



BIOSCIENCE ASSOCIATION MANITOBA

2022 REPORT

MESSAGE FROM THE MINISTER



Welcome to the 2022 Bioscience Association Manitoba Annual General Meeting.

As Minister of Economic Development, Investment and Trade, I know firsthand how important your work has been in establishing Manitoba as a leader in bioscience innovation, research and development.

As you come together today to reflect on the past year and look toward the future, there is much to celebrate. Manitoba is home to hundreds of biotech businesses of all sizes that employ over 16,000 Manitobans in highly-skilled jobs. The sector is a major source of economic trade for Manitoba, with health-related biotech products as our leading export.

As a valued industry partner, our government has worked closely with BAM to advance our shared goals of growing our local bio-economy, encouraging investment, promoting industry careers, and expanding our presence in the national and global bioscience markets.

This past June, I had the honour of joining BAM at the 2022 Bio International Convention in San Diego where we highlighted our achievements and future capacity to global leaders and promoted Manitoba as a key bioscience investment destination.

Looking forward, Manitoba's bio-economy will be essential to our continued economic development and future workforce. To support this growth and build a competitive bioscience industry, our government has made strategic investments to accelerate and expand sector growth, this includes support for innovative product development through the Innovation Growth Program and encouraging investment and innovation through the new \$50M Venture Capital Fund.

I thank each of you for the important contributions you have made to grow this sector, build our skilled workforce, and help establish Manitoba as world-class bioscience leader.

Thank you.

Honourable Cliff Cullen
Deputy Premier
Minister of Economic Development, Investment and Trade

MESSAGE FROM THE CHAIR



As we bring 2022 to a close, it is my pleasure to offer congratulations to BAM for their work over this past year. As I reflect on my 10 years on the board, I have seen tremendous growth and opportunity for BAM and the ecosystem it represents. I have enjoyed working with and supporting the team at BAM, as well, it has been a pleasure to work with all the board members over the last 10 years. I look forward to seeing what the future holds.

Our bioscience ecosystem is vast and includes health biotech, ag-biotech, and clean biotech. Led by Kim Kline, the BAM team's efforts to represent our members, speak out for the sector, demonstrate thought leadership, and execute an extensive calendar of events and training has been truly impressive. The result has seen the continued growth and engagement of our membership, reputation, and impact. We have even learned to say "medicaments", which is Manitoba's largest export!

Finally, I would like to recognize our other ecosystem partners, the federal and provincial governments; who's support of our industry and the association has been very appreciated. My favourite phrase on this is: BAM represents the government to industry and the industry to government, acting as an essential intermediary between the parties.

I thank the BAM team as well as our members, partners, sponsors, and collaborators who continue to help us strive towards an even more vibrant biosciences ecosystem in the province of Manitoba.

I wish you success for the future.

James Schellenberg

Chair, BAM Board of Directors
CEO, Cubresa Inc.

Land Acknowledgement

Winnipeg is located in Treaty One, the home and traditional lands of the Anishinaabe (Ojibwe), Ininew (Cree), and Dakota peoples, and the National Homeland of the Red River Metis. Our drinking water comes from Shoal Lake 40 First Nation, in Treaty Three Territory.

BOARD OF DIRECTORS

EXECUTIVE BOARD

James Schellenberg, *Chair*
President – Cubresa

Kelly C. Fitzpatrick, *Vice-Chair*
President – NutriScience Solutions Inc.

Will Kaye, *Secretary-Treasurer*
Senior Manager, MNP LLP

Kim Kline, *President*
Bioscience Association Manitoba

INDUSTRY BOARD

Patrick Crampton
Chief Operating Officer
Cerebra Health

Derek Cumming
Senior Partner,
Fillmore Riley LLP

Philip Portelance
Vice President of Operations
The Winning Combination

Melanie Hiebert
VP & General Manager
Emergent Biosolutions Canada

Reuben Saba
Vice President, Scientific & Medical Affairs
Medicare Inc.

