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8 2017 BIO International Convention Coming Back to San Diego

10 Public Policy: A Year of Change—And We're Ready For It

17 Biocom Institute Busy in Los Angeles

VOLUME 26, ISSUE 1 Spring 2017

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IN THIS ISSUE

4 Cover Story: The Power of Three
8 Guest: 2017 BIO International Convention Coming Back to San Diego
10 Public Policy: A Year of Change–And We're Ready For It
12 Q&A with Paul Daruwala, CCO of Cidara Therapeutics on a Recently Formed Networking Group Geared Towards Senior Commercial Executives in the Biotech Sector
14 Guest: Changes in the tax law enable businesses to monetize their research tax credits in new ways
15 Biocom Bay Area: Biocom in the Bay Area
16 Biocom LA: LA Region Update: Increasing Local Programming
17 Biocom Institute Busy in Los Angeles
18 Biocom Purchasing Group: Honoring One of the Greats: Jacqueline Lindahl
20 STEM In The Community–A Festival That Unites Us
21 Biocom Purchasing Group: Fisher Scientific Selected to Unify our Industry
22 Biocom in the News: Biocom's Making Headlines
23 Members in Action: Biocom Holiday Party
24 Members in Action: Biocom Annual Celebration of Life Dinner
25 Members in Action: BMS Partner Day
26 Biocom Board of Directors
27 Biocom Committee Leadership & Committee Corner
28 Premium Members Spotlights
29 Biocom Membership

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VOLUME 26, ISSUE 1

WWW.BIOCOM.ORG

WELCOME

***By* Joe Panetta,**
President and CEO, Biocom

THINK GLOBALLY, ACT LOCALLY

Greetings and welcome to all Biocom members. 2017 ushers in a year of growth and change in California and beyond. Our spring 2017 issue of the quarterly magazine LifeLines celebrates the accomplishments of our California life science community. Biocom added more than 190 members during 2016, confirming my belief that Biocom continues to be viewed as the most valued statewide membership association in terms of advocacy, member services, professional development and capital formation for our industry. I anticipate continued strong growth in 2017 as we aggressively pursue the delivery of our programs to new members within our home state and around the globe, while advocating our policies in Sacramento and in Washington, DC.

Our cover story for this issue focuses on the strength of the Golden State's life science ecosystem under the theme "The Power of Three", Biocom unites the state by strongly serving the three main life science clusters in California. We leverage our history of successfully building a collaborative ecosystem here in San Diego and build bridges for our membership across San Diego, Los Angeles, and the Bay Area. For example, we know that local public policy issues in San Diego can have as much impact upon the growth of our companies as legislation that is passed at the federal level. We are working to ensure that LA's talent and ideas contribute to the growth of the LA life science community as it evolves. We're building on the reputation of San Francisco as a long-time center for established biotech companies with a deep base of talent to attract companies from around the world to California. You'll read about how our presence throughout California allows us to be the most powerful state-based force for industry advocacy anywhere in the world.

As we go to press with this issue, the Trump Administration has already begun to quickly implement policies, following through on the President's campaign promises. This has raised uncertainty in areas such as the continued ability of the FDA to function effectively in the face of a federal hiring freeze, and new unpredictability impacting the success we had in reaching more patients with our products through the Affordable Care Act. Still, we see opportunities within the new Congress, including the potential for repeal of the Medical Device Excise Tax and continued funding of the recently passed 21st Century Cures Act at the end of the last Congress. I am also very encouraged that three southern California Representatives with strong ties to Biocom—Congress members Raul Ruiz (D-36), Mimi Walters(R-45) and Scott Peters(D-52)—were just appointed to the powerful House Energy and Commerce Committee.

I am also excited as we shift into high gear with planning for BIO 2017. This tremendous international life science industry convention will return to California for the fifth time in its history, and for the second time in three years. I have had the honor and pleasure of being involved in the planning of each of these, working this year with the stellar team lead by Joanne Duncan at the Biotechnology Innovation Organization. This year's theme, "Breakthrough", celebrates major discoveries and achievements in life sciences that

Continued Pg 2

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promote innovation, save lives and change our world for the positive. I'm also happy to announce that the keynote speaker this year will be David Cameron, former Prime Minister of the UK. I hope to be able to celebrate unprecedented registration and turnout this year from our California members – and registration is open, so please take advantage of the opportunity to be with us here in San Diego in June!

This issue of LifeLines contains too many important stories about the diversity and activities of Biocom and our members for me to discuss in this letter, so I hope that you'll take the time to read it from cover-to-cover because we are a truly diverse and engaged association. Whether it is advice from E&Y on how changes in tax law have enabled companies to monetize their R&D tax credits, or our tribute to one legend who we lost in the last year, this issue of LifeLines includes stories that will interest everyone within our membership. I must pause to note the passing of Jacqueline Lindahl. Jacqui was the undisputed dean of facilities operation and purchasing here in San Diego and played a major role in the evolution and success of Biocom's Purchasing Group.

I'd like to briefly discuss my vision and goals for the coming year; they continue to reflect the progress we are making with our 2020 strategic plan and its theme of "Communicate, Collaborate, Accelerate". I am committed to leading Biocom in pursuing the vision of making California known globally as the genomics and personalized medicine leader. We will also communicate that the science of life is about every member of our population, that the ability to collaborate successfully is what will best define our statewide industry, and that a strong statewide association will accelerate the creation of policies, funding and talent development to fuel our global presence and growth. Our 2017 Biocom goals closely support each of these objectives. I will work to strengthen existing global partnerships, including our work with the Japan Bioindustry Association, the Life Science Innovation Council in Tokyo, EuroBioMed in Southern France, and One Nucleus in Cambridge, UK. I will also look to develop relationships in promising locations such as Australia and China. I'll work diligently with my team to significantly expand member resources, such as our training programs within the Biocom Institute, and access to our outstanding member business benefits under the Biocom Purchasing Group. I'll continue to build strong relationships with our elected officials at every level, to ensure that they understand and value the work that each of you do every day to improve quality of life and human health. Most important to me will be greater engagement with our members throughout California, especially as we continue our expansion into LA and San Francisco. I will meet frequently with as many of our CEOs and site heads as possible to learn how we can better serve our members individually and collectively. Thank you from all of us for your support of Biocom over the last year. I look forward to delivering on the vision of our 2020 plan in 2017 and beyond.

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COVER STORY

By Kelly Quigley, *Canale Communications*

The Power of Three

How a trio of distinct biotech markets have together made California the most productive state in the country for life science innovation.

California. It's the largest and most populous U.S. state. The sixth most-robust economy in the world. And home to more life science activity—factoring in the total number of companies, employees, funding and discoveries—than anywhere else in our country.

But California is no monolith. It's remarkably diverse in almost every respect: economically, socially, culturally and geographically. What other state has sandy beaches in the south, Redwood forests in the north, and mountains, valleys, deserts and lakes in between?

Throughout the state, individual cities emanate distinct personalities, bringing forth their own strengths and weaknesses that meld together to make The Golden State what it is today. In the life science industry, this is especially visible.

While nearly every major city in our fine state has some involvement in the biotechnology ecosystem, there are three in particular that play a major role in shaping the industry in California—which in turn shapes the global life science industry. These are the cities that, by all accounts, are churning out new discoveries and products at a higher rate than the rest. But they're each doing it their own way.

We're talking about San Francisco, San Diego and Los Angeles.

As we advance into 2017, Biocom has an active and growing presence in these three very different and dynamic markets. Each one presents unique assets, challenges and needs. By understanding the distinctive profile of each market, Biocom is able to deliver the right ingredients for a productive sector, while leveraging the power of three to create a critical mass for purchasing deals and political voice—ensuring that California remains the No. 1 place in the world for biotech.

BIOCOM

San Francisco: Filling a Void in the Birthplace of Biotech

It's no secret that Biocom has had—and continues to have—a foundational influence on San Diego's biotechnology market. With nearly 700 member companies in the San Diego region, Biocom has played an integral role for more than 20 years in ensuring the bustling life science ecosystem in Southernmost California has the support it needs on all fronts: infrastructure, networking, professional development, and business-friendly government regulations, among other things. This has included working closely with local universities, lawmakers and service providers who contribute to the vitality of a sector that employs more than 34,000 locally, according to the San Diego Regional Economic Development Corp.'s most recent figures.

