

MONTHLY UPDATE

October 2013

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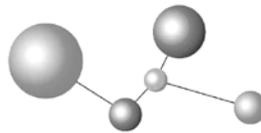
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New Member Spotlight

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TBL Ventures, LLC

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TBL Ventures, LLC is a business development consultancy with a triple-bottom line focus (people, planet, profits). Its managing director, John Norwood, works with companies of all shapes and sizes – startups to Fortune 500 companies – assessing and executing on overall business strategy to new product development, often in emerging markets for agribusiness and related fields. Mr. Norwood brings with him over 20 years of business experience with a high-degree of intellectual curiosity as well as the innovator's toolbox of discovery skills, including probing questions and a diverse array of experience.

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Menu of Services

A native of Boston's Route 128 technology corridor, as well as a 10-year veteran of Silicon Valley and the San Francisco Bay area, here in Iowa, Mr. Norwood has worked with specialty feed processors, agricultural cooperatives, ISU Ag Extension, and a variety of investors and entrepreneurs, covering a diverse array of projects entailing project finance, marketing communications, business value creation and market assessment and development. TBL Ventures' industry work has spanned adding value to animal feeds to identifying market requirements for renewable energy projects here in the heartland. During the past decade, Mr. Norwood has authored numerous whitepapers, combining in depth scientific research with a reporter's nose for the story. In addition, John is noted for providing common sense, customer-focused analysis, and creative business solutions to his client engagements. Mr. Norwood has been published on agricultural business topics in such financial powerhouses as Barron's and the Wall Street Journal.

Business Platforms & Investment Philosophy

Mr. Norwood serves on the board of directors for AgVentures Alliance, a value-added agriculture, business development company, based out of Mason City Iowa. Mr. Norwood is a member of the Plains Angels and serves or has served on the review committee for that organization as well as VentureNet Iowa and Clean-Tech Midwest. Mr. Norwood is a GARP-style investor, and is a long-time Berkshire Hathaway stockholder. In assessing business opportunities, John follows the value investing framework of Ben Graham, and his most well-known student, Warren Buffett. John's insightful Q&A with Warren and Charlie Munger at shareholder meetings have found their way into newspapers and biographies.



Track Record

Whether wearing a consulting or investing hat, John favors bio-based companies here in Iowa that **1)** operate in attractive growth markets, **2)** have strong, shareholder-oriented management, **3)** possess one or more defensible moats, and **4)** can be purchased at attractive prices (the company or the product). Mr. Norwood's investment portfolio, which includes a healthy allocation of ag-, energy and bio-based companies has beaten the S&P 500 benchmark over 11 of the past 12 years. Mr. Norwood attributes his success to a combination of prudent asset allocation; superior manager and individual security selection favoring "boring and profitable" over "sexy and broke"; and the courage to think and act independently from the buzz on the street.

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Upcoming Events

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Midwest Events

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[Science and Opportunities in Using Site-Directed Mutagenesis for Plant and Animal Improvement](#)

November 4-5, 2013 / Ames, IA

We face an urgent, grand challenge to provide sufficient food, feed, fiber, biofuels and biorenewable chemicals for the world's burgeoning population. The ISU Crop Bioengineering Consortium intends to address this grand challenge by emphasizing state-of-the-art gene editing approaches to identify and validate strategically important plant genes/traits, and for

Global Events

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[BIO Convention in China](#)

Nov. 11-13, 2013
Beijing, China

[SCD-iBIO 2nd Annual International Forum](#)

Nov. 11-13, 2013
Philadelphia, PA

the subsequent rapid and precise integration of promising traits into important crop plants. This workshop represents an inaugural outreach activity for the Consortium and will feature three sessions, beginning the afternoon of November 4 and finishing on the afternoon of November 5. Sessions will address (1) Technological opportunities and state of the science, (2) The product development landscape and (3) Questions of safety, acceptance and regulation.

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[LifeScience Alley 2013 Conference](#)

November 20, 2013 / Minneapolis, MN

LifeScience Alley's 2013 Conference, "Healthcare Transformation – Surviving the Shift.", will focus on how today's healthcare world is actively changing the way life science industries must adapt their services and operation to meet the public need. Whether your biggest issue today is related to public policy, the regulatory and reimbursement environments, technical innovation, or business and finance, we recognize that the life science industries are working to adapt to and survive the national and global healthcare transformation. This year's Conference will present tools to help all members of the life science ecosystem stay at the leading edge of the shift.

