

AZBIOTM

ARIZONA BIOINDUSTRY ASSOCIATION

| 20

YEARS OF IMPACT

Prospectus

2023





we are unique.

AZBio is the only organization exclusively focused on growing Arizona's life science industry.

Our vision is that Arizona will rise to the top-ten in the national ranking of life science states.

Our mission is to support the needs of Arizona's growing life science ecosystem.

Arizona Bioindustry Association, Inc.

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(480) 779-8101 AZBio.org

AdvancingBio@AZBio.org

A tall saguaro cactus stands prominently in the foreground, its multiple arms reaching upwards. The background shows a desert landscape with mountains under a soft, orange and yellow sky, suggesting a sunset or sunrise. The cactus is the central focus of the image, which is partially framed by a light blue circular shape in the top right corner.

The saguaro cactus is the largest cactus in the United States, and will normally reach heights of 40 feet tall. The tallest saguaro cactus ever measured towered over 78 feet into the air.

Focus

AZBio's Board of Directors have identified six area of focus that guide our investments and our actions as an organization as we execute on our mission and pursue our vision.

Areas of Focus



Advocacy



Voice



Connectivity



Capital



Workforce



Infrastructure

[Learn more at azbio.org/what-we-do](https://azbio.org/what-we-do)

Membership Dues

AZBio Members provide the resources we use to serve our members and our community as we execute on our mission.

Core Members

The **Core Member** category includes companies that conduct research, develop, manufacture, or sell biotech or medical device and healthcare technology products. The category includes hospitals and all classes of healthcare providers as well as non-profit organizations, universities, community colleges, municipalities, government agencies and Life Science Investors.

Core Member Dues

1-10	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

AZBio extends free **Core Start Up** memberships to companies during the 2 years following formation and free **Supporting Partner** memberships to Patient Advocacy Organizations and K-12 Teachers.

Associate Members

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.

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

AZBio Supporters are AZBio Members who provide financial resources in addition to their annual dues. The Support Levels below include membership dues and can be paid annually as a lump sum or aggregated based on the combination of dues and individual event sponsorships or grants provided to AZBio during the membership year.

Support Levels

Legacy Level	\$ 25,000 or greater
Chairman's Level	\$ 15,000 - \$24,999
Leadership Level	\$ 10,000 - \$14,999
Sustaining Members	\$ 5,000 - \$ 9,999

Support Recognition

All AZBio Supporters are recognized with:

- Logo and Link on the AZBio.org Home Page
- Listing on the weekly AZBio In The Loop
- Logo displayed at AZBio Signature Events and in the AZBio print and online Member Directories.

Additional Benefits

AZBio is truly grateful to our AZBio Supporters.

Each AZBio Supporter has a benefit account equal to the difference between their Support Level and their dues. These benefit funds can be applied to event tickets, exhibit booths, ads, or event sponsorships. Benefit funds do not carry over from one membership year to another.

AZBio Membership and support packages do not qualify under IRS rules as charitable donations.

Charitable Donations



AZBio has partnered with the Opportunity Through Entrepreneurship Foundation (OTEF) on two key initiatives related our focus on workforce and on access to capital. As a 501c3 public charity, donations or grants to OTEF may be tax deductible. Please contact your tax advisor to determine your eligibility for tax deduction.



D3Bio provides students the opportunity to make connections with industry leaders in the Student Discovery Zone at the AZBio Awards. Over 1,000 Arizona Students have participated in the Student Discovery Zone since the program began in 2011.

Learn more at D3bio.org



AZAdvances was created in 2019 by AZBio and the Opportunity Through Entrepreneurship Foundation (OTEF) to address the lack of early stage life science capital in Arizona. AZAdvances programs will provide funding and support to life science researchers and entrepreneurs as well as deliver workforce programs that support our growing talent needs. AZAdvances is designed to provide grants to non-profit organizations that support the life science entrepreneurial ecosystem and mission related investments in early-stage life science companies who are working to develop services, treatments and cures that benefit people facing health risks and challenges.

Learn more at AZAdvances.org

AZBio and OTEF are truly grateful to our donors.

