

IowaBio December 2015

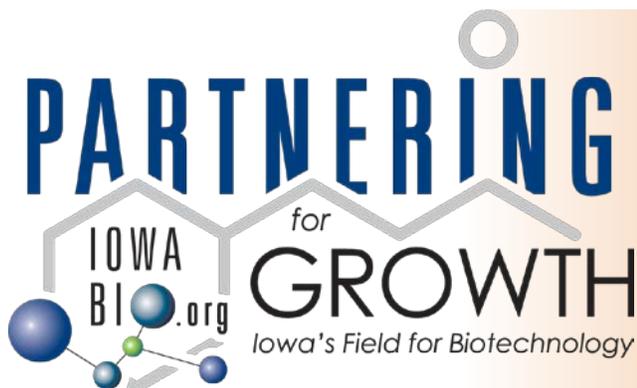
# MONTHLY UPDATE

## Inside This Issue

- |     |   |      |   |
|-----|---|------|---|
| 1-2 | <u>Participation Opportunities</u><br>Partnering for Growth: Biotech<br>Innovation Showcase & Forum | 7-8  | <u>Industry News</u><br>Food & Agriculture<br>Human/Animal Health<br>Industrial & Environmental<br>STEM |
| 3-4 | <u>New Member Spotlight</u><br>Zoetis   | 9    | <u>Job Postings</u><br>EcoEngineers: Compliance Specialist  |
| 5-6 | Upcoming Events<br>Midwest Events<br>Global Events  | 9-10 | <u>Subscriber &amp; Speaker Information</u><br>Monthly Newsletter<br>Capitol Report                     |

## PARTICIPATION OPPORTUNITIES

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



## *Biotech Innovation Showcase & Forum*

**March 30-31, 2016**

FFA Enrichment Center  
Ankeny, Iowa

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

IowaBio invites you to attend its annual **Partnering for Growth** event, which now takes place over two days! The first day will incorporate the new “**Biotech Innovation Showcase**” – an investor conference that will showcase early- to mid-stage biotech company presentations and provide a chance for innovators, inventors and investors to connect. The second day will host the annual **Forum** and include great keynote presentations, breakout panel discussions, an exhibit hall and one-on-one **Partnering Meetings**. Join IowaBio on either or both days as a guest or a sponsor! **General registration for both days starts January 1, 2016.** For more information and event links, please continue reading below!



Partnering for Growth's  
**BIOTECH  
INNOVATION  
SHOWCASE**  
Celebrating Iowa's Growth in Biotechnology

**March 30, 2016**  
7:30am – 4:30pm  
[www.iowabio.org/innovation](http://www.iowabio.org/innovation)

The Partnering for Growth's Biotech Innovation Showcase is an investor conference that joins innovators, inventors and investors together to present and discuss the development of biofuels and biomaterials; advances in food, ag and plant genetics; progress in animal health; as well as human health and medical technology.

**Applications from Early- and Mid-Stage companies accepted until January 8, 2016**

**\$5,000 awarded to the best Early-Stage company!**

Learn more at [www.iowabio.org/innovationFAQ](http://www.iowabio.org/innovationFAQ)

### Who Should Attend

- Angel Investors
- Seed Capital Funds
- Venture Capitalists
- Investment Firms
- Biotech Leaders
- Students

### Early Bird Rates

*(Early Bird rates end 2/29/16)*

- **IowaBio Members:**  
\$49/person
- **Non-Members:**  
\$79/person
- **Students:**  
Free

### Keynote Speakers

- Matt Bell – Principal  
*Cultivian Sandbox*
- Debi Durham - Director  
*Iowa Economic Development Authority*



**PARTNERING**  
for  
**GROWTH**  
Iowa's Field for Biotechnology

**March 31, 2016**  
7:30am – 6:30pm  
[www.iowabio.org/pfg](http://www.iowabio.org/pfg)

The Partnering for Growth Forum focuses on multiple biotech industries active in the state of Iowa, including Food & Agriculture, Industrial & Environmental and Healthcare & Pharmaceutical. This event is a premier learning, collaborating and networking highlight for the biotech community.

Keynote Speakers include: Dr. Steven Lasky – CEO of Advanced Analytical Technologies; Jim Collins – Executive Vice President of DuPont; Deborah Mielewski – Senior Technical Leader of Materials Sustainability at Ford Motor Company Research and Innovation Center; and Chris Nelson – President and CEO of Kemin Industries.

