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Georgia Bio Newsletter Credits

Editor: JoAnna Pendergrass, DVM

Veterinary writer/editor at wikihow.com; Georgia Bio & ELN Newsletter Coordinator

Content, Layout & Distribution: Maria Thacker, Georgia Bio

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Letter from the President



Now that winter is fast-approaching, I would like to take a moment to reflect on the last quarter. Since July, here are a few highlights of our activities.

- 400 entrepreneurs, company executives, investors, scientists, researchers, and service providers in the life sciences industry came together for the 2015 Georgia Bio Innovation Summit on Nov. 2.
- Georgia Bio has established a commercialization committee which is working in partnership with the Emerging Leaders Network to launch a Bench2Business Workshop series.
- The Georgia Bio Policy & Advocacy Committee have begun to outline the 2016 Legislative Priorities.
- The Georgia BioEd Institute launched its Biotech 101 teacher training course and expanded the equipment depot. In addition, its strategic plan underwent a revision and was approved with aggressive goals to increase its programming statewide.
- 65 golfers competed in the first-ever Swings Fore STEM golf tournament benefiting the GaBioEd Institute.
- One of our most popular events, BioBash, was held in September and welcomed over 50 attendees at Vino Venue. The event was sponsored by Troutman Sanders. We look forward to seeing each of you at our next BioBash in March.
- We hosted several additional events, including 2 sold-out industry tours, 2 small dinners, 4 University student information sessions, and several webinars on NCATS SBIR Funding Opportunities; Grants/Tax Credit Programs with Canadian Consulate; and BioPharma Partnering webinar.
- Georgia Bio recently welcomed a new employee, Marissa Cooke, who serves as Business Development Manager.

- The Emerging Leaders Network relaunched its First Contact program.
- Georgia Bio will be attending the JP Morgan Conference in January and offer members access to a meeting suite hosted by Kilpatrick Townsend in their Embarcadero offices.

Be sure to check out our events calendar for more great 2016 programs! You don't want to miss any of the great events, or opportunities to network or to be a sponsor.

Our staff is hard at work preparing for the 2016 Georgia Bio Awards Dinner scheduled for January 28 at The Fox Theatre. Learn more at www.gabio.org/awards.

Stay tuned to additional events, news, and activities by following us at: www.gabio.org or connecting with us on Twitter, LinkedIn, and Facebook.

Sincerely,
Russell Allen

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Georgia Bio at J.P. Morgan Healthcare Conference Week

Join your fellow Georgia Bio members in San Francisco January 10-13 during the week of the JP Morgan Healthcare Conference and associated activities.

The JP Morgan conference is the largest annual investment event in biotech, features presentations from approximately 300 companies, both public and private, over four days of simultaneous sessions and brings together all of the biggest names in the biopharma, device, diagnostic, and healthcare sectors.

This conference is an invitation-only event, but even if you are not attending we have plenty of other activities for Georgia Bio member's including:

1. Investor and Industry reception @ The Marker Network with investors and with other bioscience executives from member associations in Georgia, New York, New Jersey, Michigan, Oregon and Washington. January 10, 7-10pm

2. Discount attendance to concurrent partnering conferences:

Life Science Nation's Redefining Early Stage Investments San Francisco - January 12th, 2016
(GaBio Discount \$100 off Code: GABIO100)

Biotech Showcase 2016 - January 11-13, 2016 (GaBio Discount: Write BTS2016 SUPPORTER MEMBER DISCOUNT in the comments field when registering)

3. Access to Georgia Bio meeting suites hosted by Kilpatrick Townsend in their Embarcadero offices. Meeting scheduling opens in December.

Seeking sponsors for the week's activities

For a unique opportunity to showcase your organization and get involved with Georgia Bio members at the conference, secure your sponsorship today! Support your fellow members and gain visibility for your organization.

Host Sponsor = \$5,000
General Sponsor = \$2,000

Contact Russell Allen for details: rallen@gabio.org

Innovation is found in Atlanta's Bioscience Community

By: Kornelius Bankston

Director of Bioscience, Metro Atlanta Chamber



As the new Director of Bioscience for the Metro Atlanta Chamber (MAC), I have the awesome opportunity to help tell the world about the amazing resources, companies and talent in Atlanta's Bioscience community.