But over the last year, Biocom has been summoned to other parts of the state—to markets that already have a healthy whirlwind of life science activity, but are in need of cohesive industry voice. One of those markets is San Francisco, considered by most to be the official birthplace of the biotech industry.

It all began in the early 1970s, when a joint research team from University of California at San Francisco and Stanford University successfully transferred a gene from one species into another—a now-standard technique known as recombinant DNA. The technology led to a promising startup company, Genentech. After joining forces with Eli Lilly, the first recombinant drug and biological medicine, human insulin, was created.

Today, the San Francisco Bay Area houses 1,662 life science companies, directly employing more than 164,000 people, according to the San Francisco Center for Economic Development. An average of 30 new companies are created every year—in many cases, spinning out from one of the many universities, and supported by local venture capital. (In addition to UC San Francisco and Stanford, life science percolates at University of California, Berkeley and the University of San Francisco.)

But unlike San Diego, where the biotech market is mostly centralized in one geographic area of the city—the Torrey Pines Mesa area—the Bay Area biotech industry is spread out among six or seven clusters, explains Michelle Nemits, a biotech industry veteran who's leading Biocom's efforts to serve a growing member base in San Francisco. Companies are seeking cohesion, if even through networking events.

Biocom had been active in San Francisco for more than a decade through its partnership with Bay Area Bioscience Association (BayBio). Together, they pursued advocacy actions at the state level and collaborated on major industry events including the statewide biotech conference, Calbio. Through the partnership, members of BayBio also could access discounted health insurance rates and other perks through Biocom's purchasing group program. When BayBio folded into a new state-wide organization in 2015, local life science players reached out to Biocom with a request to join.

"The first wave of members joined for the purchasing contract, but we've since found a niche in helping small to mid-sized companies who are seeking a unified voice and greater advocacy," Nemits said. "We're hearing they want better access to venture capital, they want to network and learn from each other, and they would like guidance on best practices for things like procurement and workforce development. This is what Biocom does well."

Nemits develops events and purchasing programs that enrich the life science ecosystem of the Bay Area. Through her interactions with more than 100 local member companies, she also has learned about local policy issues that may need addressing—improving traffic flow in key areas and providing members with help to prepare for city building inspections are among two items on her agenda.

"The scale of the biotech market in San Francisco is huge," Nemits said. "But it's geographically not as well clustered as San Diego. So how do we create one unified voice so that we all can rise to a higher level? That is what we're working on."

San Francisco is hands-down the largest life science market in California (venture capital is about double the rest of the state combined), and it rivals only Boston on a national scale. Biocom, meanwhile, is the largest and most experienced life science industry organization in the state.

"That is great and powerful combination, in my opinion," Nemits said.

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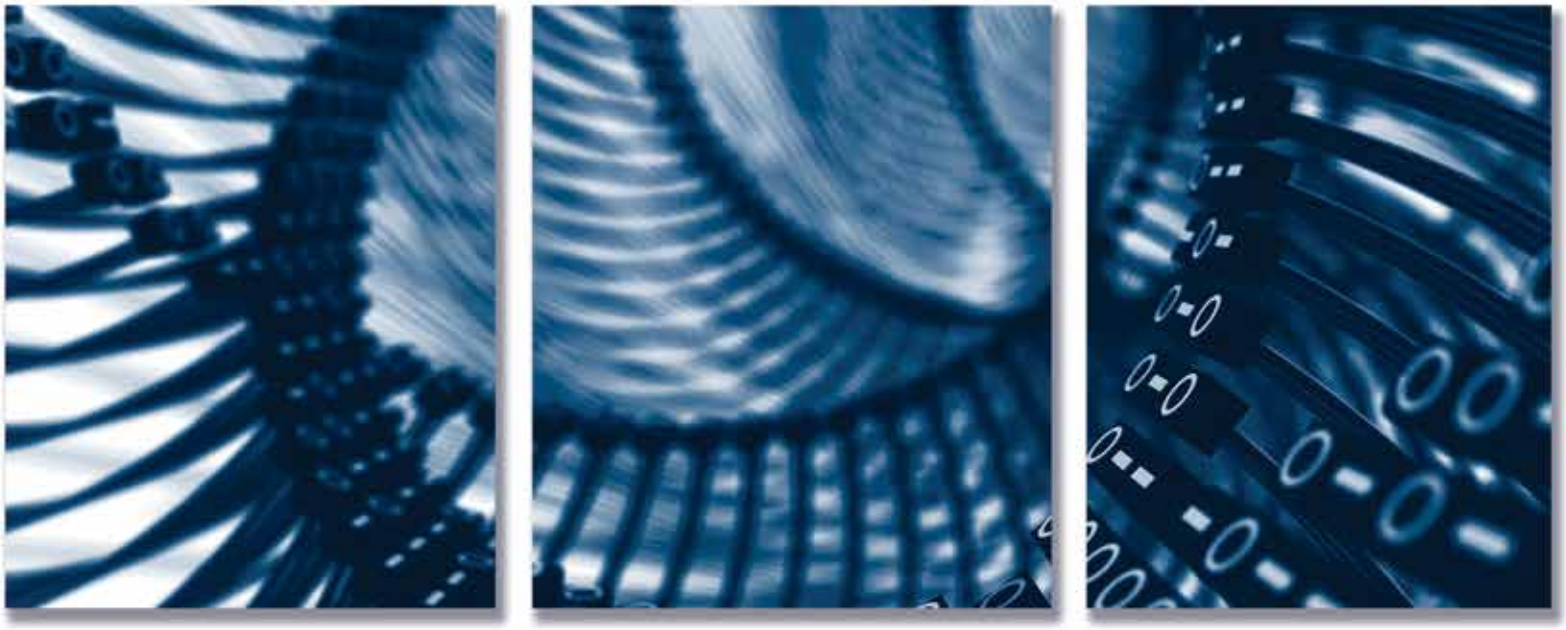

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Los Angeles: Supporting the Serial Entrepreneur

The cycle of entrepreneurship is a core driver of the vibrant life science markets in both San Francisco and San Diego. Scientists and CEOs form new companies, grow them, sell them, and then start all over again—leveraging their ties with venture capitalists, employees and other local relationships to replicate their last success.

But in Los Angeles, despite a rich ecosystem of universities and talent, home-grown entrepreneurs often leave for other biotech hubs. City leaders recognized this, and called on Biocom to help make sure its top assets—people and ideas—stay in L.A.

But one key challenge is that the sector lacks a central hub. It's even more decentralized than in the Bay Area, making it more difficult for natural cross-pollination of ideas and talent.

"We are pulling people together and helping them find one another for funding, partnerships, recruiting," said Dina Lozofsky, executive director of Biocom's L.A. operations, which represent a member base of 53 companies and growing.

Since entering the Los Angeles market in April of 2016, Biocom's goal has been to help the city leverage its many building blocks already in place. Nearly 300 biopharmaceutical and medical device companies call Los Angeles County home, Lozofsky said, as well as some of the nation's finest teaching hospitals and biomedical research organizations: UCLA, University of Southern California, Cedars-Sinai Medical Center and City of Hope among them.

The area also boasts a highly skilled talent pool of life science graduates, a large proportion of whom hold advanced degrees.

So what's missing? A cohesive industry voice and free-flowing venture capital.

Borrowing some of the successful strategies Biocom has used to invigorate the business climate in San Diego, Lozofsky works with companies throughout L.A. to help strengthen funding, partnerships, technology transfer and talent retention. "Our world-class research institutions are popping out all sorts of startups and technology that's changing healthcare around the world," Lozofsky said.

Yet, she recognizes that when it comes to building a healthy life science cluster, there is no one-size-fits-all approach. "Having a state-wide footprint brings strength on many levels, but our true success comes in understanding the needs and differences of California's individual markets and regions," she said. "We shouldn't, and we won't, try to force-fit ourselves into the same model as other markets. L.A. is unique."

Stronger Together

As Lozofsky said, catering to the nuances of individual life science markets is essential. Yet, there's also strength that comes in combining the power of all three. Having a presence in the largest life science markets of California results in more pull for members, especially when advocating important policy actions that affect the industry at a state level, says Jimmy Jackson, senior vice president and chief policy officer for Biocom.