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[2013 ITA Annual Conference & Tax Symposium](#)

December 5-6, 2013 / Altoona, IA

The 78th 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.

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[Iowa Governor's Conference on Public Health](#)

April 1-2, 2014 / Ames, IA

The Iowa Governor's Conference on Public Health is a one-of-a-kind event blending many facets of public health. This unique conference is planned by a group of partners, including: Child Health Specialty Clinics, Iowa Counties Public Health Association, Iowa Department of Public Health, Iowa Environmental Health Association, Iowa Public Health Association, State Hygienic Laboratory at the University of Iowa, and the University of Iowa College of Public Health. Over 500 public and environmental health professionals are expected to attend the 2-day conference.

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[Save the Date! – IowaBio 4th Annual Golf Outing](#)

June 5, 2014 / Norwalk, IA

IowaBio will be hosting its Fourth Annual Golf Outing on Thursday, June 5, 2014, at The Legacy Golf Club in Norwalk, Iowa. The outing is for IBA members and affiliates, and is a great opportunity to enjoy some sun, meet other IowaBio members and become more familiar with our vendors, who we thank for generously sponsoring these events. We kindly encourage attendees to bring a member from their Purchasing/Procurement department so they can learn more about IowaBio's vendors and discounts available through our

BioVantage Program.

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[Global Events](#)

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[Drug Development Boot Camp 2013](#)

Nov. 20-21, 2013

Boston, MA

[Best Practices in Science Based Incubation](#)

Nov. 25-27, 2013

Coimbra, Portugal

[BIO Pacific Rim Summit](#)

December 8-11, 2013

San Diego, CA

[The New England Venture Summit](#)

Dec. 11, 2013

Dedham, MA

[13th Annual PepTalk: The Protein Science Week](#)

January 13-17, 2014

Palm Springs, CA

[BioAsia 2014](#)

February 17-19, 2014

Hyderabad, India

[5th International Conference on Food Engineering and Biotechnology](#)

March 12-14, 2014

Penang, Malaysia

[PEGS China](#)

April 1-3, 2014

Shanghai, China

[Adoptive T Cell Therapy Conference](#)

May 7-8, 2014

Boston, MA

All events can be found on our website's [Events Calendar](#)

Industry News

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News stories containing company logos indicate IowaBio members

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Food & Agriculture

Food & Agriculture

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- ✔ 2000+ Reasons Why **GMOs Are Safe To Eat And Environmentally Sustainable**
- ✔ **Iowa GMO discussion** shows sharply opposing views
- ✔ **Iowa's Big River** teams with **Prairie Gold** to produce **corn zein proteins**
- ✔ Counties support **bill pre-empting local GMO** controls
- ✔ [Opponents of Washington GMO-labeling get \\$5M boost](#)
- ✔ **Arcadia Biosciences** lands \$2M grant to research **reduced-gluten grains**
- ✔ **Glowing plant** project on Kickstarter sparks **debate about regulation of DNA modification**
- ✔ Scientists Identify Key Genes for **Increasing Oil Content in Plant Leaves**
- ✔ USAID Provides \$5M for **Sorghum Genetics Research**
- ✔ **Dow AgroSciences** Advancing Novel **Insect-Resistant Soybean** Trait
- ✔ **I-522** could raise prices, scientists say
- ✔ **Epigenetic-related Genes** Modulate Early Germination of **Wheat**, Study Finds
- ✔ To Save **Beer**, and More
- ✔ **Plant Breeder Ronnie Coffman** Receives Inaugural World Agriculture Prize
- ✔ **Ireland** Injects \$31M into **Beef Genomics Program**
- ✔ Limits Approved for **Genetically Modified Crops** in Kauai, **Hawaii**
- ✔ **World Food Prize Laureates** Meet the Press
- ✔ **GMO labeling** panel gets cool reception at **agribusiness summit**
- ✔ BASF opens new **plant biotechnology research facility in Belgium**



