



IowaBio December 2016

MONTHLY UPDATE

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SAVINGS OPPORTUNITIES

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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 full BioVantage Program flyer [here](#)

Contracts include:

- Scientific Supplies, Chemicals and Equipment
- Lab Design, Equipment and Installation (Casework)
- Office Supplies, Toner, Paper and Furniture
- Property, Casualty and Liability Insurance
- **Coming Soon** – Shipping Services (via FedEx or UPS)

Contract Highlights

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

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

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

Numerous **rebate** opportunities

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

Scientific Supplies,
Chemicals and Equipment

Lab Design, Equipment
and Installation

Office Supplies, Toner,
Paper and Furniture

Property, Casualty and
Liability Insurance

Primary Vendor



Secondary Vendor



WYNN O. JONES & ASSOCIATES, INC.

Preferred Provider



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

PARTICIPATION OPPORTUNITIES

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2017 Welcome Back Legislative Reception

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Please join IowaBio on Tuesday, January 10, 2017 at the annual Welcome Back Legislative Reception. This free event will take place in the lower-level Atrium of the State Historical Building in Des Moines from 5:00-7:00pm.

The reception takes place at the start of the 2017 legislative session and is a great opportunity to make new connections and meet with elected officials. This event is co-hosted by IowaBio, the Iowa Communications Alliance, Petroleum Marketers and Convenience Stores of America, the Iowa Association of Electronic Cooperatives and the Iowa Institute for Cooperatives.

A free parking garage is available across the street on Grand Avenue. **To attend, please register at www.iowabio.org/welcomereception by Monday, January 9, 2017.**



2017 Partnering for Growth Biotech Innovation Showcase & Forum

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Partnering for Growth features an investor conference and industry forum that joins innovators, investors and biotech leaders together over the course of a day and a half. It is a premier event for learning, investing and networking with various sectors of the biotech industry. Start-up presentations will be focused around 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.

Event Highlights

- Start-up Company Presentations
- Keynote Speakers
- Breakout Panel Discussions
- Exhibit Floor
- Evening Reception with Local Legislators and Awards Ceremonies

Who Should Attend?

- Angel Investors, Seed Capital Funds, Venture Capitalists and Investment Firms
- Biotech and Support Leaders Involved with Research and Development, Business and/or Economic Development, Human Resources, Issues Management and Regulatory
- Teachers and Students

Date & Location

March 21-22 2017

*FFA Enrichment Center
1055 SW Prairie Trail Pkwy
Ankeny, IA 50023*

**General Registration
Opens January 2, 2017**

**Applications for the
Biotech Innovation
Showcase accepted
October 3 – January 6**

For more information, please visit www.iowabio.org/pfg

NEW MEMBER SPOTLIGHT

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LWBJ

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As one of the Midwest's leading CPA, business advisory and M&A firms, LWBJ understands the complex challenges faced by biotech companies as they move from development and inception to commercialization.

We serve significant clients in both agribusiness and life sciences – advising in the development of optimum structures and efficient tax strategies, regulatory compliance, capital financing and IPO readiness. We provide experienced financial guidance, including outsourced CFO services, to help maximize shareholder value. We deliver transaction assistance and due diligence to clients seeking growth through acquisition. And we have successfully served as the M&A advisor for transactions involving clients in the cleantech/biotech space.

Most recently, the firm served as CFO for Harrisvaccines and provided transaction-related tax and accounting services related to their acquisition by Merck Animal Health.

LWBJ has a long and successful history of service to technology companies in a variety of fields. Our partners serve as board members, advisors or sponsors for the Technology Association of Iowa, Start Up City Des Moines, Plains Angels and Nestmint Fund. Since its inception, we have been the event sponsor of the annual Prometheus Awards presented by the Technology Association of Iowa.