Karen Debroni
President
Debroni & Associates

Vergil Kanne
Partner
Tactica Interactive Communications

Krystyna Koczanski
Associate Dean
University of Manitoba

Jason Leibert
Chief Growth Officer
Solnul

Mavis McRae
Research Professional
RRC Polytech

Sebastian Beauchamp
Vice President, Government Relations
Dynacare

MESSAGE FROM THE PRESIDENT

The Manitoba bioscience sector is more thriving and diverse than ever before. Our industry continues to find new and innovative ways to create solutions and contribute toward the sustainable economic growth of our province.

As an industry association, we are the hub and advocate for the innovators, entrepreneurs, and established companies in Manitoba's growing bioscience industry. Our member companies belong to one – often more than one – of the three subsectors- Health Biotech, Ag Biotech, and Clean Biotech.

Over the past year, our industry in Manitoba has seen substantial growth, increased public awareness and importance on a national and global level as a result of the pandemic. This puts Manitoba in the right place, at the right time, to support the needs of our global community.

Manitoba is poised to drive the bioeconomy to the next level with increased investment and strategic partnerships. Traditionally known as the gateway to the West, Manitoba is quickly becoming the gateway to the World.

We invite you to explore all the possibilities of the Manitoba. Advantage!

Kim Kline
President
Bioscience Association Manitoba





FINANCIAL HIGHLIGHTS

Fiscal year 2021 – 2022 was a year of growth for BAM. As we entered the fourth year of the Sector Council funding and COVID restrictions were lifted, we continued to increase our programming and events both virtually and in-person for our members.

Financial Key highlights for the year:

Total revenue for fiscal year, April 2021 – March 2022 was \$1,220,000 consisting of \$533,400 from the Province of Manitoba Economic Development, Investment and Trade and Manitoba Agriculture. A further \$297,300 was received from development programs, \$214,000 from training and event revenue, \$105,000 in membership revenue and a further \$62,000 in sponsorships.

Total expenses for the year were \$1,165,000 with the largest expense being the delivery of our training and event programs relating directly to our government funding of \$512,000, salary and benefits were the next largest expense of \$496,000 with office administration and overhead at \$155,000 including rent, advertising, and promotion of the bioscience sector in Manitoba.

As of March 31, 2022, Bioscience Association Manitoba had net assets of \$523,400.

In accordance with BAMs' Financial policy, the annual audit was conducted by BDO Canada LLP, an independent auditor and performed in accordance with the Canadian generally accepted auditing standards.

We would like to thank our funders, partners, and members for making the past fiscal year so successful and look forward to your continued participation in our events and programs.

Fay Gilmore
Director, Administration & Finance
Bioscience Association Manitoba

INDUSTRY GROWTH CAMPAIGN

BAM's Industry Growth Campaign was designed to increase awareness surrounding the bioscience industry successes in Manitoba by highlighting the advancement in these critical areas:

- Workforce development and employment opportunities
- Revenues and sales generated by the industry
- High export value of pharmaceutical manufacturing such as medicaments



**medicaments:
MANITOBA'S
#1 EXPORT
OVER \$2 BILLION**



Manitoba is the
**2nd LARGEST
PROVINCE**
for Pharmaceutical Manufacturing
IN CANADA

Did you know?



**BIOSCIENCE INDUSTRY
employs
16,330
individuals**



**THE INDUSTRY GENERATES
\$10.4
BILLION
IN REVENUE**

STRATEGIC PLAN MISSION, VISION, AND VALUES

MISSION

To enable commercial success for Manitoba's bioscience companies by acting as a catalyst for innovation, by expanding the sector's employee base, enhancing skills through workforce development, and by leading with one unified voice to create local and global engagement.

