

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of potential ideas for projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION:

Name of Individual/Entity/Organization: **Stone Clinical Laboratories LLC**

Brief Description of Background of Individual/Entity/Organization: **Stone Clinical Laboratories is a full service clinical reference/specialty lab providing outstanding testing and services to the healthcare industry, supporting the community through education programs and providing preventative and rapid diagnostic testing to improve patient care.**

Contact Information:

Primary Contact Information: **Christopher Ridgeway**
Title: **Founder and Chief Executive Officer**
Mailing Address: **615 Baronne Street, Suite 100**
New Orleans, LA 70113
Telephone Number: **504-259-9377**
Email Address: **cridgeway@stoneclinicallabs.com**
Website: **www.stoneclinicallaboratories.com**

Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program:

Stone Capital LLC, Whale Capital LP

REQUIRED EXECUTIVE SUMMARY:

In a maximum of three (3) pages, please describe the proposed project or program, including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

IMPORTANT NOTICE

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be scored, and then considered for award in the discretion of Triumph Gulf Coast Board.

(i) Funds being sought from Triumph Gulf Coast: \$6,914,367.20

Stone Clinical Laboratories is requesting funding from Triumph Gulf Coast, Inc. in the amount of \$6,914,367.20. These funds will be used to hire scientific, technical and administrative staff, build a clinical laboratory, conduct laboratory operations and support targeted education, employment and healthcare initiatives within the Walton/Bay County and neighboring communities.

(ii) Other sources of funding for the duration of the proposed effort: \$6,914,367.20.

Stone Clinical Laboratories will contribute \$6,914,367.20 in matching funds.

(iii) The location of the project or program.

Stone Clinical Laboratories will build a clinical laboratory & learning facility in the Walton/Bay County area. The Walton/Bay County area is a prime location to support the objectives of this project, as it is expanding at over twice the rate of other counties in the state of Florida. Additionally, Sacred Heart Health System, the primary health system supporting this area, is challenged by a lack of laboratory service providers. The Walton/Bay County area does not have any regional full service clinical laboratory partners available to service this need today, and as a result this work is being sent out of the state of Florida for testing. The Stone Clinical Laboratories facility will be adjacent to and work towards a joint venture partnership with the Sacred Heart Health System with the goal of meeting the dynamic growing needs of this community.

(iv) Summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties.

Stone Clinical Laboratories is pleased to submit this request for Triumph Gulf Coast Funding to bring a boutique, comprehensive full-service reference laboratory to support the community and associated health care systems in the eight affected counties and ultimately across the state of Florida. One of the major benefits of our project includes designing and implementing education programs targeted at improving the public health and welfare of the citizens within the community while also training them in these highly specialized areas that are transferable to other industries and employers. Stone will partner with local middle schools to educate and foster interest in the academic disciplines of Science, Technology, Engineering and Mathematics (STEM). Next, we will provide mentorships to high school students, continuing to develop these interests and help students build a roadmap for a more successful transition to college. To complete the education cycle, Stone Clinical Laboratories will provide internships to give hands-on experience that will help them be successful in STEM careers here at Stone Clinical Laboratories as and well as other organizations within the Florida Panhandle. Our

goal will be to keep jobs in local communities and enhance the education, skills and training of those in the existing workforce as well as capture those entering the local workforce, ultimately improving employee retention rates in these communities. Finally, with this project we will bring employment opportunities to include office administration, client service representatives, sales and marketing executives, highly trained medical technologists, PhD's and doctors of medicine. The average salary for these positions is estimated to be \$83,000 per year with a plan to add 72 jobs within our first four years of operation.

In addition to fostering an innovative STEM workforce, we will build partnerships with local organizations and institutions to educate the community on identifying signs of drug abuse and opioid addiction and how preventative diagnostic testing can improve treatment and outcomes for the residents of the community and surrounding areas. We will do this in collaboration with the Sacred Heart Hospital System, Walton County Sheriff's Office, the Walton County School Board, the Environmental Research Program, Walton County Research, Education and Innovation Center, by (1) Educating the citizens on the signs and impacts of drug abuse, more specifically, opioid abuse; (2) Developing programs that help physicians, doctors, hospitals and government agencies address the opioid crisis through drug monitoring programs and rapid diagnostic techniques; (3) Improving patient healthcare through a wide variety of test options; (4) providing rapid screening tools that specifically address the CDC's highest risk patient population in the surrounding communities today.

