

June 2014

MONTHLY UPDATE



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New Member Spotlight

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ProbioFerm

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About ProbioFerm

ProbioFerm is a unique company that grows and markets high quality beneficial bacteria with the expertise to utilize these cultures in custom blends, nutritional supplements, gels, and pastes. ProbioFerm is a basic manufacturer of Probiotic bacteria and high quality "Private Label" finished products for the nutritional and Probiotic supplement market.

ProbioFerm's state of the art fermentation systems cater to small to medium sized markets, allowing even the smallest customer to command the highest quality of fermentation in the industry. The professional team at ProbioFerm will also assist customers in designing and formulating products for their private label Probiotics.



Photo Courtesy of ProbioFerm

History

ProbioFerm began long before the business ever opened its doors to the public. Co-owners Scott Goldsmith and Yoshi Koide had formed a relationship while working together on a Probiotic strain of Lactobacillus patented by Mr. Koide. The company

Goldsmith had been working for prior to ProbioFerm had been in the business of manufacturing Probiotic cultures and products for over twenty years.

In August 2008, through a corporate buy-out, the company Goldsmith was working for closed its doors and nearly twenty employees were left without a job, including Goldsmith. Goldsmith and Koide seized this opportunity to fill a void left in the market. In January 2009, ProbioFerm was formed in Urbandale, IA, and six months later was up and running – producing microbial cultures and private label finished goods.

By combining his twenty years of experience in the Probiotic industry with the strategic employment of key individuals, President Scott Goldsmith has built ProbioFerm into a successful business. By providing quality products and creating a strong customer base, ProbioFerm has increased in sales yearly and grown a staff from three to sixteen employees.



Photo Courtesy of ProbioFerm

What are Probiotics?

Probiotics are beneficial bacteria that promote a healthy digestive tract. The human digestive system is home to more than 500 different types of bacteria. They help keep the gut healthy and assist in digesting food. Probiotics are organisms such as bacteria or yeast that are believed to improve health. They are also believed to help the immune system, improve intestinal function and maintain the integrity of the intestinal lining. A decrease in beneficial bacteria may lead to digestive problems. Taking probiotics will help replace the lost beneficial bacteria which can help prevent diarrhea. Beneficial bacteria “Probiotics” have been used throughout history, in such products as fermented foods and cultured milk products.



Photo Courtesy of ProbioFerm

Probiotic Market

Probiotics are part of the functional foods market designed to provide health benefits and describe foods fortified with ingredients capable of producing such benefits. This concept is becoming increasingly popular with consumers due to a heightened awareness of the link between health and nutritional diets. Food manufacturers are enthusiastic about developing such products because the added ingredients give increased value to food. Although Japan currently accounts for the largest section of this market, the fastest rate of growth is expected to be in the United States. Probiotic products represent a strong growth area within the functional foods group and intense research efforts are under way to develop new probiotic organisms, such as Lactobacillus and Bifidobacterium species.

The probiotic market, especially dairy products such as yogurts and fermented milks, has experienced rapid growth in Europe and in the US.

Increased consumer awareness, along with healthier intake tendencies of food/drink and supplements in North America gives the Probiotic market plenty of growth potential. The concern for preventative health care of consumers also drives market growth.

Aside from human use, the Probiotic market can also be found in all aspects of agriculture, from companion animal use to large scale grower operations and forage preservation products.

Contact

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President: Scott Goldsmith

Upcoming Events

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Midwest Events

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Venture School Informational Social Hour

July 17, 2014 / Des Moines, IA

Launching a startup can be risky. The University of Iowa has the secret to increasing startup success and has developed Venture School to guide entrepreneurs through the startup process. An Informational Social Hour will be held at 5:00pm on July 17th at the John Pappajohn Education Center in Downtown Des Moines. Special guests include John Pappajohn and Ravi Patel.

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Meet the Experts: Pharmaceutical Series

August 27-28, 2014 / Geneva, IL

Meet the experts in innovative pharmaceutical delivery systems. Part of the [Roquette® University 2014 Course Schedule](#). Roquette® University and Customer Innovation Center is your opportunity to be collaborative, to be interactive and to be inspired by what's possible.