Over the last four months, I have visited some of the most innovative companies in metro Atlanta and learned about breakthrough technologies that are under development in research labs around the region. I have engaged with young engineers at the Georgia Institute of Technology that are developing technologies that are solving unique health challenges. I've had the great fortune to speak with scientist and entrepreneur Dennis Liotta about the state of academic science. Recently, I met a Morehouse College student that recruited a team of like-minded students to launch a company to address unmet medical needs. I visited Mark Bouzyk of AKESogen, and was simply elated to learn that the company had been listed on the [INC 5000 list](#). Dr. Greg Daneker invited me to visit the Cancer Treatment Centers of America in Newnan, Georgia. I was filled with gratitude as the busy lobby filled with patients, family members and caregivers receiving quality care and personable attention that permeated throughout the facility. Tucked away in the office buildings in Buckhead, I visited ShareCare, a Health IT company

funded by Oprah Winfrey, Sony Pictures Television and Discovery Communications.

I've come to the conclusion from my visits and conversations with small to large companies; emerging to experienced professionals; non-profit to for-profit organizations you will find transformative innovation in Atlanta's Bioscience community. Let's shine our collective lights to outpace the competition with heart, perseverance, and intellectual prowess as we build a stronger community.

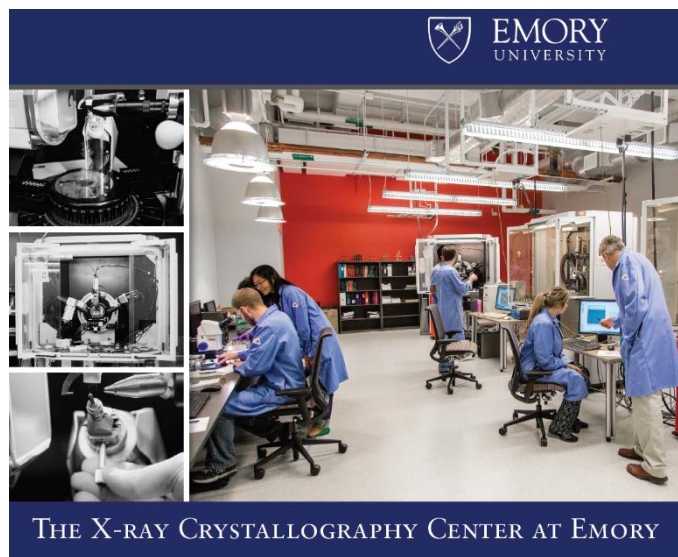
Academic Spotlight: The X-ray Center at Emory University

The Crystallography Center provides quality diffraction data for the structural analysis of compounds at competitive rates, including:

- Single crystal structural analysis
- Absolute structure determination
- X-ray diffraction of powders, protein assemblies, and thin films

Single crystal X-ray analyses include a publishable equality CIF and a complete structural report. We provide a detailed analysis of the results. We supply you with any relevant information that is needed for publication. The analysis is usually completed in the same week the sample was received. We determine the absolute configuration of light-atom chiral molecules. Our powder X-ray analyses requires micro quantities of material and the applications include phase identification, unit cell refinements, and particle size analysis. Most analyses are completed within one week.

Contact John Bacsa, director, at jbacsa@emory.edu or 404.727.6140 to discuss how the [X-ray Diffraction Center at Emory](#) can support your research.



Bio Innovation Summit Highlights Georgia Companies at Conference

Nearly 400 entrepreneurs, company executives, investors, scientists, researchers, and service providers in the life sciences industry came together for the 2015 Georgia Bio Innovation Summit earlier this month. For 14 years. The Summit has proven to the venue to showcase Georgia's leadership in innovation, from basic research to manufacturing, to improve the health and well-being of people, animals and the environment.

The Summit featured innovative programming led by industry executives and scientific experts from Georgia and around the country.

- **Program** - One-day program featured scientific advancements and business achievements in life sciences with an overarching big data theme.
- **Breakout Sessions** - The Conference addressed distinct areas of innovation and opportunity for Georgia's life science industry such as reimbursement strategy, patient data analysis, medical technology, FDA regulatory strategy, digital

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health topics, wearable monitoring devices, and how to attract talent and innovative companies.



- **NEW! Bioscience Showcase** – This unique opportunity ran concurrently with the breakout sessions and featured 12 Georgia-based companies presenting their technology.
- **Innovation Stage** – Now in its 2nd year, the Innovation Stage highlighted 7 entrepreneurs and innovative scientists presenting their innovative product or novel idea. In addition the audience doubled for this platform.



- **Talks** – Two outstanding keynotes presented big data themed talks touching on everything from precision medicine to consumerism in healthcare.



