



IowaBio October 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 D. 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 Biotech Attorney/Client Relationship
- White Collar (Investigations and Corporate Crimes)

[Click Here for More Information About This Event!](#)



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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SPOTLIGHTED COMPANIES

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Emmyon, Inc. is an emerging biotechnology company that uses systems biology and medicinal chemistry to discover natural and synthetic small molecules that improve skeletal muscle health and metabolism in humans and animals. The uses and/or compositions of Emmyon small molecules are patent protected or covered by pending patents, and the relevant intellectual property is either owned by Emmyon or exclusively licensed to Emmyon. The company is funded by private investors, revenue from commercial activities, and SBIR/STTR awards from the National Institutes of Health. Emmyon's basic business model is to discover, protect and perform early-stage development of small molecules, and then commercialize those small molecules through licensing agreements and/or strategic partnerships with consumer-facing companies in the human and animal nutrition and pharmaceutical industries.

Some examples of Emmyon's science and technology may be found in the following peer-reviewed original research articles, which are freely available on the company website (www.emmyon.com):

"mRNA expression signatures of human skeletal muscle atrophy identify a natural compound that increases muscle mass." *Cell Metabolism*, 13: 627-638, 2011.

"Ursolic acid increases skeletal muscle and brown fat and decreases diet-induced obesity, glucose intolerance and fatty liver disease." *PLOS ONE*, 7: e39332, 2012.

"Systems-based discovery of tomatidine as a natural small molecule inhibitor of skeletal muscle atrophy." *Journal of Biological Chemistry*, 289: 14913-14924, 2014.

"Identification and small molecule inhibition of an ATF4-dependent pathway to age-related skeletal muscle weakness and atrophy." *Journal of Biological Chemistry*, 290: 25497-25511, 2015.

Emmyon's research has also received significant press coverage in sources including *Nature Reviews Drug Discovery* ("Lipid Boosts Muscle and Shrinks Fat", 10: 576, 2011), *Chemical and Engineering News* ("A Natural Green Boost for Muscles", 92: 27-28, 2014 and "Chemical Fountain of Youth Explained" 93: 26, 2015) and popular media outlets including *The Wall Street Journal*, *NBC News*, *ABC News*, *Fox News*, *CNN*, *MSN*, *US News and World Report*, *Prevention*, *The Food Network*, *Men's Health*, *Women's Health*, *Health*, *Men's Fitness*, *Animal Pharm*, and *Popular Science* ("How to Live Long and Prosper", March 2015). Some of this information is also available on the company website (www.emmyon.com).

UPCOMING EVENTS

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Midwest Events

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[Ameren Accelerator Demo Day 2017](#)

October 26 | St. Louis, MO

Register today for the opportunity to witness the first ever Ameren Accelerator DEMO DAY live in St. Louis, MO. Over the past few months, we have been hard at work at cultivating some of the most cutting-edge energy tech startups in the world with our *first-of-a-kind accelerator model* being talked about in [Nasdaq](#), [Forbes](#), [Entrepreneur](#), [NextWeb](#), and more. Come check out these innovative companies and see the product of this incredible collaboration between Ameren (NYSE: AEE), University of Missouri-Systems, UMSL Accelerate, & Capital Innovators.

Whether you're an investor, a potential customer, or you just want to learn more about the technology startup scene in St. Louis, we invite you to take a look at why the Midwest is being called '[The New Startup Frontier](#).' Attendees will get a first look at the startups and meet the founders, all while networking with other top-tier investors, corporate strategists, & press in the energy vertical.

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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 Cancer Biology and Therapeutics](#)

October 23-24, 2017
Toronto, Ontario, Canada

[Algae Biomass Summit](#)

Oct. 29-Nov. 1, 2017
Salt Lake City, UT

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

November 27-28, 2017
Atlanta, Georgia, USA

INDUSTRY NEWS

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News stories containing company logos indicate IowaBio members



FDA OKs **Bayer's** lymphoma med Aliqopa



Odyssey Investment Partners to sell **EAG** to **Eurofins**



Ingredients business **Archer Daniels Midland** elbows in on **Unilever** spreads sale



Gross-Wen Technologies wins Pappajohn **entrepreneurial** competition



Finalists Announced for 2017 **Zoetis PRCA Veterinarian of the Year** Award



CompleWare and **VIDA** Announce Joint **Marketing Agreement** for **Respiratory Trials**



Sign up for **BIO's first-of-its-kind FDA survey: FDA/Sponsor Interactions During Drug Development**

Ames, GlobalVetLINK take home **top honors** at state tech awards

Voxello Awarded Multiple Grants: Allows Further Development of Technology

EPA Hosts TSCA Inventory Notification Webinar Series

Biofuels, Ag Groups Grow Anxious for US Response to **Brazilian Tariff**

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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.