

INSIDE THE CORRIDOR

Newsletter of the Kansas City Animal Health Corridor
SPRING 2009



CORRIDOR CONVERSATIONS

A forum on trends and issues in the animal health industry



Reception and Forum

Thursday, March 19, 2009 | 4:30 - 6:15 p.m.

Stowers Institute for Medical Research | 1000 E. 50th Street, Kansas City, MO 64110

Topic

***"Sustaining the Momentum of Change:
Challenges and Opportunities for CVM"***

Featuring

Dr. Bernadette Dunham

Director of FDA's Center for Veterinary Medicine

For reservations, please contact

Rochelle Butler at the Greater Kansas City Chamber of Commerce
call: 816-374-5437 or, email: butler@kcchamber.com

BOEHRINGER INGELHEIM PLANS GLOBAL EXPANSION IN KC ANIMAL HEALTH CORRIDOR



**Boehringer
Ingelheim**

Boehringer Ingelheim Vetmedica, Inc., (BIVI) recently announced a \$150 million expansion of its existing global manufacturing and research and development facilities in St. Joseph, Mo. Over the next five years, the company will increase manufacturing capability, broaden research development activities, establish a

central administration site and implement new technologies throughout the campus in St. Joseph. The expansion is expected to create 124 new local jobs.

"We have a long and successful history in St. Joseph and are committed to growing our business in this community," says George Heidgerken, president, BIVI. "I feel confident about our growth strategy and ability to compete globally as an animal health research and development and manufacturing facility.

"The city of St. Joseph has provided economic incentives and partnered with us throughout the site evaluation and decision-making process, which has aided significantly in making St. Joseph the most attractive and practical expansion site for Boehringer Ingelheim," says Heidgerken.

BIVI is working closely with the St. Joseph Chamber of Commerce, the county and the state on the planned investment in the community. The U.S. affiliate for the Global Animal Health Business of BIVI has been located in St. Joseph for the past 27 years and employs more than 600 employees in the St. Joseph area. Visit bi-vetmedica.com.

CAMPBELL FAMILY SCHOLARSHIPS FOR HS SENIORS AND UNDERGRADS

The Campbell Family Scholarship program was established in 2005 with a substantial gift from Dr. Scott, Sandy, Tygh and Rand Campbell. Campbell Family Scholarships encourage continuing education beyond the high school level in all fields of study that will broaden the recipients' abilities to improve the lives of pets and their families. Last year, more than \$100,000 was awarded to students studying at various colleges and technical schools across the United States.



Scholarships are awarded to full-time students for one academic year, and cover tuition and school fees up to a maximum of \$6,500. Recipients may apply for a new scholarship each academic year but will never receive scholarships for more than a total of four academic years. **Scholarships do not cover veterinary school.**

Completed applications must be received by the Scholarship Committee on or before June 30, 2009.

Awards will be announced by July 31, 2009.

Scholarship applications, guidelines and checklist are available at www.banfieldcharitabletrust.org.

For additional information, please contact the Banfield Charitable Trust at (503) 922-5801 or email at info@banfieldcharitabletrust.org.

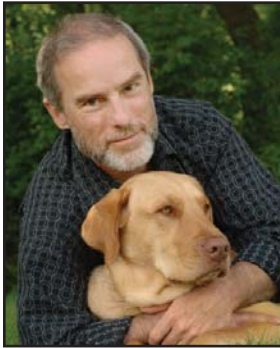
To be considered for a scholarship, you must:

- Be graduated or about to graduate from high school (or equivalent) and be enrolled (or be admitted) as a full-time undergraduate in an accredited college, junior college, university, trade, or business school.
- Have attained a grade point average of at least 2.75 on a 4.0 scale (or its equivalent) for the last full academic year of school you attended.
- Demonstrate sufficient academic ability to complete the courses necessary to graduate from the educational institution at which you are enrolled or about to enroll.
- Demonstrate the character and motivation to complete your education.
- Exhibit a desire to make life better for Pets and their families.
- Demonstrate that you have worked with or interacted with Pets and families in the past and are dedicated to working with and interacting with them in the future in your work, educational, or leisure activities.
- Not be, or be the spouse, parent, sibling, child or grandchild of a member of the Scholarship Committee, a director or officer of Banfield Charitable Trust, a director or executive officer of Medical Management International, Inc. or any of its subsidiaries, or a "substantial contributor" to the Banfield Charitable Trust.

KC ANIMAL HEALTH CORRIDOR RECRUITMENT UPDATE

The Kansas City Area Development Council sponsored the third annual Brakke Consulting Networking Receptions at the North American and Western Veterinary conferences in January and February. The KC team included 21 local industry representatives, and each event attracted more than 70 national animal health companies.

As a result of each conference, KCADC sourced five new projects involving companies that are now considering locations within the KC region: Project Auggie (headquarters, sales and call center), Project Cedar (early stage therapeutic drug company), Project Hank (distribution), Project Tower (software development US headquarters) and Project Vegas (market research firm). In addition, several existing animal health projects advanced due to one-on-one meetings at the conferences.



2009 HOMECOMING SAVE THE DATE

Please reserve Monday, Aug. 31st on your calendar for the 2009 KC Animal Health Corridor Homecoming event. We are thrilled to announce that John Grogan, author of the *New York Times* best-seller "Marley and Me," which was recently released as a major blockbuster film, will be this year's Homecoming keynote. The event will also honor the recipient of the 2009 Iron Paw Award, in addition to business recruitment and regional research highlights from the year.



VETERINARY TECHNICIAN GRADUATES EXCEL

Metropolitan Community College (MCC) Veterinary Technology Program at Maple Woods had an impressive 100% of their students pass the Veterinary Technician National Examination (VTNE). The pass rate for the other programs in Missouri averaged 50% and the rest of the U.S. and Canadian programs averaged 72%. The VTNE is the professions' board exam that is required for graduates to become Registered Veterinary Technicians.

The MCC-Veterinary Technology program has provided the animal health industry with quality technicians since 1975. MCC- Maple Woods is currently seeking funding to expand the veterinary technology program and increase the number of students they can enroll. Their goal is to provide more Registered Veterinary Technicians for the Kansas City region. For more information please visit them at www.mcckc.edu/vettech.



KANSAS CITY AREA LIFE SCIENCES INSTITUTE ANNUAL DINNER

KCALSI's Annual Dinner provides an opportunity to update regional stakeholders on progress to date and convey future plans for advancing the region in life sciences research, development and commercialization.

Thursday evening, April 2, 2009

Location: Hyatt Regency Crown Center

Keynote Speaker: Frank L. Douglas, Ph.D., M.D., "How to Exploit a Black Swan Event in the Biopharmaceutical Industry"
Douglas is a Senior Fellow, Kauffman Foundation; Senior Partner, PureTech Ventures; and Founder, MIT Center for Biomedical Innovation

Sponsorships and registration are available at www.kclifesciences.org.



BRANDING SURVEY

The KC Animal Health Corridor will be conducting a survey of national and regional animal health industry executives in March. The results will be used to:

- Improve event and networking offerings for the local animal health industry.
- Increase KC's competitiveness as a first-choice location for animal health corporate investment.



Top photo:
KC paw prints guide attendees to the North American Veterinary Conference reception in Orlando.

Bottom photo:
Attendees mingle at the Western Veterinary Conference Reception in Las Vegas. These networking receptions allow those involved in the Animal Health Corridor to connect and network.

In addition, there are several firms and companies who attend from outside the corridor, and it becomes a wonderful opportunity to educate members about Kansas City's assets.

