

MONTHLY UPDATE

November 2012

Inside This Issue

- 1 Participation Opportunities
IBA-Hosted Lunch & Learn – Getting Familiar
with our Office Supply Purchasing
Agreement

- 1-3 New Member Spotlight
B-Amazing Foods, Inc.
CompleWare
Eurofins

- 3-5 Upcoming Events
December 2012
January 2013
February 2013
April 2013
June 2013

- 5-7 Breaking News
Food & Agriculture
Healthcare & Pharmaceutical
Industrial & Environmental

- 7-8 In Other News
Ann Tigges Joins the Iowa Innovation Council
Iowa Innovation Corporation Wins National
Award

- 8 Subscriber Information &
Speaker Opportunities

Participation Opportunities

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



IBA Lunch & Learn – Office Supply Purchasing Agreement

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

Iowa Biotech Association is hosting a **FREE** Lunch & Learn on Tuesday, January 22, 2013 at the [BioVentures Center](#) in Coralville, Iowa. This event will take place from 11:30am-1:00pm with lunch provided.

This event will be the first in a series of meetings to help members and non-members alike to understand the purchasing benefits and discounts available to our members. Representatives from our current office supply vendor, OfficeMax, will be in attendance to answer any questions and discuss individual needs.

[To register for this event, please click here.](#) If you have any questions prior to the event, please contact us at info@iowabio.org.

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New Member Spotlight

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



B-Amazing! Foods, Inc.

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

B-Amazing! Foods, Inc. was started by Naida Brown and Michael Termini, a husband and wife team who are

MONTHLY UPDATE

November 2012

both attorneys. The concept originated from the unfortunate circumstances of Naida being diagnosed with stage 4 colon cancer. Naida was determined to beat her illness. She underwent several surgeries and had 552 hours of chemotherapy. She also changed her life by viewing food as medicine, learning to meditate and beginning a vigorous exercise program even while she was on intense chemotherapy.

Naida became an avid food label reader and soon realized that many of the snack bars in the health market are really disguised candy bars. Naida and Michael saw this as an opportunity to create a really healthy snack bar using real food, including fresh vegetables. In the fall of 2009, they developed recipes from their kitchen in Iowa City, Iowa. In 2010, they leased space from a local restaurant to make their bars after the restaurant closed and distributed their bars to local markets.

Naida and Michael use a colorful rainbow of root vegetables with a naturally high beta carotene and fiber content. They buy fresh, locally grown sweet potatoes, carrots, yellow beets and squash. Vegetables & fruit (including whole lemons, cranberries, figs, dates, oranges, apples & coconut) are added to an equally healthy mixture of organic whole grains, complex sweeteners (such as coconut sap sugar & brown rice syrup), 5-7 kinds of nuts & seeds, plus spices.

The result is a great tasting snack bar made with natural, whole food that is truly healthy. Fresh, "super" vegetables and fruits pack the bar full of the important nutrients and antioxidants the natural way from real food. B-Amazing! bars are a unique choice unlike any other in the market. In October, 2011, B-Amazing! moved and built-out its own manufacturing plant. B-Amazing! is now selling throughout the United States.

By the way, Naida has never felt healthier. She does Cross-Fit 3-4 times a week and loves pushing herself to new physical heights each week.

B-Amazing Foods, Inc.
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Coralville, IA 52241
www.b-amazingfoods.com
naidabrown@mchsi.com



COMPLEWARE
▪ Today's Trials. Tomorrow's Technology. ▪

CompleWare

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

CompleWare provides services and software to the pharmaceutical industry as a vendor for data collection and data management software and as a full service Contract Research Organization (CRO). Incorporated in 1991, CompleWare has an extensive track record of successful clinical trials. The global footprint of CompleWare reaches beyond the United States to Canada, Eastern and Western Europe, Africa, Asia, and Australia. CompleWare has worked with more than 1,000 clinical trial sites worldwide.

In 2011, CompleWare released a robust, fully integrated, single architecture software solution, CompleClinical®, which collects, transmits, manages, validates, and displays a wide variety of clinical trial data. CompleClinical allows direct capture from almost any plug and play physiological device, such as spirometers and electrocardiogram devices (ECGs). Additional data such as vital signs, point-of-care labs, imaging, and Holter data can also be captured. Using this cloud-based technology, the data can be accessed and viewed immediately by study personnel regardless of location or language.

In addition to providing cutting edge technology, CompleWare differentiates itself from the competition by being an extremely user-friendly company. A team of in-house CompleWare employees supports products and services 24 hours a day/365 days a year. This team is thoroughly trained on the protocols they support, as well as all equipment used in each study. A live person answers all telephone calls, and there is frequent communication with study personnel through a variety of methods including emails, FAQs, newsletters, conference calls, Webcasts, and streaming software.

