



IowaBio August 2017

MONTHLY UPDATE

In This Issue

Participation Opportunities

Biotech Spotlight Series – Charles City

New UPS Courier Contract

Innovation Expo 2017

Integrated DNA Technologies Grant Program for Biotech Startups

Spotlighted Companies

GlaxoSmithKline

Upcoming Events

Midwest Events
Global Events

Industry News

Savings Opportunities

BioVantage Purchasing Program

Subscriber Information

Monthly Newsletter
Capitol Report

PARTICIPATION OPPORTUNITIES

Biotech Spotlight Series – Charles City

[\(Return to Index\)](#)

On **Wednesday Sept 13, and Thursday Sept 14, 2017**, IowaBio will be hosting a Biotech Spotlight Series event featuring tours & presentations from two biotech companies in the Charles City area. This is the fourth installment of the Biotech Spotlight Series, which previously highlighted companies in Cedar Rapids/Coralville, Eddyville, and the Sioux Center area. This event is **free to attend** and participation is encouraged for industry members, state legislators, community members, and economic development partners.

This two-day event will feature tours of **Valent Biosciences** and **Zoetis** along with an evening networking reception on September 13th and a lunch presentation on September 14th. The lunch speaker will be announced later this month on the [event website](#).

A hotel block has been reserved under “Iowa Biotech” at Sleep Inn & Suites in Charles City. Room options range from \$85-\$135/night and reservations should be made by calling 641-257-6700 **no later than August 13, 2017**.

For more information about this great event, please visit www.iowabio.org/biotechspotlight. Please join us to learn more about the amazing work being done in the Charles City sector of Iowa!





[\(Return to Index\)](#)

In Response to Multiple Inquires by IowaBio Members About Courier Services, We Now Offer a New Contract With UPS!

After a comprehensive competitive bid and contract negotiation process, **UPS has been selected as the new Preferred Partner through the BIO Business Solutions cost-savings program, which IowaBio has incorporated into its BioVantage Program offerings.** This process was guided and overseen by life science company CFO's and supply chain executives, and a thorough and methodical analysis of the proposals submitted made it clear that a program with UPS would provide more substantial savings to member companies over other couriers. UPS provides access to their local life science industry managers, who can provide information on UPS solutions and services that meet the specific needs of companies in the biotech industry.

The benefits offered by UPS to IowaBio members through this program are detailed on the [Membership Benefits](#) page of our website. Take action and start saving now at www.iowabio.org/ups!

Here are some of the Key Features of this new agreement:

- Save from 50-70% on UPS Next Day Air services
- Save from 30-55% on UPS 2nd Day Air services
- Save 35-55% on UPS 3 Day Air Select services
- Save from 18-47% on UPS Ground Commercial services
- Save from 12-40% on UPS Ground Residential services
- Save up to 65% on UPS Worldwide International services
- Special pricing on UPS' Proactive Response
- UPS Capital Flexible Parcel Insurance
- UPS Temperature True Packaging
- UPS Store Business Services discounts and other Value added services

To learn more about the UPS program and to get a customized shipping analysis, please contact:

Jana DeShay

jdeshay@ups.com

(816) 718-4690

OR

Joe Hrdlicka

joe@iowabio.org

(515) 250-9798

[\(Return to Index\)](#)

Innovation Expo 2017

[\(Return to Index\)](#)



Tuesday

September 19, 2017

1:00-7:00 pm



Coralville Marriott

300 E. 9th St.

Coralville, IA 52241

Innovation EXPO 2017: Opportunities to Pitch



"I came to the first EXPO as a college student and was so inspired by the innovation I saw and entrepreneurs I met that I stayed in Iowa and started my own business. The EXPO made me realize how much we have going on in Iowa." - Max Farrell, WorkHound

Looking for an opportunity to pitch your business idea or get feedback on your pitch from area business experts? The application period is now open for [PitchLab](#) and [Seed & Venture Forum](#) at Innovation EXPO 2017 (Tuesday, Sept. 19th). Applications are due by midnight on August 18th.

