AZBIO™

ARIZONA BIOINDUSTRY ASSOCIATION

Prospectus

2027



Image Credit:
Precision Epigenomics

we are unique.

AZBio is the only organization exclusively focused on growing Arizona's life science industry. AZBio Members include biotech, medtech, health IT and other industrial partners PLUS academic and research institutions, patient organizations, investors and foundations, financial institutions, supply chain partners, ecosystem builders, and more.

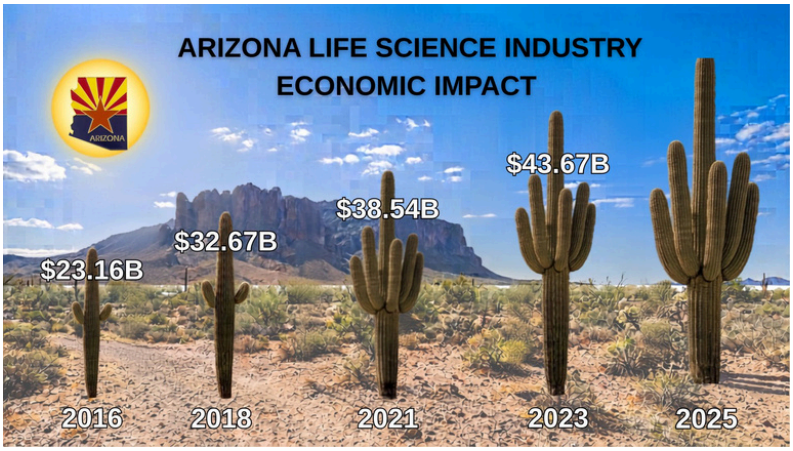
Our vision:
Arizona's life science sector will rise to the top-ten in the national rankings.

Our mission:
AZBio supports the needs of AZBio Members as they work to achieve this vision.

economic impact

Our industry is driving growth in employment, wages, and more broadly across Arizona's economy.

Our societal impact is improving the lives of people in Arizona and around the world.



put on the pin

Across Arizona's life science sector, we wear the pin as a way to foster communications that demonstrate the impact of our industry.

Arizona Bioindustry Association, Inc.

2828 N Central Ave, Suite 1100-D
Phoenix, AZ 85004-1021

(480) 779-8101 AZBio.org
AdvancingBio@AZBio.org

AZBio was born out of the 1st iteration of Arizona's Bioscience Roadmap in 2002 and has a critical role to play as our community pursues the goals set in the 3rd iteration over the next 5 years.

