

BioLines Weekender

To Our New Jersey Life Sciences Community:

Welcome to another edition of *The Weekender*.

We didn't get to say it last week, so congratulations to the NPS Pharma team and their President and CEO Dr. Francois Nader, who received FDA approval for Natpara! This is NPS's second drug approval in as many years and excellent news for the New Jersey life sciences ecosystem and a major accomplishment for the company.



BioNJ would also like to extend its congratulations to some of our Members and colleagues who along with our President and CEO Debbie Hart, were named to the *NJBIZ*'s Power 100 list. They include Brent Saunders of Actavis, Bob Hugin and Rich Bagger of Celgene, Michele Brown of Choose NJ, Alex Gorsky of Johnson & Johnson, Ken Frazier of Merck, Tim Lizura of the NJEDA, Dr. Joel Bloom of NJIT, Dr. Robert Barchi of Rutgers, University and Dr. Nariman Farvardin of Stevens Institute of Technology.

As BioNJ buckles down, making final preparations for the Annual Dinner Meeting and Innovation Celebration, enjoy this week's edition of *The Weekender*, featuring many different learning opportunities: The National Institutes of Health SBIR/STTR Grant Programs: Opportunity for Business Webinar; the 1st Pitch Life Science "Eavesdropping on Investor's Closed Door Discussions"; Posters, Pitches and Prizes at Princeton - Hosted By The New Jersey Entrepreneurial Network and BIO Asia Business Development & Policy Delegation to Japan.

The Weekender will be on hiatus next week. See you at the Annual Dinner Meeting! Getting excited? Start the Twitter conversation by tweeting @BioNJ_org and use the hashtag #BioNJ.

Because Patients Can't Wait!

The BioNJ Team

BioNJ Calendar

***The Gateway Gala
BioNJ Annual Dinner Meeting and Innovation Celebration***

*February 5, 2015
Hilton East Brunswick
East Brunswick, NJ*

[Register Now](#)

BioNJ News

Sponsorship Opportunities Available for NJ Pavilion at BIO 2015

Shouldn't your brand be featured at the largest biotech industry meeting in 2015?

Consider one of the varied sponsorship opportunities available through the NJ Pavilion, sponsored by BioNJ and Choose New Jersey! The BIO 2015 event runs from June 15-18 at the Philadelphia Convention Center.



There are plenty of opportunities available, able to accommodate all budgets. Please email Debbie Mennito at DMennito@BioNJ.org for more information about the NJ Pavilion sponsorship opportunities. Make sure your brand is front and center for thousands of eyes to see.

BioNJ Leaders Make *NJBIZ's* Power 100 List



BioNJ is proud of those from the New Jersey life sciences community who were named to *NJBIZ's* Power 100 list in addition to our President and CEO Debbie Hart. A special congratulations to some of our Members:

Brent Saunders of Actavis
Bob Hugin and Rich Bagger of Celgene
Michele Brown of Choose NJ
Alex Gorsky of Johnson & Johnson
Ken Frazier of Merck
Tim Lizura of the NJEDA
Dr. Joel Bloom of NJIT
Dr. Robert Barchi of Rutgers University
Dr. Nariman Farvardin of Stevens Institute of Technology

Please [click here](#) for the full article.

Advocacy for Innovation

Brought to you by Celgene

Why Drugs Cost So Much, By John J. Castellani, President and Chief Executive, Pharmaceutical Research & Manufacturers of America

Peter B. Bach contradicts himself when discussing the cost of medicines. In reality, insurers and pharmacy benefit managers aggressively negotiate medicine prices. As Dr. Bach notes, insurers do exclude medicines from what they offer doctors and patients, and they use pricing tiers and prior authorization, among other things, to further limit use.

Please [click here](#) for the full op-ed that ran in *The New York Times* recently.

Using Drugs to Discriminate - Adverse Selection in the Insurance Marketplace

Eliminating discrimination on the basis of pre-existing conditions is one of the central features of the Affordable Care Act (ACA). Before the legislation was passed, insurers in the nongroup market regularly charged high premiums to people with chronic conditions or denied them coverage entirely. To address these problems, the ACA instituted age-adjusted community rating for premiums and mandated that plans insure all comers. In combination with premium subsidies and the Medicaid expansion, these policies have resulted in insurance coverage for an estimated 10 million previously uninsured people in 2014.

Please [click here](#) for the full essay by Douglas B. Jacobs, Sc.B., and Benjamin D. Sommers, M.D., Ph.D. that ran in *The New England Journal of Medicine*.

BIO Praises the Release of the 21st Century Cures Initiative Discussion Draft

The Biotechnology Industry Organization (BIO) released the following statement on the 21st Century Cures Initiative discussion draft shared by Chairman Fred Upton (R-MI).

"Today, we recognize and thank the Committee on Energy and Commerce for releasing its 21st Century Cures Initiative discussion draft intended to accelerate the discovery, development and delivery of next generation modern medicines to transform patient care," Jim Greenwood, BIO President and CEO said. "Working with member companies, patient advocacy groups, and other stakeholders, we developed numerous proposals to create a public policy environment that encourages the use of 21st Century scientific tools, advancements in molecular biology, and novel bioinformatics to continuously develop and improve upon therapies that can prevent, diagnose and treat all stages of disease."

