



Making LIFE Better

It's what Arizona's Bioscience Industry is about
and why the road from discovery to development to delivery
is so important for people in Arizona and around the world.



ARIZONA BIOINDUSTRY ASSOCIATION

2018 Support Prospectus

Our Membership

AZBio is a not-for-profit, 501(c)6 trade association. Together with our Members we drive the Arizona bioscience industry's growth at the state, national and international level.

AZBio supports Arizona's bioindustry statewide as an the unified voice of the bioscience industry in Arizona. AZBio strives to make Arizona a place where bioscience organizations can grow and succeed by working collaboratively with AZBio Members and Partners in the fields of:

- Agriculture
- Business and Finance
- Construction
- Community Development
- Distribution
- Education
- Economic Development
- Energy
- Government
- Healthcare
- Information Technology
- Law
- Manufacturing
- Natural Resource Management and Conservation
- Professional and Workforce Development
- Research
- Testing
- Other professions involved in and supporting the biosciences

We also welcome students and K-12 educators with free memberships encouraging Arizona's future bioscience leaders to get involved and stay involved throughout their careers.

AZBio is the exclusive state affiliate in Arizona of the Biotechnology Innovation Organization (BIO), the national association for biotechnology companies, a member of AdvaMed, the largest association representing medical devices, diagnostic products and medical information systems manufacturers, and a partner with the Pharmaceutical Research and Manufacturers of America (PhRMA) and MDMA.

Our Industry

In 2003, Arizona's bioindustry clusters came together to form AZBio. A lot has happened since 2003.

We have seen the rise of new bioscience research institutes, and a network of incubators that stretch from Flagstaff to Tucson. AMAG Pharmaceuticals, BD, Celgene, Fisher, IMS Health, Merz, Roche and others acquired innovative life science companies that where born in Arizona, and stayed to become partners in our community and partners for growth.

Life is better thanks to medtech innovations from global leaders including BD, Medtronic and Gore along side emerging leaders including HTG Molecular Diagnostics, Pinnacle Transplant, SynCardia, and Regenesis just to name a few. Arizona is leveraging its collaborative gene, with universities, companies, and institutions working together to target some of the worlds biggest challenges in health and healthcare as well as agricultural and industrial bio-based innovations.

Arizona has evolved from a state with isolated pockets of biotechnology players to a top *emerging* bioindustry sector.

The job is not finished...it's only just beginning.

To make the transition from a top emerging market to a top tier bioscience state, we must work together from The Capitol to the lab and from the factory floor to the hospital ward. To take our place with global leaders means that we must lead in each phase, from discovery to development to delivery.

AZBio Members are in the business of embracing possibilities.

We have laid a solid foundation to build on by developing our research infrastructure, attracting great talent, and strengthening our economic environment in a way that says "Arizona is open for bio-business."

Now is the time to leverage our investments and build on them. We must move forward faster and we will by continuing to expand our research infrastructure and talent base with a focus on commercializing great ideas and delivering them to the markets that benefit from them the most.

The world needs what Arizonans can deliver.

Let's do it....Together!

AZBio is actively engaged and working for our Arizona Bioindustry

Inside Arizona

- ◆ Advocating for the bioscience industry at the State Capital and within local communities.
- ◆ Sharing Arizona's Bioscience stories with the media and shining a spotlight on local achievements and advancements
- ◆ Partnering with Arizona's state and regional economic development teams and technology organizations.
- ◆ Connecting our community with Angels, Venture Funds, Banks and alternative funding sources.
- ◆ Showcasing our community's regional activities, hosting statewide signature events and on AZBio.org and AZBio.TV.
- ◆ Supporting our future by partnering with Arizona educators from K-12 through our community college & university systems.

Outside Arizona

- ◆ Advocating for the bioscience industry at the Congressional level and with our Federal Agencies.
- ◆ Sharing member achievements globally via the media, press releases, our IN THE LOOP newsletter, AZBio.org and AZBio.TV.
- ◆ Partnering with world class leaders to educate and inform on bioscience issues with BIO, AdvaMed, MDMA and PhRMA.
- ◆ Connecting with bioscience organizations regionally across the Rocky Mountain and Southwest to increase access to capital.
- ◆ Showcasing our community nationally at the BIO International Convention and other industry conferences.
- ◆ Supporting our growth by working with the Council of State Bioscience Associations to bring proven programs to Arizona.