- **NEW! Casino Night** – The Summit closed with games, music, auctions and fun at the first casino night gala sponsored by UCB. The event raised funds for the Georgia BioED Institute STEM programs.



Who Attended?

- Executives and entrepreneurs from emerging and established life sciences companies
- Scientists, researchers, technology transfer employees and administrative staff from university and research institutions
- Life science investors
- Economic development agencies
- Service providers

Georgia Bio would like to thank all the [Summit sponsors](#). Your support enables us to provide a forum to learn and do business in Georgia's life sciences industry.

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We look forward to seeing you next year back at **Cobb Galleria, September 28, 2016**. Please mark your calendar!

Photos and Videos from the conference are available at:
<http://www.gabiosummit2015.com/>

Golf Tournament Raises Funds for GaBioEd STEM Programs

*By JoAnna Pendergrass, DVM
Veterinary writer/editor at wikihow.com; ELN
Newsletter Coordinator*

On October 20, 2015, Georgia Bio hosted the First Annual Swings FORE STEM Golf Tournament at the Trophy Club of Atlanta in Alpharetta, GA. Nearly 70 attendees, who represented life science and biotechnology companies throughout Georgia, braved the morning chill to play golf for a good cause. Ten volunteers and staff assisted attendees throughout the day.

At the time of registration, attendees were divided into teams of 4. The overall outing team winners were John Sharkey (Cogas Consulting), John Henson (Piedmont Oncology), Frank McDaniel (McDaniel Law Group), and Tim Murray (ViveBio, Inc).



The generous support of event sponsors, including, Kilpatrick Townsend (presenting sponsor), Arbor Pharmaceuticals (reception sponsor), Biota Pharmaceuticals (photography sponsor) and PhRMA

(breakfast sponsor), generated \$22,000 in sponsorship funds. Several sponsors gave in-kind donations totaling \$1100: Chick-fil-a (breakfast sponsor), SCROLF (donation of service), and Golfsmith. At their time of arrival at the event, attendees were given the opportunity to purchase raffle tickets and Mulligan cards, which raised an additional \$230. In total, the golf tournament raised an impressive \$27,000.



The funds raised for the event will benefit the [Georgia BioEd Institute](http://www.georgiabioed.org/). The institute is “a 501(c)(3) charitable nonprofit organization committed to Science, Technology, Engineering, and Math (STEM) education with a focus in biotechnology and medtech in Georgia through school programs, workforce training, and lifelong learning. Serving as a link between education, industry, and government, GaBioEd is working to ensure Georgia’s biotechnology and medtech sectors have an appropriately trained workforce to meet the growing employment needs.” For more information about GaBioEd, visit the website:

<http://www.georgiabioed.org/>

Overall, the Swings FORE STEM was a success. Georgia Bio encourages you to stay tuned and sign up for the fall 2016 tournament!

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Additional tournament winners:

Putting Contest

Jim Stanton (Plant-It Strong)

Longest Drive

Women's — Kathi Kelly (Plant-It Strong)

Men's — Ben Chancellor (Biota Pharmaceuticals)

Closest to the Pin

Women's — Karen Gillespie (Bristol Myers Squibb)

Men's — Justin Bourne (TriNet)

Bobby Jones Shirt Winner

Kathi Kelly (Plant-It Strong)

Bobby Jones Book Winner

Jim Stanton (Plant-It Strong)

Bobby Jones Tour Winners

Kathi Kelly (Plant-It Strong)

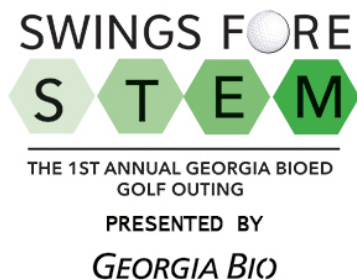
Steve Pasternak (Baxalta)

John Patton (Plant-It Strong)

Shaker Reddy (Metacclipse Therapeutics)

Alan Ryan (Novartis)

[VIEW PHOTOS FROM THE EVENT HERE.](#)



Georgia Bio Welcomes Marissa Cooke as Business Development Manager



Georgia Bio has named Marissa Cooke as their Business Development Manager effective October 2015. Ms. Cooke is responsible for recruiting and retaining members from life science organizations and research institutions in Georgia, as well as the service providers that support this industry. This new role, will

help to explain and refine the value of contributing to the organization.