VISION

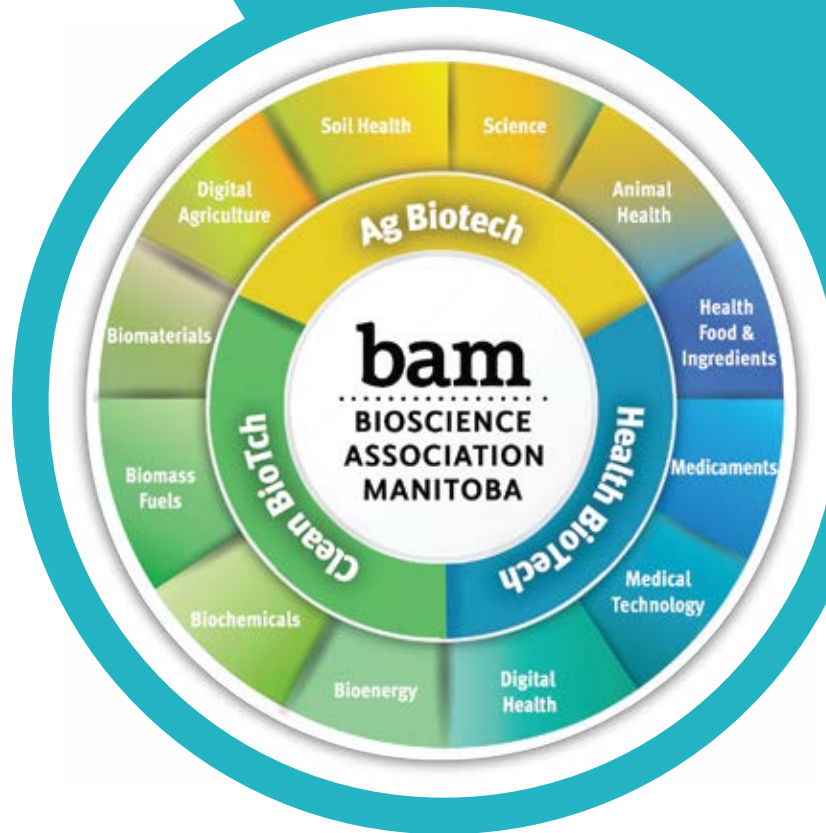
To cultivate a vital bioscience community that drives economic growth for Manitoba.

CORE VALUES

- We are passionate about biosciences
- We are driven by our members' needs
- We strive to achieve excellence in all we do
- We collaborate with our members and the community



THE BIOSCIENCE INDUSTRY IN MANITOBA



Ag Biotech



**INCLUDES PLANT SCIENCE,
ANIMAL HEALTH, SOIL HEALTH
AND DIGITAL AGRICULTURE**

The **AG BIOTECH** sector focuses on developing and commercializing innovations and tools related to agricultural plants or animals for the purpose of increasing yields, production efficiencies and/or impacts and/or improving nutritional profiles.

Health Biotech



**INCLUDES HEALTHY FOOD AND
INGREDIENTS, MEDICAMENTS,
MEDICAL TECHNOLOGY
AND DIGITAL HEALTH**

The **HEALTH BIOTECH** sector consists of companies developing and commercializing innovations that allow for the early identification, prevention and/or treatment of illness and disease.