"It gives us a different message when we're speaking with policymakers from throughout the state," Jackson said. "In Los Angeles, San Francisco or San Diego, even if we we don't have constituents in their legislative districts, it's very likely that there are service companies who exist in those districts to support life

science companies. There's a direct link between the companies we are representing and the prosperity of the districts."

Jackson added that the other markets benefit when Biocom can "export" its knowledge and experience of successful regulatory projects in other cities. One prime example of this is Biocom's collaboration with County of San Diego to develop the regulations for the EPIC+ program, which seeks to reduce the most common hazardous waste, medical waste and hazardous materials violations found in the biotech sector.

GUEST

By Joanne M. Duncan,
President, Membership and Business Operations Division, Biotechnology Innovation Organization

2017 BIO International Convention Coming Back to San Diego

The BIO International Convention will return to San Diego June 19-22, 2017. The event is hosted by BIO, the world's largest trade association representing biotech companies, academic institutions, and related organizations across the United States and in more than 30 other nations. Biocom is a key partner in hosting the BIO International Convention and will join BIO in welcoming 16,000 attendees from every sector of the biotech industry and from more than 70 nations around the globe. With a theme and tagline, "breakthrough", the BIO International Convention or "BIO 2017" encourages attendees to make breakthrough connections through 1,800 exhibitors, high profile keynote sessions, 18 education panels, a state-of-the-art partnering system and exciting evening networking events.

BREAKTHROUGH THEME

Since the very first DNA molecule was sequenced, extraordinary scientific breakthroughs have transformed how we treat patients, fuel our planet and feed a growing global population. As biotechnology has grown and evolved, so has the BIO International Convention. For more than two decades, the BIO Convention has been the place to learn about today's breakthroughs and to discover how to capitalize on the next wave of scientific discovery. Hence this one word—breakthrough—became the theme for BIO 2017.

The event will celebrate the breakthrough achievements that have put the industry at the forefront of so many innovations, facilitate breakthrough partnerships that have come to define the BIO International Convention and support efforts to break through barriers that threaten to stand in the way of innovation.

WHY SAN DIEGO?

Southern California has evolved into one of the world's largest life science hubs with more than 1,100 life sciences companies and over 80 independent and university affiliated research institutes. Biocom brings more than 20 years of experience in Southern California advocating for this incredible cluster. With one of the highest concentrations of biotech companies, academic research institutions and talented labor forces in the world, SoCal is a major driver of global life sciences research, development, manufacturing, and commercialization.

WHAT TO EXPECT

Quality Networking: Typically, more than 42% of BIO attendees are high level executives—CEOs, C-Level, or Vice Presidents. The public sector is also well represented with over 100 international and domestic public officials including congressmen, congresswomen, governors and mayors. Attendees come from more than 48 states and 76 countries and from every channel of biotechnology including medical, industrial and environmental, agriculture, academia and venture capital.

BIO 2017 will play host to countless networking and partnering opportunities. There are evening receptions on Monday and Wednesday, Hospitality Receptions on Tuesday and the BIO Talent Connect on Thursday. There are also Meetups and dozens of other ways to break through and connect! Visit convention.bio.org/networking for updates.

Keynotes and Programming: BIO's keynote sessions are huge draws because they feature successful and well known individuals who have left a mark in industry, government, entertainment or

academia. This year will feature David Cameron, Former Prime Minister of the UK.

BIO's top-notch education program covers the biotechnology and pharma industry's most relevant and timely topics. In each session, recognized thought leaders offer insights on issues essential to the industry. BIO's education program will be announced in February. Visit convention.bio.org/program for updates.

Productive Schedule: With proper planning, in just four critical days, you can set up a full year of business connections, partnering possibilities and exposure to many innovations for the future of biotech. BIO offers a variety of programming, connection points and networking resources to ensure success. Begin by outlining your organization's objectives (and a few personal ones too) and start evaluating how you can make the most of your time at BIO.

BIO One-on-One Partnering™ drives the largest biotech partnering event in the world. BIO Partnering allows you to connect with thousands of companies through BIO's One-on-One Partnering™ system and identify potential partners and schedule meetings prior to the Convention. In 2016, the system scheduled more than 35,000 partnering meetings, representing a 23% growth over the prior year. Partnering opens in April, learn how you can be a part of another record-breaking year. Visit convention.bio.org/partner

BIO Exhibition: In a space about the size of four football fields, BIO 2017 is projected to have over 1,800 exhibits, seven product zones and 50 state and international pavilions. Back by popular demand is the "Start-up Stadium" where small biotechs give their best pitch to investors who provide live feedback and judge sessions for an exciting and interactive experience. For an up to date exhibitor list and highlights visit convention.bio.org/exhibit

Registration is Open: All of this points to San Diego as the place to be from June 19 – 22 for breakthrough opportunities and promising partnerships. To learn more about the event and available registration packages, please visit convention.bio.org/register or reach out to the Biocom staff in San Diego.

Joanne M. Duncan is President of Membership and Business Operations Division for Biotechnology Innovation Organization

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PUBLIC POLICY

By Jimmy Jackson,
Senior Vice President of Public Policy & Chief Policy Officer, Biocom

A Year of Change—And We're Ready For It

The national political landscape was turned on its head with the election of President Donald Trump and Republican majorities in both the House and Senate, ushering in a period of uncertainty and potential significant change at the federal level for the industry. This will be the backdrop as Biocom continues to develop and expand its policy reach into Los Angeles and the Bay Area, working to unite the California Congressional delegation on issues critical to the life science industry, while also working with state legislators and local officials in these regions.

This year we have already witnessed the swearing-in of a new Congress and the inauguration of a new President. California sent six new legislators to Washington, including Senator Kamala Harris who replaced former Senator Barbara Boxer. A new Congress also means new committee assignments for Members, and a new level of influence for California on a key House committee. Three California Members with strong histories with Biocom and the life science industry, Reps. Raul Ruiz (D-36), Mimi Walters (R-45), and Scott Peters (D-52), have been appointed to the powerful Energy & Commerce Committee, which oversees healthcare matters, among other issues. This net gain of two Californians on the House committee most relevant to the industry is an exciting development. We look forward to working with them as the committee tackles issues important to our industry, such as the reauthorization of FDA user fee agreements, a top priority for Biocom since the current fee funding authority expires in September 2017.

Both Congress and the Trump Administration are expected to devise major policy overhauls this year, including a repeal and replacement of the Affordable Care Act (ACA), individual and corporate tax reforms, immigration reform, and an infrastructure spending package. The Congressional Republican leadership outlined its vision last year in a series of policy proposals, referred to as "A Better Way," which can be found at http://abetterway.speaker.gov/. While Congressional leaders and the President share overarching goals, the Trump Administration hasn't provided many details on such reforms and some differences are already notable, such as Medicare policy. One of Congress' first actions this year has been to set in motion the Affordable Care Act repeal process, with the passage of a budget resolution that sets instructions for a repeal legislation. The content and timing of a replacement also remain uncertain, with sometimes conflicting messages coming from those critical to the process. Biocom will continue to work with federal officials to communicate the needs of the California life science clusters in Washington.

The great uncertainty of what aspects of the ACA will be repealed and what will be enacted in its place at the federal level has cast a great shadow for California, which will then have to decide whether it will backfill cuts made by Congress. This has led Governor Jerry Brown to propose a very conservative 2017-18 state budget. With a month until the state legislature's bill introduction deadline, we do know drug pricing will again be a topic of legislation in Sacramento. Keep an eye on the Biocommunique for current information on other legislation introduced this year.

This year will also see Biocom policy-related activities expand significantly in Los Angeles and the Bay Area. In Los Angeles, Biocom has retained an experienced consultant with deep roots in the community to assist with local government affairs, and we have already begun meeting with city and county offices to familiarize them with the life science community in LA and its needs. We will be starting facilities committees in both Los Angeles and the Bay Area, to bring facilities professionals together to share best practices and discuss potential regulatory changes that would help the life science community thrive there.

All of this will result in a Biocom that has a much broader policy reach, and establishment of more longstanding relationships as elected officials evolve and serve at different levels of government. It is our privilege to act as the bridge between Biocom members and the elected officials who serve them, and we look forward to increasing member engagement in the coming year.

Jimmy Jackson is the Senior Vice President of Public Policy and Chief Policy Officer for Biocom. He oversees government affairs and public policy for the organization.