Their unique educational setting hosts the best industry minds in a format that encourages open discussions, favors hands-on demonstrations and sparks a new way to innovate.

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Livestock Biotech Summit

September 16-18, 2014 / Sioux Falls, SD

This unique conference offers a focus on genetic engineering of agricultural animals including benefits, research and development, regulatory system, and challenges to advancing health, food and industrial applications of animal biotechnology.

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Green Chemistry and Fermentation Today

September 17-18, 2014 / Geneva, IL

Innovations in renewable raw materials of vegetal origin for sustainable biochemistry. Part of the [Roquette® University 2014 Course Schedule](#). Roquette® University and Customer Innovation Center is your opportunity to be collaborative, to be interactive and to be inspired by what's possible.

Their unique educational setting hosts the best industry minds in a format that encourages open discussions, favors hands-on demonstrations and sparks a new way to innovate.

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Global Events

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Infectious Diseases World Summit 2014

*July 9-11, 2014
Boston, MA*

Rare Disease Collaboration Summit

*August 12-13, 2014
Philadelphia, PA*

BIO Latin America Conference

*September 9-11, 2014
Rio de Janeiro, Brazil*

5th Biobased Chemicals: Commercialization and Partnering

*September 18-19, 2014
San Francisco, CA*

Pacific Rim Summit on Industrial Biotechnology & Bioenergy

*December 7-9, 2014
San Diego, CA*

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



[Bioproducts World 2014](#)

October 5-8, 2014 / Columbus, OH

The OBIC Bioproducts Innovation Center (OBIC) at The Ohio State University will host the Showcase. OBIC seeks to promote the biobased materials and products industry. While OBIC has historically promoted the industry through cluster development strategies to accelerate bioproducts commercialization, it is now expanding through this new event in 2014. The Bioproducts World Showcase is for: Government Procurement Officials, Buyers for major retailers and distributors, Producers of biobased materials, Product manufacturers (biobased and conventional) and Entrepreneurs.

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[Moving Iowa Forward Conference](#)

October 21, 2014 / Des Moines, IA

You are invited to attend the fifth Moving Iowa Forward Conference, hosted by the Iowa Economic Development Authority and Iowa Department of Transportation. The conference will help attendees understand how transportation and economic development can and is working together to make Iowa a better place to do business. Don't miss this opportunity to learn how Transportation Matters in the quest to grow and strengthen Iowa's economy.

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[2014 Medical Innovation Summit](#)

October 27-19, 2014 / Cleveland, OH

Cleveland Clinic's 12th annual Medical Innovation Summit will convene over 1,500 great thinkers and leaders for a candid exchange on new medical technology, its future, recent breakthroughs and continuing challenges. Many regard the meeting as among the premier healthcare gatherings in the United States.

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[Women in Science & Entrepreneurship Conference](#)

November 14, 2014 / St. Louis, MO

The Women in Science and Entrepreneurship (WISE) Conference will be held on Friday, November 14th, 2014 at the Donald Danforth Plant Science Center. This free program aims to inspire and enable women to reach new heights in science by fostering connections and conversations among researchers, students, entrepreneurs, members of industry, and university faculty. It is a unique opportunity for women and men engaged or interested in science to learn, share, and connect across university, corporate, and entrepreneurial endeavors.

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Industry News

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[Food & Agriculture](#)



- ❖ **Evolve** achieves key milestone in **Stevia project with Cargill**



- ❖ **UofI chemistry spinout, Pure Oleochemicals**, adds value to **agriculture oils**
- ❖ Learn More About the **Value Added Agriculture Support Team (VAAST)**
- ❖ **Harrisvaccines** Receives USDA License for **Pig Virus**
- ❖ **American chestnut** set for **genetically modified** revival
- ❖ **3,000 Rice Genome Sequences** Made Publicly Available on World Hunger Day
- ❖ More Than Half of US Would Buy **GM Fish**
- ❖ **Hoke** refinery to reopen using **tobacco to make ethanol**
- ❖ **Lab-grown meat: a taste of the future?**
- ❖ **Sheep genome** reveals secrets of wool and forage digestion
- ❖ Florida **researchers track citrus** back to its **Asian ancestors**
- ❖ BASF develops **herbicide-tolerant Provisia Rice** System
- ❖ USDA Announces **Funding Availability** for Turning **Biomass Material into Energy**
- ❖ More is better: **high bee biodiversity boosts crop yields**
- ❖ Scientists bend **banana genome** to help children overcome **vitamin A deficiency**
- ❖ Not just koala chow: **genetic secrets of eucalyptus tree** revealed

