



Meeting Minutes

Date: 9/18/24

I think we can all agree, today's meeting was great! When I left, my brain hurt from all the information that had been shared. What a great experience it was to learn from Bill Cast about the process it has been and will be for Topikos Scientific to impact the biofilm disease sector.

Thank you to Brent for filling in on the spot for us today! Kyle, we are now anxiously awaiting our 16th birthday celebrations at your house in the upcoming year!

Lastly, whether you are, or are not, living under a rock; the feds did in fact cut interest rates by half a point. Mr. Arnold, I think I speak for the entire Business Forum, when I say we expect a full market report forthcoming.



Leadership:

- President – Tim Smith, Abundant Executive Living
- Vice President – Tony Tranquil, Wayne Pipe & Supply

- Treasurer – Kim Ward, Northeastern Realty
- Secretary – Cassidy Young, Jack Laurie Group

Next Meeting:

- Date: September 25, 2024
- Time: 12p-1:15p
- Location: Umi – 2912 Getz Rd., Fort Wayne, IN 46804
- Speaker: Business Meeting, No Speaker.

Upcoming Speakers & Reminders:

- Eric Touchet, Speaker – 10/2/24
- Dan Votaw, Speaker – 10/9/24
- Dan Copeland, Speaker – 10/16/24
- Brent Stoller, Speaker – OFF SITE MEETING at Workspace Solutions (2208 Production Road, Fort Wayne, IN 46808) – 10/23/24

Guests:

- None

Token Winner:

- Tony Wolfe!!!
- Gary Shear (not present)
- Rick Schuiteman (not present)

Tip Session:

Name	Tip
Cassidy Young	<p>Thank you to Dr. Cawood, Dave McComb, Rick Schuiteman and Steve Zacher– my team is actively working on bidding projects for you!</p> <p>Also, thank you to Dr. Gilbert, my husband came in and had some dental work done and couldn't talk for a few hours after. LOL</p> <p>Thank you to Kim Ward for attending the WBA's fundraiser, Dinner on the Diamond with me Saturday.</p> <p>Thank you to Dan Copeland for selecting to feature me in the recent Business People edition. And for his continued great work on our clothing and promotional material orders</p> <p>Thank you to Mark Diester, we are working on replacing tile in a few restrooms for him!</p> <p>Great job to John Urbahns on the GFW's Economic Development Summit, the event was top notch .</p>
Brent Stoller	Thank you to Don Saylor

Elliott Neubauer	Dick Fox is fixing the front end of his car! He's doing a great job! Elliott was the MVP at a playoff and had the lowest net score.
Dick Fox	Business with Don Saylor and Elliott, Frank and Tim
Bob O'Reily	
Andrew Wartenbe	
Tom Wolfe	
Dan Arnold	Fed's are meeting today, 2pm today will give us an update on their decision. Market continues to hold
Dick Waterfield	Got back from England visiting Oxford University with a group.
Dan Votaw	
Noll Hupp	
Wayne Beer	
Morrie Sanderson	
Dan Copeland	
Gary Probst	
Dave McComb	Thanks to Jim at Kelly's for incredible service
Fritz Aichele	Thank you to Brent and Jim Matthews
Tony Tranquil	Thank you to Brent, Dick, and Jim
Kyle Martin	Daughter turns 16 – looking at cars from Jim and a gift from Bradley Goff
Kim Ward	Guest speaker in town stayed at Jason's hotel
Brad Gough	Business with Steve Zacher looking at new buildings. Store event is going on, Estate buying sale. Gold, jewelry, similar to antique road show
Phil Terrill	Had a client and sent him to Dick Fox, he was great!
Mike Stanford	Kathy Rodgers working to locate a regional sales manager, thank you to Jim Matthews

Speaker Notes:

A Startup's Journey to Fight Biofilm Diseases

Topikos Scientific - <https://topikos.com/>

- They have a new composition of matter, in the US less than 1% are new.
- Biofilm – according to ChatGPT:
 - A biofilm is a structured community of microorganisms, such as bacteria, fungi, or algae, that adhere to surfaces and are embedded in a self-produced matrix of extracellular polymeric substances (EPS). This matrix, which can include proteins, polysaccharides, and DNA, helps protect the microorganisms from environmental stressors, including antibiotics and disinfectants.
 - Biofilms can form on a variety of surfaces, including living tissues (like teeth, in the case of dental plaque), medical devices (like catheters or implants), industrial piping, and natural environments (like rocks in streams).
 - Biofilms are significant in both health and industry because they can lead to persistent infections, contamination, and resistance to cleaning or antimicrobial treatments. Their ability to shield microbes from external threats makes them challenging to remove or treat in medical and industrial contexts.
- De-Risking Leads to Series A
- The FDA lost a court ruling

- As a drug company they were working to leverage the sale of the company who would in turn sell the product they developed
- PIVOT to a device strategy– and able to sell to the animal world
- Strategy then became focusing on a dogs with an oral product
- Changed to Topikos Scientific not Topikos Pharmaceutical and created 4 divisions with different mailing addresses.
- Plan: become a “post revenue” with animal income
- Once it comes out and is widely utilized in the animal industry it will quickly be realized this drug is appropriate for humans
- 6% of baby boomers don’t have pet insurance; 67% of new generations have pet insurance; we are seeing “pet parents”
- Gum Disease untreated can result in other infections in your body
- After cleaning plaque begins to come back in about 3 days. On average a cleaning lasts up to 6 months, varies based on size and bread
- After the initial treatment, Topikos device prevents plaque from coming back longer
- Market for dog gum treatment is roughly 6.8 billion, not a small market, but a market with little to no great treatment
- Goal is to keep the common biome in the dogs mouth as natural and healthy as possible
- Laser scanning Confocal Microscopy by Nikon – Allows Topikos to “SHOW” not “TELL” what their devices do
- To Date: 5 patents: 3 issued; 1 pending soon; 1 provisional
- Cash: \$2M: Burn rate confined to patents and animal sales
- Next Steps – Merck, Virac, Zoetis, Phibro etc....
- Risks in this business is mainly time to approval and time to income
- Funding has come from business forum, hiking group, and stock group

Q&A

- Lots of investments are you generating income? Not yet, there goal is to license and sell the oral animal health to fund the development and ongoing growth
- How close are you to the periodontic product for humans? 2 people on board have used it, they have the product, but they don’t have the income yet from their animal side to offset costs of independent review board etc....
- Burn rate – how long can you last before you must sell or raise more money? They can finish the animal side with no more money.

Board of Directors Corner:

The Board of Directors for the Business forum is actively working on the following:

- Evaluating meeting venues for 2025 and reviewing/ accepting proposals.
- Filling the 3 open spots for membership
- Finalizing the location and date for the President’s Party
- Exploring options for a Komet’s game social event
- Finalized Social Event at Hilton Garden Inn on 9/20/24
- 2025 Budget planning which will begin after finalization of meeting venue
- 2025 Board of Director appointments which are open for discussion