Donors have the option to be recognized on the Donor Wall at OTEF.org and/or AZAdvances.org in the case of donations designated for AZAdvances. In addition, your donation will be added to your support level at AZBio in the membership year that the donation is made. To maintain compliance with IRS guidelines, donations will not increase your AZBio Supporter benefit account.

Donor Recognition

**Opportunity Through Entrepreneurship Foundation is an Arizona-based 501c3 public charity.
EIN #20-3779020**

2023 Signature Events & Programs: Sponsorship Opportunities

The following list of events are planned to be held in person in 2023. Details on each event, with descriptions and sponsor benefits are provided following this page.

- State Bio Friends JPM Kick Off Reception in San Francisco (January 8)
- Health Innovation Spotlights on ABC15
- AZBioPEERS Gatherings (May & September)
- AZBio Receptions (January, April, August, and November)
- Arizona Bioscience Week (September 25 - 29)
 - Leading Women: Bioscience & Beyond (September 25)
 - Student Discovery Zone (September 27)
 - AZAdvances Innovation Showcase (September 27)
 - Voice of the Patient (September 28)
 - Ponte Cura - Benefiting AZAdvances (September 29)
 - AZBio Special Supplement (Sept/Oct Issue of Az Business Magazine)
- Trailblazers Legislative Awards & Appreciation Luncheon (December 8)



2022 Grant & Sponsorship Opportunities

SPONSORSHIP OPPORTUNITY: State Bio Friends JPM Kick Off Reception

The **State Bio Friends JPM Kick Off Reception in San Francisco** on Jan. 8, 2022 is cohosted by AZBio, Biocom, BioNJ, New York BIO, and MichBio during JP Morgan Healthcare Week.

- **\$5,000 sponsorship** includes 50 tickets to this invitation-only event with investors and innovators along with online and event recognition.

GRANT OPPORTUNITY: Sonoran Living Health Innovation Spotlights

Launched in 2021, the Sonoran Living Health Innovation Spotlights public information campaign is a series of 1-minute and 4-minute segments that are co-produced by AZBio and ABC15 (KNXV-Phoenix). Each segment focuses on a health challenge or innovation opportunity and then spotlights an Arizona based organization working in this area. Segments air on ABC15 and CW61 (KASW-Phoenix). The program is expected to generate over 1 million impressions in 2023 based on Nielsen projections in the 25 and older demographic.

- **\$15,000 in grant support** allows AZBio to double the number of stories and airtime in 2023. Educational grants can be made to AZBio or to OTEF.
- To see examples, please visit azbio.org/azadvances



As a reminder, donations and grants aggregate towards your support level but do not include items of value to maintain compliance with IRS guidelines.

2023 Grant & Sponsorship Opportunities



SPONSORSHIP OPPORTUNITY: AZBioPEERS Gatherings

The AZBioPEERS Educational Sessions are delivered online on the 3rd Tuesday of each month and focus on topics determined with the AZBioPEERS Advisory Committee. 2 AZBioPEERS gatherings are planned to bring the community together in person in 2023. Sponsorships underwrite hard costs and program expenses.

- \$ 6,000 **Presenting Sponsor (May or September)**
- \$10,000 **Presenting Sponsor Both Receptions**

To view past sessions, please visit azbio.org/resources/azbiopeers

GRANT OR SPONSORSHIP OPPORTUNITY: AZBioPEERS Mentoring

Launched in 2022, the AZBioPEERS Mentoring Program provides milestone-focused, team based mentoring for early stage life science ventures. Entrepreneurs are matched with a team of highly experienced mentors for milestone-dependent, structured small group mentoring sessions.

- \$ 5,000 **Sponsor**
- \$10,000 **Presenting Sponsor**



GRANT OR SPONSORSHIP OPPORTUNITY: AZAdvances Health Innovation Showcase

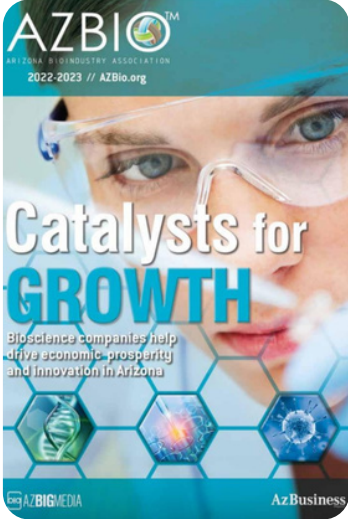
The AZAdvances Health Innovation Showcase is a Fast Pitch Competition for early-stage entrepreneurs that will be held on Sept. 27, 2023 at the Phoenix Convention Center before the AZBio Awards.