Food & Agriculture
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Healthcare & Pharmaceutical



- ❖ **Iowa: Our Biotech Industry Threatened** by Attacks



- ❖ **KemPharm, Inc. Secures \$60 Million Commitment** from Deerfield



- ❖ **Eli Lilly** increases **access to clinical trials data** for qualified researchers



- ❖ **Boehringer's lung disease drug** hits the EU fast track in a race with **InterMune**
- ❖ **Massachusetts Governor** Patrick Signs Bill Granting **Patient Access to Interchangeable Biologic Medicines**
- ❖ **Harrisvaccines** Receives USDA License for **Pig Virus**
- ❖ Neurons Signal **Stem Cells** to **Make New Neurons**
- ❖ FDA considering **3-parent embryos**
- ❖ **Breakthrough DNA test** finds cause of boy's **rare illness**
- ❖ **Robotic sperm** is here, and it's not just for **fertilization** — it might help **treat cancer**, too
- ❖ **Seed cells** 'will rewire **immunity**'
- ❖ Biotech Makes **Personalized Cancer Vaccines** Using **Tumor Samples**
- ❖ **Roche's HPV Test Approved** in Canada
- ❖ **Meiotic X Shredding** Means **Male-Only Malaria Mosquitoes**
- ❖ To Fight **Dengue Fever**, **Brazil** Turns to **Genetically Modified Mosquitoes**

Healthcare & Pharmaceutical

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Industrial & Environmental

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- ❖ EPA Should Recognize **Roles of Biomass**, Biotechnology in **Mitigating Global Warming**, BIO Says

- IOWA STATE UNIVERSITY**
- ❖ New **USDA-ISU report** validates **cellulosic ethanol biomass** sustainability
- ❖ **Renewable Energy Group** Announces Proposed Public Offering of **\$125 Million of Convertible Senior Notes**
- ❖ **Garbage-to-gas progress** may open green frontier in **Iowa**
- ❖ **EPA regulations** complicate things for **E15** consumers, retailers
- ❖ Companies Quietly Apply **Biofuel Tools** to **Household Products**
- ❖ **All-renewable plastic bottles** creep closer: **Gevo** shipping **renewable PX** to **Toray**
- ❖ Researcher Says His **Living Algae Battery** Is 200x Better
- ❖ **Hoke** refinery to reopen using **tobacco to make ethanol**
- ❖ **Food Waste** Fuels Growth for **Biochemical Maker Blue Marble**
- ❖ **Cardia Bioplastics** launches new **dog waste bags** at Interzoo 2014 the world-leading exhibition for the pet supplies industry
- ❖ **New \$1.1m biomass plant** 'environmentally friendly': Carbon cut
- ❖ Not just koala chow: **genetic secrets of eucalyptus tree** revealed
- ❖ **Total, Amyris** say their **renewable jet fuel** is ready to go

Industrial & Environmental

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In Other News

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National Bioscience Report Shows Industry Robust with Strong Prospects for Growth

Bioscience industry a bright spot among the technology sector

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San Diego, California (June 24, 2014) – A study released today analyzing the U.S. bioscience industry growth over the last eleven years, through the recent recession and early economic recovery, reveals positive trends. The industry demonstrated a strong record of growth from 2001-2012, has navigated the deep economic recession better than most industries and is once again growing.

The report, *Battelle/BIO State Bioscience Jobs, Investments and Innovation 2014*, the sixth in a biennial series from Battelle and BIO tracking the U.S. bioscience industry, reveals a robust bioscience sector that has weathered difficult economic conditions and is on a course for continued growth. The state-by-state industry assessment finds U.S. bioscience firms directly employ 1.62 million people, a figure that includes nearly 111,000 new, high-paying jobs created since 2001.