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Q&A with Paul Daruwala, CCO of Cidara Therapeutics on a Recently Formed Networking Group Geared Towards Senior Commercial Executives in the Biotech Sector

Paul Daruwala is the Chief Commercial Officer of Cidara Therapeutics and leads the company's commercial strategy, medical affairs, clinical operations and corporate communications. Prior to Cidara, he served as Vice President of the U.S. Viral Hepatitis Franchise for Bristol-Myers Squibb and previously spent 2 years at Vertex and 18 years at Merck in U.S. and global commercial leadership roles.

When Paul joined Cidara and moved to San Diego three years ago, he recognized the need for a high-level networking group specifically for senior commercial executives within the biotech sector. With the help of other life science leaders in San Diego, he gathered a group of individuals together who meet quarterly to share the latest developments within their organizations and discuss valuable insights. Paul sat down with us to answer a few questions about the group's inception, the benefits of expanding your own network, and San Diego's unrivaled networking ecosystem.

Q: What initially drove you to form this networking group within San Diego?
Daruwala: After spending much of my professional career in the North East, I moved to San Diego to join Cidara, a clinical-stage biotechnology company focused on developing novel anti-infectives, and to be among a cluster of world-class research institutes and countless innovative companies. Like most individuals who relocate, I was eager to grow my network, but after attending a few events around San Diego, I quickly recognized that while networking groups for biotech professionals and business development professionals existed, a dedicated group for senior commercial executives had yet to be established.

I explained the concept for forming this unique group to Tony Yost, CCO of Otonomy and Scott Garrett, Vice President of Commercial Planning for HUYA and we quickly grew the group from eight individuals to 28. All different sectors within the biotech commercial landscape are represented and we have senior executives from Neurocrine, Orexigen, Samumed, Retrophin, and Illumina —just to name a few.

Q: Tell me about San Diego's ecosystem as it relates to making connections and building your network. How is it different from other biotech hubs you've worked in and how does this encourage a more united force?
Daruwala: Having worked in biopharma in New Jersey, Pennsylvania, Boston, and now San Diego, I've seen a depth of talent and entrepreneurship in all these cities. San Diego is no exception in this regard. What sets it apart is the sense that everyone is working together and there is a real desire to build the San Diego biotech community and allow it to thrive. It's a region based on collaboration versus competition and this makes the network within even stronger.

Q: What unique value does this group bring? Anything interesting that you've witnessed?
Daruwala: Strength in numbers, a tremendous amount of executive experience and a sense of family are what sets this distinguished group apart. We speak the same language. Everyone in this group has a profound understanding of new product development, positioning, pricing, go-to-market strategy, building a sales force and being accountable to the bottom line. We also understand how great the Biotech scene is in San Diego and we want to drive it. What's been really incredible is observing the mentorship happening across this network—we're not just hoping that each person succeeds, but I've seen people going out of their way to ensure they do.

Q: Who are some of the speakers you've hosted at your meetings and what types of topics are discussed?
Daruwala: We recently featured biotech veteran and serial entrepreneur Ted Schroeder, who gave us an inside look at the state of San Diego biotech, how to transition from R&D to commercialization, and tips on delivering highly effective Board presentations. We also had an interesting discussion between Ingo Chakravarty, President and CEO of Navican Genomics and Jon Hee, CCO of Aries Pharmaceuticals. Both executives recently 'reinvented' themselves in new biotech start-ups that headquartered themselves in San Diego specifically because of the commercial talent and leadership based here.

Q: Any challenges you've had and are you looking to expand the group?
Daruwala: The only real obstacle we've had to overcome is coordinating schedules. With so many of us traveling, it can be difficult, but it's encouraging to see the group growing in number

each time we meet. Without any formal charter, our vision is to create a network of senior commercial executives that all know and help each other, while spreading the word regarding the commercial excellence in the region. One goal we have is to double the network of San Diego biotech commercial executives over the next 18 months. We also welcome executives or consultants who are transitioning after a merger or acquisition or who are striving to broaden their network after a buy-out. It's been amazing to see so many individuals meeting for the first time, even within San Diego's tight-knit life science community, and I envision many more connections to be made that could potentially spur partnerships within our San Diego-based companies.

If you are interested in joining or sponsoring the Senior Commercial Executive Group, please email Paul Daruwala at pdaruwala@cidara.com for more information.

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GUEST

By Chad Crocker & Nir Shtolzberg,
Ernst & Young

Changes in the Tax Law Enable Businesses to Monetize Their Research Tax Credits in New Ways

The federal research credit, first enacted in 1981, has long been used as an incentive to motivate companies to perform research within the US. However, since its inception, the credit has always been temporary in nature, expiring for periods of time before being reinstated nearly always retroactively. In order for an incentive to truly be effective as an incentive, companies must have confidence that it will be available to them during the period in which they perform their research. As an incentive, the credit must be a meaningful driver as companies evaluate their financial models when deciding where to build or expand a research facility or deciding how much to invest in a project. If there is no confidence in the availability of the credit, it may simply be ignored as a factor in any decision-making, and the incentive or motivation of the credit is diminished.

For industries with short R&D project periods, the historical on-again, off-again nature of the research credit has been less critical. For an early-stage company in the biotech industry, however, the R&D life cycle can last several years, and the timeline to becoming a taxpayer able to utilize a credit is even longer.

On December 18, 2015, the Protecting Americans from Tax Hikes (PATH) Act was signed into law and removed the termination provision in Section 41 of the Internal Revenue Code; thus, it made the research credit available to taxpayers without Congressional action to renew it. While this alone fixed a long-standing criticism of the credit, the PATH Act went further to address the needs of early-stage biotech companies. The permanent nature of the research credit may parallel the long R&D cycle of a biotech company, but in order for it to truly act as an incentive, the company must be able to utilize the credit to reduce the tax it would otherwise pay. Because the research credit previously could only be used against a portion of a taxpayer's regular income tax liability, it provided no immediate cash benefit for taxpayers who were in a tax net operating loss position or who were paying alternative minimum tax (AMT). Thus, for a pre-revenue biotech company, the utilization of credits can be far off in the future. Even the occasional collaboration payment or royalty payment may not be sufficient to generate taxable income when there are years of historic net operating losses available to offset taxable income. For these companies, the monetary benefit of even a now-permanent research credit has been out of reach.

The PATH Act, however, addressed this issue as well by introducing a new law (Internal Revenue Code Section 41(h)). The new research credit provision allows companies to keep more cash in their business by applying the research credit against their payroll tax liability (up to $250,000 annually) in addition to their income tax liability. Section 41(h) is directed specifically at qualified small businesses with characteristics similar to those in the biotech industry. A "qualified small business" is generally defined as a corporation, partnership or sole proprietorship with: (1) gross receipts of less than $5 million for the tax year, and (2) no gross receipts for any tax year before the five tax years ending with the election year. It should be noted that additional guidance is expected shortly to help clarify the application of the definitional requirements for a qualified small business.

The PATH Act also modifies Section 38(c)(4) to allow eligible small businesses to claim the Section 41 research credit against AMT liability for tax years beginning after December 31, 2015. For these purposes, "eligible small business" includes sole proprietorships, partnerships and non-publicly-traded corporations whose average annual gross receipts for the preceding three tax years do not exceed $50 million.

The enhancements to the research credit for small start-up businesses, while somewhat limited, may allow eligible businesses that may not be paying regular tax to receive some current cash benefit from the research credit, rather than having it merely increase general business credit carryforwards that may not provide a cash savings for many years. Over a five-year period, qualifying businesses could monetize up to $1.25m in previously unavailable credits.

To learn more about this topic, please contact Ernst & Young LLP in San Diego.

Chad Crocker is an executive director in EY's Global Tax Compliance and Reporting network and is based in San Diego.

Nir Shtolzberg is EY's Southern California R&D Tax Credit Leader in Business Tax Advisory Services and is based in Los Angeles.

BIOCOM

By Michelle Nemits,
Director of Business Development, Biocom Purchasing Group

Biocom in the Bay Area

"So, what is Biocom?"
"Why is Biocom in the Bay Area?"

These are the top two questions I get asked in my day-to-day engagement with life science companies in the Bay Area. Contrary to our established 22-year reputation in Southern California, Biocom is not yet as well-known up north. Luckily, I'm equipped with an answer most business development professionals could only hope for: "Biocom is the largest, most experienced advocate for the California life science industry and we are in the Bay Area because the Bay Area asked us to come!"

