying to survive the “valley of death” and to companies we want to come to the region
- Multi-million dollar fund
- Examples of investment areas:
 - M-health; e-health; tele-health
 - Medical bionics
 - Medical devices
 - Services (clinical trials, biomed manufacturing)
- Launch estimated in August 2015

Grant Applications

- During FY 2014, numerous grant opportunities were submitted that could result in millions of dollars of additional funding for MCA:
 - Union Pacific Foundation
 - National Institute of Health
 - National Science Foundation
 - Keck Foundation
 - Economic Development Administration (EDA)
 - Chase Foundation

HEALTHCARE RISING

Vitals and Prognosis of the Region's Healthcare Industry



PANELISTS

Jacob Cintron, CEO

Las Palmas Del Sol Healthcare

Eric Evans, Market CEO

Sierra Providence Health Network

Syed Yusoof, MD, MBA

El Paso County Medical Society

James N. Valenti, CEO & President

University Medical Center of El Paso

Richard Lange, MD, MBA Founding President

TTUHSC El Paso

Oscar Cantú

Juárez - Periódico Norte

Col. Michael Heimall, Commander

William Beaumont Army Medical Center

Phillip Rivera, President of Las Cruces

Physician Services

Memorial Medical Center of Las Cruces

Kristi Daugherty, CEO

Emergence Health Network

Emma Schwartz, President

Medical Center of the Americas Foundation

The Greater El Paso Chamber of Commerce and the Medical Center of the Americas Foundation cordially invite you to join us for a panel discussion with leaders of the region's healthcare industry to discuss the state of the industry and its future.

This event will be followed by a cocktail reception.

Thursday, September 4th

Panel Discussion: 3:30pm to 5:00pm

Philanthropy Theatre • 125 Pioneer Plaza

Cocktail Reception: 5:00pm to 6:00pm

Alcantara Sky Garden • 125 Pioneer Plaza

Sponsorship

Platinum: \$1000

Gold: \$750

Silver: \$500

For more information please
contact Meghan @ 534-0530



MEDICAL CENTER
OF THE AMERICAS
FOUNDATION



GREATER
EL PASO
CHAMBER OF
COMMERCE

Tickets: \$30

Register at www.elpaso.org

MCA & RedSky

Presentations / Outreach

- UTEP's 9th Border Economic Forum
- US Representative, Beto O'Rourke
- Texas State Senator, Jose Rodriguez
- El Paso Orthopedic Surgery Group
- Federal Reserve Bank panel on Career and Technical Education
- John Cornyn, U.S. Senator
- Trey Martinez Fisher, Texas State Representative
- El Paso Independent School District, Board of Managers
- All regional utility and infrastructure companies and organizations: El Paso Electric Company, Union Pacific, Texas Department of Transportation, Texas Gas Services, City of El Paso, Public Service Board, etc.
- NMSU's Arrowhead Innovation Network
- Workforce Solutions Upper Rio Grande
- Angelous Economics
- Tammy Marceleno, Chase Global Philanthropy
- Joe Straus, Texas Speaker of the House of Representatives
- Shane Haggarty, President, El Paso STEM Foundation
- Dr. Howard, Provost, NMSU
- Marisa Marquez, Texas State Representative
- Cesar Blanco – candidate for Texas Representative, District #76
- City Familiarization Tour – site selection consultants (twice)
- United Bank of El Paso del Norte
- John Boehner, Speaker of the US House of Representatives
- Sierra Medical Center, Medical Executive Committee
- Providence Memorial Hospital, Medical Executive Committee
- .406 Venture Partners
- Apple Computer Executives
- FinPro Leadership
- Frost & Sullivan Medical Device Conference
- Future of Health Technology Symposium
- Healthcare / Biotech Industry Luncheon Roundtable at NMSU
- Hewlett-Packard HPC Executives
- Innovative MRI Executives
- Johns Hopkins Technology Transfer
- New York City Angels Executive
- Paramed Medical Systems Executives
- Scottish Government Leadership
- TTUHSC Spring Faculty Mixer
- UTEP Chemistry, Materials & Environmental Science & Engineering Leadership

