

Goals

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MISSOURI
BIOTECHNOLOGY
ASSOCIATION



Executive Committee



Daniel P. Getman, Ph.D.
President, Kansas City Area Life
Sciences Institute
Chairman, MOBIO



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President, St. Louis Community College at
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Treasurer, MOBIO



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Council

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President & CEO, BioSTL

Derek K. Rapp
Chemistry Development Strategy Lead, Monsanto

Kelly P. Gillespie
Executive Director, Missouri Biotechnology
Association

DEAR MEMBERS:

We are pleased to report that as MOBIO finished it's first decade of service to the life sciences, 2011 marked a very successful year in the association's history. With an exceptionally strong year legislatively, MOBIO ensured its reputation as an organization that 'gets big things done'. However, MOBIO cannot begin to take credit before recognizing the loyal, driven and engaged membership that makes up MOBIO.

MOBIO's membership continues to grow. Without your support MOBIO is unable to have continued support from the entire state, and above all provide Missouri the best biotechnology environment possible.

Each year MOBIO and the membership have grown stronger, and we are committed to making this trend continue into 2012 and beyond. Our strong leadership and participation at the board level has given MOBIO a direction to follow for many years to come. The continued support of members attending BIO and state conferences has reached new levels of accomplishment as well. Missouri is now beginning to be recognized world-wide and this is credit to the tireless efforts of our entire life science community.

We look forward to your participation as members in this effort, for it's your involvement that defines our successes. Thank you for being a part of the MOBIO community.

Sincerely

Kelly P. Gillespie
Executive Director, MOBIO

Daniel P. Getman, Ph.D.
President, Kansas City Area Life Sciences Institute

MOBIO has *successfully completed* the six organizational goals of 2011 set by the Board. MOBIO is looking forward to successful completion of its *2012 Strategic Plan.*

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1

MOBIO will **broaden** its membership footprint, increasing its membership by at least 10% over CY2010 results.

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2

MOBIO will **benefit** from increased use of task forces, standing committees, and member engagement.

- At the end of CY2010, MOBIO had 125 members.
- In 2011, MOBIO gained 29 member companies bringing the total membership up to 154 members.

3

MOBIO will **restart** the dormant BIO benchmarking legislative education tour.

- Companies that joined MOBIO membership in 2011:

4

MOBIO will **work** with the legislative and executive branches to pursue additional, meaningful public revenues dedicated to the life sciences and innovation programs.

Addison Biological Laboratories

Gallus BioPharmaceuticals

AFB International

Immunophotonics

Akermin Incorporated

Independence Regional Ennovation

Allied Blending & Ingredients

Innovimmune Biotherapeutics Inc.

Antibody Research Corporation

Ionic Transport Assays

Apse LLC

Janice Z. Kinney Associates

Array Bridge Incorporated

Lee Biosolutions Incorporated

Aziotics - The Art & Science of Asian

Liberty Economic Development

Business

Corp.

Bioglow LLC

Missouri Farm Bureau

CBC Real Estate Group

Northwest Missouri State University

CC Capital Partners

PGAV Architects

Chippendale Consulting LLC

RubinBrown LLP

Confluence Life Sciences LLC

SARmont LLC

5

MOBIO will **collaborate** with partner firms and organizations to create and manage image, business development, and outreach platforms that position the Missouri life sciences community as a center for innovation and scientific development to audiences beyond Missouri.

6

MOBIO will **aggressively** advocate for MOSIRA and its passage, in order to enhance the national position of the state to make it a leader in life sciences and technology, to help retain, grow and enhance both existing and new science companies in Missouri.



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MOBIO will benefit from increased use of task forces, standing committees, and member engagement

- MOBIO staff worked with each task force/committee to gain insight on the specific needs of the membership and guidance on how to better accomplish the joint objectives for each event. These groups determined the messaging, theme development, locations and identified speakers for the BIO International Convention in Washington DC and the BIO Benchmarking Legislative Education Tour. MOBIO introduced two new programs this year: The Biotech Speaker Series and the Innovation and Leadership Dinner. The use of task forces/committees was crucial to the success of these programs.
- MOBIO's task forces/committees invited members from every region of Missouri and sector of the industry to participate in MOBIO's public policy agenda. The MOSIRA Coalition provided one united voice for the life science leaders and industry and their tireless commitment enabled the passage of MOSIRA.

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MOBIO will restart the dormant BIO benchmarking legislative education tour.

- MOBIO's leadership program, BIO Benchmarking has become a must attend leadership series for elected officials in 4 short years. It is a program grounded in education and intended to foster a greater understanding of what biotechnology is, and is not.
- MOBIO feels strongly that this program has been strategically relevant in creating a pro-biotech climate within the Missouri legislature. With term limits and new candidates running for redrawn districts, we must continue to engage legislators from across the state, telling our story. It is vital to this support proven program, geared toward members building relationships and educating our state leaders.


“MOBIO's BIO Benchmarking Tour is a signature event and the envy of other states. It's a unique opportunity for a two-way, informal dialogue with legislators – to educate them on the great work going on across the entire state - and to listen and address their questions. A win-win for all!”