Please [click here](#) to read the full press release.

Obama Precision Medicine Plan Blocked by Insurers

"The introduction of the 21st Century Cures Act reflects a broad bi-partisan commitment to speed the development of tomorrow's cures. The legislation includes a wide range of proposals to achieve this goal, from reducing the time dying patients have to wait for new medicines, to

increased NIH funding for breakthrough research and giving CMS the tools to pay for the most effective treatments."

Please [click here](#) to read the full article by Robert Goldberg as it appeared in *The Hill*.

NJ Industry News

Soligenix Announces Publication Successfully Demonstrating Enhanced Immunogenicity of its Heat-Stable Anthrax Vaccine

Soligenix, Inc., a BioNJ Member located in Princeton, announced on January 29 the publication of data demonstrating enhanced immunogenicity and rapid action of its anthrax vaccine, VeloThrax.

Please [click here](#) to read the full press release.

Celldex Therapeutics and Bristol-Myers Squibb Announce Initiation of Phase 1/2 Combination Study of Varlilumab and Opdivo(R)

BioNJ Members Celldex Therapeutics, Inc., headquartered in Hampton and Bristol-Myers Squibb of Lawrenceville announced on January 29 the initiation of a Phase 1/2 dose escalation and cohort expansion study examining the investigational combination of varlilumab, Celldex's CD27 targeting investigational immune-activating antibody and Bristol-Myers Squibb's immunotherapy Opdivo (nivolumab).

Please [click here](#) to read the full press release.

Immunomedics Announces Dismissal of Putative Class Action Lawsuit

BioNJ Member Immunomedics, Inc., located in Morris Plains, announced on January 29 that the United States District Court for the District of New Jersey in a putative class action lawsuit, styled Nasyrova v. Immunomedics, Inc., has granted the Company's motion to dismiss the complaint in its entirety.

Please [click here](#) to read the full press release.

Gynecologic Oncology Group (GOG) Phase II Study of Advaxis's Lm-LLO Immunotherapy, ADXS-HPV, for the Treatment of Persistent or Recurrent Cervical Cancer Achieves Safety and Efficacy Criteria

BioNJ Member Advaxis, Inc., located in Princeton, announced on January 28 an update related to the Phase II open-label clinical study of ADXS-HPV (ADXS11-001) in patients with persistent or recurrent cervical cancer with documented disease progression being conducted by the Gynecologic Oncology Group (GOG), now part of NRG Oncology.

Please [click here](#) to read the full press release.

BIO Asia Business Development & Policy Delegation to Japan

BIO's International Affairs Department will be hosting a delegation trip for BIO Board Members and senior level CSBA member company representatives to visit Japan in conjunction with the BIO Asia International Conference, taking place March 24-25 in Tokyo. Led by Jim Greenwood and Joe Damond, Senior Vice President, International Affairs at BIO, delegation participants will include Baxter, Johnson & Johnson, Shire, and NPS Pharma. The purpose of this trip will be to learn about the Japanese biotechnology market from key government and industry stakeholders, convey important policy messages, and make senior-level introductions to Japanese government officials.

Please [click here](#) for the full press release.

BrainStorm Announces Exceptional Preclinical Results of NurOwn in Mouse Autism Model

BioNJ Member BrainStorm Cell Therapeutics Inc., located in Hackensack, announced on January 26 positive results from preclinical studies of NurOwn in the BTBR mouse model of autism. NurOwn cells are mesenchymal stem cells (MSCs) that have been induced, under BrainStorm's proprietary methods, to secrete a variety of neurotrophic factors.

Please [click here](#) for the full press release.

Nicox Holds Successful Pre-NDA Meeting with FDA on AC-170 Clinical Package

Nicox S.A., an international ophthalmic company, announced on January 26 that it has held a positive pre-New Drug Application (NDA) meeting with the United States Food and Drug Administration (FDA) regarding AC-170, a topical ocular formulation of cetirizine developed for the treatment of ocular itching associated with allergic conjunctivitis.

Please [click here](#) for the full press release.

Opportunities for Entrepreneurs

Posters, Pitches and Prizes at Princeton - Hosted By The New Jersey Entrepreneurial Network

Every year, the New Jersey Entrepreneurial Network provides the entrepreneurial community with an evening of posters, networking and information at Princeton University. Those providing posters can introduce their businesses to important contacts among New Jersey's research universities, small and large businesses, potential funding sources and professional services providers. This is a once a year opportunity to present your business in the company of the most promising university-based enterprises in the state - whether prototype, start-up, pre-revenue or revenue - this is the place to stand out. Every New Jersey research university will be participating.

Please [click here](#) for the full press release.

The National Institute of Health SBIR/STTR Grant Programs: Opportunity for Business Webinar

The U.S. Department of Commerce invites American exporters to learn about the funding opportunities from the National Institutes of Health's Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. NIH provides grant opportunities for small businesses in any biomedical or behavioral research area that falls within NIH's mission to improve human health.

