



KANSASBIO

KANSAS BIOSCIENCE ORGANIZATION

KansasBio is a not-for-profit organization, serving as the unified voice of the bioscience community in Kansas.

Founded in 2004, KansasBio's 120+ member companies and bioscience leaders represent our burgeoning bioscience industry across our great state. KansasBio members span the spectrum of private sector companies -- involved in human and animal health, crop science and industrial biomass -- along with partners from the public and academic sectors. We are the very companies and bioscience industry leaders which the state of Kansas is working to expand and grow.

The Bioscience Industry in Kansas:

Human Life Science

Kansas is thinking big in life science and leveraging strengths in drug discovery, drug development, drug delivery, and the burgeoning medical device sector.

Animal Health

Kansans are working together to solidify our position as the global leader for animal health and food safety, including biosecurity.

Plant Science

Researchers and innovators are developing methods to use agricultural crops for co-products and other bioscience applications including plant-made pharmaceuticals.

Industrial Biomass

Rural and urban areas will benefit from the "Third Wave of Biotechnology" where crops and livestock are leveraged to develop products, sustain our environment and grow the Kansas economy.

Biomaterials

Kansas can leverage decades long investment in aviation research to commercialize advancements in medical devices and other bio-materials.



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KansasBio 2009 Industry Agenda

Maintain funding for state agencies, programs and incentives that provide support for economic development activities within the bioscience industry in Kansas:

- a. Kansas Bioscience Authority
- b. Kansas Technology Enterprise Corporation
- c. Angel Investor Tax Credits
- d. Programs of the Department of Commerce related to industrial attraction and expansion, and retention, as well as programs that address talent development and recruitment in the bioscience industry.

Develop guidelines for advantaging Kansas' partners related to intellectual property (IP) protection for bioscience companies and Kansas's research universities who wish to partner and engage in research projects.

Evaluate the use of Research & Development tax credits in Kansas.

- a. Review how their use can be broadened for younger companies.
- b. Research what companies and within what industries the R&D credits are being used and the relative age of those companies.

Ensure the bioscience industry is engaged and allowed to give feedback in legislative-led tax incentive comparison discussions.

Strengthen Kansas' workforce development activities that advantage the biosciences.

- a. Explore a state funding match for relocation expenses paid by companies and/or academic research partners.
- b. Explore state funding or matching programs for recruitment and retention of quality workers (which may include paying a portion of mortgage for relocating workers into Kansas).
- c. Explore legislation offering workforce development incentives for qualified high-paying jobs in which the average salary is 65% or greater compared to average county wage base.



industry agenda, continued

Strengthen education programs and expand curriculum which enhance bioscience education in K-12.

- a. KansasBio and its industry members are currently working with Greenbush Education Service District, Blue Valley School District CAPS program, Junction City School District, and the Olathe 21st Century School Program to enhance direct involvement with the bioscience industry.
- b. KansasBio created “Simply Science,” in partnership with K-State Extension, KCASLI & Bayer Corporation, to offer bioscience learning opportunities for students in traditional and non-traditional classrooms. Simply Science is being offered in 19 Kansas counties.
- c. KansasBio would like to serve as a partner in expanding these programs and in establishing a bioscience mentoring program to k-12 students in the state.

Enhance Kansas’ image as a globally recognized leader in the biosciences and as a preferred place to do business and start businesses involving advanced technologies.

- a. Develop a state funding stream for supporting an industry-led brand image program that is focused on enhancing the image of Kansas at specific national and international bioscience events. KansasBio and our industry partners will create and implement the branding strategy throughout the next three years.

(KansasBio effectively led a three year campaign to garner international exposure through the BIO conferences where we highlighted KEGA, the KBA and our industry strengths. This awareness campaign has contributed to our ranking as a Top 10 bioscience state for industrial relocation.)