The request for Biocom's presence in the Bay Area started two years ago, and it is louder and clearer than ever before. It hasn't always been the case, however. As some of you may know, Biocom had a very symbiotic partnership with the BayBio organization that served the Bay Area exclusively. Biocom and BayBio produced events together, collaboratively developed legislative agendas and even developed programming and Purchasing Group contracts together. The Beyond Benefits Health Insurance Trust was a great example of this collaboration. Together, Biocom and BayBio negotiated a novel offering that the marketplace had not yet seen. Shortly after BayBio dissolved in 2015, the new organization dropped the Beyond Benefits program and those BayBio members on the Trust were left with two options: join Biocom or look for new health insurance coverage at standard industry rates. 52 out of the 54 companies in that scenario decided to join Biocom and keep the Beyond Benefits program. This created a new subsection of our member base that quickly began to look to us for additional procurement needs.

Over the next 12 months, approximately 50 more Bay Area companies joined Biocom so they, too, could have access to our Beyond Benefits Trust and also take advantage of our new market-leading Fisher Scientific Lab Supply Distribution contract as well as other Biocom Purchasing Group programs. By Q3 of 2016, with over 100 members in northern California, Biocom decided it was time to build a Bay Area presence and support the new, thriving membership.

I was brought on board in September 2016 with the task of engaging Biocom's Bay Area members to ensure they were maximizing their membership benefits. What I've come to find out is that not only do these members appreciate the benefits that we currently provide, but they are reaching out with additional needs in hopes that we can build new industry solutions together. The Biocom team and I are quickly assembling the programs, committees, events, and contracts that these valued members are requesting. If I've learned anything these first few months, it is that this is the Biocom way: member-driven, member-run, member-focused.

A calendar of community-building events is on the horizon, starting with monthly meet-ups that will begin in February in the East Bay and rotate monthly between the Peninsula to ensure all members have options to participate in the social networking based on their availability and proximity.

Starting in April, we will launch three local committees in the Bay Area: a Facilities/EH&S Committee, a Human Resources Committee and a Procurement Committee. These committees will meet quarterly and facilitate deeper networking, training and sharing of best practices amongst our members. The Procurement Committee will also be able to participate in the RFPs our Purchasing Group administers to broaden our member participation and ensure our group purchasing contracts stay current and competitive in the marketplace.

Our very active Big Data, Digital Health, Capital Development and CRO initiatives will also expand to members in the Bay Area, facilitating statewide conversations on these important topics that will greatly benefit all participants. And we will continue to embrace and foster growth for our small and mid-size northern California members by hosting partnering events and starting a series of lectures aimed at incubators and startups.

Biocom is listening to members and building local clusters that grow the regional ecosystems that are unique to each market. Whether it is Los Angeles, the Bay Area, Orange County, or San Diego, Biocom truly knows how to administer cluster development. I couldn't be happier to be a part of this amazing team and I am very much looking forward to what is in store in 2017 in the Bay Area.

It will be a busy year, to be sure, but by the end of 2017 I don't think we will hear anyone asking "So, what is Biocom?" any longer.

Michelle Nemits is the Director of Business Development in the Bay Area.

By Dina Lozofsky,
Executive Director, Biocom LA

LA Region Update: Increasing Local Programming

Q1 2017 is the fourth quarter of Biocom's new operations in the greater LA area, and is a time of excitement and transition for us. Since we opened in Q2 2016, we have spent a lot of time meeting with existing LA-based Biocom members, new members, prospective members and important stakeholders, such as the local governments, economic development corporations and other associations supporting the growing life sciences cluster here. As we've learned of the specific needs, we have accelerated the pace of the programming and efforts around LA. I find that the theme that runs through everything we are doing here is "unity"; uniting the existing stakeholders to achieve great synergies and multiply our impact on the industry.

One of the efforts we are pursuing involves collaborating with the heads of the major technology transfer offices of the region—we are all working together to promote the region, the talent that is being generated, great technology being developed and the startups being spun out of the world-class universities and research institutes that are based here. Our aim is to elevate awareness within California and the rest of the world that LA is a center of great life science technology and innovation. So much of that great work resides at these institutions, so collaborating with them seamlessly is critical to the growth of the region.

In addition to the work we are doing with the LA Economic Development Corporation to support LA County's efforts to grow the life science industry here, we are also working with other LA area cities and elected officials. A couple of examples:

- The LA Mayor's Office is co-sponsoring and producing a VC Panel and Mixer with Biocom and another local association, Biotech Connection LA. The goal of the event is for the investor panel to share their perspectives on the healthcare/biotech industry's growth and potential in Los Angeles, best practices for innovators with early stage companies looking to engage with investors, as well as providing a great networking opportunity for emerging companies and investors.
- Both CA State Assemblymembers Jacqui Irwin and Cristina Garcia are working with us to find ways to support economic development in the life sciences in their respective districts. In Thousand Oaks, we met with the Economic Development Manager for the City and industry representatives (including Biocom member Amgen) to explore ways to support and encourage the growing cluster in the area. In Downey, I met with Assemblymember Garcia at the Rancho Los Amigos Rehabilitation Center—they are one of the largest physical rehabilitation centers in the country and are using cutting edge technology to improve patients' lives. This is a hidden gem that should not be overlooked.

One of the challenges for this region is, of course, that we are so spread out. We do not have one geographical center for our life sciences industry, but instead have many smaller centers. As I have traveled throughout the region, it has become clear to me that we should see this as a strength, not a weakness and find ways to leverage it. So, Biocom's LA office will be supporting the smaller centers and looking for ways to connect them into the macro cluster that is the greater LA region. One initiative supporting this is the Lunch and Learn series we are launching this quarter. The series will feature valuable content at locations that rotate around the region, with the intention of highlighting a facility based within each smaller industry center and encouraging cross-pollination between the centers.

For up to date information on all our LA-based Biocom and partner events, visit our web site: **www.biocomla.org/events/**

Dina Lozofsky is the Executive Director of the Biocom Los Angeles office.

By **Liisa Bozinovic,**
Executive Director, Biocom Institute

Biocom Institute Busy in Los Angeles

Biocom Institute has several efforts underway in Los Angeles to partner with local groups in support of workforce development, entrepreneur training and STEM education. The feedback we have received from stakeholders in the greater LA area is that these efforts are welcome and needed and we are excited to be expanding our activities in the LA area. We are able to leverage our success while continuing to build our already strong presence in the San Diego region.

18 months ago, the Los Angeles County Board of Supervisors chose the LA Economic Development Corporation, in partnership with Biocom and others, to lead the formulation of an Implementation Plan to increase bioscience economic development in LA County. The plan's catalyst was a 2014 report commissioned from the Battelle Institute. One of the four overarching goals of the plan was to create programs to attract new bioscience talent, such as career services programs, programs that link academic talent to local industry, and planning services for universities to compete for workforce development funding. Other goals include increasing commercialization services, stimulation of multi-tenant bioscience lab buildings, and marketing the region's growth potential for the bioscience sector.

One such effort underway in LA is a partnership between Cal State LA, Los Angeles Cleantech Incubator, and the Biocom Institute, who were jointly awarded a $500k Department of Commerce i6 Challenge grant. The three are collaborating to deliver a boot camp, LABioStart, for the region's emerging bioscience entrepreneurs and prepare them to launch bioscience startup companies. Many other stakeholders, including Biocom's long time partner, The Leadership Edge, have joined this multi-year initiative. Complimentary quarterly innovation showcases and a series of networking mixers will bring together emerging entrepreneurs with seasoned experts/mentors, bioscience company executives, investors, service providers and government officials. The goal is to create and maintain a vibrant bioscience entrepreneurial ecosystem for regional economic development. At the beginning of 2017, planning began to recruit LA BioStart's five cohorts of 12 entrepreneurs. The participants will receive training and mentoring from experienced leaders and experts through the month-long boot camp. They will be tracked for 15 years with metrics such as the number of participants who start companies, number of products launched by the impacted companies, amount of funding secured by participants for their startup and (subsequent) mature companies. The partners anticipate that at least 25% of the program participants will start their own companies in LA County within three years.