- \$ 5,000 **AV & Post Event Video Sponsor**
- \$ 5,000 **Prize Sponsors (2)**
- \$10,000 **Presenting Sponsor**



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2023 Grant & Sponsorship Opportunities



SPONSORSHIP OPPORTUNITY: AZBio Special Supplement

The **AZBio Special Supplement** in the Sept/Oct Issue of Az Business Magazine includes 56 pages of stories and articles showcasing Arizona's Bioindustry in Arizona's leading business magazine. The magazine is delivered in print to 25,000 business leaders. Additionally, the supplement is combined with the AZBio Public Policy Guide & Member Directory to create an educational publication that is distributed at national conferences and in key meetings year round.

- \$4,500 per page (ad or article) **plus** 5 tickets to the AZBio Awards

To view the 2023 issue please visit azbio.org/azbw2023

GRANT OR SPONSORSHIP OPPORTUNITY: Celebrating Life & Science (Special Broadcast Event)

When COVID-19 made it unwise to hold large in-person events, the AZBio Board of Directors and our sponsors approved using the funding designated for the AZBio Awards to create a 1-hour broadcast event, **Celebrating Life & Science**. In 2020 the program aired twice, once on ABC15 and CW61. The 2021 edition aired three times, twice on ABC15 and once on CW61. Replays can be viewed online at:

- azbio.org/celebrating-life-science
- azbio.org/celebrating-life-science-2021

Based on Nielsen reporting in 2020, a single airing of **Celebrating Life & Science** reached more people than the total attendance of all AZBio Awards in-person events over a 15 year period.

With the return to in-person events, funding is no longer available to produce and air this program without additional community support.

Cost Estimates (Production and Airtime):

- Phoenix DMA only \$40,000
- Phoenix & Tucson DMA \$60,000

For more information, please contact AZBio.

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2023 Grant & Sponsorship Opportunities



Each year **Arizona Bioscience Week** brings together our community as well as visitors from around the country. 2023 marks the 8th annual AZBW. The week long event calendar includes some of AZBio's largest and most exciting events along with social and educational programs hosted by AZBio Member organizations. To learn more, visit azbio.org/azbw2022.

- \$20,000 - **Presenting Sponsorship** includes Full Page Ad in the AZBio Special Supplement and up to 20 tickets for the AZBio Awards.

GRANT OR SPONSORSHIP OPPORTUNITY: The 19th Annual AZBio Awards

AZBio's most popular and best attended event, the AZBio Awards celebrates Arizona Leaders and Innovators. September 27, 2023 at the Phoenix Convention Center. Learn more at AZBioAwards.com.

- \$15,000 **Presenting Sponsor** (limit 2) - includes full page in AZBio Special Supplement and up to 20 tickets to the AZBio Awards.
- \$10,000 **AV Sponsor** includes full page in AZBio Special Supplement and up to 10 tickets to the AZBio Awards.
- \$10,000 **Awards Sponsor** (limit 9) includes full page in AZBio Special Supplement and up to 10 tickets to the AZBio Awards.
- \$5,000 **Community Champion** includes recognition and up to 5 tickets to the AZBio Awards & White Hat.
- \$4,500 **Page in AZBio Special Supplement** + 5 AZBio Awards Tickets



2023 Grant & Sponsorship Opportunities



To learn more, visit azbio.org/azbw2023.

GRANT OR SPONSORSHIP OPPORTUNITY: Student Discovery Zone

Since it began in 2011, the Student Discovery Zone at the AZBio Awards has showcased the work of over 1,400 Arizona students. In 2023, we students compete online for scholarships and present in-person format at the AZBio Awards.