- b. Continue to fund and manage the “Come Home to Kansas” workforce campaign with our state partners. The Come Home to Kansas program compiles existing job posting from bioscience, healthcare and IT jobs in Kansas into a single portal, making it easier for jobseekers to find opportunities in the biosciences in Kansas.

Support legislative and/or regulatory policies to promote and incentivize energy efficiency and sustainability measures led by KansasBio member companies.





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National Drug Development Accelerator Positions Kansas as Bioscience Powerhouse

Kansans have helped develop more
than 50 of the world's top drugs
and all of the top 30 drugs.

We have been involved with every SSRI
(selective serotonin receptor inhibitor) drug on the market today;
these are drugs such as Zoloft, Paxil, and Prozac.

**The number of clinical trials in
Kansas has more than doubled**
in the last 4 years to nearly 2000 and **growing**.

Our region is in the top 5 per capita
for concentration of clinical research.

We have twice as many physicians
involved in clinical trials than anywhere else in the country.

**More than 100 establishments
provide clinical research services,**
growing jobs faster than any other bioscience sector.

More than 2 years ago KansasBio and our 120+ bioscience industry members recognized an opportunity to develop a cluster activation strategy to maximize these assets. With support of the Kansas Bioscience Industry, we have formed the National Drug Development Accelerator (the Accelerator) to position Kansas as the ideal locale for even more new clinical trials and drug development services, and, in turn, attract the new businesses, jobs and talent necessary to properly execute on this growing industry. By bringing more clinical research to this region, Kansans will have access to state-of-the-art, cutting-edge treatments and resources.



The Accelerator is a consortium of experienced pharmaceutical development, clinical research and bioscience companies that together represent a comprehensive cluster of companies located in the center of the United States offering expert services in every stage of drug development:

- Preclinical & nonclinical research
- Drug substance manufacturing
- Contract research
- Safety, efficacy & esoteric testing
- Regulatory & scientific consultation

Supercluster

With the ability to meet all the needs of pharmaceutical companies in close proximity, Kansas has one of the nation's few superclusters that can go from the chemistry bench to the patient's bedside.

The Accelerator will help establish Kansas as the leading region for clinical treatments. With more new drugs coming to the state, fellow Kansans will have easier access to the best treatments available. This influx of new trials will result in job growth, new business development and world-class health care for Kansas.

Quality and Efficiency

The concentration of companies in Kansas' supercluster allows Kansas to be a one-stop venue for developing the latest drugs. With each day of the drug development process representing millions of dollars in investments for pharmaceutical companies, new drugs can move through the development process more efficiently in Kansas because of the number of companies specializing in each of the core development areas. This saves time and money, and gets drugs approved faster.



National Drug Development Accelerator, www.NDDAccelerator.com, is a consortium of experienced pharmaceutical development, clinical research and bioscience companies led by KansasBio and supported by the Kansas Bioscience Authority. The collaboration represents a comprehensive cluster of companies located in the center of the United States offering expert services in every stage of drug development: preclinical and nonclinical research; drug manufacturing; contract clinical research; safety, efficacy and esoteric testing; and regulatory and scientific consultation.

About KansasBio: <http://kansasbio.org/about/about.htm>.

About Kansas Bioscience Authority: http://kansasbioauthority.org/about_the_kba/



industry members

Alliance for Technology
Commercialization
Aptakon
Aptuit Consulting, Inc.
Bayer CropScience
Bayer HealthCare - Animal
Health Division
Beckloff Associates, Inc.
Bioscience Development
Corporation of Tonganoxie
Blessing, Bill
Blue Valley School District
BVM Biologics, LLC
Cambridge Technology
Enterprises
Chubb Commercial Insurance
Cobb Communications
Colby Community College
CRB Engineers & Builders
CRI-Clinical Research Institute
Critech, Inc.
CyDex, Inc.
Dighton / Lane County
Economic Development, Inc.
EdenSpace
EFL Associates
Elliott, Kyle
Emporia State University
Felton International LLC
First National Bank
Flax BioTech
Fort Hays State University
Germinder & Associates, Inc.
Glassman, John
Great Bend Chamber / Eco-
nomic Development
Greater Topeka Chamber of
Commerce
Greater Wichita Economic
Development Coalition
Greenbush SE KS Education
Service Center