### Who Should Attend

Biotech and Support leaders involved with

- Research & Development
- Business Development
- Economic Development
- Funding
- Human Resources
- Issues Management
- Regulatory

High School/College Students

### Early Bird Rates

*(Early Bird rates end 2/29/16)*

- **IowaBio Members**  
\$49/person
- **Non-Members**  
\$79/person
- **Students**  
Free

### Event Highlights

- Keynote Speakers
- AM & PM Track Sessions
- One-on-One Partnering Meetings
- Exhibit Floor
- Evening Reception with Local Legislators
- Biotech Innovation Showcase Award Ceremony
- Iowa Biotech Leader Award Ceremony – sponsored by Cultivation Corridor

# NEW MEMBER SPOTLIGHT

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



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

## HISTORY IN IOWA

In 1923, Dr. Joseph Salsbury, a veterinarian, established a veterinary practice in Charles City. His practice was dedicated to poultry disease and he began selling animal health medicines through the mail — an enterprise that evolved into Salsbury Laboratories in 1929. The business grew and prospered for half a century, developing vaccines and other treatments for a wide array of animal diseases. The company was purchased by Solvay Animal Health in 1979. In 1997, Solvay became a part of Fort Dodge Animal Health, a division of American Home Products (later known as Wyeth). In 2009, through its acquisition of Wyeth, Pfizer acquired Fort Dodge Animal Health.

Alpharma, a leading producer of pharmaceutical and nutritional products for livestock, purchased a manufacturing facility in Eagle Grove in 2005. Three years later, King Pharmaceuticals took over the site when it acquired Alpharma. In 2011, the company became part of Pfizer Animal Health when Pfizer acquired King Pharmaceuticals. The acquisition of King bolsters Pfizer's portfolio of pain medications, while the addition of Alpharma helps the company continue to create innovative solutions for its veterinary, livestock and poultry producer customers.

On February 1, 2013, Pfizer's Animal Health Business Unit conducted an Initial Public Offering (IPO) and became Zoetis.

## EMPLOYMENT AND ECONOMIC IMPACT

Today, Zoetis in Iowa employs around 450 colleagues, of which approximately 16 are part of our field-based sales force. Together, Zoetis colleagues in the state of Iowa deliver on our Vision to have our products, services and people be the most valued by animal health customers around the world.

In 2014, Zoetis paid over \$4.2 million in state and local taxes to Iowa and its municipalities. This includes the payment of payroll, property and sales and use taxes.

Zoetis is an equal opportunity employer and welcomes a wide diversity of qualified applicants to join its highly skilled and customer-obsessed team.

## PRODUCTION

Located on a 256-acre site, the Charles City facility is dedicated to manufacturing, quality control labs, warehousing, R&D and supporting administrative functions.

The facility includes a large-volume egg handling operation and a fully automated state-of-the-art fermentation suite. Over 600 vaccine presentations are produced in Charles City, which support the health of animals in more than 120 countries.

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*Photo courtesy of Zoetis*



*Photo courtesy of Zoetis*



*Photo courtesy of Zoetis*

Major biological products include:

- Fosterer® PCV and Fosterer® PCV/MH - for prevention of porcine circovirus and Mycoplasma hyopneumoniae in swine
- West Nile Innovator® + EWT - for prevention of West Nile Virus (WNV), Eastern and Western Encephalitis and Tetanus in horses
- Fluvac Innovator® EHV-4/1 - for prevention of equine influenza and equine herpes viruses in horses
- Poulvac Maternavac® - for prevention of Reovirus and Infectious Bursal Disease in poultry
- Poulvac® line - A comprehensive line of vaccines designed to effectively combat many common diseases, including Marek's disease, E.Coli, Newcastle disease, Salmonella, Infectious Bronchitis and Infectious Bursal Disease, including Bursaplex

## CORPORATE CITIZENSHIP AND AWARDS

Zoetis in Iowa takes an active role in supporting local schools and the community in events such as the Floyd County Fair, Butler County Fair and the Dollars for Scholars program. In addition, in 2015, the Charles City facility was nominated for the Secretary of Defense Employer Support Freedom Award—the highest recognition by the Department of Defense to employers for their support of National Guard and Reserve members.



*Photo courtesy of Zoetis*

The Charles City facility continues to make energy efficiency improvements to reduce greenhouse gas emissions.