By collaborating with physicians, hospitals, law enforcement agencies and educational institutions, we will bring the latest diagnostic services complete with customized solutions and the most comprehensive service offerings to support the community. Specifically, our offerings include Urine drug monitoring, early-stage cancer detection, pharmacogenetics, pathology, infectious disease, chemistry, hematology, molecular testing, and more to meet the new challenges facing our population. The opportunity of a strategic partnership with Sacred Heart Hospital System brings additional diagnostic services that will more comprehensively serve the communities.

In addition to education and job creation, Stone Clinical Laboratories will offer the opportunity to be a strategic partner in the identification and response to the emerging healthcare trends like opioid abuse and infectious disease prevention. Florida's Governor Rick Scott has declared a state of emergency relative to opioid abuse, as Florida is one of the hardest hit states to date. This project directly addresses this crisis by strategically partnering with physicians and hospitals to provide the data and preventative and clinical tools needed to improve patient health and safety. Effective testing and monitoring reduces patient abuse, overdoses and the illegal sale of narcotics, thereby bringing real time solutions to assist the Walton County Sheriff's office in their fight against the opioid crisis.

Finally, the CDC recognizes Infectious Disease as a continuing epidemic. Infectious Disease is a pervasive and alarming epidemic and Stone Clinical Laboratories is proud to be a part of the early adopters in the development of a rapid turnaround, early detection test with an easy to use oral rinse. Our oral rinse not only provides a less invasive way to test, but it also has the

most potential to save lives of patients at risk for Oral Cancer, HIV, Hepatitis C and other sexually transmitted diseases through early detection and an enhanced screening process. At Stone Clinical Laboratories, we are committed to being an industry leader in innovation and patient care.

In closing, we will bring an innovative, scientific, sustainable and long-term approach to support and generate economic opportunities in the communities we serve. Additionally, we will support the growth of STEM competencies in local schools, thereby improving the job opportunities for local students. By exposing K20 students to the fields of science, healthcare and technology at an early age, we will improve opportunities for these students to pursue higher education and ultimately secure higher paying jobs. As a future employer in the state, we will benefit from the ability to find local talent to meet the needs of our growing laboratory. We hope that by educating the public, improving K20 resources and creating jobs for the state of Florida, we can truly help provide a bright future for the region's residents by providing both entry level and high paying jobs all while strengthening the healthcare system.

(v) Summary timeline for the proposed project or program.

We recognize the need for education pull through programs and training facilities in the Walton/Bay County area and surrounding communities. Stone Clinical Laboratories will construct a temporary laboratory in Walton County over a six-month period followed closely by constructing a larger facility to support our projected growth. Preliminary architectural and structural designs have been completed and permitting applications are in the process of being submitted. The planned build out will immediately stimulate the economy by utilizing local resources such as designers, architects, project managers, subject matter experts, contractors, construction and maintenance workers. With the design, build and ultimately the operation of our laboratory, we will bring a combined estimated 120 jobs to the area.

Attachments:

Flyer

Floor Plan

Budget

Stone Clinical Laboratories is a boutique full-service clinical reference laboratory that specializes in preventative diagnostic testing.

We offer an expansive test menu including:

- Chemistry
- Hematology
- Prescription Drug Monitoring
- Microbiology
- Pathology
- Pharmacogenetic Testing
- Microbiology
- Cytology