Dan Getman, President, Kansas City Area Life Sciences Institute

“MOBIO has done a terrific job of educating our elected officials about the benefits of plant and life science research in Missouri. The Bio Benchmarking Tour is one example of how MOBIO has delivered a tangible product to a complex problem. We are always pleased to have the opportunity to welcome MOBIO and legislators to the Danforth Plant Science Center and BRDG Park.”

Sam Fiorello, Chief Operating Officer, Danforth Plant Science Center and President, BRDG Park





MOBIO will work with the legislative and executive branches to pursue additional, meaningful public revenues dedicated to the life sciences and innovation programs.

- Legislators, of both chambers and both parties, stepped forward and passed MOSIRA during the 2011 special session, and the governor followed by signing the bill and announcing that he would fund and implement MOSIRA.
- In March, Governor Nixon and the Missouri Technology Corporation announced they had secured \$16.9 million of federal money to establish the hi-tech Missouri IDEA Seed and Venture Capital Funds (IDEA Funds). IDEA stands for Innovation, Development and Entrepreneurial Advancement. This was the largest one-time infusion of revenues in MTC's history. Meaningful partnerships produce strong results for Missouri. MOBIO prides itself on supporting MTC, leading the outside, independent charge to develop long-term, meaningful revenue streams. MOBIO is committed to actively collaborating with aligned strategic partners.

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MOBIO will collaborate with partner firms and organizations to create and manage image, business development, and outreach platforms that position the Missouri life sciences community as a center for innovation and scientific development to audiences beyond Missouri.

- MOBIO was an active leader in the development and management of the MOSIRA Working Coalition, a thirty organization strong consortium of businesses, chambers, civic and higher education organizations, and economic development agencies committed to getting MOSIRA passed and funded.
- MOBIO led the Missouri delegation to BIO 2011 in Washington DC, hosting the Missouri Breakfast at BIO, a tradeshow reception, and advance events in both Kansas City and St. Louis.
- MOBIO hosted an international pharma CEO for a week-long familiarization tour of Missouri bioscience assets. That trip led to active investment considerations in Missouri companies, increased exporting opportunities for member companies, and ongoing research collaborations.
- In June, MOBIO was recognized by the Missouri Economic Development Council as the member affiliate of the year award for its business development initiatives.
- MOBIO represented the State of Missouri for the fourth consecutive year at the Israel Life Sciences Association BIOMED conference.

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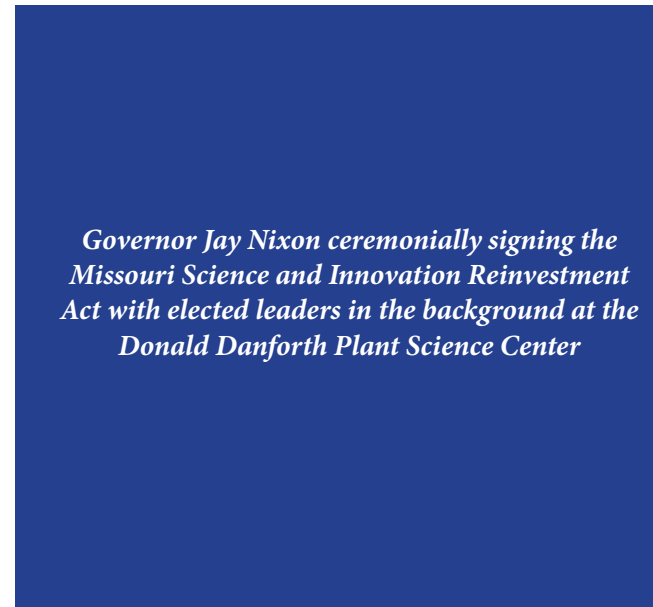
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MOBIO will aggressively advocate for MOSIRA and its passage, in order to enhance the national position of the state, to make it a leader in life sciences and technology, to help retain, grow and enhance both existing and new science companies in Missouri.

- Landmark legislation was passed and signed by the governor in 2011, ending a multi-year battle to earn bi-partisan legislative support. MOBIO staff and its allies muscled three successful votes in the House and two successful votes in the Senate throughout the regular and special sessions. Years of legislative education efforts paid off. MOBIO remained resolved in advancing the argument that life sciences investments equaled valuable job creation that Missouri deserved.
- MOBIO extends congratulations to the entire life sciences community, and specifically our partners within the MOSIRA Coalition who have collaborated for several years to reach this legislative achievement. By working together, the MOSIRA Coalition showed that incredible political hurdles can be overcome with a strategic effort built on persistence and facts. MOBIO members should be exceptionally proud of enabling this very positive achievement.



Nick Rallo and Jeffery Mentel of AHM Financial Group at the BIO International Conference with the Missouri Delegation in Washington, D.C.