Within the private sector, the bioscience industry has been a signature performer over this period, contributing an additional 6.24 million jobs through the indirect employment effect, yielding a total employment impact of 7.86 million jobs. Furthermore, the bioscience industry continues to create and sustain high-wage jobs, paying an average 80% more than the overall private sector average salary – and growing at a faster rate.

The U.S. bioscience industry weathered the recession much better than the overall economy and other leading knowledge-based industries. While national private sector employment fell by 3.1% from the outset of the recession in 2007 through 2012, bioscience industry employment fell a mere 0.4%. While employment has almost returned to its pre-recession level, the economic output of the bioscience industry has expanded significantly with, 17% growth since 2007, almost twice the national private sector nominal output growth.

The study presents the most up-to-date data available on national, state and metropolitan area bioscience industry employment and recent trends from 2001 to 2012, though much of the assessment focuses on the industry's more recent performance from 2007. The report also presents a set of key bioscience performance metrics and profiles recent university and state initiatives designed to accelerate growth of the biosciences and other technology industries.

“This report highlights the long-term expansion of our industry and the significant impact of the high-paying jobs that come with developing the innovative technologies that are helping feed, fuel and heal the world. These biotech jobs are a critical economic component to states and local communities across the nation,” said Jim Greenwood, President and CEO of BIO. “While the bioscience industry has continued to grow, our analysis shows it is not immune to market realities. State-level legislative and regulatory policies directly impact the innovation that brings research from the lab to the marketplace, and BIO will continue to advocate for effective public policy at every level of government.”

“The fact that the biosciences industry weathered the recession and slow economic recovery better than the overall economy and has been a top-performing industry over the last decade demonstrates its importance as an economic driver for our nation,” said Mitch Horowitz, Vice President at Battelle. “While bioscience employment has picked up in 2011 and 2012, its promising growth cannot be taken for granted.”

Additional highlights from the industry analysis include:

- The research, testing and medical laboratories subsector has been the primary engine of bioscience industry job growth—increasing employment by 28 percent since 2001 and by nearly 10 percent since 2007.
- Through strong economic multiplier impacts, each bioscience job generates an additional 3.9 jobs in the U.S. economy (employment multiplier of 4.9).

- The industry is well distributed across the United States and plays a major role as an economic driver. Thirty-three states and Puerto Rico have an employment specialization (20 percent or more concentrated than the nation) in at least one of the five bioscience subsectors, which include agricultural feedstock and chemicals; bioscience-related distribution; drugs and pharmaceuticals; medical devices and equipment; and research, testing and medical labs.
- In the recent 2007 to 2012 period, which includes the recession and early years of the recovery, 28 states had overall job gains in the biosciences.
- Of the nation's 381 metropolitan areas, 216 have a specialized employment concentration in at least one of the bioscience subsectors. Twenty-nine regions have a specialized employment concentration in at least three of the five subsectors.

Highlights from the analysis of innovation performance metrics include:

- The number of bioscience-related patents issued in the U.S. has steadily increased every year since 2009, with a growth rate that has exceeded that for all patents.
- Academic R&D in the biosciences saw a \$4.7 billion increase from 2009 through 2012 of \$4.7 billion, or 14% increase.
- Battelle/BIO see signs of stress in the bioscience innovation ecosystem that are a concern for the future if not addressed. These include declines in federal funding for biomedical research through the National Institutes of Health (NIH), as well as recent declines in risk capital invested in the biosciences. These trends can create barriers to advancing bioscience innovation in the future.

The Battelle/BIO report includes individual profiles for all 50 states, the District of Columbia and Puerto Rico, and can be found on the BIO website at <http://bio.org/Battelle2014>.

About Battelle

Every day, the people of Battelle apply science and technology to solving what matters most. At major technology centers and national laboratories around the world, Battelle conducts research and development, designs and manufactures products, and delivers critical services for government and commercial customers. Headquartered in Columbus, Ohio since its founding in 1929, Battelle serves the national security, health and life sciences, and energy and environmental industries. For more information, visit www.battelle.org.