AZBio will once again host Arizona Bioscience Week in 2018.

In 2018, AZBio will collaborate across our region and nationally to bring family offices, investors, and Arizona's Biotech Community together.

AZBW 2018 will include the **AZBio Awards** and the **AZBio Special Supplement** in AZ Business Magazine that takes or message to 22,000 readers in print and over 125,000 online. The **White Hat Life Science Investor Conference** returns in 2018 and will continue our commitment to support our life science companies with connections to investors and potential partners. Since the first White Hat Conference in 2014, over \$100M has been invested in White Hat Presenting Companies.

We need your help and financial support to make this a success and keep the momentum building as we prepare for AZBW 2018 and White Hat 2018.

- ◆ Join the planning committee
- ◆ Provide financial support or purchase an ad in the Special Supplement.
- ◆ Reach out across your personal networks to engage and invite current and potential life science investors.
- ◆ Save the date and join us in October 2018!

Public Policy Initiatives

- ◆ Support the discovery, development, commercialization, delivery and availability of bioscience innovations that support the sustainability of our planet, our people, and our communities.
- ◆ Ensure that patients have access to the life-saving and life-changing innovations our industry creates.
- ◆ Increase access to capital for bioscience companies so they can grow and create more opportunity and jobs here in Arizona.
- ◆ Grow and attract great bioscience companies and institutions by creating a supportive tax and regulatory environment.
- ◆ Support K-12 Education programs that benefit our state as a whole and serve as a magnet to attract and retain a talented and productive workforce.
- ◆ Support Higher Education Funding.
- ◆ Promote University Research Funding and Technology Transfer Activity.
- ◆ Encourage Economic Development Programs that support our overall Business Climate.
- ◆ Serve as a reliable and trusted resource to our Elected and Appointed Leaders on issues and opportunities that affect our bioscience industry, our communities, and our state.

AZBio's Specific 2018 Policy Goals

- ◆ Educate the community and elected leaders at every level on the VALUE our industry delivers and the importance of ensuring that patients have access to life changing and life saving innovations.
- ◆ Working with elected leaders at all levels to provide the information they need to make good choices as we revise our healthcare policies nationally and at the state level.
- ◆ Ensure that Arizona's Angel Investment and R&D tax Credits are uninterrupted and appropriately funded at levels that support industry growth.
- ◆ Continue investments in University Research and K-12 Education with the next-gen version of Prop. 301 which created Arizona's Technology Research Investment Fund (TRIF).
- ◆ Support creative solutions to improve Arizona's educational systems at all levels including vehicles to provide internship opportunities for our future life science workforce and the educators who train them.

AZBio is the unified voice of Arizona's bioscience industry – at the national, statewide and local level.

Advocacy is a key responsibility of any industry association. The AZBio Public Policy Initiatives provide a framework for the key concepts and initiatives that we, as AZBio, believe are critical to the growth of the bioscience industry in Arizona and nationally. AZBio is represented at the Arizona State Capitol by the Dorn Policy Group, a leading professional public affairs firm serving Arizona and the Western United States. DPG team members provide strategic counsel and issue management. They also sign on behalf of AZBio on key measures affecting our industry as our contract lobbyist. At the national level, AZBio often works in partnership with BIO, AdvaMed, MDMA, PhRMA and patient advocacy organizations.

Connections to...

- Hundreds of Innovators, Researchers, Entrepreneurs
- Leaders from Arizona's Business and Bioscience Sectors
- Arizona's elected leaders at home and in D.C.

Cost Savings & Resources

- Member rates at AZBio and National Events
- BIO Business Solutions & Member2Member Discounts
- Career Center, Industry Directories, and more.

AZBio Members Saved OVER 3 Million Dollars in 2016!