Clean Biotech

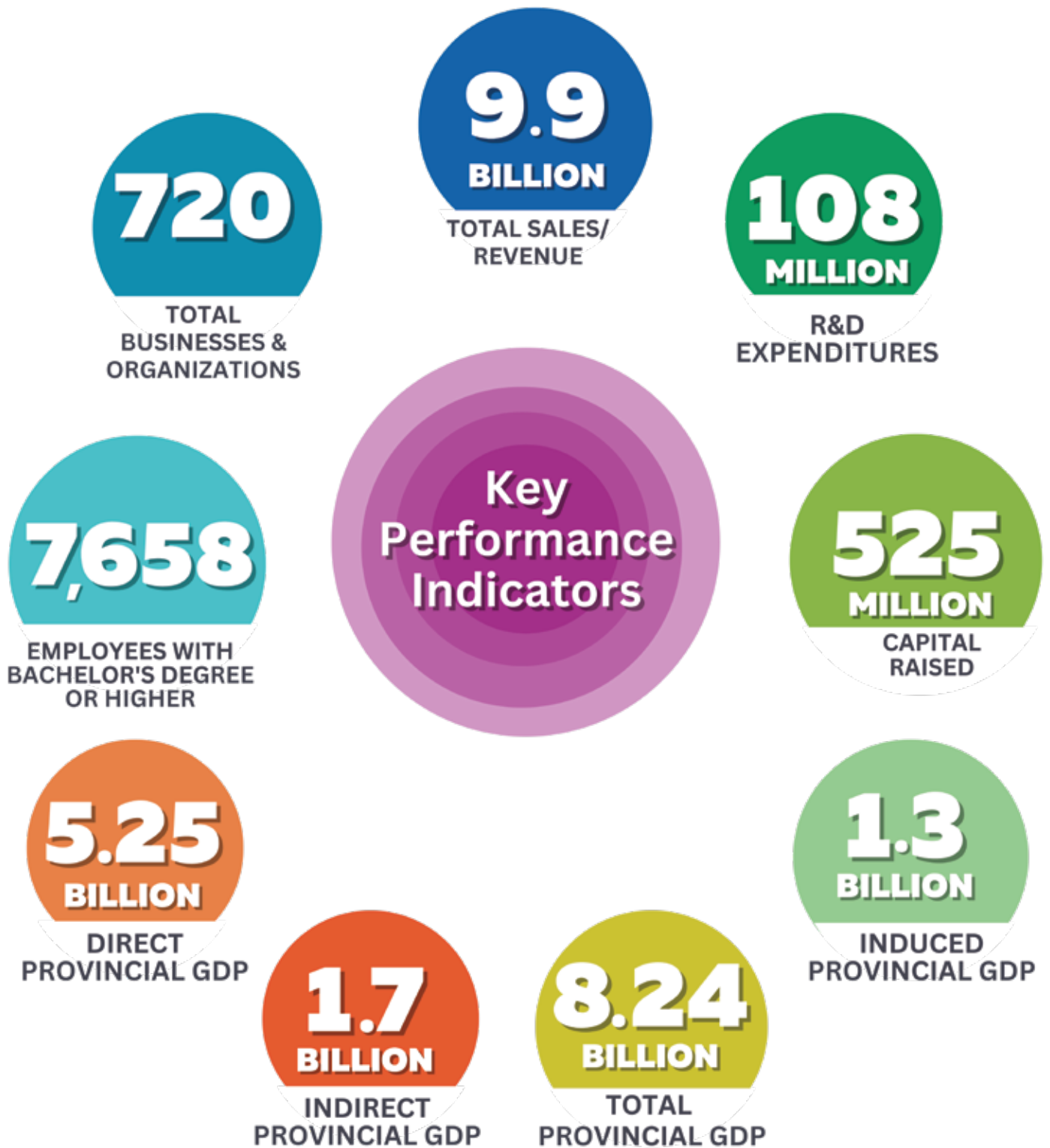


**INCLUDES BIOENERGY,
BIOCHEMICALS, BIOMASS FUELS
AND BIOMATERIALS**

The **CLEAN BIOTECH** sector uses materials from or with living organisms to generate new value-added products, with the goal to reduce negative impacts on the environment. Clean Biotech companies work in the areas of renewable fuels, industrial bioproducts and bioremediation technologies.

LABOUR MARKET STUDY

BAM Industry Survey 2021





TRAINING & WORKFORCE DEVELOPMENT

One of BAM's missions is to continue to expand the Bioscience sector skills and workforce development in Manitoba. We invest in our member companies' skills and workforce development through our network of subject matter experts and approved third-party trainers under the Canada-Manitoba Job Grant. From assessment to design and implementation, our world-class training helps our member companies acquire new skills and strengthen existing ones to grow your business and people.

Thank you to the Province of Manitoba for their ongoing support.