About BIO

BIO is the world's largest trade association representing biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other nations. BIO members are involved in the research and development of innovative healthcare, agricultural, industrial and environmental biotechnology products. BIO also produces the [BIO International Convention](#), the world's largest gathering of the biotechnology industry, along with industry-leading investor and partnering meetings held around the world. [BIOtechNOW](#) is BIO's blog chronicling "innovations transforming our world" and the BIO Newsletter is the organization's bi-weekly email newsletter. [Subscribe to the BIO Newsletter](#).

Information on SBIR/STTR Funding

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Did you know that the National Institute on Drug Abuse (NIDA) allocates more than twenty-five million dollars a year to support small businesses?

Unfortunately, our recent analysis revealed that no small business in Iowa has received NIDA SBIR/STTR awards during the time frame from 2008-2014.

Have you considered SBIR/STTR funding from the National Institute on Drug Abuse (NIDA)? Are you contemplating obtaining funding in one of the areas that NIDA identifies as areas of strategic priority to help with research leading to commercialization?

<http://grants.nih.gov/grants/guide/notice-files/NOT-DA-11-020.html>

- 1) Drug discovery and development-enabling activities: Development of innovative technologies, methods or tools, including but not limited to:
 - Innovative in vitro, in situ, or in vivo tools for the molecular analysis of the central nervous system, normal and/or diseased.
 - Tools to simplify drug design through the use of advanced computing (simulation) methods.
 - Development of pre-clinical models for addiction.
 - Creation of a data repository / software tools for addiction-related clinical research data.
 - Novel analytical technologies and methods that develop the understanding of basic mechanisms of drug action and improve drug testing; technologies designed to overcome the performance restrictions of current drug discovery and development tools.
 - Technologies, including molecular imaging, gene expression profiling, genotyping and sequencing approaches designed to better inform the diagnosis and treatment of substance use disorders

- 2) Drug discovery and clinical activities: Application of emerging and existing technologies and platforms to SUD drug development. Medical products with potential to minimize drug seeking, compulsive behavior, and/or addictive processes are strongly encouraged. Examples might include, but are not limited to:
 - Chemistry / pharmaceutical drug development
 - Formulation and/or enhanced delivery of drugs
 - Preclinical and/or clinical drug advancement
 - Development of biomarkers related to treatment outcomes
 - Prescription drug prevention and services research
 - Cultivate sensitive web-based/mobile-based behavioral programs to improve compliance, complement pharmacological treatments and expand treatment access for underserved populations

The NIDA office is willing to help your efforts by working with you to frame the narrative and highlight the science that is of interest to NIDA, outline what NIDA wants to see in commercialization requirements and provide background on how the proposal would be reviewed.

A company does not need to be specifically working in the addiction area to be qualified for an award. The experts at NIDA would like to assist individuals and small businesses obtain SBIR/STTR funding. NIDA's current SBIR/STTR notice released on May 27, 2011 is currently still active.

So, if you believe these topic areas (list at the beginning of this letter or provided in link found above) fit your interests, please reach out to:

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Former Boehringer Ingelheim Biotech Facility for Sale/Lease

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Description

Built in 1972, this facility was used for the production of veterinary vaccines distributed in the U.S. and internationally at the 10L to 1,200L scale. Federally licensed by the USDA – Animal & Plant Health Inspection for Veterinary Biologics, the facility is equipped with RO water & steam system used for autoclaves and equipment. All HVAC, clean room functions, walk-in coolers, freezers, incubators, and an approx. 1,500L volume stainless tank remain in place. Sprinklered throughout.

Location

1568 North Main Avenue
Sioux Center, IA 51250

Details

- For Sale or Lease
- Willing to Sub-Divide
- Established/Incubator/Start-Up Inquiries Welcome
- **14,000 sq. ft. of Production and Processing**
 - Class 1000-100 Clean Room
 - Class 10-100 Formulation Room
 - 4,300 sq. ft. Laboratory Area
 - Assembly & Filling Suite
 - Incubator Rooms
 - Walk-In Freezers & Coolers
 - Gowning & Dressing Areas
 - Central Services Area
- **8,600 sq. ft. of Office Space**
- **2,150 sq. ft. of Refrigerated Product Storage**
- **3,200 sq. ft. of Packaging, Shipping & Receiving**

Contact

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Subscriber Information

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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.

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 Melissa Moyer at (515) 327-9156 or melissa@iowabio.org.