Guava Technologies
Haake Cos.
Hart, Mike
Harvey County Economic
Development Council, Inc.
Hennessy Research Associates,
Hills Pet Nutrition, Inc.
LLC
Hoelscher Agriculture
Development
IBT Laboratories
ICM, Inc.
IdentiGEN North America, Inc.
ImmunoGenetix
Initiatives, Inc.
JE Dunn Construction
Johnson County Community
College
Johnson Strategic
Communications, Inc.
Junction City / Geary County
Economic Development
Commission
Kansas Association of Wheat
Growers
Kansas Bioscience Authority
Kansas City Area Development
Council
Kansas City Area Life Sciences
Institute
Kansas Environmental Mana-
gement Associations
Kansas Farm Bureau
Kansas Grain & Feed
Association
Kansas State University
Kansas Technology Enterprise
Corp.
Karp, Jeff
KC BioMediX
Kennedy and Coe, LLC
Kimsey, R. Scott
Labconco Corporation



industry members

LabTech
Lawrence Chamber of
Commerce
Leavenworth County
Development Corporation
Lutgen, Tom
Madeira Therapeutics
Manhattan Area Chamber of
Commerce
Matrix Medical
McCownGordon Construction
McDermott, Stan
MGP Ingredients, Inc.
Mitchell County Community
Development
Montgomery County Action
Council
NanoScale Corporation
Nu Life Market LLC
Oncimmune
Orbis Biosciences, Inc.
Overland Park Economic
Development Council
Pars Bioscience, LLC
Pawnee County Economic
Development Commission
Peddicord, Tom
PGAV Architects
Physicians Reference
Laboratory
PhytoTechnology Laboratories
Pinnacle Technology Inc.
Pittsburg State University
Polsinelli Shalton Flanigan
Suelthaus
PRA International
Pro-Pharma Group, Inc.
Proteon Therapeutics, Inc.
Regional Development
Association of East
Central Kansas
Regional Economic Area
Partnership (REAP)
SAFC Biosciences Inc.
Schifman, Remley &
Associates, Inc.
Schroer Manufacturing
Company
SH3 Inc.
Shawnee Economic
Development Council
Sonnenschein Nath &
Rosenthal
Southeast Kansas, Inc. (SEK)
Stinson Morrison Hecker
Stormont-Vail HealthCare
Thermo Fisher Scientific
Treanor Architects
TVAX Biomedical LLC
University of Kansas
University of Kansas Medical
Center
VasoGenix Pharmaceuticals, Inc
Ventria Bioscience
Via Christi Health Services
Vince & Associates
VWR International
Walton Construction Company
LLC
Western Kansas Rural Econo-
mic Development Alliance
(wKREDA)
Wichita State University
Wichita Technology
Corporation
Wood-Snodgrass, Inc.
Xenometrics
XenoTech



board of directors

- Arlin Bostian Senior Vice President, Research & Development
Bayer CropScience
- Gilles Guillemette Vice President, Business Planning & Strategy
Bayer HealthCare - Animal Health Division
- Michael Beckloff President
Beckloff Associates, Inc.
- Allen Roberson Chief Financial Officer
CyDex, Inc.
- Wayne Carter Vice President, Clinical Nutrition
Hills Pet Nutrition, Inc.
- Greg Krissek Director, Government Affairs
ICM, Inc.
- Luanne Wolfgram Career Program Facilitator, Biotechnology
Johnson County Community College
- Thomas Thornton President & CEO
Kansas Bioscience Authority
- Bill Duncan President
Kansas City Area Life Sciences Institute
- Dan Richardson Chief Executive Officer
Kansas State University
- Tracy Taylor President & CEO
Kansas Technology Enterprise Corp.
- Stephen Gound President & CEO
Labconco Corporation
- Olga Koper Chief Technology Officer
NanoScale Corporation
- Archie Cullen Vice President, Global Sales & Marketing
SAFC Biosciences
- Rick Donahue Chairman of the Board
Schroer Manufacturing Company
- Richard Lariviere Provost & Executive Vice Chancellor
University of Kansas
- Paul Terranova Vice Chancellor for Research
University of Kansas Medical Center
- Lee Southard Chairman & CEO
VasoGenix Pharmaceuticals, Inc.
- David McDonald Associate Provost for Research
Wichita State University



