



IowaBio November 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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November 9, 2017
Drake University Legal Clinic
2400 University Ave.
Des Moines, IA 50311

November 16, 2017
State Hygienic Laboratory
2490 Crosspark Rd.
Coralville, IA 52241

Earn 6 Hours Of CLE Credit!

The “**Innovation Advancement Workshop**” (formerly IowaBio’s Legal Symposium) offers expert content on “Real World” applications of the latest business, legal, regulatory and political trends of impact to the industry. Member organization experts and member attorneys will cover these applications from a broad perspective, beyond just the legal implications. Attendees will learn how to leverage the practical experiences of other industry experts as to how to address the most current issues and trends within their own organizations.

Topics to be discussed:

- Political/Regulatory Perspective: What’s Happened, What to Expect (Federal & State)
- Tech Transfer – How Does It Work And What Are The Issues?
- Startup Boot Camp
- The Attorney/Client Relationship
- White Collar (Investigations and Corporate Crimes)

[Register Now!](#)



Drake University Law School





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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

\$5000 Grand Prize!

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.

UPCOMING EVENTS

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Midwest Events

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[Ag Tech Investor Conference 2017](#)

November 9 | Des Moines, Iowa

The Prairie Crest Capital Ag Tech Conference brings together investors, dynamic innovators, and thought leaders in today's exciting Ag Tech arena. This year's conference will feature panel discussions on issues and opportunities in the Agriculture Technology investing space, pitches by innovative companies at the seed and Round A stage of financing, and presentations by thought leaders throughout the Agricultural sector. Hosted by Prairie Crest Capital, this year's conference will be opened by Iowa Governor Kim Reynolds and will feature Steve Forbes as the keynote speaker. Join us on November 9th for an engaging, informative and productive day featuring leaders in agriculture, technology and investing.

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[Innovation Advancement Workshop](#)

November 9 & 16 | Des Moines, Iowa & Coralville, Iowa

6 Hours of CLE Available!

The "Innovation Advancement Workshop" (formerly IowaBio's Legal Symposium) offers expert content on "Real World" applications of the latest business, legal, regulatory and political trends of impact to the industry. Member organization experts and member attorneys will cover these applications from a broad perspective, beyond just the legal implications. Attendees will learn how to leverage the practical experiences of other industry experts as to how to address the most current issues and trends within their own organizations.

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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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[Partnering for Growth Biotech Innovation Showcase & Forum](#)

March 21-22 | Ankeny, Iowa

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.

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Global Events

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[International Conference on Biomarkers & Clinical Research](#)

*November 27-28, 2017
Atlanta, Georgia, USA*

[BIO CEO & Investor Conference](#)

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

[BIO Asia International Conference](#)

*March 19-20, 2018
Tokyo, Japan*

INDUSTRY NEWS

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News stories containing company logos indicate IowaBio members



REG's \$28 million Ralston expansion seen ready for December



NICE recommends access to venclyxto for adult leukaemia



Cargill, Diamond V to join forces to create leading natural animal health & nutrition business



Porter Novelli wins lucrative multi-year CSR brief with Johnson & Johnson



Pfizer expands Japan contracting offering touting market knowhow



BASF to Buy Bayer's Seed Assets for Billions



Novartis seeks European approval for cell therapy Kymriah

Results to the IowaBio General Membership Survey

The EPA is targeting biofuels. Chuck Grassley isn't happy.

Op-Ed: Cuts to RFS would have deep impact on rural America

Ethanol backers score Pruitt meeting, demand higher volumes

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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.

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.