THANK YOU TO OUR SPONSORS

GOLD



SILVER



CORPORATE



Research
Manitoba

BAM MEMBERS

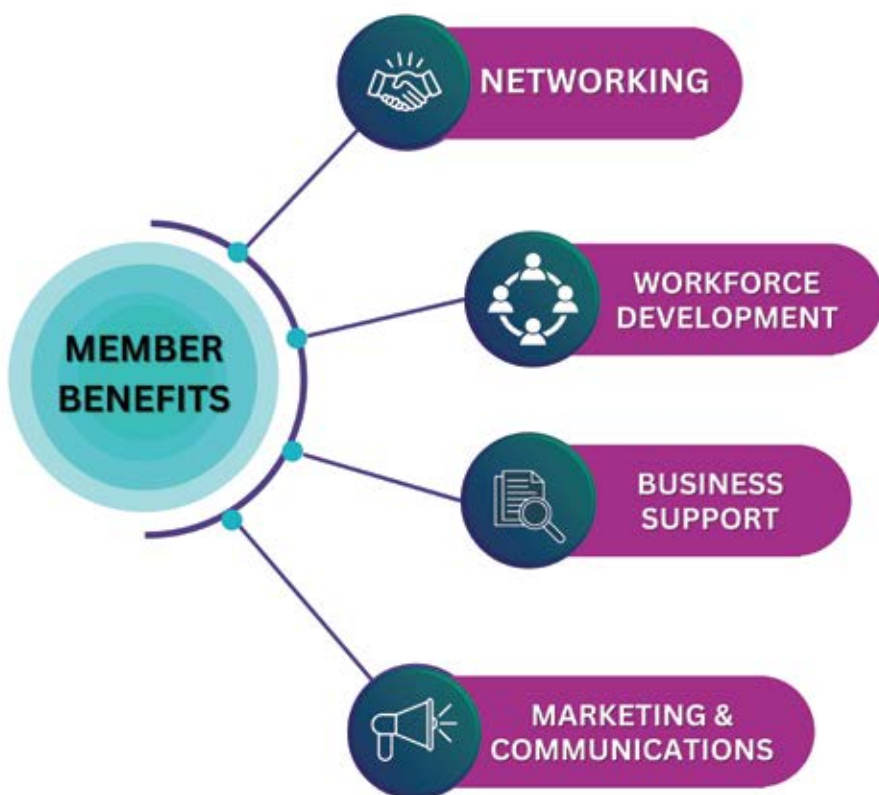
3 Guys Greens
 AbbVie Corporation
 ActiveMetix
 ADE & Company Inc.
 ADVA Diagnostics Inc.
 Apex Graphics
 Applikon Biotechnology
 Arterial Assessments Inc.
 Askja Protective Technologies Inc.
 AstraZeneca Canada
 Bausch Health
 Baxter Corporation
 Bellwyck Inc.
 Berkley Canada
 Better Hemp Company
 Beyond Referrals
 BFL Canada Risk and Insurance Services Inc.
 BioScision Diagnostics Inc
 BioScision Pharma
 Boehringer Ingelheim Canada Ltd
 C2 Custom Furnishings Inc.
 Canadian Centre for Agri-Food Research in Health and Medicine (CCARM)
 CanAm Bioresearch Inc.
 Careica Health
 CBSAlife
 Central Testing Laboratory Ltd.
 Cerebra Medical
 Channel Systems
 Children's Hospital Research Institute of Manitoba/U of M
 Conviron
 Cubresa
 Cytophage Technologies Inc
 Debroni & Associates Inc.
 Delta 9 Bio-Tech
 Dynacare
 Economic Development Winnipeg
 EI ADVANTAGE
 Ekosi Health Centre Corporation
 Emergent BioSolutions
 Farmers Edge
 Fillmore Riley LLP
 GelEntroCeutics Inc.
 Genome Prairie
 GlaxoSmithKline Inc.
 Global Public Affairs
 GVI Clinical Development Solutions
 High Reliability Organization Council (HROC)
 H & H Floreal Consulting
 Hoffmann-La Roche Limited
 Honger Innovations Inc.
 Horizon Therapeutics Canada
 Immunimed Inc
 Immunofyx
 IMT (InfoMagnetics Technologies Corporation)
 Innotech Nutrition Solutions
 InnovoXL Inc
 Interpersonal Wellness Services Inc. & Coaching Institute
 Intrinsic Analytics Inc.
 IVC Vita Health
 JansenHR
 Janssen Inc
 Kane Biotech
 KGS Group
 Koven Technology Canada Inc.
 Laporte Engineering Inc
 LEXIM Biophotonics Inc.
 Life Elevated Inc
 Manchester Farms Cannabis
 Manitoba Technology Accelerator
 Medicure Inc.
 Mitacs
 Monteris Medical Inc.
 MSPrebiotics Inc.
 Novartis Pharmaceuticals Canada Inc.
 Novo Nordisk Canada Inc
 NutriScience Solutions
 Oncodrex
 Orthopaedic Innovation Centre Inc.
 Pfizer Company
 PolySense Solutions
 Prairie Agricultural Machinery Institute (PAMI)
 Prairie Fava
 Precision ADM
 Precision Chemical Technologies
 Rady Faculty of Health Sciences - Post Graduate Professional Development Group
 RBC Royal Bank
 Red River College Polytechnic
 Re-Gain Corporation
 Research Manitoba
 Richardson Centre for Functional Foods and Nutraceuticals
 Riverview Health Centre Foundation Inc.
 Roquette
 RW Consumer Products
 SciLeads
 SciMar Ltd.
 Seven Oaks Capital Corp.
 Seven Oaks Hospital Chronic Disease Innovation Centre
 Shared Health-Health Sciences Centre
 SoilReader
 Sound Strategy
 Source Nutraceuticals
 Sphaera Technologies Inc.
 St. Boniface Hospital Research Centre
 Swish Design & Communications
 Tactica Interactive Communications
 Tactile Robotics
 Takeda Canada, Inc
 Taylor McCaffrey LLP
 TDS Law (Thompson Dorfman Sweatman LLP)
 The Edibles & Infusion Corporation
 The University of Winnipeg
 TWC Nutrition
 Typha Company
 Ukko Robotics
 University of Manitoba - Faculty of Science
 University of Manitoba Partnerships & Innovation
 utR Biotech
 Vermillion Growers
 Victoria General Hospital Foundation
 Win-Shield Medical Devices Inc.
 World Trade Centre Winnipeg
 XITEBIO Technologies Inc.