Not looking to pitch yourself but interested in what makes a pitch great? [Register to attend](#) to watch the pitches and support Iowa's up and coming entrepreneurs.

More about PitchLab

Eight startup-stage entrepreneurs will pitch their businesses to a panel of area business experts for feedback. [Attend](#) and find out what makes a great pitch. [Apply to pitch here.](#)

More about Seed & Venture Forum

Eight early-stage entrepreneurs will pitch to a panel of venture capital experts from across the state. [Attend](#) Iowa's version of The Shark Tank. [Apply to pitch here.](#)

Organized by:



[\(Return to Index\)](#)



Integrated DNA Technologies Grant Program for Biotech Startups

[\(Return to Index\)](#)

IDT is launching a Synthetic Biology Grant Program for Biotech Startups, with the goal of empowering the next generation of world changing companies. Creating a biotech startup is no easy task and IDT is offering the opportunity for early stage companies in the fields of sustainable manufacturing, human health and humanitarian causes to win 100,000 bases of gBlocks® Gene Fragments. This grant allows small companies to advance through their earliest stages of research and development, maximize their limited funds by removing the cost of DNA synthesis, and an opportunity to promote their ideas at SynBioBeta SF 2017, which is one of the largest synthetic biology conferences in the United States.

The winning applicant would receive 100,000 bp of DNA, a published company profile on synbiobeta.com and the opportunity to present on the main stage at SynBioBeta SF 2017 in October. A runner-up will receive 50,000 bp of DNA and a published company profile on synbiobeta.com. Additional details about the Grant Program and how to apply can be found by using the following link: www.idtdna.com/synbio-grant

This program is a great opportunity for small startups and any Iowa based applicants will be awarded bonus points as a way to help promote biotech in the state of Iowa!

[\(Return to Index\)](#)

Spotlighted Companies



[\(Return to Index\)](#)

GlaxoSmithKline (GSK) is one of the world's leading research-based healthcare companies. We are a science-led global healthcare company. We have three world-leading businesses that research, develop and manufacture innovative pharmaceutical medicines, vaccines and consumer healthcare products. We are committed to widening access to our products, so more people can benefit, no matter where they live in the world or what they can afford to pay. For the last 300 years we have helped transform the health, lives and futures of billions of people around the world. From our early beginnings creating milk-based baby food, to the challenges of developing the world's first malaria vaccine, we continue to take a pioneering approach to developing breakthrough healthcare products and solutions.

As a global healthcare company, we take on some of the world's biggest healthcare challenges. Within our pharmaceuticals and vaccines businesses, we are focused on the delivery of medicines in six core areas: HIV and infectious diseases, oncology, immuno-inflammation, vaccines, respiratory and rare diseases. Across these six areas, our scientists are using 'next generation' technology platforms to increase understanding of disease mechanisms, which will help us deliver significant medical advances to patients.

Each year we screen over 100 million compounds and spend approximately \$6.1 billion on research and development efforts. GSK is focused on building healthy communities in the United States, Puerto Rico and around the world.

Our 25,000 employees in the United States and more than 99,000 employees globally are united in a common effort to improve quality of life by enabling people to do more, feel better and live longer. GSK's U.S. employees live and work in all 50 states and our headquarters are located in Research Triangle Park, NC and Philadelphia, PA.

Our commitment to future health includes:

Gene Therapy – *Strimvelis*, the world's first life-saving gene therapy for children with ADA-SCID demonstrates GSK's commitment to breakthrough solutions for people affected by rare diseases, and is the first of several investigational medicines which will be delivered using our innovative gene therapy platform.

Oncology – We are targeting the fundamental drivers of cancer with leading-edge pipelines in immuno-oncology and epigenetics – potential next generation therapies that stimulate our immune system to fight tumours or use our epigenetic code, a 'control system' regulating the DNA in our cells, to stop a cancer progressing.

Vaccine technology – Critical advances have been made possible by breakthroughs in vaccine technology platforms which can be applied to help develop vaccines against many different diseases. GSK has developed a range of adjuvants which are added to vaccines to enhance the body's immune response to make vaccines more effective. An example of this is our new candidate vaccine for the prevention of shingles.