Core Members

0 -10	U.S. Employees	\$500
11-50	U.S. Employees	\$750
51-100	U.S. Employees	\$1,500
101-200	U.S. Employees	\$3,125
200+	U.S. Employees	\$4,000

The Core Member category includes companies that conduct research, develop, manufacture, or sell biotech or medical device and healthcare IT products.

The category also includes Hospitals and all classes of healthcare providers as well as non-profit organizations, universities, community colleges, municipalities, government agencies and Venture Capital firms and other Life Science Investors

Core Member Start Ups

Core Member Startups that, at the time of membership/renewal, have been in business for less than 2 years based on their date of company formation, may apply to receive a complimentary **Core Membership**.

Core Member Startups will be invoiced at Core Member Levels in the month when they pass the 2 year mark and annually thereafter.

Patient Advocacy Partners, Full-time Students, and K-12 Educators

Organizations or individuals in the roles above have the option apply annually for **AZBio Supporting Partner Status** and receive the benefits of AZBio membership on a complimentary basis.

Associate Members

<10	U.S. Employees	\$1,000
>10	U.S. Employees	\$4,500

The Associate Member category includes all companies that sell to or provide services to Core Members or otherwise have an interest in the industries.

This includes but is not limited to companies that provide products and services in the fields of: Financial Services, Legal Services, Human Resource and Talent Acquisition, Marketing and Communications, Logistics and Supply Chain, Realty and Facilities, Support, or other industries not qualifying as Core Members.



AZBio Supporters provide the resources that help us help you make Arizona a Top-Tier Bioscience

Supporting AZBio is a way for your organization to support the growth of our Arizona Life Science Industry, and recognition opportunities for your company while helping to build and support our life science ecosystem.

Legacy Supporters:	\$25,000 and above
Chairman's Circle	\$15,000 - \$24,999
Leadership Level	\$10,000 - \$14,999
Sustaining Partner Level	\$5,000 - \$9,999

AZBio Membership and support packages do not qualify under IRS rules as charitable donations. 15% of your AZBio Membership payment is related to advocacy and cannot be claimed as a business expense.

Support levels accrue annually and include recognition, your dues as an AZBio Member and a menu of benefits you can choose from. Based on your interests and support level, your support package may include: AZBio event sponsorships, AZBio event tickets, online or print ads, job postings, and more.

Developing Resources

Since its inception in 2003, AZBio has received generous support through a broad range of corporations and community partners.

Now in its second decade of operation, AZBio has aggressive goals to reach in delivering value to the bioindustry that is gaining momentum in our state.

To achieve these goals we must continue to garner community support in the form of grants, fee for service contracts, sponsorship, and active participation from our Members. The more resources AZBio earns and receives from committed partners, the more we can reinvest in our community through AZBio benefits and services.

In 2017, AZBio reinvested your support in

- ◆ The AZBio Expo in 2017 was focused on the changing face of healthcare and how the life sciences are driving innovations in health and healthcare delivery.
- ◆ Arizona Bioscience week which brought together over 4,000 community members and visitors
- ◆ The 12th Annual AZBio Awards that was attended by over 500 leaders from across Arizona.
- ◆ Executive and administrative support so that we are accessible when YOU need us.
- ◆ Resources for advocacy at the state and national level and face to face interaction with the leaders who shape the policy that affects our industry
- ◆ Regional and state-wide events to connect and engage our community.

Creating Partnerships

At AZBio, we value our partners. You've told us how we can continue to improve. We are listening and acting on it.

One of the things we have learned from you is that you want to help us succeed and that you need a return on your investment of financial support, affiliate programs and/or in-kind services.

Our AZBio Support Levels are based on YOUR annual support of AZBio including your AZBio Membership Dues. We will work with your team to then craft the package of benefits that make sense for you and for your business so that your AZBio membership creates value.

