

INSIDE THE CORRIDOR

Newsletter of the Kansas City Animal Health Corridor
FALL 2007



ANIMAL HEALTH INITIATIVE ADVISORY BOARD

Joerg Ohle,
Advisory Board Chairman
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Animal Health Division

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SURVEY RESULTS

The Greater Kansas City Chamber of Commerce recently surveyed animal health executives on federal and state public policy issues. The survey results influenced the development of the KC Animal Health Corridor's federal and state public policy agendas. Those agendas will be announced soon. Check out the survey summary: <http://www.kcchamber.com/Portal> in the Animal Health Industry section under Articles & Reports.

Dear KC Animal Health Corridor Stakeholder,

Fall in Kansas City is a time to enjoy beautiful weather, outdoor activities, football games, and an important annual tradition at the heart of the Kansas City animal health industry – the American Royal Livestock Show, a tradition since 1899. More than 250,000 people attend the American Royal each year. I hope you had an opportunity to attend the annual American Royal Barbeque, a rodeo, horse show, or other event during this year's Royal. In addition to all of the premier events, the American Royal advances an important educational mission that is critical to our future as an animal health industry hub -- encouraging bright young students to pursue a career in the animal health industry.

Another event that is fast becoming a *national* Fall tradition for the animal health industry is the Homecoming Reception & Dinner held annually in conjunction with the Central Veterinary Conference in Kansas City. The Kansas City Area Development Council produces the Homecoming event to showcase the KC Animal Health Corridor's animal health industry assets to animal health companies located outside the Corridor. Read about the successes of this year's Homecoming event further in this newsletter.

The KC Animal Health Corridor Advisory Board of Directors met on October 10. At this meeting, we welcomed two new board members: Dr. Neil Olson, the new Dean of the University of Missouri College of Veterinary Medicine, and Neil Thompson, the new President of Hill's Americas in Topeka, Kansas. The Advisory Board is in the process of finalizing its vision and strategy for 2008 and beyond, which we will share with you soon.

This Fall also marks the beginning of the KC Animal Health Corridor's second year of operation. After just one year, we are already reaping significant business recruitment, legislative, and research successes. In fact, we recently celebrated the announcement that Fort Dodge Animal Health will expand its research and development capacity by constructing a 150,000-square-foot facility in the Kansas Bioscience Park in Olathe. More than 200 researchers will staff the facility once it's open in 2009. Continue reading this newsletter to learn about all the KC Animal Health Corridor's recent achievements and activities.

In conclusion, I send you my best wishes as we enter the Holiday Season and begin a New Year.

Best Regards,

A handwritten signature in black ink, appearing to read 'Joerg Ohle'.

Joerg Ohle
Chairman, Advisory Board
KC Animal Health Corridor
President and General Manager
North America
Bayer HealthCare
Animal Health Division



FORT DODGE ANIMAL HEALTH ANNOUNCES \$40M EXPANSION

Overland Park, Kan.-based Fort Dodge Animal Health recently announced plans to build a \$40 million research and development facility in the Kansas Bioscience Park in Olathe, Kan.

FORT DODGE

® "This new facility will enable us to expand on our existing R&D initiatives, accommodate

increasing project demands and better position the company to effectively respond to the ever-changing needs of the veterinary community," says E. Thomas Corcoran, President, Fort Dodge Animal Health. "Expanding in this area will also allow us to draw on the valuable resources of the businesses and universities located within the Kansas City Animal Health Corridor."

Construction of the 150,000-square-foot facility, which will include laboratories and administrative support areas, is slated to begin in the near future. The facility will eventually be staffed by more than 200 employees.

"This announcement is a defining moment for the KC Animal Health Corridor. Each company expansion or relocation confirms that Kansas City is the global center for the animal health industry," says Bob Marcusse, president and CEO, Kansas City Area Development Council.

Fort Dodge is a leading global manufacturer and marketer of animal health products for the companion animal, equine, bovine, swine and poultry industries in North America and international markets. Fort Dodge Animal Health is well recognized for its innovative products, commitment to cutting-edge research and development, and strong partnerships with the veterinary community and producers. Key products include West Nile-Innovator® and Innovator® combination vaccines, CYDECTIN®, QUEST® and the Duramune®, Fel-O-Vax® and PYRAMID® vaccine lines.

HOMECOMING 2007

On September 17, KCADC held its second annual Animal Health Homecoming event during the CVC Central Conference in Kansas City. Wesley Remington was the first recipient of the annual "Iron Paw" Award in special recognition of his contributions to the animal health industry. Veteran animal trainer Mark Forbes was the featured speaker and provided an entertaining review of the history of the Hollywood animal training industry.



More than 300 national and regional animal health executives and service providers attended the 2007 event, more than double the previous year's attendance. KCADC hosted nine companies actively evaluating the KC region for a possible investment. Nearly 25 elected officials and regional dignitaries also attended to support the growth of the KC Animal Health Corridor.