On the workforce development front, Biocom Institute is engaged with a number of different universities, community colleges and high schools in various ways. Biocom Institute is a party to the Los Angeles Valley College Industry Sector Strategist Biosciences/Biotechnology Partnership Agreement in a commitment to participate in a regional collaboration to address Biosciences/Biotechnology workforce solutions. The partnership will support establishing a Biosciences/Biotechnology Career Pathway System, including position profiles, advancement opportunities, skills and credential requirements, projected wages and industry breakthroughs. The group will develop a comprehensive workforce strategy plan focusing on identifying industry-specific hiring, training, and human resource needs for the LA Region.

The Institute is also working with two Los Angeles area community colleges participating in technical assistance programs that prepare and position Community College Hispanic Serving Institutions to compete successfully for federal funds with focus on student recruitment and retention in STEM fields. One of them is working on the creation of a biotechnology certificate program and has just been awarded an NSF Advanced Technological Education (ATE) grant. The other is developing their comprehensive STEM plan.

Our member companies continue to report that students transitioning into the workforce sometimes lack soft skills—especially oral and written communication skills, and active listening. Biocom Institute is evaluating potential solutions to this skills gap.

Part of a successful work readiness program includes connecting to industry early—both by the educators and students—for tours, job shadows, informational interviews and the Holy Grail—an internship. Biocom Institute is proud to be supporting the work of the LA BioScience Hub, the LA Chamber and others in their efforts to connect students to life science industry companies.

Finally, the Institute is also looking for ways in to bring part of our world-class science and engineering festival to the region in 2017. We are looking for opportunities to work with existing area festivals and hope to bring a STEM in Your Backyard program to a Los Angeles community this year.

Liisa Bozinovic is the Executive Director of the Biocom Institute.

PURCHASING GROUP

By **Rick Fultz,**
Managing Director, Biocom Purchasing Group

Honoring One of the Greats: Jacqueline Lindahl

San Diego is home to some of the best and the brightest in the world. Over the years, we have been identified as the top life science and bioscience location (Jones Lang LaSalle 2015), the second most inventive city in the world (Forbes 2013), housing the third best public university in the United States (17th in the world, according to the World University Rankings 2016) and the only city in North America to be selected for National Geographic's 2015 'World Smart Cities'; not bad right?

Blessed with the perfect climate for innovation and intellect, the Biocom Purchasing Group is fortunate enough to meet and work with a collaborative network of operations, facilities and procurement professionals that have been drawn to the California biotech community. Occasionally, we come across some real legends.

One of those true legends of operations, facilities AND procurement left us far too soon a few months ago. Jacqueline "Jacqui" Lindahl passed away on Christmas morning at the age of 65. Jacqui had retired from her role as the Director of Operations and Facilities for the West Coast at Celgene Corporation after 11 years back in 2011, at which time she shifted endeavors and joined the Biocom Purchasing Group Board of Directors. It is with the deepest sadness that we say goodbye to a colleague, advisor and friend.

> "LIFE'S JOURNEY IS SO SHORT, AND AS JACQUI TOLD ME MANY TIMES, LIVE IT FOR ALL IT IS WORTH, AND REMEMBER TO NEGOTIATE THE BEST DEAL TO GET THE MOST OUT OF IT."
> --LANA THURMAN

Jacqui Lindahl was a force of nature. A fierce and gentle fighter in her career at Celgene, a global biopharmaceutical company committed to improving the lives of their patients worldwide. She was never afraid to tell it as it was, yet unwavering in her unrelenting optimism.

Her wit would have been intimidating if not for her natural and infectious charm. She was as generous, collaborative and supportive as she was innovative, brilliant and confident. She was committed to investing in the human resources needed to accelerate the life science industry and made it her mission to take an active part in crafting its future.

One of Jacqui's closest friends and fellow procurement legend, Lana Thurman, recalls her friendship as one that most people wait a lifetime to find, "She was genuine throughout all she did and her no BS style was the way she lived her life." Lana knew firsthand how adamant Jacqui was in helping others, supporting organizations that aided seniors, in addition to volunteering her time on the Biocom Purchasing Group Board. "Life's journey is so short, and as Jacqui told me many times, live it for all it is worth, and remember to negotiate the best deal to get the most out of it."

To spend time with Jacqui was to see up close what happens when someone with unprecedented passion puts herself on the front lines of California's life science development challenges. We would know. We met with Jacqui frequently over the course of her six-year tenure on the Biocom Purchasing Group Board of Directors and consulted her on many of our strategic moves as an organization. It's Jacqui's tenacity that we have to thank for testing our limits and encouraging us to reach new heights year after year.

Jacqui's most recent Biocom contribution came by way of our 2016 Lab Supply Distribution RFP. It was an 18-month undertaking and the dominating mindshare at every Biocom Purchasing Group BOD meeting spanning 2014-2016. Jacqui was an integral part of every stage of the competitive bidding process from helping to develop the RFP with decades of industry experience, contributing to spend analyses, evaluating supplier submissions and ultimately guiding us to pick the partner that would grow concurrently with the speed and ingenuity of our members statewide. The lasting effects of her business acumen and leadership will be felt throughout California for many years to come.

A founding Biocom Purchasing Group Board Member, Brad Gordon, remembers Jacqui as one of the most highly principled persons he ever worked with at Celgene and one of his most superlative managers he had ever experienced in his 26-year biotech career: "I always had a special respect and appreciation for Jacqui's rare combination of business skills and humanity. Those of us who knew her well, understood that running deep and wide beneath her tough, principled, uncompromising business style was a heart of uncommon goodness and generous love. She was one of

a kind, living life in nobody else's mold, just her own. We adored that originality. I am already missing Jacqui."

Brad and Jacqui spent many a Biocom Purchasing Group Board Meeting challenging each other's guiding philosophies, sometimes affecting a change in perspective, and oftentimes agreeing to disagree. Brad remembers these repartees with fondness, cherishing a friendship that started professionally and transitioned effortlessly to personally, adding, "I would like Jacqui's family to find some added comfort in knowing that there are many more of us who were helped along in our own lives by Jacqui. They know far better than I just how special a soul Jacqui had and shared with others. I join Biocom, friends and especially her family in celebrating her uncommonly full and impactful life. Thank you, Jacqui."

We will face many challenges while navigating the California life science landscape, but we're all better off because of people like Jacqui who were visionary, caring and determined enough to see it through and like she said, life is short so negotiate the best deal you can.

Rick Fultz oversees membership and sponsorship efforts, business development opportunities, and the Biocom Purchasing Group.

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BioAuxilium Research

By **Sara Pagano,**
Managing Director, Biocom Institute Festival of Science & Engineering

STEM In The Community—A Festival That Unites Us

Festivals have been around for hundreds of years, disguised as celebrations in a variety of ways. The first to put a science festival on the map was Edinburgh, Scotland in 1989. It is now acknowledged as the world's first public celebration of science and technology, and still stands as one of Europe's largest.

Science festivals continue to be a catalyst for communities to showcase that science extends beyond the classroom—it is part of life. Though it surrounds us in daily routines, it's still an unfamiliar thought or concept to many. Do you realize that when you wash your hands a chemical reaction is taking place as the soap turns to bubbles when it reacts with water? Or that evaporation is happening when you no longer see the puddle you stepped in this morning when you come home from work? Everything we touch, taste and feel is connected through science in one way or another. For industry enthusiasts, this is common knowledge and is often what sparked the interest to join the field in the first place. What about everyone else? How do we elevate the everyday respect, knowledge and excitement of the world we live in daily? Books, lectures, presentations…yes, for an attentive audience. But we want to wow and capture the next generation of industry enthusiasts who have yet to be exposed. How? A Science Festival! Science Festivals are cultivating neighborhood relationships between science, art and business. They are taking the academic world and matching it to real life applications in the corporate world, and then translating all of these successes to the public in a way that is entertaining and thought-provoking.

