



Prospectus

2024



we are unique.

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

Our vision is that Arizona's life science sector will rise to the top-ten in the national rankings and will double its impact by 2033.

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

put on the pin

Arizona leaders wear the pin to show support for our goal to double the economic impact of our life science sector in Arizona by 2033.



Arizona Bioindustry Association, Inc.

1800 E Ray Rd, KCA-Suite A106
Chandler, AZ 85225-8720

(480) 779-8101 AZBio.org

AdvancingBio@AZBio.org

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 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.



AZAdvances.org

Platinum
Transparency
2023

Candid.

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 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.

The **AZAdvances Talent** program provides students the opportunity to make connections with industry leaders and compete for merit based scholarship prizes in the Student Discovery Zone at the AZBio Awards. Over 1,400 Arizona Students have participated in the Student Discovery Zone since the program began in 2011.

Both AZBio and OTEF have earned the Platinum Seal of Transparency on GuideStar/Candid

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**

2024 Signature Events & Programs: Sponsorship Opportunities

The following list of events are planned to be held in person in 2024. 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 7)
- AZBioPEERS Gatherings (May & September)
- AZBio Receptions (January, April, August, and November)
- Arizona Bioscience Week (September 16 - 20)
 - AZBio Special Supplement (Sept/Oct Issue of Az Business Magazine)
 - Leading Women: Bioscience & Beyond (September 16)
 - AZBio Awards & Student Discovery Zone (September 18)
 - White Hat Life Science Investor Conference (September 19)
 - Voice of the Patient (September 20)
 - Ponte Cura - Benefiting AZAdvances (September 20)
- Trailblazers Legislative Awards & Appreciation Luncheon (December 12)



2024 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. 7, 2024 is cohosted by AZBio, Biocom, BioNJ, New York BIO, MichBio, Life Sciences PA, and Virginia Bio 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.

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.

AZBioPEERS gatherings are planned to bring the community together in person in 2024. 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**



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

2024 Grant & Sponsorship Opportunities

AZBio Receptions (January, April, August, and November)

AZBio Receptions are scheduled from 5:30 - 7:30 pm following our four AZBio Board Meetings each year and are attended by AZBio Board Members, AZBio Member Companies and guests.

Sponsorship covers the costs of catering and other direct expenses.

Sponsors have the option to host the reception by providing food & beverage OR to provide \$5,000 in sponsorship to help underwrite these costs.

2024 AZBio Reception Schedule:

- January 18, 2024 - AZBio Kick off Reception - **Sold to Snell & Wilmer**
- April 18, 2023 - Spring Reception
- August 22, 2024 - Fall Reception
- November 21, 2024 - Winter Reception



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2024 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/azbw2024.

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

AZBW 2024 includes the following AZBio hosted events: Leading Women: Biotech & Beyond; AZBio Awards; the Student Discovery Zone; the White Hat Life Science Investor Conference, Voice of the Patient, and Ponte Cura.



SPONSORSHIP OPPORTUNITY: AZBio Special Supplement

The **AZBio Special Supplement** in the Sept/Oct Issue of Az Business Magazine includes 56 pages of stories, articles, and display ads 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 online please visit azbio.org/azbw2024

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2024 Grant & Sponsorship Opportunities



Join us for cocktails connections and stimulating conversation with some of biotech's leading women as we kick off Arizona Bioscience Week 2024 in style.

Monday, September 16, 2024

Time: 5:30PM – 7:30 PM

Location: TBA



- \$10,000 **Presenting Sponsor** (limit 1) - includes full page in AZBio Special Supplement and tickets as needed. Opportunity to have a Leading Woman from your team serve as moderator.
- \$5,000 **Reception Sponsor** (limit 2) includes onsite recognition and tickets as needed.
- \$2,500 **Diversity Champion** includes onsite recognition and tickets as needed.

2024 Grant & Sponsorship Opportunities



AZBio's most popular and best attended event, the AZBio Awards celebrates Arizona Leaders and Innovators on September 18, 2024 at the Phoenix Convention Center South Ballroom.

The AZBio Awards include:

- AZBio Pioneer Award for Lifetime Achievement
- Arizona Bioscience Company of the Year
- Jon W. McGarity Arizona Bioscience Leader of the Year
- AZBio Public Service Award Honoree
- Arizona Bioscience Researcher of the Year
- Michael A. Cusanovich Bioscience Educator of the Year
- AZBio Fast Lane Honorees

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 Sponsors** (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

AZBio AWARDSTM
ARIZONA'S PREMIER BIOSCIENCE EVENT



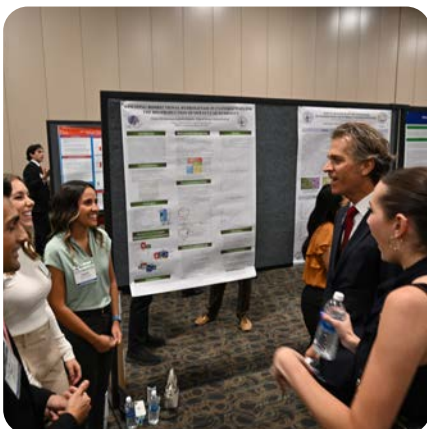
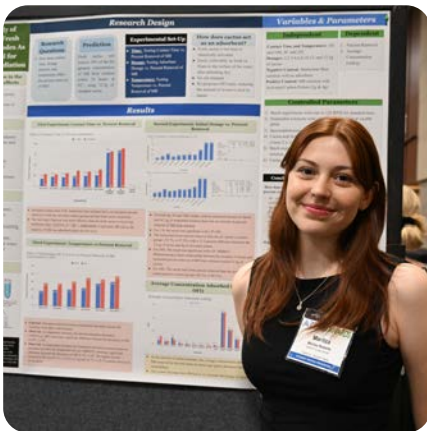
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2024 Grant & Sponsorship Opportunities