CompleWare provides innovative and practical solutions and an unwavering commitment to produce quality results. With a solid history of bringing studies

MONTHLY UPDATE

November 2012

to a successful conclusion, CompleWare has been instrumental in translating science to positive, long-lasting health outcomes, from the heart of the Midwest.



Eurofins

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

Eurofins was founded in 1987 in Nantes, France, by Dr. Gilles Martin, who purchased the right to the SNIF-NMR (Site-specific Nuclear Isotopic Fractionation – Nuclear Magnetic Resonance) technology from the University of Nantes in order to test wine for adulteration for the French government. (In French, SNIF-NMR is FINS-RMN, which was made into the name Eurofins.) Initially, the lab was composed of four people, Dr. Martin, two technicians and an administrative assistant. The patent to this technology was registered and approved in the U.S. and the application of the technology was expanded to other types of food and beverages. Eurofins became recognized as a world leader in authenticity testing and expanded its scope of testing to include more traditional food chemistry and microbiology.

In 2000, Eurofins acquired Woodson Tenet Laboratories in Des Moines, IA, a food and feed laboratory that has operated regionally since 1955. Today, the laboratory in Des Moines serves as the flagship facility for North America. In addition, the US national service center is headquartered in Des Moines and provides support services for over 50 testing facilities nationally in the food, pharmaceutical, and environmental industry segments. Globally, the company operates over 170 laboratories in 33 countries and provides a portfolio of over 100,000 assays, making Eurofins the world's largest provider of analytical testing services.

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Upcoming Events

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

77th ITA Annual Meeting & Tax Symposium

December 3-4, 2012 / Altoona, IA

The 77th Annual Meeting & Tax Symposium will appeal to a broad range of participants interested in an update on state and local tax issues impacting most businesses today. This program is designed specifically for tax, legal and governmental affairs professionals from all levels seeking a better understanding of the complex and ever-changing technical aspects of current state hot topics.

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

Partnership for Better Health Luncheon

December 5, 2012 / Des Moines, IA

Partnership for Better Health is hosting "A Health Care Discussion" luncheon with special guest speaker Gov. Terry Branstad. This event will take place at the Renaissance Savery Hotel in Des Moines from 11:00-1:00 (registration & buffet 11:00-11:30). The event will be co-hosted by PBH's Christopher Atchison and Dr. Andy McGuire. Please feel free to invite any individuals, advocates, volunteers, board members, or other organizations who share an interest in health issues in Iowa. Interested parties should RSVP to becky@advocacyiowa.com or at (515) 471-1954.

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

Connecting the Heartland: A Life Sciences Forum

December 10-11, 2012 / Kansas City, MO

This Life Sciences Forum is a continuation of efforts to respond to challenges faced by the Heartland metros - Des Moines, Kansas City, Omaha and St. Louis. As these metros look toward the future, they stand at an economic crossroads. Although these metros will make independent decisions about strategic direction and investments, their economic competitiveness will

MONTHLY UPDATE

November 2012

be affected by how they are viewed globally and whether they have engaged in coordinated and strategic actions that position them as a larger economic region. This is a great chance to participate in a lively, challenging and productive discussion of issues, opportunities and challenges in the life sciences in Heartland.

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

[Biotech Showcase 2013](#)

January 7-9, 2013 / San Francisco, CA

Biotech Showcase provides innovative private and public life science companies the opportunity to present to an audience of investors and business development executives. More than 1,500 industry leaders will gather at Biotech Showcase during the week of the industry's largest annual healthcare investor conference. Qualified investors receive a complimentary registration at Biotech Showcase.

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

[Welcome Back Legislative Reception](#)

January 15, 2013 / Des Moines, IA

Consider this your "Save the Date" for the 2013 Welcome Back Legislative Reception! Similar to last January, this event will take place at the State Historical Building in Des Moines, Iowa. The event will be held from 5:00pm-7:00pm with light refreshments provided. This is a great opportunity to make new connections and meet with elected officials.

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



[IBA Lunch & Learn – Office Supplies](#)

January 22, 2013 / Coralville, IA

Iowa Biotech Association is hosting a **FREE** Lunch & Learn on Tuesday, January 22, 2013 at the [BioVentures Center](#) in Coralville, Iowa. This event will take place from 11:30am-1:00pm with lunch provided.

This event will be the first in a series of meetings to help members and non-members alike to understand the purchasing benefits and discounts available to our members. Representatives from our current vendor, OfficeMax, will be in attendance to further answer any questions and discuss individual needs.

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

[4th Annual Next Generation Bio-Based Chemicals Summit](#)

January 28-31, 2013 / San Diego, CA

At this event, strategists, financiers, business development officers, product stewards, and R&D directors from chemicals, bioplastics, consumer goods, and agribiz leaders from around the world will convene in San Diego for Infocast's Next Generation Bio-Based Chemicals Summit, the premier global deal-making hub for the sustainable chemicals industry.

