

# **NEUREKA**

**Northern Centre for Biotechnology and  
Clinical Research**

**Restructuring and Turnaround**

**September 2005**

The background of the slide features a textured, light beige surface. In the upper right, there is a faint, stylized illustration of a mountain range. On the right side, a dark, thin branch of a willow tree hangs down, adorned with numerous small, dark, round buds or leaves.

**Total NEUREKA funding - ~ \$7 M**

**Mission:** Create “biotechnology” entity enabling economic development and employment while reaching sustainability within funds provided

# **Strategic Assessment**

**Step I – Commercial Assessment, June 1**

**Step II – Draft recovery plan, June 30**

**Step III – Initiate restructuring, July 25**

## **Bridge Funding – Phase I**

**FedNor - \$150,000 provided**

**Heritage Fund - \$150,000, in house**

**City of Sudbury - \$150,000 requested**

## **Restructuring – Phase I**

- **Contract CEO in place**
- **Bridge financing in place**
- **Biotechnology division discontinued**
- **Lenders meetings conducted**
- **Landlord meeting**
- **Principal Investigator meetings held**
- **Business/Operating Plan in preparation**
- **Focus on addressing existing operation**
- **Emphasis on new business**

# **Biotechnology**

- **Projects being pursued had no near term revenue potential**
- **Substantial investment required to bring projects to market**
- **Timelines longer and revenues substantially less than NEUREKA projections**

**Biotechnology Division Discontinued**

## **Staff**

**Site Management - 23 F/T & 1 Student**

**Administration - 3 F/T**

**Total Employees - 26 + 1**

**Contract Staff - 2 (1 F/T & 1 P/T)**

**Consultants - 1 (MD)**

## **Site Management**

**The Site Management business is a viable, commercial entity with revenue growth and profit potential**

**This could be a \$5 million business employing more than 80 professionals within 5 years**

## **Operating Funding – Phase II**

**The Restructuring will require an additional investment to be used for current accounts payable and debt pay down as well as operating costs until NEUREKA reaches positive cash flow**

## **Operating (Business) Plan**

**A detailed operating plan with appropriate financials is being prepared for presentation to the Board and distribution to funding agencies**

The background of the slide features a textured, light beige paper-like surface. In the upper right, there are faint, stylized mountain peaks. On the right side, there are dark, thin, vertical lines representing branches or reeds, some with small dark dots. The text is centered and uses a serif font.

## **Near Term Vision**

**Build a solid, well managed, efficient,  
profitable, positive cash flow Site  
Management business**