

# Bio Membership Application

## Everyone in Biotech Needs a Great Partner. Make Yours BIO.

**As a biotechnology or pharmaceutical executive, your job is innovation.  
At the Biotechnology Industry Organization, our job is helping you succeed.**

You may know us as the host or co-host of the industry's leading investor and partnering conferences, including Bio-Windhover, but we are also the world's largest biotechnology association. We provide our 1,100 member companies and organizations with effective advocacy, business development programs, award-winning publications, and discounts on essential products and services.

### **Your Voice Across the Nation and Throughout the World**

Over the last two years BIO has built a world-class advocacy team, attracting staff from Congress and federal regulatory agencies to work for you on the issues that matter most to your company and the future of biotechnology:

- |                              |                         |
|------------------------------|-------------------------|
| • Medicare Reimbursement     | • Bioenergy Incentives  |
| • FDA Policy                 | • Sarbanes-Oxley Reform |
| • Agricultural Regulations   | • Tax Reform            |
| • Vaccine Policy             | • Biodefense            |
| • Research Grant Eligibility | • Intellectual Property |

BIO is the industry's champion in Washington, state capitals, and international forums. Joining BIO lets your voice be heard on the issues that can make or break your business.

As a BIO member, you'll also receive exclusive publications and intelligence about regulatory and legislative actions in Washington that can affect your company.

### **At Every Stage of Development, BIO Helps Build Your Company**

Biotechnology is about science, but it is also about relationships. We host the industry's leading slate of investor and partnering conferences, facilitating more than 20,000 one-on-one meetings between executives every year. As a BIO member, you'll receive significant discounts on registration fees for these events, as well as on registration for the Bio International Convention.

Plus, we offer BIO members savings of up to 75% through the Bio Business Solutions group purchasing program. Products and services covered in the program include lab supplies, office supplies, press release distribution and insurance.

### **Access to a Worldwide Biotech Community**

Joining BIO makes you a recognized member of a worldwide biotechnology community that is leading the way toward a new era of better medicine, healthier and more plentiful food and a cleaner environment. We don't just represent an industry; we represent innovation. We represent you: your needs, your goals, your agenda.

### **Your Move: Joining BIO Is Easy**

BIO membership is surprisingly affordable — for R&D-based companies with fewer than 300 employees and under \$25 million in revenues, it's only \$150 per employee per year (\$1,000 minimum). **Ask a BIO representative for information on how to join BIO or fill out and fax the application.** You can also apply on the BIO.org Web site, or call us at 202.962.9200.

# 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"/> Biomufacturing	<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

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Phone

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Government Affairs – Name & Title

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Email

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Phone

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Manufacturing – Name & Title

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Human Resources – Name & Title

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

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

- |   |  |
|---|--|
| <input type="checkbox"/> <b>Corporate Member:</b> 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"/> <b>Affiliate Member:</b> Any government or non-profit entity with an interest in or mandate to promote biotechnology.   |
| <input type="checkbox"/> <b>Center Member:</b> Any academic institution that works in support of biotechnology.   | <input type="checkbox"/> <b>Associate Member:</b> 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



1225 Eye Street, NW • Suite 400 • Washington, DC 20005 • 202.962.9200 • www.bio.org

# 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.