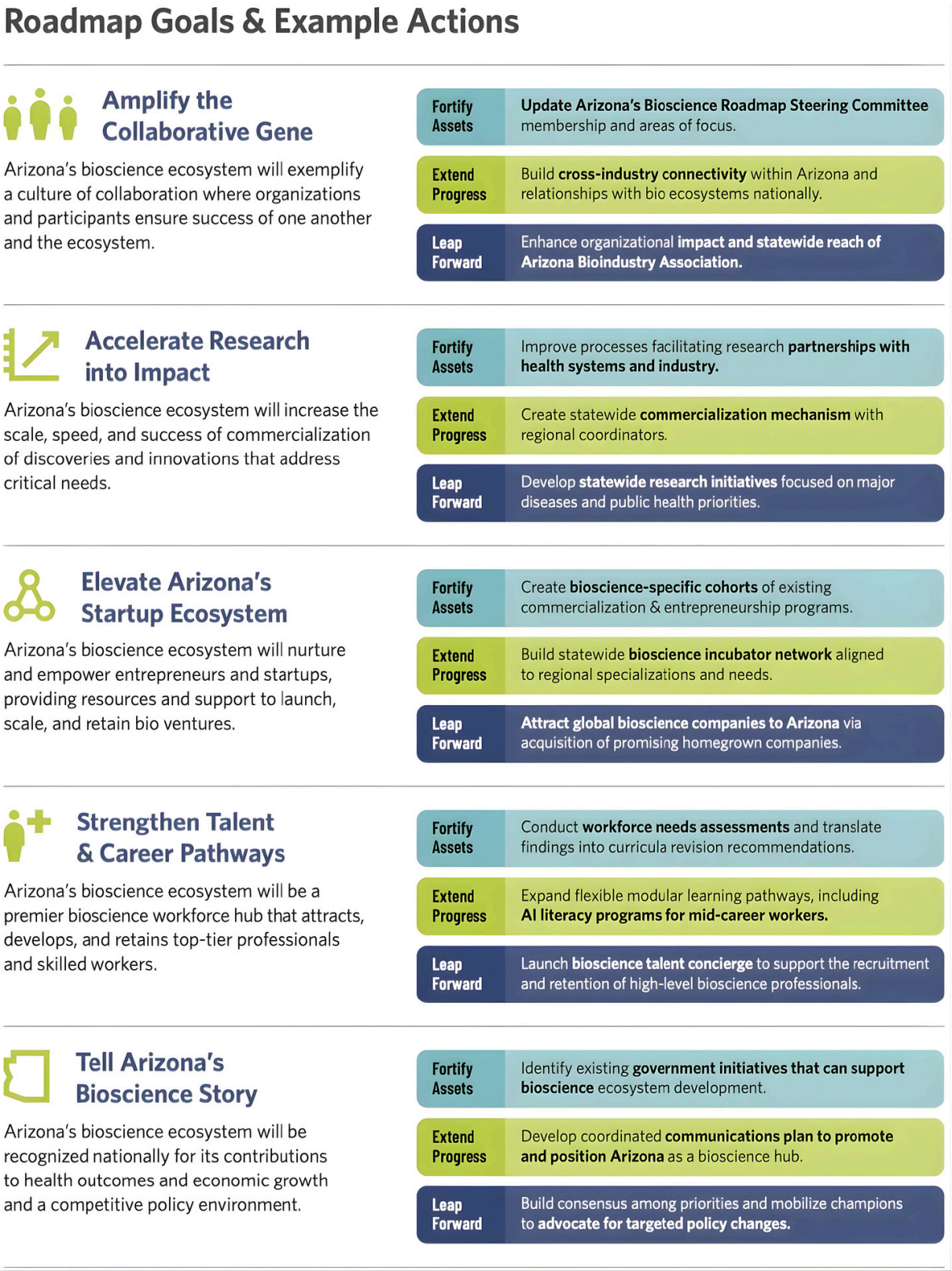


Image Credit: Arizona's Bioscience Roadmap 2025-2030; Flinn Foundation & SRI

Focus

AZBio's Board of Directors identified six areas 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

AZBio & AZAdvances

AZBio has contracted the Opportunity Through Entrepreneurship Foundation (OTEF), an Arizona based 501c3, to administer our workforce development and entrepreneurial education programs as part of the AZAdvances initiative. This allows AZBio to focus specifically on the needs of our members while OTEF supports the broader community.

Learn more at azbio.org/what-we-do

Membership Dues

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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

		2027
< 10	U.S. Employees	$ 500
10-50	U.S. Employees	$ 750
51-100	U.S. Employees	$ 1,500
101-200	U.S. Employees	$ 4,000
200+	U.S. Employees	$ 5,000

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	$5,000

AZBio Supporters

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	$50, 000 or greater
Chairman's Level	$ 25,000 - $49,999
Leadership Level	$ 10,000 - $24,999
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 base dues. These benefit funds can be applied to event tickets, ads, or event sponsorships. Benefit funds do not carry over from year to year.

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



Supporters & Partners

AZBio Member organizations employ over 365,000 people in Arizona and many more outside the state. AZBio Supporters work with us, provide essential resources, and help our life science ecosystem grow at an ever increasing rate. AZBio's national partnerships and connections across the country supercharge our ability to create impact locally and nationally.

State Medtech Alliance

Bayh-Dole COALITION

CSBA Council of State Bioscience Associations

incubate INVEST+INNOVATE=CURE

LSWC LIFE SCIENCES WORKFORCE COLLABORATIVE

NIMBL

Charitable Donations

AZBio has partnered with the Opportunity Through Entrepreneurship Foundation (OTEF) on key initiatives related our focus on workforce, entrepreneurial support, 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 was created in 2019 by AZBio and 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.

