



IowaBio September 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

Biotech Spotlight Series – Charles City

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On **Wednesday Sept 13, and Thursday Sept 14, 2017**, IowaBio will be hosting a Biotech Spotlight Series event featuring tours & presentations from two biotech companies in the Charles City area. This is the fourth installment of the Biotech Spotlight Series, which previously highlighted companies in Cedar Rapids/Coralville, Eddyville, and the Sioux Center area. This event is **free to attend** and participation is encouraged for industry members, state legislators, community members, and economic development partners.

This two-day event will feature tours of **Valent Biosciences** and **Zoetis** along with an evening networking reception on September 13th and a lunch presentation on September 14th. The lunch speaker will be announced later this month on the [event website](#).

A hotel block has been reserved under “Iowa Biotech” at Sleep Inn & Suites in Charles City. Room options range from \$85-\$135/night and reservations should be made by calling 641-257-6700 **no later than August 13, 2017**.

For more information about this great event, please visit www.iowabio.org/biotechspotlight. Please join us to learn more about the amazing work being done in the Charles City sector of Iowa!





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!](#)





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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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Innovation Expo 2017

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Tuesday

September 19, 2017

1:00-7:00 pm



Coralville Marriott

300 E. 9th St.

Coralville, IA 52241

Innovation EXPO 2017: Opportunities to Pitch



"I came to the first EXPO as a college student and was so inspired by the innovation I saw and entrepreneurs I met that I stayed in Iowa and started my own business. The EXPO made me realize how much we have going on in Iowa." - Max Farrell, WorkHound

Looking for an opportunity to pitch your business idea or get feedback on your pitch from area business experts? The application period is now open for [PitchLab](#) and [Seed & Venture Forum](#) at Innovation EXPO 2017 (Tuesday, Sept. 19th). Applications are due by midnight on August 18th.

Not looking to pitch yourself but interested in what makes a pitch great? [Register to attend](#) to watch the pitches and support Iowa's up and coming entrepreneurs.

More about PitchLab

Eight startup-stage entrepreneurs will pitch their businesses to a panel of area business experts for feedback. [Attend](#) and find out what makes a great pitch. [Apply to pitch here.](#)

More about Seed & Venture Forum

Eight early-stage entrepreneurs will pitch to a panel of venture capital experts from across the state. [Attend](#) Iowa's version of The Shark Tank. [Apply to pitch here.](#)

Organized by:



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UPCOMING EVENTS

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Midwest Events

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Iowa SBIR Showcase

September 6 | Iowa City, Iowa

The Iowa SBIR Showcase is part of a national outreach effort to convey the technology funding opportunity provided through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Federal and State Program Managers representing the \$2.5 billion in early stage funding will virtually meet with technology entrepreneurs and innovation supporters in Iowa. Additionally, and most importantly you will be able to schedule Virtual 1-on-1s with Federal Agency Program Managers, where you will have the opportunity to talk directly to them about your innovative technology and company.

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Clinical Trial Supply Midwest 2017



September 12-13 | Chicago, IL

This unique event brings together leading pharma, device and biotech professionals from across the Midwest region. After a hugely successful launch event in 2016, the Clinical Trials Supply Midwest Conference will be returning to Chicago for its 2nd edition, with more content and senior level speakers than before. The Clinical Trial Supply stream will also now be run across the full 2 days due to increased demand. This two-day event will focus on the most pressing issues facing the industry. The event offers a perfect platform for collaborating and building relationships between sponsors and vendors to facilitate the formation of new partnerships and strengthening existing relationships.

Exploring Innovative Strategies in Clinical Outsourcing and Operations to Optimise Trial Outcomes

This event will be taking place at the Clinical Trial Supply Midwest 2017 in Chicago, September 12-13

This unique event brings together leading pharma, device and biotech professionals from across the Midwest region. After a hugely successful launch event in 2016, the Outsourcing in Clinical Trials Midwest Conference will be returning to Chicago for its 2nd edition, with more content and senior level speakers than before.

Highlight presentations include a review of the 21st Century Cures Act and the impact this may have on the biopharma industry; a lively spotlight session and panel discussion exploring the challenges with global trials; and a clinical innovation TransCelerate lead discussing the use of wearables in clinical trials.

The event offers a perfect platform for collaborating and building relationships between sponsors and vendors to facilitate the formation of new partnerships and strengthening existing relationships.

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Global Events

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3rd Annual International Congress on Clinical Trials for Medical Devices

*September 7-8, 2017
Budapest, Hungary*

Pharma AntiCounterfeiting & Serialisation 2017

*September 19-20, 2017
London, United Kingdom*

SSTI's 2017 Annual Conference

*September 13-15, 2017
Washington, D.C.*

Algae Biomass Summit

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

[Biotech Spotlight Series: Charles City Area](#)

September 13-14 | Charles City Area, Iowa

On Wednesday Sept 13, and Thursday Sept 14, 2017, Iowa Biotech Association (IowaBio) will be hosting a Biotech Spotlight Series event featuring tours and presentations from two biotech companies in the Charles City area. This is the fourth installment of the Biotech Spotlight Series, which previously highlighted companies in Cedar Rapids/Coralville, Eddyville, and the Sioux Center area. **This event is free to attend.** Please join us to learn more about the amazing work being done in the Charles City sector of Iowa.

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[Innovation Expo 2017](#)

September 19 | Coralville, IA

Innovation EXPO 2017 events are designed for entrepreneurs, creatives, financial resources and business leaders in Iowa to connect, help our region grow more new business, create jobs, keep our region vibrant and globally competitive - and to celebrate entrepreneurs. It's really all about the entrepreneurs. Budding or existing - they are our future.

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INDUSTRY NEWS

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News stories containing company logos indicate IowaBio members



Made in the tri-states: **IBI Scientific finds niche**, supports wide **range of research**



DuPont Pioneer teams with Evogene on microbiome-based seed **treatments in corn**



POET breaks ground at \$120 million Marion expansion site



Rare leukemia targeted by modifying patients' immune cells



Johnson & Johnson's cadazolid an Orphan Drug for C. diff infection in pediatric patients



Marketing applications under review in U.S. and Europe for Vertex's CF combo tezacaftor/ivacaftor, FDA action date February 28, 2018



Biogas and advanced biofuels industry ask EPA to support cellulosic biofuels

Trade, Farm Bill get top billing at Iowa Ag Summit

EPA to broaden review of tailpipe standards

Preserve NAFTA' Ag Industry Urges As Renegotiations Commence

Carl Icahn Quits as a Special Adviser to President Trump

Study Finds RFS Beneficial Overall to US Ag Economy, But Questions Biodiesel Future

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.