MEMBERSHIP BENEFITS

As a premier leader within the bioscience industry, we help our members connect, thrive, and grow. BAM support over 110 member organizations from all sectors in the industry, including Health biotech, Ag biotech, and Clean biotech. We will help your business reach beyond borders and provide you with the right resources to accomplish your goals.

TYPES OF MEMBERSHIP LEVEL

- Business/ Industry Member
- Associate Member
- Student Member



NETWORKING

- Industry Events
- Tradeshows/ Conferences
- Annual Awards Dinner

WORKFORCE DEVELOPMENT

- Training & Development
- Career Awareness
- Wage Subsidies & Grants
- Job Postings & Promotion

BUSINESS SUPPORT

- Advocacy -Connector
- Partner Discount & Offers
- Industry Stakeholders Relations
- Funding Opportunities

MARKETING & COMMUNICATIONS

- Collaborations
- Member's Promotion
- Social Media
- Email Newsletter
- Website

BAM TEAM



KIM KLINE

President

Kim is the catalyst of BAM. Her unrestrained passion for creating a strong bioscience industry in Manitoba has shaped the province in incalculable ways. With Kim in leadership, BAM is continually advocating for opportunities and innovation in Manitoba's bioscience industry and her people-focused approach has reflected in an extensive expansion of the sector's workforce development.



FAY GILMORE

Director, Administration & Finance

Fay is the bond that holds BAM's structure together. She has a keen interest in sharing knowledge with others. Fay oversees the administration and finances for BAM. She enjoys building and developing individuals and organizations through her project management and training background.