Ms. Cooke is enthusiastic about reaching out to prospective new members, sponsors and donors for Georgia Bio. Ms. Cooke has already developed a member recruitment and strategy, and attended briefings with executive management teams of prospective companies.

Prior to joining Georgia Bio, Marissa worked as Manager of Education and Training for Amniox Medical and has extensive biomedical research experience, most recently as Research Programs Operations Manager at Georgia Tech.

When asked about her new position Ms. Cooke stated, "I'm excited to be a part of the Georgia Bio team. I share their passion for life sciences and dedication to growing to Georgia's bioscience industry."

A graduate of Virginia Tech, Marissa is originally from Northern Virginia and has resided in Georgia since 2008. Marissa is passionate about advancing science and technology research and education and fostering innovation.

"The addition of a sales professional like Ms. Cooke will enable us to create new relationships with more diverse

member companies. I am confident that Ms. Cooke will strengthen the organization membership base throughout the state,” said Georgia Bio President & CEO, Russell Allen. “She will allow the organization to continue our momentum in member-value initiatives and help us to identify benefits for each member organization.”

GaBio Member Savings for Medical Device Industry with VWR

BIO- VWR program offers special pricing to support the needs of facilities that require ultraclean conditions for manufacturing and other processes. The program offers product choice from industry-leading manufacturers for Controlled Environment needs, a global distribution network that drives supply chain security and product quality, a suite of differentiated services including safety station maintenance and stocking, all supported by the highly trained team of Controlled Environment Specialists. The BIO-VWR program includes special pricing agreements with major manufacturers like Kimberly Clark, Excelta, Ansell, Micronova, Contec, plus many other member-only benefits. Enrollment is as simple as completing a one-page enrollment form/agreement.

[Download the detailed brochure](#) or contact your local VWR sales representative or BIO. Details at: <http://bbs.bio.org/content/vwr-international-med-device>



White Paper: Four Essential Steps to Successful BioPharma Partnering

Successful BioPharma partnerships don't happen by accident. And negotiating an out-licensing deal can be a

daunting task – especially since the company may also be progressing the clinical portfolio.



This white paper, based on the webinar by the same name, provides you perspectives on the major steps required for a successful transaction.

Gautam Aggarwal, a partner with Triangle Insights Group, walks you through the essential steps that will maximize your chance of partnering success.



Questions he addresses include:

- How early should we begin planning for partnering?
- How do we ensure that the potential deal is aligned with the corporate strategy?
- How should we determine the appropriate value of our product?
- What is the best way to present ourselves to potential in-licensors?
- How can we organize and present all of the documents to potential partners?

This informative white paper will prepare you for partnerships, whether they are in the near term or far off in the future.

[CLICK HERE TO DOWNLOAD THE WHITEPAPER](#)

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Bring the joy of science to the masses

By: Jordan Rose, Atlanta Science Festival

The Atlanta Science Festival is looking for volunteers to share their passion for science with the public!

- Visit a classroom in March as part of the Imagining the Future program. You sign up. A teacher signs up. We connect you. Students get inspired!
- Exhibit or perform at the Exploration Expo on March 26. Be one of a hundred interactive, hands-on exhibits that showcase Atlanta discoveries and innovation to the public in the state's largest interactive science event, drawing more than 17,000 people last year.
- Volunteer. Join the Curious Corps and help out at events during Festival week and at the Expo.
- Encourage your company to sponsor ASF. Atlanta Science Festival is a 501(c)(3) nonprofit organization and needs your support to continue its commitment to science literacy, STEM education, and economic development in our region.

Learn more at <http://atlantasciencefestival.org/ITF>

STEM Professionals: [register here](#) and view our [Frequently Asked Questions](#) for information on what to expect. See our [Speaker Guide](#) for additional information including what to do before/during/after your visit, helpful tips, and a sample lesson outline.

**Members
Can Save
on waste
recycling &
disposal**



Environmental Services
for Pharmaceuticals and
Biotechnology



New Member Highlight!

Gold Star Communications is an Atlanta-based, full-service, healthcare communication agency. We provide pharmaceutical clients with strategic consultancy across a broad range of oncologic areas, content development support, logistics management, and more. We strive to be a strategic partner and provide innovative healthcare communication solutions that maximize outcomes.



Georgia Bio's Purchasing Program: Enhanced Member Benefits, Saving Money and Time, Helping You Help Patients

Through [Georgia Bio's Purchasing Program](#), our members have access to programs and services negotiated by Georgia Bio and BIO, offered at favorable rates and terms to save your company money. Through our affiliation with BIO, Georgia Bio is part of the largest cost-savings program for the life science industry with the purchasing power of over 2,800 biotech companies. Our group discounts are for members only and your membership is the gateway to this purchasing power to save your company critical resources.