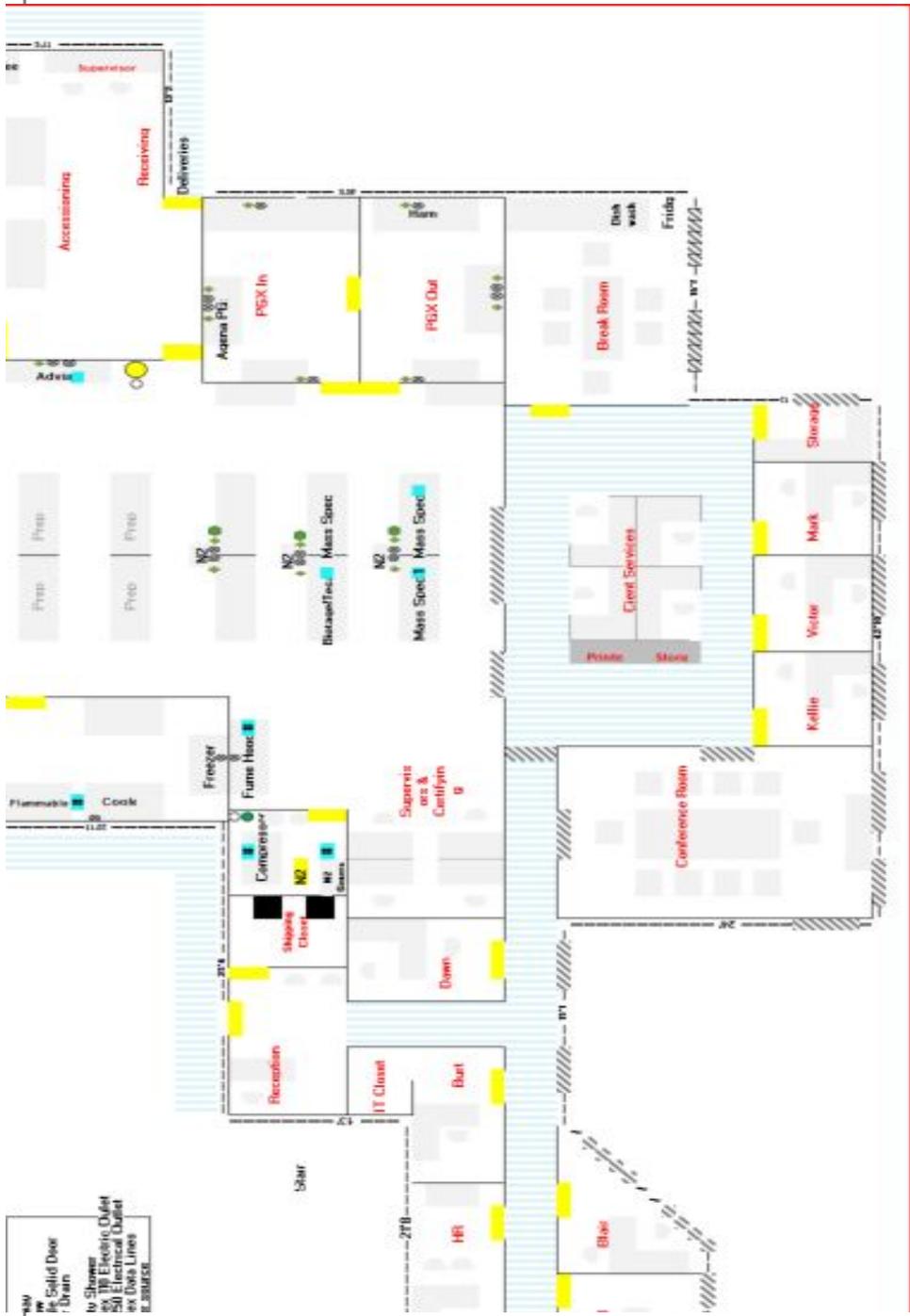
Stone is proud to have several unique algorithms and programs that enable physicians to engage in preventative care:

- **Molecular Oral Rinse - Infectious Diseases**
 - Non-Invasive infectious disease testing for localized and systemic infections
- **DAST - 10 - Drug Abuse Screening Test**
 - Well established tool for establishing the medical necessity of prescription drug monitoring
- **MUSES - MEND Protocol**
 - Precision medicine by processing data on patients and applying the latest research to generate personalized care plans