JUDI BAHL

Director, Business Development

Returning to BAM, Judi is bringing extensive experience in partnerships, fundraising and relationship building that she will bring to her role at BAM to help foster and grow the ecosystem through collaborative partnerships, strategic funding and advancing the message of our members throughout Manitoba and beyond. She will seek out opportunities to shine a light on Manitoba's tremendous assets and to continue to help develop the bioscience industry within the province.



ELLICE GAN

Manager, Marketing and Communications

Ellice is a seasoned digital marketing and social media specialist who advocates for young girls and women in STEM careers. She brings a wide range of marketing experience from both private and non-profit sectors, the aerospace industry and international property development. In her current role, Ellice analyzes market data and labour market information to provide advice and creative marketing strategies to the team.



ANDREA PERRIN

Manager, Programs & Projects

Andrea is excited to rejoin the association and looks forward to the contributions she can bring to our members and other stakeholders to assist in growing the bioscience industry in Manitoba.



MARYAM DECTER

Manager, Training & Development

Maryam works closely with the BAM team to bring value to members and other stakeholders. She collaborates with industry stakeholders to facilitate opportunities and develop and implement strategic plans to grow and diversify the bioscience sector in Manitoba.



JAHSSME GUILLAUME

Education and Training Liaison

With a background and passion for the sciences, she thrives on the hopes of lending a helping hand in growing Manitoba as hub of innovation and development in the sphere of bioscience.



BAM MEMBER ONLY EVENT

BIOSCIENCE ASSOCIATION MANITOBA **bam**

HOLIDAY PARTY

December 15, 2022 | 3:00 to 5:30 pm
St. Boniface Golf Club



RSVP TODAY!
Scan the QR code or go to: <https://www.biomb.ca/events/event/1677>

The image is a promotional poster for a 'BAM Member Only Event: Holiday Party'. It features a dark background with warm, bokeh-style light spots in shades of orange and yellow. A white circular outline with small lights around it frames the central text. The text includes the event title 'HOLIDAY PARTY' in large, yellow, serif font, and the date and time 'December 15, 2022 | 3:00 to 5:30 pm' along with the venue 'St. Boniface Golf Club' on a red ribbon. A QR code is located in the bottom left corner, and a call to action 'RSVP TODAY!' with a URL is at the bottom.



Save the Date

"Bioscience - The Manitoba Advantage" Awards Dinner

Date: March 2, 2023
Venue: St. Boniface Golf Club



The image is a 'Save the Date' poster for an awards dinner. It has a dark blue background with many small, bright, star-like light spots. On the left side, there is a green silhouette of the province of Manitoba. The text is centered and includes the event title 'Bioscience - The Manitoba Advantage Awards Dinner' in a yellow, serif font, and the date and venue 'Date: March 2, 2023' and 'Venue: St. Boniface Golf Club' in a white, sans-serif font.

BAM Leadership Development Program - 2023

This **72-hour** Leadership Development Program is **accredited by the University of Manitoba** towards a Certificate in Applied Management.



Anyone, in a professional leadership role or not, would definitely benefit from this program ...Very practical and useful information. Hands-on techniques for leaders.

The Leadership Development Program is designed for individuals who aspire to become effective leaders, develop new leadership skills, and/or transition to a leadership role. Our program consists of 17 different topics to enhance your personal and business life.



REGISTRATION NOW OPEN!

Learning outcomes include: change management, emotional intelligence awareness, coaching for performance, succession planning, decision making, succession planning, communication skills, leading high-performing and inclusive teams. With easy access to all courses and materials, we help you achieve your leadership potential.

Participants are supported with **one-on-one coaching and personal mentorship.**

Training is subsidized for BAM members. Group discounts are available.

To learn more, please contact
Maryam Decter
Manager, Training & Development
maryam@biomb.ca



University of Manitoba



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THANK YOU

Thank you for the ongoing support from our Provincial Government

@BioscienceMB
 @Bioscience_mb

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The Manitoba government