Governor Jay Nixon ceremonially signing the Missouri Science and Innovation Reinvestment Act with elected leaders in the background at the Donald Danforth Plant Science Center



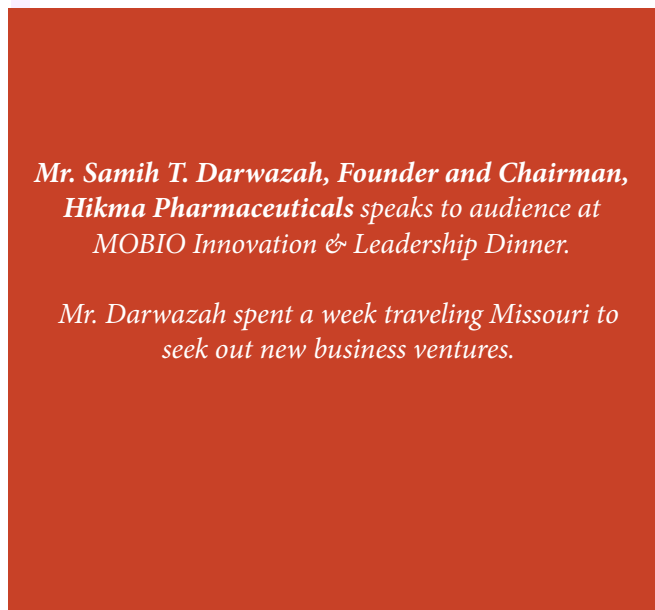


MOBIO Chairman Dan Getman speaks with Representative Clem Smith following the inaugural Biotech Caucus Speaker Series held at the State Capitol.



2011 BIO Benchmarking Class (alphabetical order): Rep. T.J. Berry, Rep. Mike Cierpiot, Rep. Sandy Crawford, Rep. Rory Ellinger, Senator Tim Green, Rep. Casey Guernsey, Rep. Jason Holsman, Senator Joe Keaveny, Rep. Glen Klippenstein, Rep. Thomas Long, Rep. Mike McGhee, Rep. Kevin McManus, Rep. Genise Montecillo, Senator Brian Munzlinger, Rep. Clem Smith, Rep. Sheila Solon, Rep. Noel Torpey, Rep. Zach Wyatt

**Pictured at Boehringer Ingelheim Vetmedica, July 11th, 2011 St. Joseph, MO.*



Mr. Samih T. Darwazah, Founder and Chairman, Hikma Pharmaceuticals speaks to audience at MOBIO Innovation & Leadership Dinner.

Mr. Darwazah spent a week traveling Missouri to seek out new business ventures.



MOBIO 2012 Strategic Planning

Advocacy

- (1) Strategically integrate the portfolio of already developed programs - BIO Benchmarking, the bioscience speaker series, MOBIO Day at the Capitol and other legislative outreach from becoming separate events
- (2) Activate public policy committee / broaden policy objectives within our agenda
- (3) Earlier and concise preparation materials for members visiting with capitol leaders
- (4) Elevation of MOBIO PAC and potential media coordination around BIO Benchmarking

BIO International Convention

- (1) Earlier development of business plan and sponsor confirmation
- (2) Activate the BIO Task Force to assist in development of central theme and messaging
- (3) Earlier and concise preparation materials for Missouri attendees
- (4) Leverage the new BIO Exhibitor Partnering System for all attendees
- (5) Consult with DED to arrange meetings and recruit Midwest states

Communications

- (1) Replace database with updated member contact system
- (2) Increase production of the newsletter, twice monthly
- (3) Rebrand the MOBIO logo and masthead and rebuilding website
- (4) Incorporate social media as a tool for communication
- (5) Leverage Fact Shees at additional events

Membership

- (1) Replace database with updated member contact system
- (2) Activate the membership committee
- (3) Seek board consensus defining critical mass / establish 3 year membership goal
- (4) Broaden existing networking events
- (5) Leverage the board to monitor industry prospective members.

MOBIO 2012 Strategic Planning - Next Big Challenge

- Along with MOBIO's four core areas of focus the MOBIO board of directors realized it is crucial and necessary for MOBIO to begin thinking about the 'Next Big Challenge' as well.
- Many excellent suggestions were voted upon and MOBIO has come away from the 2012 Strategic Planning Session with two key items to begin work on.

- (1) The first is a unanimous resolve by all membership, to initiate meaningful funding for MOSIRA, making this landmark legislation work for Missouri as promised.
- (2) Second, is creating an environment that leverages additional private capital investment into Missouri's bioscience companies.



Governor Jay Nixon-

“The MOSIRA bill will be a valuable tool to encourage more start-up companies in science & technology to join what is an already growing area for the Show-Me State and our economy. Through MOSIRA, that continued growth will generate even more expansion in research and technology.”



Jim Greenwood -

President & CEO, Biotechnology Industry Organization (BIO)

“BIO is very supportive of Missouri's continued commitment to expanding science and technology industries that create high-paying, high-skill jobs while advancing our nation's global leadership in innovation. By providing emphasis on biotechnology and life science funding, this legislation benefits the local economy while nurturing companies that seek to develop cures and breakthrough medicines, improve crop yields, discover newer and cleaner forms of energy that will reduce our reliance on foreign sources of energy, and provide protection from pandemic and bio-terror threats.”

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