

AZBIO™
ARIZONA BIOINDUSTRY ASSOCIATION
2021 PROSPECTUS

Our Membership

AZBio is a non-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 and work to insure that people benefit from the discover, develop, and deliver.

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
- Construction
- Community & Economic Development
- Distribution
- Education
- Energy
- Finance and Investment
- Government
- Health
- Information Technology
- Law
- Manufacturing
- Natural Resource Management
- Patient Advocacy & Support
- Professional and Workforce Development
- Research
- Testing
- Other professions involved in and supporting the biosciences

We also welcome individual students and K-12 educators with free memberships as a way to encourage 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 with 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. BD, Celgene, Medtronic, Merz, Roche and others acquired innovative life science companies that were born in Arizona, and stayed to become partners in our community and partners for growth.

We are making progress and measured our economic impact (excluding hospitals) in 2018 at \$32.67 Billion.

Life is better thanks to Arizona life science innovations in the fields of Health IT, Medical Devices, Diagnostics and Therapeutics. Arizona is leveraging its collaborative gene, with universities, companies, and institutions working together to target some of the world's biggest challenges in health and healthcare as well as agriculture and industrial bio-based innovations.

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

AZBio Members Make Life Better

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.
- ◆ Sharing our story at 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 BIO, AdvaMed, MDMA and PhRMA to educate and inform on bioscience issues.
- ◆ Connecting with bioscience organizations regionally across the Rocky Mountain and Southwest to increase access to capital.
- ◆ Representing our community nationally during JPM Week, the BIO International Convention, The Medtech Conference and other industry conferences.
- ◆ Monitoring the national landscape for best practices that can work here too.



AZBio will host the 6th annual Arizona Bioscience Week in 2021.

AZBW 2021 will include the **AZBio Awards**, an early stage company showcase, the Student Discovery Zone and events hosted by statewide partners.

The **AZBio Special Supplement** in the Sept./Oct, issue of AzBusiness Magazine will share our message and your stories with 25,000 readers in print and over 122,000 online.

We need your help and financial support to make this a success and keep the momentum building as we prepare for AZBW 2021.

- ◆ 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 attendees.
- ◆ Save the date and join us in October 2021!

- ◆ 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 and med tech companies so they can grow and create more opportunity and jobs here in Arizona.
- ◆ Grow and attract great bioscience companies by providing 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 and protect the vital academic research funding generated under the Technology & Research Initiative Fund (TRIF).
- ◆ Develop new policies and programs that support University Technology Transfer Activity; encourage entrepreneurial activity; and foster a going investment base that will create a significant economic impact.
- ◆ Protect 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 2021 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 Tax Credits are uninterrupted and funded at levels that support industry growth.
- ◆ In 2018, SB 1390 extended the .6 cent transaction privilege tax for education created under Prop 301 through 2041. Essential Prop. 301 allocations including support for our community colleges and TRIF (the Technology and Research Initiative Fund) need to be reaffirmed in a new voter initiative so that they have voter protection.
- ◆ 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.
- ◆ Develop the AZAdvances Endowment to create a pathway for Arizona Health Innovations from the lab to the patient and build on Arizona's decades of life science investments.

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-in 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.

Membership & Support Levels

Effective January 1, 2019

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 4 Million Dollars in 2019!

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, 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 being connected with our industry.

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, Logistics and Supply Chain, Real-estate & Development, Facilities, or other industries not qualifying as Core Members.



AZBio Supporters provide the resources that help us help you.

Supporting AZBio is a way for your organization to support the growth of our Arizona Life Science Industry, and provides 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 online and at events, 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, and more.

Visit AZBio.org/Join for more information and to join AZBio

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 2020, AZBio reinvested your support in

- ◆ Arizona Bioscience Week which included a wide range of educational events delivered virtually.
- ◆ The 56-page AZBio Special Supplement in AzBusiness that reached over 25,000 in print.
- ◆ Celebrating Life & Science a 1-hour prime time TV special featuring the 2020 AZBio Awards winners and garnering over 28,000 impressions. (Nielson)
- ◆ The White Hat Life Science investor Conference
- ◆ 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.
- ◆ Matching funds for a multi-year initiative to address the need for early stage life science funding.
- ◆ Other smaller events designed 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 2021 Support Benefit Package

- ◆ Weekly recognition of your support on AZBio IN THE LOOP.
- ◆ Sponsorship of educational events
- ◆ Branded Recognition at AZBio Signature Events and on AZBio.org.
- ◆ 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.
- ◆ Involvement in the regional White Hat Life Science Investor Conference and connections to investors from AZ, the U.S., and overseas.
- ◆ Member-only access to meetings of the AZBio Government Affairs Committee.