John Durant in his writings for the Proceedings of the National Academy of Sciences of the United States of America, recently noted the change in the presentation of public science and community awareness. "The wind of change is blowing through the world of science outreach. Tried and tested approaches—in journalism, broadcasting, museums, science centers, and elsewhere—are being reworked in unconventional and sometimes surprising ways. At the same time, older assumptions—about the importance of emphasizing "objectivity" in science, of relying on professional mediators, or of a single-minded focus on conveying factual knowledge to under-informed audiences—are being actively questioned or simply set aside…Where once you had to know where to look for science outreach, now you're as likely to come across it in a café, a bar, a theatre, or a club as you are in a university or community college extension program. All around us, the once-bright line between science and popular culture appears to be dissolving…One sign of the times is the recent proliferation of science festivals across the United States. Science festivals are public celebrations of science and technology that span anything from several days to several weeks, and generally involve many different events in many different venues across a community. "

Not only is the landscape shifting perceptions, it is also creating an accepted maxim that science festivals are making vital change within communities. Durant continues: "Through an NSF (National Science Foundation) grant that funds the SFA (Science Festival Alliance), we have been able to conduct evaluations of several sites over three years, telling us that these festivals are having a positive impact on large numbers of people, that they're effectively engaging underserved audiences, and that they're particularly good at connecting audiences directly with professional scientists and engineers…But beyond these undoubtedly important results, what stands out for me is the sheer inventiveness of the science festival scene…What these and hundreds of other science festival events across the country are demonstrating is that a huge amount of creative energy is currently being expended in finding new ways to link scientists and science-watchers with audiences… Every American deserves to live within reach of a science festival."

The Biocom Institute is contributing to the effort with the 9th Annual Festival of Science & Engineering, taking place across San Diego county from March 4th-March 12th. Brought over from UCSD five years ago, Biocom Institute has expanded the Festival's program line-up along with its attendance, each year attracting about 50% of new attendees who have never experienced hands-on science. Join us this March as we celebrate San Diego companies and research institutes that are making an impact on a global scale. For a full line-up of Festival Week events, visit:
www.lovestemsd.org

Sara Pagano is the Managing Director of the Biocom Institute Festival of Science & Engineering.

BIOCOM

PURCHASING GROUP

By **Heather Ramsay,**
Associate Director of Marketing & Communications, Biocom Purchasing Group

Fisher Scientific Selected to Unify our Industry

2016 will undoubtedly go down in the books as an historic year. Zika was declared a public health emergency of international concern, researchers found new genes that may help cure ALS (thanks Ice Bucket Challenge), the Cubs finally took home the World Series, Leonardo DiCaprio finally won an Oscar after 27 years in Hollywood, and the Chargers left San Diego. Oh, and there was an unprecedented presidential election.

2016 will also go down in Thermo Fisher Scientific's books as an historic year as well, but for a different kind of election. After an enduring 18-month competitive bid process, one of Thermo Fisher Scientific's premier brands, the Fisher Scientific Channel, was selected by a dedicated committee of Biocom members, our esteemed Board of Directors and key industry advisors as Biocom Purchasing Group's Endorsed Supplier for Lab Supplies. This distinction was previously held by the incumbent for 18 years.

Joe Panetta, president and CEO of Biocom, noted the unusually deep, strong and broad merits of the Thermo Fisher bid. And as for the new partnership, Joe said, "I continue to be impressed with this organization from top to bottom, especially the commitment they have made to our members and this industry. This partnership has exceeded our expectations, especially the exceptional rate of customers signing up, and it aligns perfectly with Biocom's mission of accelerating life science success for our members."

It is the first time in my five years at Biocom that I have borne witness to the extraordinary value we're capable of achieving for our industry when we channel the talents, ideas, contributions, thought leadership and resources of a resolute group of life science members statewide. From Biocom's strategic enhancements in staff in preparation for bid administration, to the meticulous assembly of a member-driven RFP committee representing all personas of Biocom life science member companies ranging from start up to global corporations, the RFP selection process unified an entire industry in the search for life science solutions that would provide the competitive edge needed to improve the human condition and contend on the global stage.

Customers statewide trust the tools and solutions available through Thermo Fisher Scientific's premier brands to help them accelerate innovation and enhance productivity. Not only do Biocom members have exclusive access to world-class products through the Fisher Scientific Channel and Thermo Fisher Scientific at unprecedented price points, levels of service, and with preferred terms and conditions, but they also have access to an industry-leading service organization called Unity Labs Services. Thermo Fisher Scientific added incredible resources within their Unity Lab Services division specifically for Biocom members and our members are definitely taking advantage of the single source for integrated lab service, support and supply management expertise.

"Our team at Dart NeuroScience has been very impressed with the entire implementation process, said Rory Griffin, Purchasing Manager for Dart NeuroScience. "Thermo Fisher Unity Lab brought in a highly professional team to make the transition smooth and effortless. Their asset management solution has worked to streamline our processes, drive efficiencies into our inventory and reduce costs to support our research."

What I'm most excited about in my marketing role here at the Biocom Purchasing Group is being able to tell the story of incredible organizations like Thermo Fisher Scientific and how their investments in our members and our industry are truly changing the world.

Greg Herrema, President of Thermo Fisher Scientific Customer Channels business, commented that "our company's mission is to enable our customers to make the world healthier, cleaner and safer, which complements Biocom's mission to help life science companies and their employees fulfill their business goals and improve the human condition. California's leading statewide life sciences association and its members now have unparalleled access to the leader in laboratory supplies and services and life sciences tools to help them accelerate innovation and enhance productivity, whether they're working in a research lab, a clinic or on a production line."

It has been a privilege getting to know the Thermo Fisher Scientific team and watching them unite our industry and help to make our world a better place. I look forward to continuing to share this success story through member testimonials from you and your industry peers. Together, we can achieve great things. If you would like to share any kind of feedback regarding the Thermo Fisher program or anything related to the Biocom Purchasing Group please do not hesitate to contact me at hramsay@biocom.org Here's to an exciting, and unifying 2017!

Heather Ramsay is the Associate Director of Marketing and Communications for Biocom Purchasing Group.

Biocom's Making Headlines

THE SACRAMENTO BEE

November 29, 2016

How Can U.S. Better Respond to Infectious Disease?

By Joe Panetta

Infectious diseases have afflicted humanity for centuries – the plague in the mid-1400s, cholera in the 1820s, polio in the early 1900s and AIDS in the 1980s. While modern scientific advances have given us tools to respond to diseases much faster, making many of them preventable or treatable, the 21st century is no stranger to pandemics such as West Nile, SARS and Ebola.

It hit close to home this summer when a mosquito-borne virus, Zika, infected more than 30,000 people in the U.S. with no vaccines or cures readily available. Although the World Health Organization downgraded the threat of Zika, its rapid spread and its devastating birth defects rapidly turned the outbreak into a major public health crisis.

Read more at: bit.ly/2levZii

The San Diego Union-Tribune

January 25, 2017

Britain Deepens Trade Relations with San Diego, US

By Bradley Fikes

Underscoring the United Kingdom's growing interest in San Diego's large life science community, the UK Minister of State for Trade and Investment toured the area this week.

Among his stops, Minister Greg Hands:

Took part in a "fireside chat" with members of Biocom, the California life science trade group based in San Diego.

Visited Human Longevity, a company seeking to combine all known medical information to improve the healthy lifespan of humanity.

Toured the Carlsbad office of Thermo Fisher Scientific, a huge biomedical products and research took company.

Joe Panetta, Biocom's president and CEO, said Hands emphasized that Britain's interest in the American life science industry will not be disrupted by Brexit.

"He made a point of telling me that the new UK government office in San Diego has a dedicated focus on the life science industry, with terrific staff on call to deepen relationships with life science companies here," Panetta said.

Read more at: bit.ly/2lep88l

SAN DIEGO BUSINESS JOURNAL

January 26, 2017

Evolving the Life Force: Biocom Expansion to L.A. Will Boost Ecosystem, Improve Access to Capital

By Brittany Meiling

The biotech-boosting model that's proved effective in San Diego is being replicated in Los Angeles (and farther north) as local trade group Biocom expands throughout the state.

The organization's president and CEO, Joe Panetta, said connecting life science hubs throughout California — and bridging those hubs with economic engines overseas — will boost the state's already booming life science industry.

"What makes us strong as a state is the fact that we've got diverse life science clusters that have their own ecosystems, their own networks, and their own strengths," Panetta said. "Our opportunity is to bridge those clusters, and combine the strengths when necessary."

Read more at bit.ly/2leg1oh

LOS ANGELES BUSINESS JOURNAL

February 9, 2017

U.S. Dept. of Commerce Grants $500,000 to Cal State L.A. for Bioscience Bootcamp

By Kat Speed

The U.S. Department of Commerce granted nearly $500,000 to California State University, Los Angeles and its partners, the Biocom Institute and the Los Angeles Cleantech Incubator, to fund the creation of a bootcamp for bioscientists in the region.

