



The Economic Development Corporation of Lawrence and Douglas County

April 14th, 2015

Members, City Commission
Lawrence, KS

Members, Douglas County Commission
Lawrence, KS

Dear Commissioners:

On behalf of the Economic Development Corporation of Lawrence & Douglas County and The Chamber, Lawrence, KS, I am writing in support of the economic assistance package provided to Integrated Animal Health (IAH) of Noosaville, Queensland, Australia. On April 13th at the Bioscience & Technology Business Center, IAH announced to the region and to the Animal Health world that Lawrence, KS was their choice for the IAH Global Headquarters. This is a huge success for Lawrence and Douglas County and equally large for the Bioscience & Business Technology Center (BTBC) and the Kansas City Area Development Council (KCADC) Animal Health Corridor.

By supporting the relocation of IAH from Australia to the BTBC, IAH becomes the third animal health related company to announce to the global animal health industry that Lawrence, KS is where they will be most successful. Additionally, IAH has committed to creating quality, high paying jobs for our community, they have committed to being an outstanding corporate citizen, and they have a passion for seeing additional, related companies come to the Lawrence area and succeed. Their commitment to Lawrence has also illustrated that animal health companies are beginning to cluster in the Lawrence area, which is vital to successfully growing this industry.

In years to come it is our hope that other related companies select Lawrence as their prime location for success, which, in part, will only be possible through the continued support from the community. This is the reasoning for our support of the assistance package offered to and accepted by IAH.

Kind regards,

A handwritten signature in black ink, appearing to read "Brady Pollington".

Brady Pollington
Vice President EDC of Lawrence & Douglas County

April 10, 2015

Members, City Commission
Lawrence, KS

Members, Douglas County Commission
Lawrence, KS

Dear Commissioners:

We are writing in support of the economic incentive package offered to and accepted by Integrated Animal Health, Noosaville, QLD, Australia.

It is our privilege to have been engaged in the recruitment of this company for the past six months. We have had opportunity to meet the company's global CEO, co-founder and lead investor, Board Chair, and director/investor; Messrs. Blake, Neely, Svenson, and Walker have become valued acquaintances of BTBC. We have discussed with company officials their plans for expanding IAH's global operations in the United States, in the regional Animal Health Corridor, in Kansas, in Lawrence. We have introduced them to our colleagues and partners at the University of Kansas and have explored the potential for leveraging the University's capabilities to expand the company's operations. And we have given the company access to BTBC's wide network of animal health companies, including several BTBC tenant companies, many of whom may become the company's new customer base.

Through these various interactions we have discovered the company's commitment to growth and its desire to establish itself as a global enterprise. The company has developed nine separate animal pain therapy management clinical and field trials in the last five years, a remarkable achievement. Its mission is now to license this novel delivery technology by working with global players and or establishing territory licenses. The company also has several additional product lines in varying stages of development, all with commercial potential. And, it has chosen Lawrence for its company's global headquarters, a perfect fit. We are enthused about the company's choice to become part of BTBC's emerging innovative animal health cluster of starter companies. In doing so, it is making a long term business investment in Lawrence and Douglas County

We have discovered, once again, the compelling story that we have to tell about Lawrence, its unique assets and its commitment to attract companies that want to grow here, produce jobs, and be part of an emerging entrepreneurial business environment. We are grateful for your support of IAH by providing a competitive incentive proposal and also working so diligently with us in introducing the company to our town's many resources.

We look forward to welcoming IAH to Lawrence and becoming part of the coalition that will assist its people in achieving the success they have carefully planned.

Thank you.



E. Laverne Epp
Executive Chair



G.R. Underwood
President and COO



Frank H.B. Kruse
VP Corporate Development