The numbers

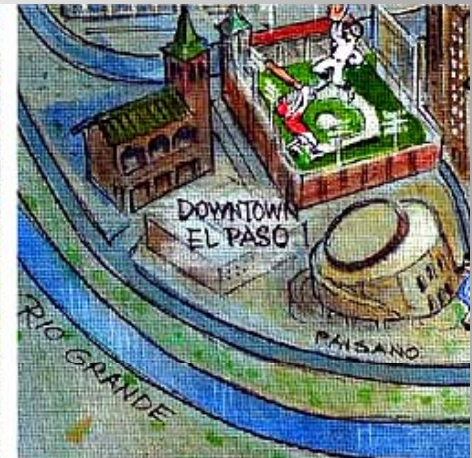
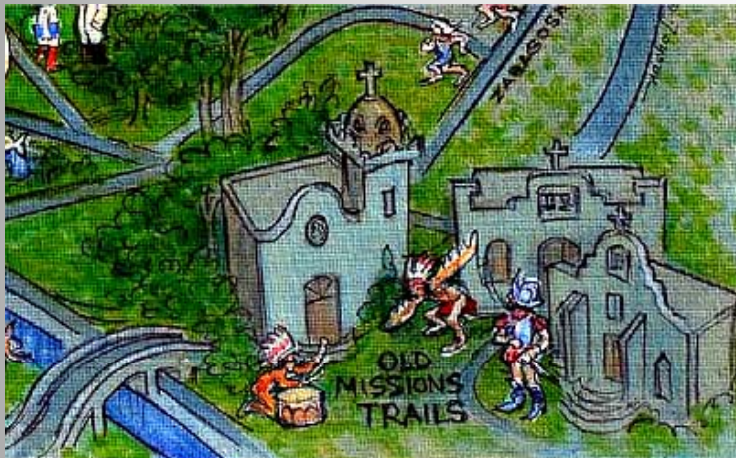
FINANCIAL REPORT

Leverage

- Since the commencement of the MCA's Impact Fund Agreement on 2/7/2012, MCA has raised funds through grants, philanthropy and other revenues to leverage the Impact Funds far beyond the reach they would have had
- As of August 31, 2014, MCA's Impact Fund to non-Impact Fund income leverage was:
 - ***\$8,390,221 = Impact Funds received / appropriated***
 - ***\$7,090,000 = non-Impact Funds raised by MCA***

Medical Center of the Americas Foundation and Affiliates		
Project Status Report		
For the Period September 1, 2013 through August 31, 2014		
Economic Development Program Grant (Impact Fund):		
2014 appropriation		\$ 2,617,351
Total grant revenues		2,617,351
Grant expenditures by category:		
Non-building components:		
Salaries, wages & benefits ¹	\$ 1,412,415	
Other personnel expenses (Supplement A)	116,515	
Professional fees & contract services (Supplement B)	154,697	
Office expenses (Supplement C)	88,377	
Other administrative expenses (Supplement D)	90,235	
Proof of concept ²	25,000	
Biomedical Research Symposium, net	4,501	
Capital expenditures (Supplement E)	62,939	
Total non-building components	1,954,677	
Building components:		
TTUHSC Hunt School of Nursing funding	612,000	
MCA Tech Park construction-in-progress (Supplement F)	276,084	
	888,084	
Total expenditures		2,842,761
Excess (Deficit)		\$ (225,410)
¹ A detailed schedule of salaries, wages & benefits is available for review at the MCA offices.		
² In March 2014, a proof of concept collaboration grant in the amount of \$25,000 was awarded for the refinement and testing of a novel PTSD pharmaceutical to UTEP's Dr. Mahesh Narayan, Northern Arizona University's Dr. Suman Sirimulla and William Beaumont Army Medical Center's Department of Clinical Investigations. All funds go directly to product development with no overhead expenses allowed to the universities.		

Thank you!!



There is more to
this region than
meets the eye . . .