Please [click here](#) for more information.

Mid Atlantic Bio Angels Internship Opportunity

Mid Atlantic Bio Angels (MABA, bioangels.net) currently has two unpaid internship opportunities available for individuals interested in being involved with the inner workings of life science angel investing and helping to nurture the regional area life science start up scene. MABA holds monthly meetings for angel investors to hear pitches from companies the MABA screening committee believes may be worthy of investment. MABA also hosts a bi-monthly practice pitch event, 1st Pitch Life Science, where entrepreneurs have the opportunity to practice their pitch in front of a panel of expert investors in a forum where no money is at stake.

Please [click here](#) for more information.

1st Pitch Life Science "Eavesdropping on Investor's Closed Door Discussions"

Hear what happens AFTER a start-up company presents to an investor group! Usually after the company representatives leave the room, the investors have a private discussion to decide whether the opportunity merits further investigation and possible investment.

1st Pitch Life Science offers presenters and audience members the chance to hear what happens in those closed-door discussions, and to learn what really matters to investors. 1st Pitch Life Science is organized by MABA (Mid Atlantic Bio Angels) investor group, to encourage and educate aspiring life science entrepreneurs who know they may be too early or not fully prepared to seek investment but want the opportunity to practice their pitch and to receive constructive criticism from experienced and knowledgeable professionals.

Please [click here](#) for the full press release.

WHILS 2015 Exhibit Opportunity - Application Deadline January 31

The 2015 Women's Healthcare Innovation & Leadership Showcase (WHILS) will bring together more than 350 professionals from across the spectrum of healthcare to share ideas and discuss innovation strategies for advancing women's healthcare.

A key part of the program will be 12-14 exhibits that will be curated for quality and diversity. In addition, WHILS 2015 will feature a keynote by Nieca Goldberg, MD, Medical Director for The

Joan H. Tisch Center for Women's Health at New York University Langone Medical Center.

Please [click here](#) for more information about the event.

NJ University/Institution News

This N.J. College is the 'Most Underrated' in the Nation, Analysis Finds

In an analysis that debunks the credence many lend to the *U.S. News & World Report* college rankings, four schools in New Jersey: NJIT, Rutgers University, Stevens Institute of Technology and Seton Hall, are considered among the most underrated in the nation.

The reason is simple: The graduates of these Garden State colleges go on to earn good pay even if the magazine didn't rate their alma mater that highly.

Please [click here](#) to read the full article.

Purchasing Consortium News

BioNJ Purchasing Consortium Announces Webinar With American Express Meeting & Events

Check your emails, because earlier today, BioNJ officially announced that American Express Meetings & Events is a new Purchasing Consortium Member, and along with insights from Celgene, will be hosting a webinar titled "Why Meetings Matter," on February 24.

Stay tuned as BioNJ's Purchasing Consortium will be unveiling more opportunities for its Members in the near future!

What Savings Opportunities Are You Overlooking?

The BioNJ Purchasing Consortium has been working hard to secure discounts on products and services that our Members want and need at greatly reduced pricing! In addition to our newest offering of IT Services by Dynamic Strategies, big things are happening at your Purchasing Consortium.

Look for new programs in Meeting and Event Planning, Payroll and Health Insurance, an enhanced UPS offering, Environmental Health and Safety Services and Executive Liability Insurance, just to name a few!

Please [click here](#) to see available Member Benefits.

For more information about the Purchasing Consortium, contact Linda Pontell at L.Pontell@BioNJ.org or visit the [Purchasing Consortium website](#).

BioNJ Talent Network

BioHUB Networking Mixer

Kick back, relax and warm up at our February mixer at NJIT for an opportunity to reconnect with past colleagues, expand your professional network and pick up ideas to strengthen your job search strategy! Our featured speaker, Rod Colon, Founder and President of Rod Colon Consulting, will be discussing "Advanced Networking and Branding Techniques for the 21st Century." A critical topic for any professional who knows the importance of finding meaningful ways to increase personal visibility and connections, while managing the business of their career. Attendance is **FREE!** Employers and Recruiters are welcome to attend!



BioHUB
A BioNJ Networking Event
for Industry Professionals

February 17, 2015
NJIT - Campus Center Atrium
FREE Parking and Registration

Please [click here](#) to register.

Save The Date: BioNJ HR Forum

March 12, 2015
Ferring Pharmaceuticals
100 Interpace Parkway
Parsippany, NJ 07054

Look for registration to open for this event soon!

Job Leads

View the latest jobs from our Talent Network!

Please [click here](#) to see the list of available jobs.

BioNJ Tweets of the Week

- @njdotcom tweeted, "[Woodbridge police officer saves 2 overdose victims in 5 days using Narcan](#)"
- @theNCI tweeted, "[A Good Year: FDA Approved 9 New Cancer Drugs in 2014](#)"

or [609-890-3185](tel:609-890-3185) with any questions.