By size, LWBJ ranks in the top one percent of CPA firms, nationwide, and has been honored as a G400 firm by the American Institute of Certified Public Accountants. Our G400 status facilitates direct communication and collaboration with accounting industry leaders and peers, thereby enhancing the services we provide to our clients.

LWBJ partners bring a wealth of Big Four experience to the table, as well as direct, hands-on involvement in all engagements. The entrepreneurial experience of partners and key staff enables us to understand and appreciate the issues facing small- and middle-market businesses and the individuals and families who own them. The continuity of our staff facilitates long, productive client relationships. And the depth of our in-house intellectual capital enables us to provide more timely, responsive client service.

For more information about LWBJ please call 515-222-5680 or visit our website at www.lwbj.com.

UPCOMING EVENTS

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Midwest Events

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[Strategic Innovation Workshop](#)

Dec. 9, Feb. 24 | Cedar Rapids, Des Moines, & Council Bluffs

To remain competitive in today's business environment, companies of all sizes need to embrace innovation and adopt an entrepreneurial mindset. During the Strategic Innovation Workshop, you will learn tools developed by the John Pappajohn Entrepreneurial Center to help you stay competitive through customer driven innovation, harnessing new technology to grow your business, developing business models for new product or service and developing opportunities in new markets.

This course will take you out of your day-to-day routine and give you the building blocks you need to help create new opportunities for your organization. You will leave this course with an innovation roadmap for your company that goes beyond the "business as usual" approach and ensures future growth and competitiveness.

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[2017 Iowa Renewable Fuels Summit](#)

January 31 | Altoona, IA

Learn what the future holds for biofuels markets at home and abroad from prominent speakers addressing the exciting potential for high-octane, low-carbon fuels; export opportunities; busting biofuels myths; and a post-election forecast for the Renewable Fuel Standard (RFS), energy and trade policy.

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[Worthington Regional Bio Conference](#)

April 7 & 8 | Worthington, MN

The Worthington Regional Bio Conference (WRBC) is an annual gathering of industry professionals, research scientists, and business leaders. This conference is a great opportunity to showcase the region's health and bio-businesses sectors and provide networking opportunities. Throughout its short history, the conference has featured industry leaders such as Minnesota Secretary of State Mark Ritchie, Doug Berven, VP Corporate Affairs POET, and many others. From the start, the Worthington Regional Bio Science Conference set out to create a meeting place where the scientific, business, and entrepreneurial communities can come together for few days, talk shop, plant seeds, and build enduring relationships.

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[2017 ABI Taking Care of Business Conference](#)

June 6-8 | Dubuque, IA

The Iowa Association of Business and Industry's Taking Care of Business Conference is Iowa's premier business conference, bringing together industry leaders to learn, network and share ideas on how to grow and strengthen Iowa's business climate. If you are passionate about business in Iowa, you need to attend this conference. Interested in sponsoring the 2017 conference? Contact Kathy Anderson, kanderson@iowaabi.org, [515-235-0575](tel:515-235-0575)

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Global Events

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[New England Venture Summit](#)

*December 7, 2016
Boston Dedham, MA*

10% Discount for IowaBio Members!

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

INDUSTRY NEWS

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News stories containing company logos indicate IowaBio members



Pfizer bags EU approval for breast cancer drug Ibrance



Amgen wins European approval for Parsabiv



MyoKardia Announces Presentations at American Heart Association Scientific Sessions 2016



FDA Grants Merck Priority Review for Keytruda Drug (MRK)



Johnson & Johnson Has Its Eye on Actelion



FDA Approves Soliqua 100/33 for Type 2 Diabetes



NICE finds cost-effective use for Celgene's Imnovid

Tour showcases bio-technology companies in Eastern Iowa

Ethanol advocates, opponents brace for ruling

National Science Teachers Association Report

How GMOs Help Us Reduce Food Waste & Its Environmental Impact

Overtime Rule Blocked: How Groups Reacted

SUBSCRIBER INFORMATION

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Monthly Newsletter

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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

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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

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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.