



Bio[®]

BIOTECHNOLOGY
INDUSTRY ORGANIZATION



MEMBERSHIP APPLICATION

BIOTECHNOLOGY
ADVOCACY
BUSINESS SUPPORT
& INFORMATION



Bio[®] Membership Dues

Corporate Members*

Corporation, partnership or other for-profit entity that utilizes biotechnology or other related new technologies in research, development, testing, manufacturing or sales of product or information.

Annual worldwide revenue under \$25 million:

Dues: Based on total number of company employees, including employees of subsidiary companies.

Number of Employees	Dues
1 - 6 employees	\$1,000 minimum
7 - 299 employees	\$150 per employee
300+ employees	\$45,000 maximum

Annual worldwide revenue of \$25 million to \$1 billion:

Dues: Based on most recently published annual worldwide revenue available.

Annual Worldwide Revenue	Dues
\$25 - \$50M	\$45,000 + .00040 of excess over \$25M
\$51 - \$100M	\$55,000 + .00037 of excess over \$50M
\$101 - \$250M	\$75,000 + .00027 of excess over \$100M
\$251 - \$500M	\$115,000 + .00021 of excess over \$250M
\$501M - \$1B	\$170,000 + .00020 of excess over \$500M

Annual worldwide revenue over \$1 billion:

Dues: Based on most recently published annual worldwide revenue available.

Annual Worldwide Revenue	Dues
\$1 - \$1.9B	\$280,000
\$2 - \$4.9B	\$305,000
\$5 - \$9.9B	\$335,000
\$10 - \$15.9B	\$365,000
\$16 - \$20.9B	\$395,000
\$21 - \$25.9B	\$425,000
\$26 - \$29.9B	\$475,000
\$30 - \$34.9B	\$525,000
\$35B+	\$595,000

Affiliate & Center Members

Affiliate: Government or non-profit entity with an interest in or mandate to promote biotechnology.

Center: Academic institution that works in support of biotechnology.

Dues: Flat fee per institution.

Membership Category	Dues
Affiliate	\$2,000
Center	\$2,000

Associate Members

Corporation, partnership, association or other for-profit entity involved substantially with providing services or products to biotechnology companies.

Dues: Based on total number of company employees, including employees of subsidiary companies.

Number of Employees	Dues
1 - 25 employees	\$3,500
26 - 50 employees	\$6,000
51 - 100 employees	\$12,500
101 - 1000 employees	\$18,500
1001+ employees	\$21,000

* BIO's Food & Agriculture and Industrial & Environmental Sections maintain separate dues structures.

Bio Membership Application

The Biotechnology Industry Organization (BIO) represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and 31 other nations. BIO members are involved in the research and development of healthcare, agricultural, industrial and environmental biotechnology products.

Company Information

Company Name	Phone	Fax
Headquarters Address	Company Web Site	
City/State/Zip	<input type="checkbox"/> Private <input type="checkbox"/> Public	Ticker Symbol: _____
Country/Postal Code	Latest Year-End Revenues in Millions (U.S. dollars)	Total Number of Worldwide Employees

Primary Technologies (please indicate top 3 technologies used by company)

<input type="checkbox"/> Animal-made Pharmaceuticals	<input type="checkbox"/> Combinatorial Chemistry	<input type="checkbox"/> Genomics	<input type="checkbox"/> Plant-made Pharmaceuticals
<input type="checkbox"/> Aquaculture	<input type="checkbox"/> Computational Chemistry	<input type="checkbox"/> Imaging	<input type="checkbox"/> Proteomics
<input type="checkbox"/> Biocatalysis	<input type="checkbox"/> Drug Delivery	<input type="checkbox"/> Micro Arrays	<input type="checkbox"/> Screening
<input type="checkbox"/> Bioinformatics	<input type="checkbox"/> Drug Discovery	<input type="checkbox"/> Microfluidics	<input type="checkbox"/> Stem Cell Research
<input type="checkbox"/> Biomanufacturing	<input type="checkbox"/> Functional Genetics	<input type="checkbox"/> Nanotechnology	<input type="checkbox"/> Transgenics
<input type="checkbox"/> Cell Biology	<input type="checkbox"/> Gene/Cell Therapy	<input type="checkbox"/> Pharmacogenomics	<input type="checkbox"/> Other: _____

Industry Segment & Market Focus

Please choose primary Industry Segment (Human Health, Industrial & Environmental, Food & Agriculture, or Professional Advisors) and indicate corresponding Market Focus areas (not more than 5). If choosing Human Health, please complete Product Pipeline and Stage of Development sections.