Infectious diseases – In HIV, our research is investigating a new long-acting injection which would allow patients to take their treatments every 2-3 months instead of daily. In antibiotic research, we are exploring next-generation antibiotics including a potential first-in-class treatment for resistant infections.

[\(Return to Index\)](#)

Bioelectronics – We believe that in the future, tiny implantable devices, smaller than grains of rice, could be used to restore health in a range of chronic diseases such as diabetes, asthma and arthritis, by reading and modifying electrical signals that pass along the nerves of the body.

To be truly successful in tackling the healthcare challenges we are facing, we know we can't do it on our own. Whether it's partnering with academic research organisations, non-governmental organizations or even other businesses, we believe collaboration is critical in finding the best solutions for patients and consumers – which is why we work with over 3,000 external partners. These collaborations help us advance our research and increase our understanding of new areas of science, while sharing the risk of development. This is especially true in areas where research is particularly difficult, for example in the science around antibiotics, and where illnesses are proving particularly hard to understand, such as Alzheimer's disease.

GSK is committed to working with States to meet their most pressing health challenges. Together we can achieve healthcare savings that preserve patient access to the medicines prescribed by physicians.

If you are interested in more information, please contact Sandie Benen (Sandra.e.Benen@GSK.com) at 312-504-4080 and visit our site at www.gsk.com.

[\(Return to Index\)](#)

UPCOMING EVENTS

[\(Return to Index\)](#)

Midwest Events

[\(Return to Index\)](#)

Iowa Ag Summit

August 5 | Des Moines, IA

Summit Agricultural Group will host the 2017 Iowa Ag Summit on Saturday, August 5, 2017, at the Iowa Events Center in Des Moines, Iowa. The event will feature, state, regional, national and international officials, and highlight important topics affecting agriculture, such as trade, energy, sustainability, corporate mergers, the environment, and the 2018 farm bill.

[\(Return to Index\)](#)

Prairie & Native Grass International Conference

August 7-10 | Lincoln, NE

The Prairie & Native Grass International Conference will offer many opportunities to discuss, present, and learn about the latest discoveries on the biotechnology, biotic and abiotic stress, breeding and genetics, ecology and local adaptation, genomics and molecular biology, molecular breeding, sustainable production, soil health, and microbiomes associated with improving switchgrass and other native grasses for diverse end uses.

[\(Return to Index\)](#)

Israel Trade & Investment Mission

September 6-13 | Israel

Organized by Iowa Economic Development Authority. Participating Iowa companies will have one-on-one pre-qualified appointments whether they are seeking to develop or expand direct export sales, locate distributors or agents, conduct market research or have other goals. **IowaBio Members:** [Email Joe Hrdlicka](#) for more information!

[\(Return to Index\)](#)

Biotech Spotlight Series: Charles City Area

September 13-14 | Charles City Area, Iowa

On Wednesday Sept 13, and Thursday Sept 14, 2017, Iowa Biotech Association (IowaBio) will be hosting a Biotech Spotlight Series event featuring tours and presentations from two biotech companies in the Charles City area. This is the fourth installment of the Biotech Spotlight Series, which previously highlighted companies in Cedar Rapids/Coralville, Eddyville, and the Sioux Center area. **This event is free to attend.** Please join us to learn more about the amazing work being done in the Charles City sector of Iowa.

Innovation Expo 2017

September 19 | Coralville, IA

Innovation EXPO 2017 events are designed for entrepreneurs, creatives, financial resources and business leaders in Iowa to connect, help our region grow more new business, create jobs, keep our region vibrant and globally competitive - and to celebrate entrepreneurs. It's really all about the entrepreneurs. Budding or existing - they are our future.