Platinum Transparency 2026 Candid.

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

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 1,600 Arizona Students have participated in the Student Discovery Zone since the program began in 2011.

Donor Recognition

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.

Opportunity Through Entrepreneurship Foundation is an Arizona-based 501c3 public charity. EIN #20-3779020 Learn more at AZAdvances.org

Signature Events

2027 Signature Events & Programs:

The following list of events are planned to be held in person in 2027. 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 10)
- AZBio Receptions (January, April, August, and November)
- **Arizona Bioscience Week (October 25-29)**
  - AZBio Special Supplement (Sept/Oct Issue of Az Business Magazine)
  - Leading Women: Biotech & Beyond (October 25)
  - AZBio Awards & Student Discovery Zone (October 27)
  - AZBio Expo Resource & Job Fair (October 28)
  - Voice of the Patient (October 29)
- Trailblazers Legislative Awards & Appreciation Luncheon (December 9)



2027 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.

2027 AZBio Reception Schedule:

- January 21, 2027- AZBio Kick off Reception **- Thank You Medtronic!**
- April 22, 2027- Spring Reception **- Available**
- August 19, 2027 - Summer Reception - **Thank You Roche!**
- November 18, 2027 - Winter Reception - **Available**

Please contact jkw@azbio.org if you are interested in hosting a reception in 2027.



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

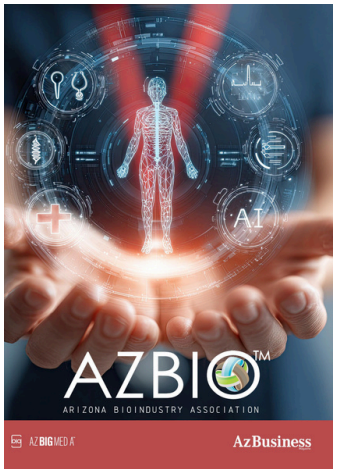
2027 Grant & Sponsorship Opportunities



Each year Arizona Bioscience Week brings together our community as well as visitors from around the country. 2027 marks the 12th 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/azbw2027.

$50,000- Presenting Sponsorship includes Full Page Ad in the AZBio Special Supplement and up to 10 tickets for the AZBio Awards and promotional recogition.

AZBW 2027 includes the following AZBio hosted events: Leading Women: Biotech & Beyond; AZBio Awards; the Student Discovery Zone; the Careers & Partnering Expo, and Voice of the Patient.



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.

- $5,000 per page (ad or article) **plus** 5 tickets to the AZBio Awards

To view the 2026 issue online please visit azbio.org/azbw2026

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2027 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 2027 in style.

Monday, October 25, 2027
Time: 5:30PM – 7:30 PM
Location: 850 PBC



- $15,000 **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.

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2027 Grant & Sponsorship Opportunities



AZBio's most popular and best attended event, the AZBio Awards celebrates Arizona Leaders and Innovators on October 27, 2027 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**.

Tickets:

Early Bird Rates End Aug. 31, 2027
AZBio Members $250
Non Members $350
Member Table of 10 $2,500
Non Member Table $3,500

September 1 - October 26, 2027
AZBio Members $300
Non Members $400
Member Table of 10 $3,000
Non Member Table $4,000

- $50,000 **Presenting Sponsor** - includes 2-page spread in AZBio Special Supplement and up to 10 tickets to the AZBio Awards.
- $20,000 **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 to 10 tickets to the AZBio Awards.
- $5,000 **Page in AZBio Special Supplement** + 5 AZBio Awards Tickets



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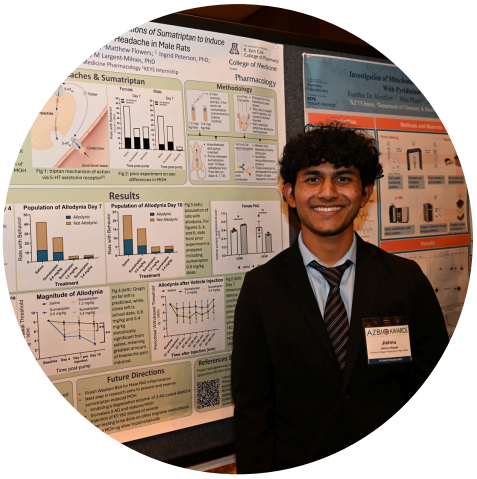
2027 Grant & Sponsorship Opportunities: The Student Discovery Zone