This year's Summit will reflect the rapid growth of the bio-based space as many leading projects break ground on demonstration plants, as partnerships with brand owners and chemical majors proliferate, and start-ups connect across the value chain to develop innovative "greener/safer" applications and substitutes.

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

[Agribusiness Showcase & Conference](#)

February 12-13, 2013 / Des Moines, IA

The Agribusiness Showcase & Conference offers vendors and attendees the opportunity to explore the groundbreaking tools and ideas they need to grow their business, now and into the future. The industry's innovation and technology will be showcased through featured speakers, presentations and exhibitors. Over 1,000 progressive agricultural thinkers from Iowa and surrounding states are expected, which will include top crop production professionals, grain professionals, pesticide and manure applicators, seed industry representatives and more. AAI staff and members have worked over the past year to improve the event in many ways which will benefit exhibitors and drive attendance even higher.

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

MONTHLY UPDATE

November 2012

[International Conference on Drug Development](#)

February 25-26, 2013 / Austin, TX

Register now for the 53rd Annual International Conference on Drug Development (ICD2) taking place in Austin Texas USA on February 25 & 26. Over 20 speakers and panels in two days offering the most informative and up to date information in science and regulation of global drug development. Registration fees include hotel accommodations, meals, and program.

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

[2013 BIO International Convention](#)

April 22-25, 2013 / Chicago, IL

More than 16,500 biotech leaders from 4,000 companies in 65 countries will gather at BIO to network and discuss issues shaping the industry, as well as visit with 2,000+ companies showcasing the latest technologies, products and services. BIO One-on-One Partnering™ makes it easy to find potential partners and set up face-to-face meetings in the BIO Business Forum and the BIO Exhibition. There is a wide range of registration packages available to suit your specific needs and if you **register by March 14th, you'll save up to 25%**.

Money Saving Opportunity! - Domestic Trade Assistance Program (DTAP) funds are a great way to receive financial assistance to attend this event. Funds are limited so **apply ASAP by clicking here**. This link will provide you with instructions on how to apply, as well as other financial assistance opportunities such as the Export Trade Assistance Program and State Export Trade Assistance program.

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

[2013 BIO World Congress](#)

June 16-19, 2013 / Montréal, Canada

The BIO World Congress on Industrial Biotechnology is the world's largest industrial biotechnology event for business leaders, investors and policy makers in biofuels, biobased products, and renewable chemicals.

Entering its tenth year, BIO World Congress offers unique networking opportunities, an overview of the latest technological developments and real world scenarios for bringing technological solutions to market. The event features discussions of high profile topics related to sustainability, new sources of fuel, climate change, financing, and policy.

Money Saving Opportunity! – Export Trade Assistance Program (ETAP) funds are a great way to receive financial assistance to attend this event. The application date has been extended to **September 30, 2013**. **By clicking here**, you will find information on how to apply, as well as on other financial assistance opportunities such as the Domestic Trade Assistance Program and State Export Trade Assistance program.

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

Breaking News

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

[Food & Agriculture](#)

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



- ❖ **Kemin wins IEDA's "2012 Economic Impact Award"**



- ❖ **Eurofins wins IEDA's "Celebrate Business Award"**



- ❖ **IEDA Board approves financial assistance for seven companies, including DuPont Pioneer**
- ❖ **Intrexon buys 48% of biotech salmon maker for \$6M**

MONTHLY UPDATE

November 2012

- ❖ **Ceres' biotech rice project** wins \$3.5M USAID grant
- ❖ Why **Canada** should not **ban biotech food** ingredients
- ❖ Genome map finds **targets for disease resistance in pigs**
- ❖ **U.K.** group supports adoption of **agricultural biotechnology**
- ❖ Why **Proposition 37** lost in California

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Healthcare & Pharmaceutical

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

-  ❖ **Eurofins** wins IEDA's "**Celebrate Business Award**"
-  ❖ Pioneering **meningitis B vaccine** wins EU panel support
- ❖ Pioneering **gene therapy** gains approval in **Europe**
- ❖ **Maryland Stem Cell Research Fund** Receives National Economic Development **Award**
- ❖ Companies ally to **develop multiple sclerosis diagnostic**
- ❖ **Gilead** reports promising findings for **combined hepatitis C therapy**
- ❖ Next Generation: **Ear-Powered Batteries**
- ❖ FDA panel endorses **Glaxo's avian flu vaccine**

- ❖ **MannKind** licenses potential **cancer drugs** to **Colby Pharmaceutical**
- ❖ **Luther College senior** to study at Oxford as **Rhodes Scholar**

