

Indiana Health Industry Forum 2010 Annual Report



2010 was a good year for the Indiana Health Industry Forum! Following a short transitional reorganization in 2009, the Forum emerged with a clear value proposition and even a new logo. What we are focused on is providing the highest level of service, information, and assistance to you, our members. In 2010, we added several new benefit programs to reach members of all sizes. Our programming was honed to provide maximum networking and informational content and we developed several new partnerships to continue increasing our role as a valued partner for health science companies in Indiana. Thank you for your support and we look forward to working with all of you in 2011 and beyond.

- Kristin Jones, *President & CEO, IHIF*

Member Targeted Programming

Annual Meeting: The 2010 IHIF Annual Meeting was held on March 11 at University Place Conference Center on the campus of IUPUI. Sponsored by Barnes & Thornburg, Duke Energy and 5/3rd Bank, the program featured a keynote presentation on the state of the life science industry by Jeff Fusile, Office Managing Partner for PriceWaterhouseCoopers in Indianapolis. The meeting also offered a pre-conference presentation and panel discussion on, "Funding Your Way to Growth". The program was followed by a networking reception.

BioFutures Magazine: The fourth edition of the magazine was released in March 2010. This magazine is a partnership between IHIF, the Indianapolis Business Journal and the Indiana Medical Device Manufacturers Council. Featuring stories on key companies, market segments, people and initiatives, this magazine is widely distributed and a great resource for those interested in learning about the health science industry here in the state.

New Partnerships Benefit IHIF Members

- **Diversity Accords:** Diversity Accords offers minority/diversity management and tracking software and services to larger manufacturers and organizations. MBE/WBE/SDVE supplier companies that are members of IHIF, are eligible for a discount on registration fees with Diversity Accords.
- **Career Center:** IHIF has partnered with Career Center to provide on-line postings of available positions in the health and life science industries in Indiana. IHIF members receive a discount on posting fees.
- **MedBio Virtual Career Fairs:** This series of on-line careers fairs will be held throughout 2011. Members of Indiana Health Industry Forum are offered up to a 30% discount off any of the sponsorship packages.
- **TGV LLC: BioPartnering Events:** IHIF has signed a partnership agreement with TGV LLC, the organizer and producer of the international series of BioPartnering events. With this partnership, IHIF members will receive a 15% discount on the registration fee for any of the events.
- **BIO Business Solutions: FedEx:** In addition to the wide range of business discounts already offered to IHIF members through IHIF's partnership with BIO, the biotechnology industry organization, members may now also sign up for discounts on domestic and international shipping with FedEx.
- **AdvaMed:** IHIF continued as a "Supporting Partner Organization" (SPO) for AdvaMed, the medical technology industry group. As a result, IHIF members are eligible to sign up at the lowest prevailing full-conference MedTech company registration rate for AdvaMed's annual conference.

Networking

2010 Midwest Healthcare Supply Chain Conference: In partnership with the Indianapolis Airport Authority and the Taith Group, IHIF hosted the second Midwest Healthcare Supply Chain Conference, a unique event showcasing the region's strengths in both health sciences and logistics and distribution. Held on May 20-21 at the Indiana Convention Center in Indianapolis, the conference had over 200 registrants and highlighted the emerging healthcare landscape, supply chain management for medical devices, and temperature-sensitive supply chain risk management. Sponsors included: the Hackett Group, Cryopak, BioConvergence, OM HealthCare Logistics, Cardinal Health, Sensitech, Duke Energy, Equus Group, Pharmaceutical Commerce, Pharmaceutical Outsourcing, DB Schenker, Diversity Accords, IU Kelley School of Business, FedEx, and APICS.

IBJ Life Science Power Breakfast: IHIF was a contributing sponsor of the IBJ Life Science Power Breakfast held in July. The breakfast featured several panelists sharing their views on the state and direction of the industry.

Life Science Luncheons: This monthly luncheon series is a partnership between IHIF and Barnes & Thornburg LLP.

- **January** - Myelin Repair Foundation: Acceleration Research Collaboration Model™ (ARC™)
- **February** - Don't Overpay to Play: The Stimulus behind attracting top talent
- **March** - Point/Counterpoint: Are Human Genes Patentable?
- **April** - Six Myths about Direct-to-Consumer Prescription Drug Advertising
- **May** - Product Development and Commercialization – Startups and Large Companies
- **June** - How Healthcare IT Quality Initiatives Will Save Millions of Lives and Billions of Dollars
- **July** - Expansion of Patient Safety Spectrum
- **August** - Combination Products
- **September** - How do you build a case for state, VC, angel funding?
- **October** - Marian University Osteopathic School of Medicine
- **November** - Current Trends in Developing and Designing Life Science Facilities
- **December** - No Program Due to Holiday

Social Media: This fall networking program featured a keynote presentation by Chris Franck, Principal, with Deloitte. Chris spoke on "The Use of Social Media in the Life Sciences" and reviewed a newly released white paper he co-authored. His presentation was followed by a panel discussion on the use of social media featuring: The program was sponsored by: Deloitte, EpsteinBeckerGreen, Cook Medical, and Brandwidth.

Indiana Biomedical Entrepreneurs Network (IBEN): The Indiana Health Industry Forum is a sponsor of IBEN. This volunteer organization strives to enable entrepreneurship in life sciences and medicine throughout Indiana. This is achieved through social networking, education, and monthly educational events featuring experienced entrepreneurs and advisors. IBEN is open to all who play a role or have an interest in the field.