Speakers highlighted several regional economic development and research successes. These included the attraction of three companies and one industry association, and the awarding of comparative medicine research grants to two animal health companies in conjunction with the University of Missouri and Kansas State University. For more photos from the event, visit www.kcanimalhealth.com.



THE IRON PAW AWARD



The KC Animal Health Corridor Iron Paw Award recognizes an individual that has shown relentless leadership and a robust will to succeed. The honoree is a person whose contributions have made a significant impact on the strength of the animal health industry in the KC region.

Wes Remington, local animal health entrepreneur, is the 2007 recipient of the first ever Iron Paw Award. Wes' leadership in the animal health industry spans more than five decades. From sales trainee to President of Anchor Serum Company to entrepreneurial ventures that spawned some of the country's most successful animal health companies, Wes has had a significant impact on today's KC Animal Health Corridor.

Today, Wes is Chairman of the Board and major shareholder of Pet Resorts, Inc., holding company for the six Pete & Mac's Recreational Resorts for Pets.

ZONOOSES AND NATIONAL BIOSECURITY SYMPOSIUM WELL ATTENDED

The Kansas City Life Sciences Institute's recent *Zoonoses and National Biosecurity Symposium*, jointly sponsored with Kansas State University School of Veterinary Medicine and University of Missouri College of Veterinary Medicine, attracted approximately 150 people to hear nine speakers with expertise in various areas of zoonotic disease. The free symposium was held in conjunction with the Central Veterinary Conference (CVC) and open to the public as well as CVC's 6,500 attendees.



"We were very pleased with the turn-out. Clearly the subject matter was of great interest, so much so, that we had a standing-room-only crowd. Working together with our two vet-Schools—K-State and MU—to bring timely information to the veterinary community is important to the life sciences initiative and we hope to do more symposiums in the future," said Bill Duncan, president, KCALSI.

Speakers and presentation titles included (front row, left to right):

- **Juergen A. Richt, DVM, PhD** (Lead Scientist, Veterinary Medical Office, Virus and Prion Disease of Livestock Research Unit, National Animal Disease Center, USDA-ARS), *BSE Prions and Flu Viruses: Two Distinct Zoonotic Agents*;
- **Elizabeth Lautner, DVM** (Director, National Veterinary Services Laboratories) *Department of Agriculture, Animal and Plant, Emerging Agents - How to Expect and Respond to the Unexpected*;

Luncheon keynote speaker,

- **Alfonso Torres, DVM, MS, PhD** (Associate Dean for Public Policy, College of Veterinary Medicine, Cornell University) *Globalization of Biosecurity Concerns: Are We Prepared?*

(back row, from left to right)

- **Keith Gary, PhD**, KCALSI Director of Program Development and symposium moderator;
- **Roger W. (Bill) Stich, PhD** (MU Associate Professor of Veterinary Pathobiology) *Dogs as Models, Sentinels and Possible Sources of Tick-borne Zoonoses*;
- **Roman Ganta, PhD** (K-State Professor of Medicine/Pathobiology) *Zoonotic Infections by Tick-transmitted Rickettsiales of the Genera Ehrlichia and Anaplasma; Challenges and Opportunities*;
- **T.G. Nagaraja, PhD** (K-State Professor of Medicine/Pathobiology) *Escherichia coli O157 and Food Safety*;
- **George C. Stewart, PhD** (MU Chairman, Department of Veterinary Pathobiology, Bond Life Sciences Center) *Evolution of anthrax vaccines: Can we do better than Pasteur?*;
- **Deborah Anderson, PhD** (MU Assistant Professor of Veterinary Pathobiology) *Vaccines and Therapies for Plague*; and
- Not pictured is **RRR (Bob) Rowland, PhD** (K-State Professor of Medicine/Pathobiology) *Emerging Diseases in Swine*.

BAYER LAUNCHES MANAGEMENT PROGRAM

Animal scientists with a desire to pursue an international management career in animal health now have a unique educational opportunity right here in Kansas City. As part of its commitment to developing future leaders, Bayer Animal Health recently launched a Science & Management Integration Program for veterinarians and doctorate degreed scientists to learn about the business of animal health.



The Bayer Science & Management Integration program allows students accepted into the program to pursue an MBA at the KU School of Business while working at Bayer Animal Health in a rotational executive development program.

Over the course of three years, program participants acquire broad exposure to all facets of the animal health industry. Program components develop competencies in sales, business development, marketing, project management and finance/controllership. The Science & Management Integration Program is similar to Bayer programs in Europe. Bayer Animal Health is expanding this initiative to Corridor companies to create an overall Corridor initiative aimed at attracting new scientific talent to Corridor companies and to the region. If you are interested in reading more details about this program, go to <http://www.bayer-ah.com/leadership.cfm>.