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Industrial & Environmental

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

- ❖ How **Dow Chemical** made storytellers out of scientists
- ❖ **After the Election: Biofuels** and the Next Four Years
- ❖ Industry reconfirms commitment after **BP's project cancellation**
- ❖ **Agriculture** industry **stakeholders** ink framework for **post-patent seeds**
- ❖ Researchers develop way to **turn biomass into ethanol, animal feed**
- ❖ Gusher! **KiOR** starts production of **US cellulosic biofuels at scale**
- ❖ Researchers find a way to put **more energy into biofuels**
- ❖ **Edeniq, Aemetis** partner to produce advanced **biofuels in California**
- ❖ **Solazyme's** parity-cost, **algae-based biodiesel** now available at **Propel Fuels** stations
- ❖ **KiOR, INEOS Bio** near commercial production of **advanced biofuel**
- ❖ Firm eyes **Alabama** bay to **test NASA-developed algae technology**
- ❖ **Ensyn: Biofuels' Big, Fast Cracker**

MONTHLY UPDATE

November 2012

- ❖ **Iowa Fertilizer Company** begins construction work on new plant
- ❖ **Branstad and Reynolds** applaud decision to uphold the RFS

In Other News...

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



Ann Tigges Joins the Iowa Innovation Council

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

Ann Tigges, a Senior Research Associate with Vertex Pharmaceuticals in Coralville, Iowa, has recently been added as the newest member of the Iowa Innovation Council. This is an exciting opportunity for Ann as well as the Council and IBA would like to extend our congratulations to her.

Ann's Background:

During her six year tenure as one of Vertex's youngest employees, her company successfully launched two innovative products, INCIVEK to treat people with chronic hepatitis C viral infections (HCV) and KALYDECO for cystic fibrosis. INCIVEK was a major breakthrough in the treatment of HCV, increasing the cure rate to 79% for previously untreated patients. This significant improvement over prior regimens drove INCIVEK to currently be the fastest drug to reach a billion dollars in sales.

As the head of Vertex's Clinical Biomarkers Sequence Analysis Team, she played a critical role in the development and approval of INCIVEK, through determining the changes in the viral

population during and after treatment for the thousands of patients enrolled in their clinical trials. To meet these goals, Vertex needed to trailblaze novel laboratory assays as well as design custom software and database solutions.

During the process of developing INCIVEK and other assets, Ann has gained experience across many parts of the drug lifecycle. She has worked on projects to advance early research, through all phases of drug development and regulatory approval, to ultimately communicating with doctors and patients. She brings a unique perspective of not only working at a small site in Iowa like many other startups, but also experience in the successful development and launch of drugs as part of one of the up-and-coming pharmaceutical companies.

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IOWA INNOVATION
CORPORATION

Iowa Innovation Corporation Wins National Award

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

Article from *Oskaloosa News*

[View Original Article](#)

The Iowa Innovation Corporation was the recipient of the National Association of Seed and Venture Funds (NASVF) 2012 award for Best Approach for Technology-Based Economic Development.

The award was presented October 16 during NASVF's 19th Annual Conference in Cleveland, attended by more than 200 local, regional and national leaders in innovation capital and

MONTHLY UPDATE

November 2012

technology-based economic development. The award recognizes the achievements by a technology-based economic development organization in the development of innovative best practices and effective economic development models.

The award this year was presented to Karen Merrick, Chief Operating Officer, Iowa Innovation Corporation.

“The Iowa Innovation Corporation is honored to be the recipient of the NASVF award along with being recognized as one of the leaders in the field of technology-based economic development,” said Jack Harris, president and CEO of the Iowa Innovation Corporation.

As a business-led independent non-profit, the Iowa Innovation Corporation works with the state’s universities and colleges, businesses and government to facilitate Iowa’s innovation economy. It was created by the state legislature in 2011 to employ economic development strategies that focus on supporting home grown businesses with the potential to develop products and processes that meet the test of relevance in the marketplace. The Innovation Corporation does this by ensuring the innovation ecosystem works effectively and efficiently.

NASVF is an international membership organization that advocates for the growth of seed and early-stage innovation capital. NASVF connects the people in the world of venture capital with regional economic development. The organization collaborates with public and private fund managers and tech transfer professionals who build their local economies by investing in entrepreneurs. Established in 1993, NASVF began as an ad-hoc group of practitioners seeking the best models to encourage capital formation in their states, particularly for new technology ventures. These founders continued to meet each

year and in 1997 formally incorporated the group as a not-for-profit organization named the National Association of State Venture Funds. The name was changed to NASVF in 2000 to reflect the Association’s expanding service to private sector funds and programs.

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Subscriber Information

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

This message was sent to you as a benefit of membership in the IBA 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 rachelhurley@iowabio.org. Membership details are also available at www.iowabio.org.

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

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

IBA 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 Rachel Hurley at (515) 327-9156 or rachelhurley@iowabio.org.