- Charles City was awarded the 2013 Greenovation Award for an innovative recycling program at the site that saved 70,000 pounds of solid waste from entering landfills.
- The State of Iowa and the Iowa Department Natural Resources recognized Zoetis for environmental excellence and leadership by participating in the pollution prevention intern program during the summer months of 2013.

## ADDITIONAL RESOURCES

Learn more about Zoetis through the following PDFs:

- [Zoetis at a Glance](#)
- [Zoetis Definition, Mission and Vision](#)

# UPCOMING EVENTS

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

## Midwest Events

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

### Women-Owned Small Business Seminar

December 8, 2015 | Des Moines, IA

BrownWinick Law Firm is excited to host their first “Women-Owned Small Business Seminar”, a seminar for women business owners presented by the women of BrownWinick. Whether yours is a brand new or well-established business this seminar includes 1) timely topics specially selected to address the most common legal questions we hear from our small business clients, 2) practical, action-oriented recommendations, 3) info on where and how to get expansion or early stage funding and, of course, 4) a great way to network with other like-minded women.

### Clean Energy Challenge

Proposals Accepted September 15 – January 5

The Clean Energy Trust Challenge is a nationally recognized accelerator program and the largest single-day clean energy pitch competition in the nation. The Challenge has jumpstarted more than 60 startups in the Midwest to date, including: LuminAID, a then-student company who after winning \$100,000 at the Challenge went on to become a Shark Tank Season 6 success story; Detroit’s GreenLancer, who has since gone on to raise \$5 million in Series B funding; Chicago’s AMPY, who after winning at the Challenge launched a national Kickstarter campaign which raised \$309,000 and was featured in Forbes Magazine, the Today Show, CBS This Morning, Fast Company, CNET and others.

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

### 10<sup>th</sup> Annual Iowa Renewable Fuels Summit

January 19, 2016 | Altoona, IA

Don’t miss the Midwest’s premier renewable fuels conference! Join industry leaders to celebrate the 10th Anniversary of the Iowa Renewable Fuels Summit. Hear experts discuss state and national issues impacting the future of renewable fuels, with a focus on the federal Renewable Fuel Standard (RFS), the influence of the presidential elections, and what the next decade has in store for renewable fuels. **The Summit is FREE to Attend!**

### InvestMidwest Forum

March 23-24, 2016 | St. Louis, MO

The 17th annual InvestMidwest is seeking applicants to present at the conference on March 23-24 in St. Louis. InvestMidwest continues to attract great investors to see presentations from the best high growth companies in the Midwest—companies that have presented at InvestMidwest have raised over \$1 billion in funding and through acquisitions. There are three industry tracks: life sciences, IT/general business and food/ag/bioenergy.

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

## Global Events

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



### Cuba Exploration Mission

February 17-21, 2016

Hosted by IEDA



### Dominican Republic – Costa Rica Trade Mission

February 21-26 2016

Hosted by IEDA

### STEM Cell Summit

April 25-27, 2016

Boston, MA

**View All Upcoming Events on our [Events Calendar](#)**





## Biotech Innovation Showcase

*Apply Now!*

March 30, 2016 / Ankeny, IA

An investor conference that joins innovators, inventors and investors together to present and discuss the development of biofuels and biomaterials; advances in food, ag and plant genetics; progress in animal health; as well as human health and medical technology.

**IowaBio is accepting applications from Early- to Mid-Stage companies from October 1, 2015 – January 8, 2016.**

**General registration will open January 1<sup>st</sup>.**

### Who Should Apply

Early-/Mid-Stage biotech companies focused on:

*Animal or Human Health  
Food, Ag or Plant Genetics  
Biofuels or Biomaterials  
Medical Technology*

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



## Partnering for Growth Forum

*Save the Date!*

March 31, 2016 / Ankeny, IA

This Forum focuses on multiple biotech industries active in the state of Iowa, including Food & Agriculture, Industrial & Environmental and Healthcare & Pharmaceutical. This event is a premier learning, collaborating and networking highlight for the biotech community.