industry advisory panel

The KansasBio Industry Advisory Panel (IAP) is comprised of the bioscience industry's leading subject matter experts, primarily within the private sector. We urge you to utilize their expertise to benefit the bioscience industry in a multitude of ways, including using them to testify on behalf of legislation; voice the industry's position on policy matters; represent private sector industry in discussions regarding research and investment of state resources; galvanize support for the scientific and business approach regarding issues; encourage legislators to vote in support of our industry; and engage civic leaders and the community at large. Our KansasBio IAP will enable the voice of industry to be heard throughout the entire nation!

To make a connection with a KansasBio IAP member, please call or email Kelsi Thornton (KansasBio) at (913) 495-4334 or kthornton@kansasbio.org



Dr. Anthony Barnes
CEO
[Oncimmune](#)
Subject Matter Expert in:
Human Health; Drug Discovery



Mr. Michael Beckloff
President
[Beckloff Associates](#)
Subject Matter Expert in:
Regulatory Approval; Formulation; US and
International Clients; National Drug
Development Accelerator



Dr. Arlin Bostian
Senior Vice President, Research
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[Bayer CropScience](#)
Subject Matter Expert in:
Plant Science



Dr. Alfred Botchway
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Non-clinical Safety Assessment; Non-clini-
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Cardiovascular
Electrophysiology



Mr. Sam Campbell
President & CEO
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Subject Matter Expert in:
Drug Development and Delivery



industry advisory panel



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Vice President, Crop Development
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Plant Science



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Mr. Christian Darabant
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National Drug Development
Accelerator



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Subject Matter Expert in:
Plant Biotechnology;
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Regulations



Dr. David Dockhorn
Executive Vice President, Product Regis-
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[PRA International](#)
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Accelerator



Mr. David Drovetta
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[Physicians Reference Laboratory](#)
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industry advisory panel



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Subject Matter Expert in:
Cellulosic Ethanol; Biotech Crops



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Vice President
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Subject Matter Expert in:
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Mr. Tom Haymaker
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Organizational Development
& Behavior



industry advisory panel



Mr. Jesse McCurry
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Mr. Stan McDermott
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Mr. Charles D. Miller
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Subject Matter Expert in:
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Angel and Venture Investment; Early Stage Seed Capital



industry advisory panel



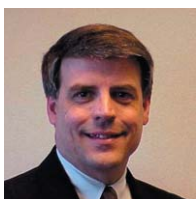
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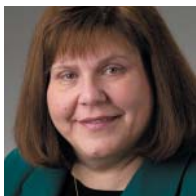
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State Bioscience Investment Strategy



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Agriculture; Government Relations



Mrs. LuAnne Wolfram
Career Program Facilitator,
[Biotechnology](#)
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Infectious Diseases



Mr. Keith Yehle
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Federal Government Relations;
Higher Education



Public Policy & Education Committee



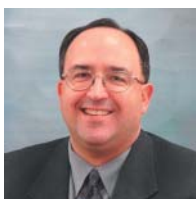
Mr. Bill Duncan
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Kansas City Area Life Sciences
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Civic Involvement; Industry Studies



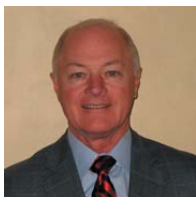
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Subject Matter Expert in:
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Company Background



Mr. Pete Coody
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Mr. Bill Whitaker
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