Since it began in 2011, the Student Discovery Zone at the AZBio Awards has showcased the work of over 1,400 Arizona students. Students compete online for scholarships and present in-person 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 are judged by a panel of life science leaders and scholarships are awarded based on technical merit.



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2024 Grant & Sponsorship Opportunities



To learn more, visit whitehatinvestors.com.

Today innovators across the Rocky Mountain Southwest Region are pioneering new ways to prevent disease and improve health.

White Hat Investors 2024, a biotech and healthcare investor conference, showcases exciting biotech and med tech companies from across the Rocky Mountain & Southwest Region September 18-19, 2024 during Arizona Bioscience Week. Attendees use the Arizona Bioscience Week App to connect with a new generation of biotech and healthcare pioneers.

- **White Hat Presenting Sponsor** – Top billing on all promotional and event materials. Includes up to 10 registered attendees. Additional benefits tailored to sponsor preference. **\$25,000**
- **Territorial Sponsor** – recognition on all promotional and event materials. Includes up to 8 registered attendees. Additional benefits tailored to sponsor preference **\$20,000**
- **Pioneer Sponsors** - limit 3 - Recognition on all promotional and event materials. Includes up to 6 registered attendees. Additional benefits tailored to sponsor preference **\$15,000**
- **Partnering System Sponsor**- limit 1 - Recognition online and in the partnering system. Includes up to 4 registered attendees. Additional benefits tailored to sponsor preference. **\$10,000**
- **Prospector Sponsors** Recognition on all promotional and event materials. Includes up to 4 registered attendees. Additional benefits tailored to sponsor preference. **\$10,000**
- **White Hats** - Recognition on all promotional and event materials. Includes 2 registered attendees. Additional benefits tailored to sponsor preference. **\$5,000**

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2024 Grant & Sponsorship Opportunities



Voice of the Patient an Arizona Bioscience Week Special Event



To learn more, visit azbio.org/azbw2024.

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 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. 20, 2024.

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

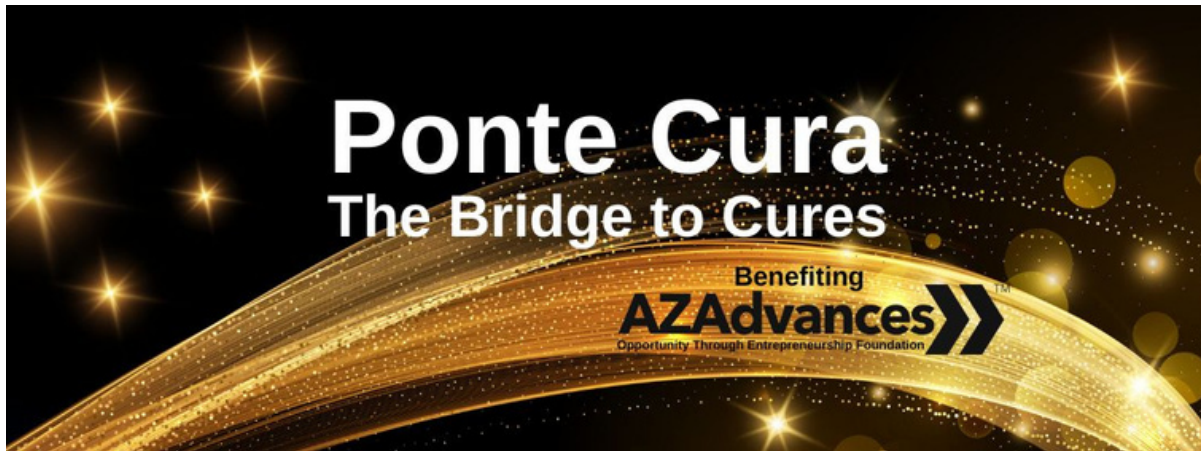


Patients are the reason we do what we do.

- \$ 7,500 **Operations Sponsor** (limit 1) - covers AV, facilities costs and operational expenses.
- \$ 5,000 **Breakfast Sponsor**
- \$ 2,500 **Patient Champions**
- **Industry Information Table** \$750
- **Patient Advocacy Group Information Tables** are complimentary.
- **Tickets** are complimentary for all registered attendees.

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2024 Grant & Sponsorship Opportunities



To learn more, visit PonteCura.org



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 about AZAdvances at AZAdvances.org



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2024 Grant & Sponsorship Opportunities



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 and support the growth of our industry.

We hope you will join us on December 12, 2024.



- \$ 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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