- ♥ **UI spin-off IDT** featured in report on American innovation



MedImmune

- ♥ **MedImmune** leads \$12.5M round for new drug aimed at big **chemo market**



- ♥ **KineMed** Inks Deal with **Amgen** to Study **Brain Proteins** Linked to **Neurodegenerative Disease**



- ♥ **University of Iowa** and **UTSMC** Study Links **Two Gene Variants**, One Pathway to **Eating Disorder Risk**

- ♥ **Fecal matter pills** help cure deadly illness
- ♥ Researchers Find **Plasma Tumor Marker in Canine** Indicating Metastasis
- ♥ **Hypertension Drug** May Aid **Cancer** Treatment
- ♥ **Roche** Shutting Down **454 Sequencing Business**
- ♥ **Chromosome Silencing** Shown Feasible in **Down Syndrome**
- ♥ **UMD** Researchers Are Developing a **Robot That Crawls into Brains** and **Zaps Tumors**
- ♥ **Insight Genetics** Licenses **St. Jude's Test for Bone Marrow Transplants**
- ♥ **Cellular Dynamics** International awarded **stem cell patent**
- ♥ **Gene scans solve mystery diseases** in kids, adults
- ♥ Scientists Describe New **Hair-Raising Technique**
- ♥ **Good Start Genetics** touts **in vitro test for cystic fibrosis**
- ♥ For **3 Nobel Winners**, a **Molecular Mystery Solved**
- ♥ **GSK** aims to market **world's first malaria vaccine**
- ♥ **Eleison Pharmaceuticals** starts **Phase III clinical trial** to treat patients with **pancreatic cancer**
- ♥ **Ethical issues** as scientists peek into **baby genes**
- ♥ **Delayed aging is better investment** than cancer, heart disease research, says study
- ♥ A Trojan Treatment for **Parkinson's Disease**
- ♥ **Cellular Dynamics** issued **patent** for creating **blood vessel, blood cells**
- ♥ **Herpes virus genome** traces the ancient path of **human migration**

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The miracles of science™

- ❖ **DuPont** launches **Community Advisory Panel** for **Iowa ethanol project**
- ❖ State officials pushing to **expand biofuels sales at Iowa gas retailers**
- ❖ **Iowa's Big River** teams with **Prairie Gold** to produce **corn zein proteins**
- ❖ Senate bill introduced to **expand ethanol market in Iowa**
- ❖ Iowa awards grant to **EcoEngineers to study waste-to-energy**
- ❖ **Algae Farm-In-A-Balloon** Could Silence The Algae Biofuel Boo-Birds
- ❖ Korean Scientists Produce **Biogasoline from Engineered Bacteria**
- ❖ **EPA to be hit hard in shutdown**, could delay renewable fuel standard
- ❖ **Cool Planet** Licensing Technology for **Biofuel Plants in Malaysia**
- ❖ The 4 Monster **Myths of Renewable Fuels**
- ❖ **Algenol: Renewable fuel at 75 cents** below current market, as soon as 2014
- ❖ **Midwest biodiesel producer** seeks **equity partner** or entirety buyer
- ❖ World's **first advanced biofuels facility** opens
- ❖ **Sweetwater Energy** to **Convert CO2 to Sugars** in Joint Venture with **Naturally Scientific**
- ❖ **EPA** considering a **cut in ethanol mandate** in 2014
- ❖ Report: **US leads world in advanced biofuels** ranking
- ❖ **Honeywell Green Jet Fuel™** powers **first commercial biofuel flight** in **Colombia**
- ❖ **Wheatgrass cost-competitive to corn?** Minnesota seeks to create this reality
- ❖ EU lawmakers freeze **plan to cap food for fuel**
- ❖ Scientists tap **cow burps for natural gas**
- ❖ Biofuel maker **Kior** to get \$100 million investment from **Khosla and Gates**
- ❖ **Space, the Biobased Frontier:** Hot biotechnologies for the Big Beyond
- ❖ Scientists Identify Key Genes for **Increasing Oil Content in Plant Leaves**
- ❖ USDA accepting applications for **Biorefinery Assistance Program**
- ❖ House members from Midwest request **probe of ethanol credits**

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In Other News

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Mark Kittrell Joins the Iowa Innovation Corporation

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The Iowa Innovation Corporation Board of Directors has announced the appointment of Cedar Falls entrepreneur Mark Kittrell as the new president of the Corporation. Kittrell replaces Jack Harris. Harris left the president's position to work fulltime on the creation of an advanced manufacturing and materials center.