Craft your 2018 Support Benefit Package

- ◆ Weekly recognition of your support on AZBio IN THE LOOP.
- ◆ Branded Recognition at ALL AZBio Signature Events and Gatherings .
- ◆ Tables/Tickets at AZBio Signature Events throughout the year.
- ◆ Higher levels of visibility through ads, videos, and on stage presentations.
- ◆ Opportunities for active leadership engagement in roundtables and committees.
- ◆ Branding your organization as a leader in the Arizona Biosciences community on AZBio.org and AZBio.TV.

Level of Support	Annual Aggregate Commitment including Membership dues
Legacy	\$25,000 and above
Chairman	\$15,000 to \$24,999
Leadership	\$10,000 to \$14,999
Sustaining Partners	\$ 5,000 to \$ 9,999
Community Partners	Organizations with an approved in-kind agreement

Thank You to all of the AZBio Members and Supporters who make what we do possible!

Signature Events



Arizona Bioscience Week

September 30 - October 6, 2018



AZBIO AWARDS

October 3, 2018

4 PM to 9 PM

Phoenix

Convention Center



White Hat

October 4, 2018

8 AM to 7 PM

Phoenix

Convention Center

It's the peak of Arizona Bioscience Week and the Arizona Bioindustry's big night when we celebrate success, preview new ideas, and showcase great companies.

Join us to celebrate and connect with leaders from across our community as we recognize 2018's best and brightest. It's our statewide celebration & White Hat Opening Reception

- ◆ AZBio Pioneer Award
- ◆ Fast Lane Awards for Growth
- ◆ Educator of the Year
- ◆ Public Policy Award
- ◆ Researcher of the Year
- ◆ Bioscience Leader of the Year
- ◆ Bioscience Company of the Year

The White Hat Life Science Investor Conference returns to Arizona in 2018 and will continue our commitment to support our life science companies with connections to investors and potential partners. White Hat is a regional partnership between the state BIO's of the Rocky Mountain Southwest Region. Since the first White Hat Conference in 2014, over \$100M has been invested in White Hat Presenting Companies. White Hat brings together angel investors, family offices, venture capitalists, and strategic investors with our region's most promising companies in the fields of medical devices, diagnostics, therapeutics, and health IT. The conference includes company pitches, a partnering system, and panels where our investors share insights and ideas.



Trailblazer Awards

December 13, 2018 | 11AM to 1 PM

Phoenix Country Club

Meet the legislators, and elected officials who made the biggest impact on behalf of Arizona's Bioindustry in 2018.

We'll be watching throughout the year, tracking progress, and sharing the results. Join us as we shine the spotlight and say thank you at this Member appreciation luncheon and event.

Connect—Engage—Learn

Throughout the year, AZBio holds and supports regional events in Northern, Central and Southern Arizona.

Contact AZBio to learn more about supporting these great opportunities to connect, engage, and learn.

- Member Open Houses and Beer & Bio
- Educational sessions
- Executive Round Tables
- Student Outreach Events

Support of AZBio regional events applies towards your Annual Support Level.



Advertise With AZBio

Be Seen—Be Remembered—Be Engaged

Showcase your organization or your products and services in AZBio programs throughout the year.

It's a great way to congratulate your team, share information, generate leads, find talent and add to your Annual Support Level.

Advertising opportunities are available in our programs for the

- ◆ AZBio Special Supplement \$4,500
- ◆ White Hat 2018
- ◆ Trailblazer Awards

Special Supplement	\$4,500
Inside Front Cover	\$2,500
Inside Back Cover	\$2,000
Back Cover	\$2,500
Full Page	\$1,500
Half Page	\$1,000
Online Career Center	Contact AZBio

Advocate for AZBio

Help others get involved with AZBio.

Tell your friends about AZBio and help them get involved. Bring in a new member and/or supporter and get 25% of their investment in AZBio credited towards your Annual Support Level.

It's a Win—Win.

They get connected to Arizona's bioscience community and you get extra visibility for your company.