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



AZBIO AWARDS
October 5, 2021
3 PM to 5:30 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 2021's best and brightest.

It's our statewide celebration

- ◆ 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



Life Science Fiesta after the Awards

Join us for dinner at the after party to connect with your community, meet with companies and patient advocates.

Be inspired by our amazing innovators and the future leaders you will meet and be inspired by in the 2021 Student Discovery Zone.



Student Discovery Zone Scholarships

Encourage the next generation of Bioscience Leaders.

When COVID-19 made in-person events unwise, AZBio created an online scholarship challenge to engage our student researchers and our community. After 53,541 votes were received, we had our winners! While we hope to have an in-person component again in 2021, we would love your support to bring back the scholarship competition during AZBW 2021.



Trailblazer Awards
December 9, 2021
11 AM to 1 PM
Phoenix Country Club

Meet the legislators, and elected officials who made the biggest impact on behalf of Arizona's Bioindustry in 2019.

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.

Other Support Opportunities:

- ◆ Leading Women: Biotech & Beyond
- ◆ Quarterly Socials with the AZBio Board and AZBio Members
- ◆ AZBio Special Supplement Advertising
- ◆ Host an AZBio Event





BIO International Convention
Location TBA
June 14-17, 2021

It's the biggest biotech event of the year and it's happening right next door in San Diego.

Dream big, work tirelessly towards a better future, and together we will tackle challenges that others think are hopeless or impossible.

Contact AZBio for help in leveraging this opportunity.



Connect with Arizona life science innovators, and thought leaders each month as part of our AZBio Peer Community.

- ◆ Become a volunteer mentor
- ◆ Share expertise as a speaker
- ◆ Join the planning committee
- ◆ Get Engaged

All AZBioPEERS events will be held online until further notice. Monthly networking breakfasts and events will resume when it is deemed wise to do so from a public health perspective.



The MedTech Conference
Minneapolis
September 27-29, 2021

Host the Arizona booth and help us spread the word to national and international visitors on why Arizona is the place where they can come to grow and succeed.

Showcase your community to the global Medtech community in September 2021.



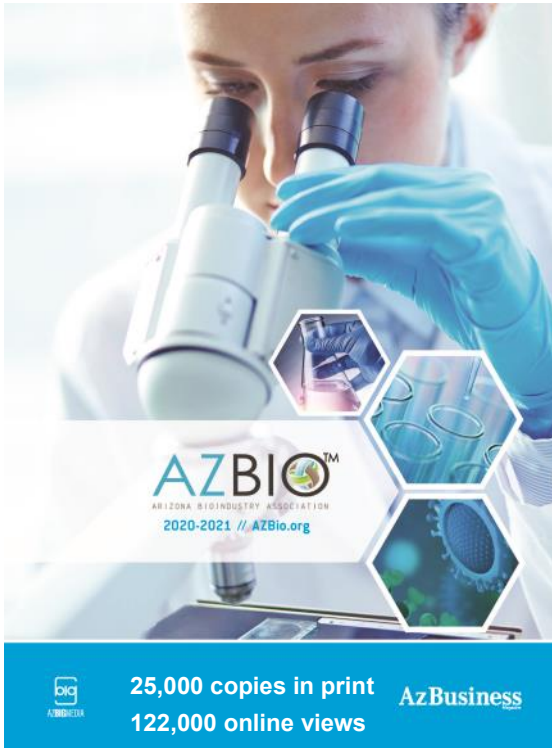
Host a Community Event

Hosts are responsible for space, AV, parking, and catering. AZBio will assist with programing, marketing, and registration.

Community events include, Beer & Bio, Leading Women: Biotech & Beyond, Educational Events, and other opportunities to engage the with our community.

Contact AZBio to learn more about hosting community events when it is deemed wise to do so from a public health perspective.

2021 AZBio Special Supplement



Reserve your page today

Full page supplement ad or story \$4,500

- ◆ Included in the Sept./Oct. Edition of Az Business Magazine
- ◆ Included in 2021 AZBio Member Directory
- ◆ Distributed at the AZBio Awards and in meetings with key leaders year round
- ◆ Includes 5 AZBio Awards tickets so you can join the celebration
- ◆ Adds to your sponsorship recognition level at all AZBW events

Full page directory-only ad or story \$3,000

- ◆ Included in 2021 AZBio Member Directory
- ◆ Distributed at the AZBio Awards and in meetings with key leaders year round.
- ◆ Includes 5 AZBio Awards tickets so you can join the celebration
- ◆ Adds to your sponsorship recognition level at all AZBW events

Page reservations must be received by August 1, 2021.