The bootcamp, called LABioStart, will prepare participants to launch bioscience start-up companies. The companies will go through four weeks of intensive training, in areas including financing, manufacturing, and business formation.

Liisa Bozinovic, executive director of the Biocom Institute, said a report done by the Batelle Memorial Institute found that Los Angeles had entrepreneurial deficiencies for bioscience companies, including a lack of early stage venture capital and commercialization services. She added LABioStart is part of a county wide effort to develop the Los Angeles-area bioscience industry.

Read more at bit.ly/2letOXb

BIOCOM

MEMBERS IN ACTION

BIOCOM HOLIDAY PARTY:

The Biocom Purchasing Group hosted its 6th Annual Member Appreciation Holiday Party on December 7th at the Hyatt Regency La Jolla. Over 200 members attended throughout the evening alongside the Biocom Purchasing Groups endorsed suppliers. The event gives thanks to the members who have dedicated their time to serving on committees, attended our yearly events, and celebrated the leaders in the life science industry in San Diego.

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BIOCOM ANNUAL CELEBRATION OF LIFE DINNER:

A record-breaking crowd of 700 of the most influential thought leaders and innovators within the life science sector gathered for a night to reflect on achievements over the past year and to hear the stories of an inspiring hero and a pioneer scientist. Biocom honored organizations and individuals across California whose outstanding accomplishments to life sciences are making a difference in the lives of people around the globe.

BIOCOM

MEMBERS IN ACTION

BRISTOL-MYERS SQUIBB PARTNER DAY:

On December 13, a team from Bristol-Myers Squibb participated in the Biocom and BMS Partner Day, which included 15 one-on-one meetings between BMS and up-and-coming companies and institutions from across California. Following the meetings, Paul Biondi, Senior Vice President and Head of Business Development at Bristol-Myers Squibb delivered an informative presentation on BMS' partnering strategies and company outlook, giving attendees an inside look at how partnerships are formed.

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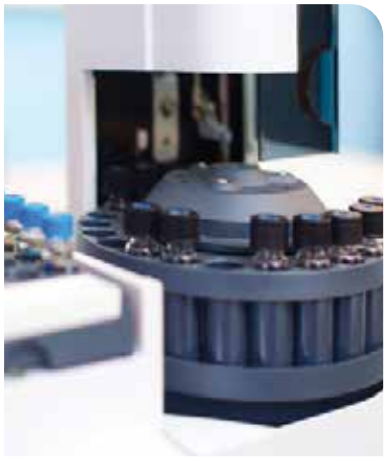

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Whether you are a long-time Biocom member or have just recently joined, our 15 committees are an ideal way to become more actively involved with Biocom and the life science community. With Biocom's expansion into Los Angeles and the Bay Area, expect to see even more opportunities to join a committee that allows you valuable networking, the chance to plan future Biocom events, and a forum to discuss critical issues within the industry. In this LifeLines, we are featuring the Capital Development Committee and the Public Policy Oversight Committee and we hope to spark your interest in joining a committee where you can share your skills, knowledge, and expertise.

CAPITAL DEVELOPMENT COMMITTEE

The Capital Development Committee implements and manages aggressive financial capital development actions, which are required to attract, sustain, and fuel growth to regions within California. Participation in this group includes the opportunity to advise on Venture Days and Partner Days, while vetting areas of focus for eligible companies and possible Venture Capitalist selection.

Interested in joining? Contact Jennifer Landress at jlandress@biocom.org

INTELLECTUAL PROPERTY AND PATENT LAW COMMITTEE

Remain at the forefront of new IP developments through regular updates on legislation, guidances, and Congressional hearings overseeing IP matters or featuring PTO personnel. In addition, this group receives reports on public forums held at PTO headquarters. Members can utilize their legal expertise and recommend Biocom's positions on regulatory and legislative proposals as they relate to life sciences.

Interested in joining? Contact Laure Fabrega at lfabrega@biocom.org

PREMIUM MEMBER SPOTLIGHTS

COI PHARMACEUTICALS INC. www.coipharma.com

Fisher Scientific www.thermofisher.com

Name: **Fran Senchak**
Job title: **Vice President, Human Resources and Administration**

Favorite movie: **Shawshank Redemption**
Favorite book: **The Notebook**
Favorite quote: **"Don't cry because it's over, smile because it happened." Dr. Seuss**
Favorite TV show: **Saving Hope**
Favorite restaurant or meal: **Piatti in La Jolla**
Favorite city: **New Orleans**
Favorite actor/actress: **Jack Nicholson**
Favorite thing to do on the weekends: **Cycling**
What CD can we find in your car: **Adele 21**
Favorite hobby: **Glass and Ceramic Mosaics**
Favorite website: **Amazon Prime**
Favorite spot in Southern California: **Big Bear**
First job: **Whataburger in Shreveport, Louisiana**
Favorite part of your job: **Working with people**
If you could have another career, what would it be: **Air Traffic Controller**
Why did you start working in your industry: **I was so very fortunate to have been hired at Molecular Biosystems which started my career in biotech.**

Name: **Kevin Bezner**
Job title: **Director Biotechnology Markets**

Favorite movie: **Dead Poet's Society**
Favorite book: **Nothing Like It in the World: The Men Who Built the Transcontinental Railroad, by Stephen E Ambrose**
Favorite TV show: **Cheers (dating myself)**
Favorite restaurant or meal: **Halibut**
Favorite actor/actress: **Robin Williams**
Favorite thing to do on the weekends: **Play with my kids, ride quads through the mountains, archery**
What CD can we find in your car: **Metallica, Willie Nelson, Southern Rock**
Favorite hobby: **Exercise, Golf, Outdoor activities**
Favorite spot in Southern California: **Dana Point**
First job: **urniture delivery and sales**
Favorite part of your job: **Meeting so many interesting companies**
If you could have another career, what would it be: **Builder**
Why did you start working in your industry: **The companies and individuals in biotech are constantly working on products to improve our lives.**

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California State University, San Marcos
Cedars-Sinai Medical Center Office of Tech Transfer
Children's Hospital LA*
CIRM
City Of Murietta
CONNECT
Consulate of Canada
CSU, CSUPERB Program
CSU, Los Angeles
Drugs & Diagnostics Tropical Diseases
Human BioMolecular Research Institute
IDA Ireland
Institute of Engineering in Medicine
Institute of Myeloma & Bone Cancer Research
ISM San Diego
J. Craig Venter Institute
Kaiser Permanente
La Jolla Bioengineering Institute
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Lawrence Family Jewish Community Center
Life Science Innovation Network Japan
Los Angeles Biomedical Research Institute
Los Angeles EDC*
Lowy Medical Research Institute
MiraCosta College Biotech Program
Molecular Medicine Research Institute*
Mt. San Jacinto College
PhRMA
Point Loma Nazarene University
PRISM
Rady School of Management, UCSD
Salk Institute for Biological Studies
San Diego Biomedical Research Institute
San Diego Blood Bank
San Diego Clinical and Translational Research Institute, UCSD
San Diego Community College District
San Diego County Water Authority
San Diego Employers Association
San Diego Regional Chamber of Commerce
San Diego Regional Economic Development Corp.
San Diego Supercomputer Center (UCSD)
San Diego Workforce Partnership
Sanford Burnham Prebys Medical Discovery Institute
Scottish Development International
Scripps Health
Scripps Research Institute
SDSU, Graduate & Research Affairs
Society for Brain Mapping & Therapeutics*
Torrey Pines Institute for Molecular Studies
UCLA Office of Intellectual Property
UCLA School of Medicine
UC San Diego Health
UC San Diego Extension
UC San Diego Office of Innovation & Commercialization
UCI's Office of Research
UCSD, Department of Bioengineering
UCSD, Office of Advancement
UK Department for International Trade
University of San Diego
USC Stevens Center for Innovation
Western University of Health Services

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Donna Janson
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Peter Preuss
Richard Ledford
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KEY PROVIDER

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Cushman & Wakefield
Foley & Lardner
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PROVIDER

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AER Travel
Agilent Technologies
Alliant Insurance
AMN Healthcare
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Hartl Team- Private Banking & Investment Group- Merrill Lynch
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