CATEGORY	ITEM	PRICE
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Standards & Consumables	Blood (Standards Solvents, Cals ,QCs)	\$ 160,000.00
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Instrument List	Blood Consumables	\$ 85,000.00
	Tox (Standards, Solvents, Cals, QCs)	\$ 85,000.00
	Tox Consumables	\$ 60,000.00
	6 - Agilent 6460 Triple quad	\$ 2,250,684.00
	Degasser	\$ 27,234.00
	Bin Pump	\$ 145,956.00
	Mass Spec Kit	\$ 137,796.00
	MultiSampler	\$ 176,052.00
	TCC	\$ 41,526.00
	Kit	\$ 35,904.00
	UPS	\$ 7,194.00
	UPS	\$ 11,520.00
	Shipping	\$ 11,050.00
	Tax	\$ 320,260.80
	Applications	\$ 150,000.00
	Agilent Sample Cooler & Drawer Kit	\$ 27,306.00
	Hamilton Robot	\$ 130,000.00
	Shipping	\$ 500.00
	Methods & Training	\$ 7,500.00
	Installation	\$ 2,500.00
	Agena Analyzer	\$ 500,000.00
	CLC 1600	\$ 95,000.00
	Dimension Vista 500	\$ 200,200.00
	Advia Centaur XP	\$ 46,500.00
	Advia 2120	\$ -
	Peak Scientific Generator	\$ 26,900.00
	Peak Scientific Compressor	\$ 40,535.00
	Nitrogen Generator Installation	\$ 20,000.00
	6-UPS	\$ 9,357.00
	Biotage ExtraHera	\$ 50,000.00
	Incubator	\$ 1,000.00
	BioFume Hood	\$ 50,000.00
Positive Pressure Manifold	\$ 8,000.00	
Hologic Panther Fusion	\$ 1,000,000.00	
Eppendorf Thermo Mixer C	\$ 2,976.00	
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Eppendorf Thermo Mixer C	\$ 2,976.00	
Tecan Freedom Evo	\$ 149,187.45	
Evoqua Pure Lab Classic	\$ 5,209.42	
Bench Top Centrifuge 6F	\$ 8,209.71	
Bench Top Centrifuge 6F	\$ 8,209.71	
Bench Top Centrifuge 6F	\$ 8,209.71	
CLC Tosoh AIA-900	\$ 75,000.00	
CLC Tosoh Sorter	\$ 20,454.96	
Shipping	\$ 2,500.00	
Medonic	\$ 35,000.00	
Advia 560	\$ 36,900.00	
DI Water System	\$ 5,000.00	
Nano Pure Water System	\$ 10,000.00	

	CE Walk In Freezer	\$ 12,500.00
	CE Double Door Cooler	\$ 8,000.00
	CE Single Door Cooler	\$ 3,572.00
	Flammable Cabinets	\$ 5,000.00
	Fischer Scientific Single Door Freezer	\$ 5,706.25
	Fischer Scientific Single Under Counter Cooler & Freezers	\$ 8,192.39
	Temp Alert Monitoring System	\$ 5,000.00
Build Out	General Contractor	\$ 4,500,000.00
	Architect	\$ 40,000.00
	Generator	\$ 50,000.00
	Additional HVAC unit	\$ 25,000.00
	Phone, Cable, Internet Install	\$ 6,000.00
IT, Security & Facilities	Security & Badge Access Install	\$ 5,500.00
	High Volume All in One Printer	\$ 2,000.00
	Phone, Cable, Internet	\$ 6,000.00
	*LIMS	\$ -
	*Sales Portal	\$ -
	*Billing System License	\$ -
	Computers	\$ 5,000.00
	Network	\$ 7,500.00
	ISP	\$ 3,600.00
Furniture	Lab Furniture	\$ 45,000.00
	Office Furniture	\$ 25,000.00
Services & Supplies	Recycling, Waste (including chemical, biohazard)	\$ 1,000.00
	Office Consumables & supplies	\$ 12,000.00
	CS Consumables & Supplies	\$ 3,000.00
	Misc. Lab & Accessioning Supplies	\$ 5,000.00
	Utilities	\$ 24,000.00
	Alarm Monitoring	\$ 3,000.00
	Generator Maintenance & Service	\$ 3,000.00
	FL Water & Waste Use	\$ 3,000.00
Staffing	Total	\$ 2,712,880.00
	Technical Supervisor Blood, Toxicology, PGX and Molecular	\$ 70,000.00
	Technical Supervisor PGX & Molecular	\$ 70,000.00
	Medical Technologist Toxicology	\$ 262,080.00
	Medical Technologist Blood	\$ 291,200.00
	Medical Technologist PGX & Molecular	\$ 262,080.00
	Cytology Technologists	\$ 70,000.00
	Accessioning Supervisors	\$ 68,000.00
	Accessioning Technicians	\$ 216,320.00
	Customer Service Representatives	\$ 83,200.00
	Leadership (HR, Finance, IT, Lab Ops, Lab Directors, Admin)	\$ 1,250,000.00
GRAND TOTAL		\$13,828,734.40
	Triumph Funding	\$ 6,914,367.20
	SCL Match	\$ 6,914,367.20