Event/Benefit	Benefit Description	Benefit Value	Check to select
AZBW 2018 Presenting Sponsor(1)	Top billing as “Presenting Sponsor” on all promotional and event materials. 2 page spread AZ Business Magazine. 10 Tickets to the AZBio Awards AND White Hat and preferred seating with Investors and companies.	\$25,000	
AZBW 2018 Territorial Sponsor	The Territorial sponsorship. Full page ad in both the AZBio Awards Program and AZ Business Magazine. 10 Tickets to the AZBio Awards and preferred seating with Investors	\$10,000	SOLD City of Phoenix
AZBW 2018 Partnering System Sponsor	Recognition online and in the partnering system. Full page ad in both the AZBio Awards Program and AZ Business Magazine. 10 Tickets to the AZBio Awards.	\$10,000	
AZBio Awards 2018 Presenting Sponsor(1)	AZBio Awards presented by ____: Includes opportunity for video and on-stage welcome and 20 tickets and Full Page Ad statewide	\$20,000	
AZBio Awards 2018 Award Sponsor	Introduce honoree, 10 tickets and Full Page Ad	\$10,000	
AZBio Awards 2018 Gold Sponsor	Includes 10 tickets and Half Page Ad in the AZBio Directory section of the program	\$5,000	
AZBio Awards 2018 Student Discovery Zone Sponsor (2)	Includes option of 5 tickets or half page ad in the AZBio Directory section of the program and 2 tickets and billing as “Student Discovery Zone Sponsor”	\$5,000	
AZBio Awards 2018 Program Ads	AZ Business Special Section OR Statewide AZBio Directory Section—Event Only	\$4,500 \$3,000	
AZBio Awards 2018 Fiesta Sponsors (6)	Includes 10 tickets, Host recognition, and Full Page Ad in the AZBio Directory Section of the program.	\$5,000	
White Hat 2018 (1)	Top billing as “Presenting Sponsor” on all promotional and event materials. 2 page spread in White Hat Investors Program and Full page Ad in AZ Business Special Supplement. Includes 10 Tickets to the AZBio Awards and White Hat.	\$25,000	
White Hat 2018 (1) Territorial Sponsor	The Territorial sponsor will have the opportunity to host the closing reception for presenting companies and attending investors from 5 PM to 7 PM on October 4th. Full page ad in both the AZ Business Special Supplement and White Hat Investors Program. Includes 10 Tickets to the AZBio Awards and White Hat.	\$20,000	
White Hat 2018 (3) Pioneer Sponsors	Billing as “Pioneer Sponsor” on promotional and event materials. FP ad in both the Special Supplement and White Hat Investors Program. Opportunity to moderate one of the 3 investment tracks. Includes 10 Tickets to the AZBio Awards and White Hat.	\$15,000	
White Hat 2018 Prospector Sponsors	Billing as “Prospector Sponsor” on promotional and event materials. Full page ad in both the AZ Business Special Supplement and White Hat Program. Includes 10 Tickets to the AZBio Awards and White Hat.	\$10,000	
White Hat 2018 White Hat Supporter	Billing as “White Hat Supporter” on promotional and event materials. FP ad in the White Hat Program. Includes 5 Tickets for AZBio Awards & White Hat.	\$5,000	

Event/Benefit	Benefit Description	Benefit Value	Check to select
AdvaMed 2017—Philly Booth Sponsor—Sept. 2018	Contact Joan Koerber-Walker for more information	\$5,000 + booth costs	
JPM Investor Reception San Francisco—Jan. 2019	Contact Joan Koerber-Walker for more information Please note: This is the JPM 2019 event.	\$5,000	
Beer & Bio with the AZBio Board (4)	Official Sponsor for the AZBio Receptions after the Board Meetings. 1 each in January, April, August , November	\$2,500	
Trailblazer Presenting Sponsor	Introduce Luncheon Presentation 2 Tables w/ 9 tickets + Legislator	\$5,000	
Trailblazer Lunch Sponsor	On Stage Welcome and signage 1 Table w/ 9 tickets + Legislator	\$2,500	
Trailblazer Awards Sponsors	On Stage during Award Presentation 1 Table w/ 9 tickets + Legislator	\$1,500	
Trailblazer Table Host	1 Table w/ 9 tickets + Legislator	\$500	

Sponsors:

Please email your selections to JKW@AZBio.org so that our AZBio team can coordinate your benefits.