Highlighting the important work you do and the impact you make.

The 40 Page Arizona Bioscience Special Supplement in the Sept./Oct. issue of Az Business Magazine reaches 25,000 readers in print and 122,000 online and helps the community get engaged in the weeks leading up to AZBW.

All Attendees at the AZBio Awards receive the AZBio Special Supplement combined with the 2021-2022 AZBio Public Policy Guide and Member Directory

This combined 80 page resource guide is also distributed in key meetings with leaders throughout the year and at national and international events like the BIO International Convention and The MedTech Conference.

Space is limited. Reserve your page early!

Event/Sponsorship	Benefit Description	Benefit Value
AZBW 2020 Presenting Sponsor(1)	Top billing as “AZBW Presenting Sponsor” on all promotional and event materials. 2-page spread in the AzBusiness Magazine; 10 Tickets to the AZBio Awards and White Hat with reserved seating.	\$25,000
AZBW 2020 Territorial Sponsor	Full page ad in the AZBio Awards Program and AzBusiness Magazine; 10 Tickets to the AZBio Awards with reserved seating .	\$10,000
AZBio Special Supplement	Full page ad or story in the AZBio Awards Program/Member Directory and AzBusiness Magazine; 5 AZBio Awards Tickets	\$4,500
AZBio Awards Program/ Member Directory	Full page ad or story in the AZBio Awards Program/Member Directory; 5 AZBio Awards Tickets	\$3,000
AZBio Awards Presenting Sponsor(1)	Top billing as “AZBio Awards Presenting Sponsor” on all promotional and event materials. 2-page spread in the AZBio Awards Program/ AzBusiness Magazine; 10 Tickets to the AZBio Awards and White Hat & reserved seating	\$20,000
AZBio Awards Fiesta Sponsor	Full page ad in the AZBio Awards Program /AzBusiness Magazine; 10 tickets to the AZBio Awards and reserved seating at the AZBio Awards Ceremony	\$10,000
AZBio Awards Student Discovery Zone Sponsor (2)	Recognition as “Student Discovery Zone Sponsor” at the AZBio Awards, Full page ad in the AZBio Awards Program/AzBusiness Magazine . Tickets based on support level. Ability to support scholarships.	\$5,00 to \$10,000
AZBio Awards Cocktail Reception (2)	Includes 10 tickets and Full Page Ad in the AZBio Directory section of the program	\$5,000
AZBio Awards Program Ads	Full page ad in AZBio Directory Section of the AZBio Awards Program (Event Only) and 5 Award Tickets	\$3,000
AZBio Awards Innovation Showcase Sponsors (3)	Includes 5 AZBio Awards tickets, Host recognition, and an option for a double booth in the Innovation Showcase at the Fiesta.	\$2,500
AZBio Awards with Hosted Table (10 tickets)	Includes 10 tickets at a reserved table at the Awards Ceremony	\$1,500
PROGRAM SUPPORT		
AZBioPEERS Entrepreneurship Fellowships	AZBio has a goal of hosting TWO Entrepreneurial Fellows—1 in Central AZ and one in Southern AZ under the supervision of Dr. Patricia Beckmann, AZBio’s Entrepreneurial Program Coordinator to support the AZBioPEERS initiative an the growth of early stage life science companies.	Contact AZBio
Government Affairs Committee	Sponsorship supports monthly AZBio Government Affairs Committee meetings, legislative updates, and educational sessions.	Contact AZBio
VOICE OF THE PATIENT	AZBio’s VOICE OF THE PATIENT initiative will launch in November of 2020 and feature patient videos illustrating the impact of biomedical innovations	Contact AZBio
FACES of TRIF	Launched in 2020, www.FACESofTRIF.org is designed to educate & inform the community about the impact of TRIF funded researchers.	Contact AZBio