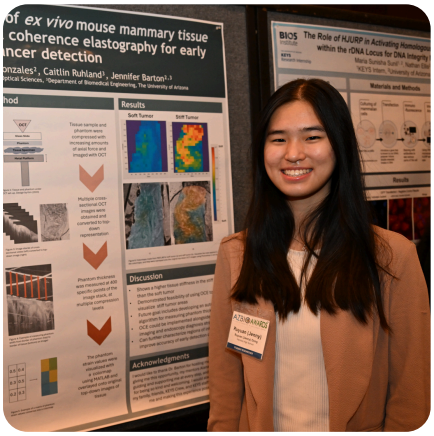
Since it began in 2011, the **Student Discovery Zone** at the AZBio Awards has showcased the work of over 1,900 Arizona students. Students compete online for scholarships and present in-person at the AZBio Awards.



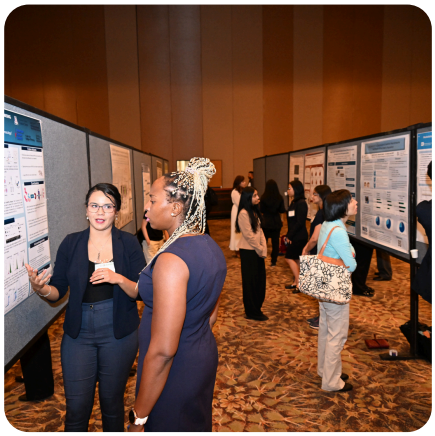
- $10,000 **Presenting Sponsor** includes full page ad in the AZBio Special Supplement and 10 tickets to the AZBio Awards.
- $5,000 **Student Scholarship Prize Sponsor** includes recognition and 10 AZBio Award tickets

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













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2027 Sponsorship Opportunity:
AZBio Expo - Resource & Job Fair
Thursday, October 28, 2027

AZBIO EXPO™

Join us on Thursday, October 28, 2027 at the Phoenix Convention Center as Resource Providers and Employers connect with our life science community at the 2027 AZBio Expo during Arizona Bioscience Week.



Employers: Connect with talented jobseekers

Resource Providers: Showcase Your Services

- Core Labs
- Consuting Services
- Incubators and Facilities
- Contract Manufacturing Expertise
- Clinical Trial Resources
- Supply Chain Partnerships
- Logistics Services



Sponsorship Opportunites

- $ 25,000 **Presenting Sponsor**
- $ 15,000 **Media Sponsor**
- $ 5,000 **Workshop Sponsors**

- **Booths: per 10 x 10 space**
  - $ 750 Members
  - $1,000 Non Members

Tickets

Designed as a drop in event for community members and job seekers, this event is free and open to the public.

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2027 Sponsorship Opportunity:
Voice of the Patient - Spring & Fall Events

Voice of the Patient

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Patients are the reason we do what we do.



AZBio's Voice of the Patient events bring together individuals living with acute and chronic health conditions, patient advocates, life science executives, biotech leaders, healthcare providers, and policymakers to exchange real-world perspectives.

At these impactful events, patients take the stage to share their experiences and to inspire all.



Help us Amplify Patient Voices

- $ 10,000 **Presenting Sponsor**
- $ 5,000 **Patient Champions**
- **$** 2,500 **A/V Sponsor**

This event is offered to attendees at no charge during AZTW in Tucson in the spring and AZBW in Phoenix in the fall.

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2027 Sponsorship Opportunity:
AZBio Trailblazer Luncheon



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 9, 2027 at the Phoenix Country Club.





- $ 15,000 **Presenting Sponsor**
- $ 10,000 **Lunch Sponsor**
- $ 5,000 **Awards Sponsor**
- **Tables:** 9 tickets + VIP Guest
  - $1,000 Members
  - $2,000 Non Members
- **Tickets**
  - $100 Members
  - $200 Non Members

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