**General registration will open January 1<sup>st</sup>.**

### Who Should Attend

Biotech and Support leaders involved with:

*Research & Development  
Business Development  
Economic Development  
Funding  
Human Resources  
Issues Management  
Regulatory*

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

# INDUSTRY NEWS

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

*\*News stories containing company logos indicate IowaBio members\**

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

## Food & Agriculture

### Food & Ag



- ❖ Food Safety **Patent Pending**: Pre-harvest **reduction of foodborne pathogens** in food animals



- ❖ **Grain Processing Corp.** now exclusively using **natural gas**
- ❖ Let's make **Iowa** the **hub of global bio-economy**
- ❖ **Plant Discovery** Leads to **Treatment of Leukemia**
- ❖ Could the **SmartLabel** Fix the **Food Labeling** Fight?
- ❖ **Solazyme** to launch **algae butter** in early 2016
- ❖ Magic **Wheat Resistance Gene** Sequenced
- ❖ FDA Approves **AquAdvantage® Salmon**

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

## Human/Animal Health

### Human/Animal Health



- ❖ **Merck** to buy Ames-based **Harrisvaccines**

IOWA STATE  
UNIVERSITY



Boehringer  
Ingelheim

- ❖ **Academic vets** make strides in ongoing fight against **deadly pig viruses**
- ❖ **SEEK's universal flu vaccine** to be tested in the US
- ❖ **Plant Discovery** Leads to **Treatment of Leukemia**
- ❖ **Portola** rolls toward approval for its '**breakthrough**' **anticoagulant antidote**
- ❖ New Jersey **Governor Christie** Signs Bill Ensuring Patient Access to **Interchangeable Biologic Medicines**
- ❖ **Inca child mummy** reveals lost **genetic history of South America**

## [Industrial & Environmental](#)

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

### Industrial & Environmental



- ❖ **DuPont** opens world's **largest cellulosic ethanol plant**, in Iowa
- ❖ What a **Weakened RFS Program** Means for the **State of Iowa** and this Country
- ❖ Let's make **Iowa** the **hub of global bio-economy**
- ❖ **Solegear's bioplastic** selected for **smartphone case** packaging
- ❖ These **Cities Of The Future** Would Be Built Entirely Of **Bamboo**
- ❖ **IEA** says 3-fold or greater **increase in biofuels** possible by **2040**
- ❖ University of Nevada researchers look to **gumweed as military aviation biofuel feedstock**
- ❖ **Canada** opens C\$3 million **Agri-Based Industrial Bioproducts Research and Development Challenge**
- ❖ This **Plastic** Becomes As **Moldable As Play-Doh** When Dipped In Hot Water
- ❖ **Biomass, Geothermal & Hydropower** Industries Ask for **Seat at the Table in Paris**

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

## [STEM \(Science, Technology, Engineering & Math\)](#)

### STEM



- ❖ **North Tama** receives **STEM grant**
- ❖ **STEM working group:** Make **computer science** classes mandatory
- ❖ **Top Iowa women** named as finalists for **STEM awards**
- ❖ The future is now for **women and STEM**
- ❖ At **tech day**, '**Girls** can do anything they put their minds to'
- ❖ The importance of **early exposure to STEM** fields
- ❖ **STEM Day** attracts students from area counties to **SCC**

# Job Postings

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



## Compliance Specialist

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

EcoEngineers (<http://ecoengineers.us/about-us/employment/>) is a global leader in developing solutions to build a sustainable world. EcoEngineers guides energy companies through the maze of clean energy regulations and improves their bottom line by ensuring access to fuel and carbon markets. Our core strengths are compliance management and project development. We combine these strengths to develop projects that promote energy recovery and reuse. EcoEngineers is located in Des Moines' East Village and offers a flexible work environment, a full benefits package, and career advancement opportunities along with the chance to help shape the future of energy markets.

EcoEngineers is looking for a full-time Compliance Specialist. The right candidate will enjoy data analysis, problem solving, and possess strong time management and communication skills. This position will be responsible for a small book of clients, develop regulatory expertise and interact with regulatory bodies. This position will also review, analyze, and organize data provided by clients. Duties will include preparing audit reports, monthly client summaries, and contributing to quarterly audit projects.

### **Required Qualifications:**

- BA/BS degree or Equivalent Work Experience with a background in Compliance/Regulation, Auditing, or Environmental Science.
- Must have at least 2 years of experience.

Interested applicants should send a cover letter and resume to [tzilk@ecoengineers.us](mailto:tzilk@ecoengineers.us), or contact Teresa Zilk at (515) 309 -1279 for more information.

# 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](mailto:info@iowabio.org). Membership details are also available at [www.iowabio.org/membership](http://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](mailto:melissa@iowabio.org) or call 515-494-9242.

*Continued on Page 10*

## 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](http://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](mailto:joe@iowabio.org).