- \$10,000 **Presenting Sponsor** includes full page ad in the AZBio Special Supplement and 10 tickets to the AZBio Awards.
- \$5,000 **Student Scholarship Prize Sponsor** includes recognition and 5 AZBio Award tickets

Student posters will be judged by a panel of life science leaders and scholarships will be awarded based on technical merit.



GRANT OR SPONSORSHIP OPPORTUNITY: AZAdvances Health Innovation Showcase

The AZAdvances Health Innovation Showcase is a Fast Pitch Competition for early-stage entrepreneurs that will be held on Sept.27, 2023 at the Phoenix Convention Center before the AZBio Awards.

- \$ 5,000 **AV & Post Event Video Sponsor**
- \$ 5,000 **Prize Sponsors (2)**
- \$10,000 **Presenting Sponsor**
- **10 x 10 Exhibit Booth** Members \$600; Non-Members \$1,200
- **10 x 20 Exhibit Booth** Members \$1,200; Non-Members \$2,400



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2023 Grant & Sponsorship Opportunities



To learn more, visit azbio.org/azbw2023.

GRANT OR SPONSORSHIP OPPORTUNITY: Voice of the Patient

Produced in partnership with Arizona's patient advocacy community, **Voice of the Patient** brings together people who are living with acute and chronic health challenges to share their life experiences with life science leaders, healthcare leaders, and each other.

Speakers at Voice of the Patient are patients and patient advocates. This forum is a place for them to share their experiences and tell our industry what they need from us now and in the future.

In addition to general sessions, the event includes a networking lunch, and an information area where industry members are encouraged to meet with attendees and answer questions.

We hope you will join us for a conversation on life science innovation from the patient perspective on Sept. 28, 2023.

View Patient Stories at azbio.org/voice-of-the-patient

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Voice of the Patient
an Arizona Bioscience Week Special Event



**Patients are the reason
we do what we do.**

- \$ 7,500 **Operations Sponsor** (limit 1) - covers AV, facilities costs and operational expenses.
- \$ 5,000 **Breakfast Sponsor**
- \$ 2,500 **Patient Champions**
- **Industry Information Table** Members \$600; Non-Members \$1,200
- **Patient Advocacy Group Information Tables** are complimentary.
- **Tickets** are complimentary for all registered attendees.

2023 Grant & Sponsorship Opportunities



To learn more, visit azbio.org/azbw2023.

GRANT OR SPONSORSHIP OPPORTUNITY: Ponte Cura benefiting AZAdvances



Ponte Cura: A Celebration of Science & Hope is the closing event of Arizona Bioscience Week and benefits the Opportunity Through Entrepreneurship Foundation and our AZAdvances Initiative.

- \$50,000 **Presenting Sponsor** (limit 1) - includes full page in AZBio Special Supplement and recognition as Presenting Sponsor
- \$25,000 **Entertainment Sponsor** (limit 1) includes full page in AZBio Special Supplement, and recognition as Entertainment Sponsor
- \$15,000 **Reception Sponsor** (limit 1) includes full page in AZBio Special Supplement, and recognition as Reception Sponsor
- \$ 5,000 **Dessert Sponsor** (limit 1)
- \$ 5,000 **Valet Parking Sponsor** (limit 1)
- \$ 5,000 **Community Champions**



Donations at all levels are greatly appreciated.

All sponsors and donors are recognized on the AZAdvances Donor Wall.

Learn more at AZAdvances.org



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2023 Grant & Sponsorship Opportunities



GRANT OR SPONSORSHIP OPPORTUNITY: Trailblazers 2023

Since 2011, the AZBio Trailblazer Awards and Legislator Appreciation Luncheon has been our community's closing celebration. It is a time when we come together, catch up, and share plans for the year ahead,

It is also a time to say "Thank You" to the elected leaders who work to make life better from a policy perspective.

We hope you will join us on December 14, 2023.



- \$ 10,000 **Presenting Sponsor**
- \$ 5,000 **Lunch Sponsor**
- \$ 2,500 **Awards Sponsor**
- **Tables:** 9 tickets + VIP Guest
 - \$ 750 Members
 - \$1,500 Non Members
- **Tickets**
 - \$ 75 Members
 - \$150 Non Members

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