

IowaBio December 2017

MONTHLY UPDATE

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SAVINGS OPPORTUNITIES

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BioVantage Program

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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 individual vendor information on our website](#)

Contract Highlights

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

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

Potential **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



WYNN O. JONES & ASSOCIATES, INC.

Office Supplies, Toner, Paper and Furniture



Property, Casualty and Liability Insurance



[Preferred Provider](#)



Insurance & Risk Management

Courier Services



PARTICIPATION OPPORTUNITIES

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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

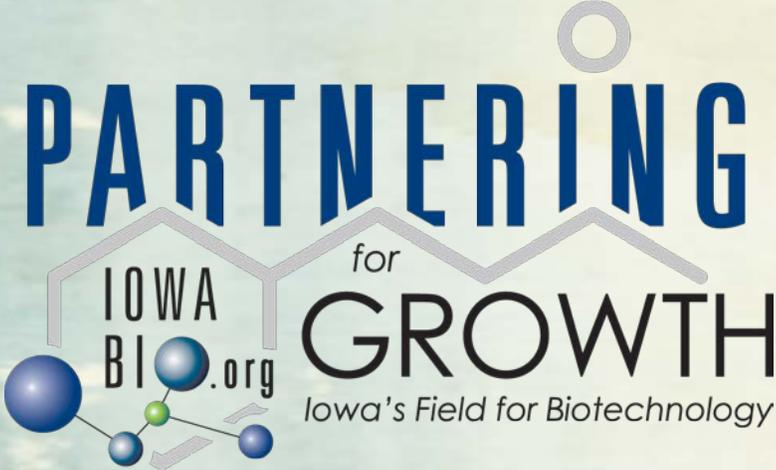
OR

Joe Hrdlicka

joe@iowabio.org

(515) 250-9798

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Partnering for Growth
Biotech Innovation Showcase



Apply Now!

Applications Accepted through January 5, 2018

www.iowabio.org/pfgapply

IowaBio is now accepting applications for its Partnering for Growth Biotech Innovation Showcase. The Showcase is an investor conference that allows emerging biotech companies to compete for a **\$5,000 grand prize** on March 21st in Ankeny, Iowa. IowaBio is looking for applications from early-stage companies whose focus includes:

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

67% of past participants claim that they were presented with a new investor lead as a result of this event.

Top 5 Reasons to Apply:

1. Chance to win a \$5,000 Grand Prize.
2. Exposure to a diverse group of investors.
3. Guidance from a professional panel of judges that includes a renowned group of investors, entrepreneurs, and industry experts to receive useful feedback.
4. Access to our network of strategic partners.
5. The opportunity to be a part of a group of incredible entrepreneurs.

APPLY NOW

Applications will be accepted **October 2, 2017 – January 5, 2018** at www.iowabio.org/pfgapply. A selection committee will review all applications and select up to 12 companies to present on March 21st in Ankeny, Iowa. The cost to apply is \$100 per company (*regardless of selection outcome*).

You and your colleagues are encouraged to apply for this great event! To learn more, please review the attached **“Showcase Frequently Asked Questions”** flyer or visit www.iowabio.org/pfg to learn more about the full day-and-a-half event!

For any immediate questions, please contact IowaBio’s Executive Director, Joe Hrdlicka, at joe@iowabio.org or (515) 327-9156.

Annual Welcome Back Legislative Reception

January 9, 2018 | 5:00-7:00pm
State Historical Building | Des Moines, Iowa



Please join IowaBio on **Tuesday, January 9, 2018** 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 as our guest, please register at www.iowabio.org/welcomereception by Monday, January 8, 2018.

UPCOMING EVENTS

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Midwest Events

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[82nd Annual Meeting & Tax Symposium](#)

December 7-8 | Altoona, Iowa

The Annual Meeting and Tax Symposium is a great way to stay up-to-date on state and local tax issues impacting most businesses today. The program is designed specifically for tax, legal and government affairs professionals from all levels seeking a better understanding of the complex and ever-changing technical aspects of current state hot topics.

CONTINUING EDUCATION

Up to 11.5 hours of continuing professional education (CPE) and continuing legal education (CLE) is available.

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[2018 Welcome Back Legislative Reception](#)

January 9 | State Historical Building, Des Moines, Iowa

Please join IowaBio on Tuesday, January 9, 2018 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.

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[Fermentation Lab and Processing Tour](#)

January 9 | Iowa State University, Ames, Iowa

Are you developing a new product or improving a process? Iowa State University has people and space available to support your process trials. This tour will give you a chance to discuss your situation with Iowa State experts, hear how we have helped other companies, and learn what resources are available to help you solve problems.

Visit Iowa State to see the resources available to your company. We have a variety of fermentors, centrifuges, filtration systems, and dryers to support your process trials. Whether you are developing new products or improving current ones, talk with Iowa State experts about your fermentation and processing challenges. Collaborate with our experts to improve your process capabilities, process optimization, and innovative ideas.

For more information and to register, please contact Darren Jarboe: jarboe@iastate.edu and Brenda Martin: bkmartin@iastate.edu.

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[2018 Iowa Renewable Fuels Summit](#)

January 30 | Prairie Meadows, Altoona, Iowa

Learn about the 'Brighter Future with Biofuels' from an excellent lineup of speakers addressing the health benefits of clean-burning biofuels, how trade policy will shape future opportunities, the market outlook for biofuels and co-products, and future policy expectations.

The Summit is **FREE** to attend and **OPEN** to the public! Check out the links below to learn more about the 2018 Summit.

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Global Events

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[BIO CEO & Investor Conference](#)

*February 12-13, 2018
New York, New York*

[Business of Biotech Conference 2018](#)

*March 2, 2018
Tampa, Florida, USA*

[BIO Asia International Conference](#)

*March 19-20, 2018
Tokyo, Japan*

INDUSTRY NEWS

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News stories containing company logos indicate IowaBio members



Alliant Energy and Ames Economic Development Commission partner to create job opportunities in central Iowa



POET responds to EPA decision to maintain point of obligation



FDA OKs expanded use of Pfizer's cancer med Sutent



Congress and Tax Legislation: It is Not Just About Biofuels.



Drug OK'd for Preventing CMV Infection in Bone Marrow Transplant



Human Rights Campaign Names Monsanto A Best Place To Work For LGBT Equality



Sandoz says new clinical data support two biosimilars

Farm Bill presents opportunities to protect Iowa's livestock industry

Would You Put the Genetically Modified Arctic Apple in Your Pie?

Ethanol groups optimistic but cautious about RFS numbers

Breakthrough Drugs Are Worth the Price

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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.