IU Kelley Center for the Business of Life Sciences: IHIF is a marketing partner for this series of discussion topics covering a wide range of the latest business challenges facing the health science sector.

Australian Connections: In late May, IHIF helped to sponsor an incoming delegation of Australian executives visiting Indiana before heading to the BIO show in Chicago. IHIF arranged a luncheon and one-on-one meetings with the delegation of over a dozen Australian life science companies.

Public Policy Outreach

Bio Fly-In: IHIF President Kristin Jones participated in the April 2010 BIO Fly-In program and met with several members of Indiana’s congressional delegation.

Qualifying Therapeutic Discovery Project Program: IHIF hosted two informational webinars to assist Indiana companies in understanding how to apply for the QTDP grants. The webinars were held in conjunction with the FreeMind Group, a BIO Business Solutions Partner, and Indianapolis based CPA firm, Katz Sapper Miller. 36 Indiana companies received over \$10 million in grants from the program.

Changes to the 510(k) Process: IHIF and the IMDMC supported two informational programs on the FDA’s proposed changes to the 510(k) approval process for medical devices. Working with Ralph Hall, Counsel at Baker & Daniels LLP, both sessions had over 20 attendees.

Clinical Trials Committee: The IHIF Clinical Trials Task Force met three times in 2010. Organized around informational networking events, this topic continues to be an important area for Indiana to strengthen.

Hoosiers Work for Health Innovation Panel: In August, IHIF President, Kristin Jones, was moderator for a panel discussion on medical innovation and the role it plays in reducing health care costs, cutting the deficit, generating jobs and ensuring global competitiveness. Held in Bloomington at the IU Technology Center, the event featured: a discussion panel of thought leaders and unveiled a study on the role of innovation in medical technology.

Initiatives for 2010

Miscellaneous Activities:

The FreeMind Group: IHIF was a sponsor for two programs hosted by the FreeMind Group, a BIO Business Solutions Program Partner.

- Grants on the Rocks – Non-Dilutive Funding Brief & Reception during the Rodman & Renshaw 12th Annual Healthcare Conference
- FreeMind Group’s 6th Annual Non-Dilutive Funding Day During the JP Morgan HealthCare Conference

European Business Development: In November, IHIF president Kristin Jones participated in a business development mission to Germany with representatives from The Indy Partnership and The Northeast Indiana Regional Partnership. The group held informational investment seminars in Munich and Dusseldorf and met with German companies interested in the US market at the MEDICA trade fair. IHIF Board Chairman, Dr. Joerg Schrieber, also participated in the mission and is working to develop an international outreach strategy for IHIF.

BIO 2010: IHIF participated with the state delegation at the BIO 2010 Conference in Chicago, IL. While there, IHIF representatives met with IHIF member companies, BIO Business Solutions Affiliates, international companies exploring the US market, and helped to promote Indiana by working in the state’s exhibition booth.

Council of State Biotech Associations (CSBA) Annual Meeting: IHIF participated in the annual meeting of the CSBA – an association of sister organizations from across the country. Panel discussions and networking activities focused on association management, best practices, networking, and board management. In August, IHIF also hosted the directors of the Midwest CSBA affiliates for their annual meeting.

IHIF currently participates on the following boards and associations:

- Indiana Area Health Education Center (AHEC) Program Advisory Board
- Rose-Hulman Institute of Technology Indianapolis Board of Associates
- Indiana Medical Device Manufacturers Council (IMDMC) Board of Directors (non-voting)
- Advisory Board for Access Technology Across Indiana (ATAIN)
- Purdue University Discovery Park Advisory Board
- Dean’s Industrial Advisory Council, Purdue University School of Engineering, Indianapolis
- Healthcare Businesswomens’ Association, Advisory Council Member
- Bloomington Economic Development Corp. Advisory Board Member,
- Marian University, Marketing and Communications Committee Member for School of Medicine
- Council of State Biotech Associations

IHIF 2010 Year End Finances

Total Income	\$286,895
Total Expenses	\$267,996
Income over Expenses.	\$18,899

IHIF 2010 Board and Officers

Officers

Chair Joerg Schreiber, Ph.D., *White Arrow Consulting*
 Past Chairs Daniel Evans, Jr., *IU Health Partners*
 Dan Peterson, *Cook Medical, Inc.*
 Secretary Brad Thompson, *Epstein, Becker & Green, PC*
 Treasurer Raul Zavaleta, *Volatus Advisors, LLC*

Committee Chairs

Networking Elaine Lee, *Rose-Hulman Institute of Technology*
 Public Policy Pat Cross, *Baker & Daniels LLP*
 Development & Advancement Susan Brooks, *Ivy Tech Community College*
 Marie Christine-Pence, *Duke Energy*

Board Members

Robert Bernhard, Ph.D., *University of Notre Dame*
 Kevin Bramer, *MedVenture Technology*
 Craig Brater M.D., *IU School of Medicine*
 Darren Carroll, *Eli Lilly & Company*
 Art Detore M.D., *Parkview Health Systems*
 Mark Deuser, *Techshot, Inc.*
 Pete Kissinger, Ph.D., *Prosolia*
 Jon Rahman, M.D., *St. Vincent Health*
 Al Rebar, Ph.D., *Purdue University*
 Todd Vare, *Barnes & Thornburg, LLP*

Board Member Emeritus

John Hayes M.D., *Eli Lilly & Company*

2010 Sponsors