[\(Return to Index\)](#)

Global Events

[\(Return to Index\)](#)

Pharma

AntiCounterfeiting & Serialisation 2017

*September 19-20, 2017
London, United Kingdom*

SSTI's 2017 Annual Conference

*September 13-15, 2017
Washington, D.C.*

Algae Biomass Summit

*Oct. 29-Nov. 1, 2017
Salt Lake City, UT*

INDUSTRY NEWS

[\(Return to Index\)](#)

News stories containing company logos indicate IowaBio members



Oxford BioMedica wins big contract for **Novartis** cell therapy



FDA OKs self-injectable formulation of **Glaxo's** SLE med **Benlysta**



EPA proposal on biodiesel regulations draws concerns from **Nebraska, Iowa** ethanol producers



Shocker in Ames: CEO change at **REG**, world's biggest biomass based diesel producer



Employment Opportunity: Laboratory Manager at **Procelys** in Cedar Rapids



FDA grants accelerated review for **Lilly's** breast cancer candidate **abemaciclib**



European Patent Issued for Human and Pet Anti-Obesity Vaccine to **Braasch Biotech**

Industry leaders to gather in **Ames** to discuss **animal health**

Amazing **DNA Tool** Gives Cops a **New Way to Crack Cold Cases**

BeiGene grants **Celgene** PD-1 rights, acquires China operations

Two Undersecretary Nominees by President Trump for the **USDA**

Alternative **egg production** systems create hen **health challenges**

SAVINGS OPPORTUNITIES

[\(Return to Index\)](#)

BioVantage Program

[\(Return to Index\)](#)

One of the most **quantitative benefits of being an IowaBio member is the savings** received through our **BioVantage Program contracts**. IowaBio's Purchasing Consortium includes industry members, educational institutions and state agencies. These agreements allow companies of any size to receive the same competitively-bid pricing benefits – some of which are the best in the state!

[View individual vendor information on our website](#)

Contracts Include:

Scientific Supplies, Chemicals and Equipment
Lab Design, Equipment and Installation (Casework)
Office Supplies, Toner, Paper and Furniture
Property, Casualty and Liability Insurance
Courier Services

Contract Highlights

The savings received from just a few orders usually **covers the cost of your IowaBio Membership!**

Most items are **discounted 10-80%**

Direct delivery within **24-48 hours without shipping charges**

Numerous **rebate** opportunities

10% Premium Credit for IowaBio members (exclusively through LMC)

To be connected with a vendor and start saving, please email us at info@iowabio.org

Scientific Supplies, Chemicals and Equipment	Lab Design, Equipment and Installation	Office Supplies, Toner, Paper and Furniture	Property, Casualty and Liability Insurance	Courier Services
<p><u>Primary Vendor</u></p>  <p>A Thermo Fisher Scientific Brand</p>	 <p>WYNN O. JONES & ASSOCIATES, INC.</p>		 <p><u>Preferred Provider</u></p>  <p>Insurance & Risk Management</p>	

SUBSCRIBER INFORMATION

[\(Return to Index\)](#)

Monthly Newsletter

[\(Return to Index\)](#)

This message was sent to you as a benefit of membership with IowaBio and/or a subscriber of our monthly newsletter. If you know of a company that would benefit from the Association's advocacy, financial savings and education/workforce focus, please have them contact the Association at 515-327-9156 or email info@iowabio.org. Membership details are also available at www.iowabio.org/membership.

If you would like more information on any topic or no longer wish to receive these messages, please email melissa@iowabio.org or call 515-494-9242.

Capitol Report

[\(Return to Index\)](#)

IowaBio began issuing a Capitol Report in February 2015. It is a legislative update issued on a periodic basis and allows readers to learn more about our legislative activities and bills that may affect the biotechnology industry. If you would like to receive these reports by email, please visit www.iowabio.org/capitolreport - a link to subscribe and view archives is available on this page.

SPEAKER OPPORTUNITIES

[\(Return to Index\)](#)

IowaBio staff members are available to give 15-60 minute speeches to interested groups, such as Rotary Clubs, trade associations, or civic groups. A broad range of topics could be discussed, included biotechnology, healthcare, food vs. fuel, legislative policy, investment and more. Contact Joe Hrdlicka at (515) 327-9156 or joe@iowabio.org.