

Attending: Spence, Michael, Brent, Greg, Tim, Nino

## Agenda

- Operations Update
- Ethics Board update
- BG employees moving to Structsure
- Realignment

### 1. Previous/follow up items

- a. Last month's minutes
  - i. Motion to publish - approved
- b. Operational update
  - i. GSA bid - completed first step. Asked to revise Structsure pricing - Tim updated to more granular pricing
  - ii. 2 SBIR bids in June - won't know status until late summer / fall
  - iii. Monster Mash has kicked off
  - iv. Fluttershy extended 30 days - possible second round. Matt is on the contract to boost % of contract funds used
  - v. Structsure
    - 1. Pivoting away from platform to Modular Security Overlays - allows customers to keep more stuff controlled by themselves
    - 2. Working to get VC funding and marketing/sales advice
    - 3. Pitching an AI-on-Structsure project to a rope manufacturer
- c. Ethics Board
  - i. May need to be updated to fit with updated company (without focus on commercial side)
- d. BG employees to Structsure
  - i. Need to make sure members interests are aligned with the company. Also need to enforce operating agreement
  - ii. Extended sabbatical model?
  - iii. Alex is pulling together info on what "being an employee" entails - need to mesh with state law
  - iv. Should remain as employees to have the shares employee-owned - BG can force a sale through termination with cause
    - 1. This arrangement should have a time to live attached
- e. Realignment
  - i. More detail for these goals - offerings, focus, target market segment, steps to be ready to deliver (what skills to get? etc)
  - ii. Need someone responsible for following sales
    - 1. e.g. better understand Structsure sales difficulties - do we have the right market/price/explanation of the benefits of Structsure?
    - 2. Worked on market guidance directly affecting product dev goals

3. Need to figure out which market segment could use Structsure, and how they want to buy
2. New Items
  - a. Climate survey - historically done around retreat, should make sure we are still doing it this year
3. Next meeting
4. Action items
  - a. Tim/Nino - run sabbatical discussion by partners