Human Health

Product Pipeline

- Therapeutics (majority are biologics)
- Therapeutics (majority are small molecules)
- Enabling & Platform Technologies (products support discovery and R&D)
- Vaccines
- Diagnostics
- Drug Delivery
- Devices

Stage of Development (check all that apply)

- Preclinical/Research
- Phase I
- Phase II
- Phase III
- On Market
- Phase IV

Market Focus

- Autoimmune Disease
- Cardiovascular
- Central Nervous System
- Chemicals
- Dermatology
- Endocrinology
- Gastroenterology
- Genetic Disorders
- Hematology
- Immunology
- Infectious Diseases
- Inflammatory Disease
- Mental Health
- Metabolic
- Musculoskeletal
- Neurology
- Nutraceuticals
- Oncology
- Ophthalmology
- Pain
- Personal Care
- Pulmonary
- Regenerative Medicine
- Renal
- Reproductive Medicine
- Tissue Engineering
- Transplant Medicine
- Urology
- Other: _____

Industrial & Environmental

Market Focus

- Biobased Products
- Bio-Energy
- Biodefense
- Bioremediation
- Food Additives
- Industrial Chemicals
- Industrial Enzymes
- Genetically Enhanced Microbes
- Other: _____

Food & Agriculture

Market Focus

- Animal Health Products
- Aquaculture
- Commodity Production
- Companion Animals
- Diagnostics
- Enhanced Nutrition
- Foods & Food Processing
- Forestry Products
- Livestock & Poultry
- Output Traits
- Pest Protected Plants
- Specialty Crops
- Transgenic Animals
- Transgenic Plants
- Other: _____

Professional Advisors/Finance/Services

Market Focus

- Accounting
- Business Development
- Construction/Architecture
- Consulting (Other)
- Contract Manufacturing
- Contract Research Organization
- Corporate Communications/Media
- Economic Development Organization
- Engineering
- Facility Management
- Government
- Government Relations/Advocacy
- Information Technology
- Institutional Investor
- Insurance
- Investment Bank
- Investor Relations
- Laboratory Equipment/Supplier
- Legal Services/Intellectual Property
- Management Consulting
- Professional Recruitment
- Publishers/Industry Data Services
- Real Estate
- Regional, State or National Industry Association
- Venture Capital/Private Equity
- Voluntary Health Organization
- Other: _____

Academic (check all that apply from above Market Focus lists)

Bio[®] Membership Application

Primary Contact Information

Responsibilities include receipt of all official correspondence, payment of membership dues, designation of company personnel to serve on BIO committees and updates of company information.

Name & Degree

Title

Phone

Fax

Email

What are your primary reasons for joining BIO?

- | | |
|---|---|
| <input type="checkbox"/> Networking | <input type="checkbox"/> Business Development Opportunities |
| <input type="checkbox"/> Conferences | <input type="checkbox"/> Meeting Discounts |
| <input type="checkbox"/> Industry Information | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Advocacy | Please Describe |
- _____
- _____

Company Contacts (use form below or attach separate list; provide degrees where appropriate)

_____ CEO/President – Name	_____ Email	_____ Phone
_____ CFO – Name	_____ Email	_____ Phone
_____ CMO – Name	_____ Email	_____ Phone
_____ Legal/IP Counsel – Name & Title	_____ Email	_____ Phone
_____ Business Development – Name & Title	_____ Email	_____ Phone
_____ IR/Communications – Name & Title	_____ Email	_____ Phone
_____ Clinical/Regulatory Affairs – Name & Title	_____ Email	_____ Phone
_____ R&D – Name & Title	_____ Email	_____ Phone
_____ Government Affairs – Name & Title	_____ Email	_____ Phone
_____ Manufacturing – Name & Title	_____ Email	_____ Phone
_____ Human Resources – Name & Title	_____ Email	_____ Phone

Membership Categories (check one/see insert for dues schedule)

- | | |
|---|--|
| <input type="checkbox"/> Corporate Member: Any corporation or other for-profit entity that utilizes biotechnology or other related new technologies in research, development, testing, manufacturing or sales of product or information. This includes healthcare, food and agriculture, and industrial and environmental companies. | <input type="checkbox"/> Affiliate Member: Any government or non-profit entity with an interest in or mandate to promote biotechnology. |
| <input type="checkbox"/> Center Member: Any academic institution that works in support of biotechnology. | <input type="checkbox"/> Associate Member: Any corporation, partnership, association, or other for-profit entity involved substantially with providing services or products to biotechnology companies. |

Payment

Dues Amount \$ _____

Check Enclosed (Please make checks payable to Biotechnology Industry Organization and specify "Membership Dues" on check.)

Credit Card Payment AMEX VISA MC

Credit Card #

Exp Date

Name on Credit Card (please print)

Signature

Date

BIO membership is only available to organizations that promote biotechnology research and support the growth and development of the biotechnology industry. BIO reserves the right to review applications for membership to confirm that the applicants meet BIO's criteria for membership, for the specified categories of membership, consistent with BIO's bylaws, rules and regulations.

Membership is effective upon receipt of dues payment and is active for twelve months thereafter. Renewal is automatic unless notice of cancellation is received in writing prior to expiration. Please contact BIO for its merger & acquisition policy.

Please complete form and mail or fax to the BIO Corporate Development & Marketing Department • fax 202.962.9201



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