"We could not be happier to have Mark on board," said Board Vice Chair Cara Heiden. "His experience in technology start-up companies and his service to the state as an officer or director of numerous industry, state and regional economic development organizations makes him the perfect candidate to move the organization to the next level"

Kittrell is a serial entrepreneur, real estate developer and IT consultant based in Cedar Falls, Iowa. Through his over 30 year professional career he has been involved with multiple tech start-ups, real estate development and community/economic development initiatives including:

- Founder of TEAM Technologies, a regional IT consulting/services firm specializing in IT and Internet services. Mark led the firm from modest beginnings to well over 100 staff members principally through engagements with many of the Midwest's leading companies including John Deere, Meredith Publishing and Principal. The firm was sold to a publicly-traded company in 1998;
- Co-founder and vice president of development for TEAM Companies, a specialist in mission critical IT facilities. The company developed and operated three data centers in Iowa and Wisconsin specializing in healthcare, financial services and other regulated industries. The firm was honored three times with the INC. 500 award for rapidly growing private companies and was acquired by TDS Telecom in December 2010; and
- Co-founder and CEO of Eagle View Partners developing River Place, a \$70 million mixed-use real estate project situated along the Cedar River in downtown Cedar Falls. In partnership with the Western Home Communities, the project consists of multi-family residential, national branded hotel and 55+ active lifestyle housing. The project is completing its first 21 units and is ready to break ground on an additional 30 units and over 20,000 feet of commercial space which is currently 50% pre-leased.

Holding a B.S in Physics from the University of Northern Iowa and an Advanced Management Development Program in Real Estate (AMDP) from Harvard University's Graduate School of Design, Kittrell has served in numerous industry, state and regional economic development organizations including the Iowa Innovation Council, Technology Commercialization Committee, Technology Association of Iowa, Greater Cedar Valley Alliance, TechWorks (a regional biotech redevelopment project), the University of Iowa Research Foundation and the University of Northern Iowa's College of Natural Sciences Advisory Council and the John Pappajohn Entrepreneurial Center (JPEC).

Mark joins COO Karen Merrick and two other recent hires by the Iowa Innovation Corporation:

Tonja Richards, Director, Marketing & Communications – Richards brings over 20 years of public relations and communications experience to the Corporation. Recently she was the communications and marketing person for the Governor's STEM Advisory Council Administrative Office, where she was responsible for social media, web management, event management, media relations, branding and graphic design. Prior to that position, Richards spent eight years with the Iowa Department of Economic Development (now Iowa Economic Development Authority) as a marketing manager for existing industry. Tonja earned an MPA from Drake University, is a past recipient of the Governor's Volunteer of the Year Award and currently serves on the ABI's Leadership Iowa Board of Governors.

Alex Carter, Program Manager – Carter earned his undergraduate degree in education from Monmouth College in Monmouth, Ill. and a J.D. from Drake University Law School. Joining the team to specialize in research, business commercialization and strategy, Alex is a native of Wilton, Iowa.

Forbes Top 100 CEO Leaders in STEM

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STEMconnector®, the One-Stop for “who” is doing “what” in STEM education and careers, released the official list and cover for its 100 CEO Leaders in STEM publication. The unprecedented publication presents 100 corporate CEO profiles including their thought provoking views on the future of our national competitiveness and need for a STEM workforce. The CEO’s center their discussions around technology; innovation; skills to careers; public-private partnerships; women, girls and diversity; global competitiveness; scalability and best practice. STEMconnector® CEO Edie Fraser suggests that the 100 CEO Leaders in STEM represents the best thinking at the highest level and states, “It is all about CEO commitment.

[View Original Release](#)

[View a PDF Copy of the Publication](#)

Congratulations to all IowaBio members who made the list!

Amgen



DuPont



Kemin Industries



Bayer Corporation



Eli Lilly & Company



Monsanto



Cargill, Inc.



Johnson & Johnson



Stine Seed Company



Subscriber Information

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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

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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.