Event/Benefit	Benefit Description	Benefit Value
Trailblazer Presenting Sponsor (1)	On Stage Introduction as Presenting Sponsor Full Page Program Ad 2 Tables of 9 tickets + Legislator	\$10,000
Trailblazer Luncheon Sponsor (1)	Recognition as Luncheon Sponsor 1 Table w/ 9 tickets + Legislator	\$5,000
Trailblazer Advocates	Recognition as Advocate Sponsors 1 Table w/ 9 tickets + Legislator	\$2,500
Trailblazer Awards Sponsors	Recognition as Award Sponsors 1 Table w/ 9 tickets + Legislator	\$1,500
Trailblazer Table Host	1 Table w/ 9 tickets + Legislator	\$750
JPM Kick Off Reception	San Francisco—January 2022 Contact Joan Koerber-Walker for more information	\$5,000
AdvaMed 2020—Toronto	Booth Sponsor—Sept. 2019 Contact Joan Koerber-Walker for more information	\$5,000 + booth costs
Host a Community Event		
Hosts are responsible for space, AV, parking , and catering AZBio will assist with programing, marketing, and registration		
AZBio Board Meeting & Beer & Bio with the AZBio Board (2)	Host AZBio Board Meeting from 2 - 5 PM followed by a Member Reception following AZBio Board Meeting from 5:30 - 7:30 PM In-person events will resume when it is deemed wise to do so from a public health perspective	
Leading Women - Biotech & Beyond	Target Month - September (AZBW)	
Regulatory Event	Contact Joan Koerber-Walker for more information	
Build Your Own Concept	Contact Joan Koerber-Walker for more information	

Important Tax and Business Information

As a 501c6, contributions to AZBio in the form of dues or sponsorship are deemed business expenses by the IRS and can not be claimed as charitable contributions.

In the case of DUES, 15% of your AZBio Membership Dues are NOT deductible as a business expense based on the AZBio's estimated lobbying expenses.

AZBio's partnership with OTEF, a 501c3 public charity, provides opportunities for charitable donations to programs designed to move our Arizona bioscience sector forward faster. Short descriptions of these opportunities are provided on the following page.

Credit for In-Kind Contributions: To qualify as an in-kind contribution that is officially recognized as support, AZBio records in-kind items in accordance with GAP. In-kind contributions must be documented in writing with the specific items at Fair Market Value and specifically apply to a defined need of the organization.

In-kind contributions apply to Support levels and are not applied to Membership Dues.

Payments: Check, Credit Card, EFT Please contact jkw@azbio.org for assistance with EFT.

As a 501c6, contributions to AZBio in the form of dues or sponsorship are deemed business expenses by the IRS and can not be claimed as charitable contributions.

AZBio's partnerships with OTEF (the Opportunity Through Entrepreneurship Foundation), 501c3 public charity, provides opportunities for charitable donations to programs designed to move our Arizona bioscience sector forward faster and make life better for patients and their families.



D3Bio is a collaboration between the Opportunity Through Entrepreneurship Foundation (OTEF), an Arizona 501c3 public charity, and AZBio. D3Bio operates as a division under OTEF.

The mission of D3Bio is to support life science innovation and life science innovators along the pathway from discovery to development to delivery.

Current D3Bio Programs Include:

- ◆ Underwriting free internship postings on the AZBio Career Center.
- ◆ Supporting the Student Discovery Zones where Arizona students from our high schools, community colleges and universities have the opportunity to showcase their work and exchange ideas with industry leaders. In 2020, we celebrated supporting our 1,000th student and added a scholarship component to the program.
- ◆ Supporting administrative needs of the AZAdvances Capital Campaign.

To learn more about D3Bio, please visit

www.D3Bio.org

AZAdvances™ is designed to provide a steady flow of funding for ARIZONA life science innovations and the ecosystem that supports our innovators. AZAdvances investments into our community will be directed to the projects and early stage life science companies with the greatest potential for lasting impact by the AZAdvances Trustees each year

With both an evergreen endowment and a current use fund, AZAdvances will have the ability to support direct expenditure grants to non-profit entities and direct investments into emerging life science firms across the state.

The AZAdvances capital campaign goals are:

- ◆ The AZAdvances Legacy Endowment™ goal is to reach \$200 million. At that level, the endowment can be expected to provide \$10 million or more in distributions annually.
- ◆ The AZAdvances Today Fund™ goal is \$50 million. This current use is designed to support projects and investments as the AZAdvances Legacy Endowment continues to build and to deploy community donations and distributions from the endowment over time.

To learn more about AZAdvances, please visit

www.AZAdvances.org

Opportunity Through Entrepreneurship Foundation is a 501c3 public charity
Tax ID #20-3779020

For more information on how to engage with AZBio and its partners on philanthropic opportunities, contact Joan Koerber-Walker at jkw@azbio.org or call 480-332-9636