For more information on how you can sign up for these member discounts and save your working capital, contact Angela King, Member Services Manager, at angela.king@gabio.org.



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Welcome to Our 2015 New Members

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Annular Biotechnology LLC

[Avery Partners](#)

[Biogen](#)

[Celgene Corporation](#)

[Clean Hands Safe Hands](#)

Conceptus Consulting, LLC

[Datalynx](#)

[EmergenceGMA, Inc.](#)

G. Altman & Associates, LLC

[Gold Star](#)

[Heidrick & Struggles](#)

[HERA Laboratory Planners](#)

[Horizon Pharma](#)

[Immeedx, LLC](#)

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[Microbial Medical, Inc.](#)

[Micron Biomedical, Inc.](#)

[Molnlycke](#)

[PharPoint Research, Inc.](#)

Proventus Bio, LLC

Randy Howard, LLC

[Recro Pharmaceuticals](#)

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[Stifel](#)

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[Taft Stettinius & Hollister LLP](#)

[The Pipette Solution](#)

[UMBRA Global](#)

[UPS](#)

Validation & Engineering Group USA, Inc.

[Vitamin C](#)

[World Courier Inc.](#)

Post to the GaBio Career Center!

Georgia Bio encourages member companies to post openings to the Georgia Bio Career Center.



Learn more at <http://jobs.gabio.org/home/>

This job board is custom tailored for the Life Science industry, which means we attract the most qualified professionals in Georgia. Create an Employer Account and post your Life Science jobs today!



Spotlight Your Firm in the RESI Innovation Challenge

Life Science Nation's Redefining Early Stage Investments (RESI) San Francisco event will be taking place on January 12th, 2016, and is shaping up to be the most dynamic yet in terms of investors already signing up. RESI@JPM will bring together the most diverse group of early stage investors under one roof, including Family Offices, Venture Philanthropy Funds, VCs, Angel Groups, Corporate Venture Capital Funds, and more.

You're Invited to Participate in the RESI Innovation Challenge



The RESI Innovation Challenge showcases selected entrepreneurs in an exhibition-style format throughout the full-day conference.

From the pool of applicants, LSN's internal scientific review board will choose the top 30 companies to present their technologies. Presenters will gain exposure to investors and potential partners by showcasing their companies and products in a poster board format in the RESI Exhibition Hall.

Use the discount code **GABIO100** for **\$100 off** of your RESI San Francisco 2016 registration

Title Sponsors:



INNOVATION
— JLABS —



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Upcoming Events

[Georgia Bio Leaders Breakfast: Kathy Lee-Sepsick, President & Chief Executive Officer, Femasys Inc.](#)
December 7, 2015 | The Peachtree Club Atlanta

[10th Annual New England Venture Summit](#)
December 9, 2015

[Successes of 2015 & Holiday Event](#)
December 10, 2015 | Atlanta, GA

[2015 World Stem Cell Summit](#)
Atlanta, GA | December 10-12, 2015

[2015 RegMed Capital Conference \(RMCC\)](#)
Atlanta, GA | December 10-12, 2015

[Biotech Showcase™](#)
January 11-13, 2016
\$200 MEMBER DISCOUNT: Write BTS2016
SUPPORTER MEMBER DISCOUNT in the
comments field when registering



[Redefining Early Stage Investments San Francisco](#)
January 12, 2016
GaBio Member \$100 Off Discount Code: GABIO100

[2016 Georgia Bio Awards Dinner](#)
January 28, 2016 | The Fox Theatre



[The Biomarker Conference](#)
February 18-19, 2016

[The Genome Editing & Engineering Conference](#)
February 18-19, 2016

[The NGS Data Analysis and Informatics Conference](#)
February 18-19, 2016

[Cancer Progress Conference](#)
March 8-9, 2016

Pittcon 2016 Conference & Expo
March 6-10, 2016
15% GaBio Member Discount: 16GABIO15 [Click here for this discount.](#)



[Regenerative Medicine Workshop](#)
March 16-29, 2016

[Atlanta Science Festival](#)
March 19-26, 2016

[2016 Academic & Industry Intersection Conference: Georgia as a Biotechnology Capital?](#)
April 4, 2016

[World Orphan Drug Congress USA 2016](#)
April 20-22, 2016 | Washington, DC



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