

CULTIVATING PROGRESS FOR CALIFORNIA IN LIFE SCIENCES

MEMBERSHIP BENEFITS

When you become a California Life Sciences member, you gain access to a diverse member-base that represents the world's largest life sciences companies and the most promising entrepreneurial start-ups, and includes research and academic institutions, investors, service partners, and the full spectrum of emerging life sciences clusters. As a partner in your mission, we offer public policy advocacy, local and national cost savings partnerships, and a portfolio of programs and events that support engagement, entrepreneurship, education and career development.

EVENTS & NETWORKING

- + Complimentary attendance to **California Life Sciences networking events** including Regional Happy Hours, CLS Summer Open Houses)
- + Registration discounts (10-20%) on **California Life Sciences signature events** including Pantheon, Evening with Thought Leaders, and more
- + Registration discounts on select industry-supported workshops and conferences (BIO International Convention, MDMA Forums, RESI, etc.). Visit our **industry-supported event calendar** for details
- + Exclusive access to quarterly Member Readouts
- + Opportunity to participate as a subject matter expert at CLS events and webinars (i.e. **Conversation with Thought Leaders** & Evening with Thought Leaders). Submit a speaker form [here](#)
- + Access to multipurpose event and meetings spaces, including the South San Francisco Event Center. To inquire about rental and pricing, please email events@califesciences.org

ADVOCACY & PUBLIC POLICY

- + Stay informed on all major policy issues, proposals and year-round public campaigns in support of the life sciences industry in real-time
- + Best-in-class CLS government relations professionals directly engage with policymakers and advocates for your policy priorities
- + Impact the political process via CLS' political action committee, which directly supports lawmakers who support life sciences issues
- + Educate and influence key elected officials, and establish personal relationships with local/state/federal representatives
- + Tap into CLS' deep relationships at the highest levels of the executive and legislative branch

EMERGING INNOVATORS & ENTREPRENEURSHIP

- + Opportunity to apply to the **CLS FAST Program**, a 12-week advisory and coaching program for early-stage life sciences startups that help them build successful ventures
- + Opportunity to be featured on CLS's **Center Stage**, a video library to showcase and amplify pipeline and R&D activities to an exclusive audience of industry, investment and academia collaboration partners
- + Supporting incubator facilities with streamlined accelerated approach to enable emerging companies' focus on science and innovation activities

RACIAL AND SOCIAL EQUITY INITIATIVE

- California Life Sciences' **Racial and Social Equity Initiative** is a unified effort to do more for the historically excluded Black, Indigenous and other People of Color (BIPOC) populations in California.
- + Opportunity to actively participate and fund community programs connecting Industry and BIPOC students including **NexGeneGirls**, **RSE Career Connections Summits**, and **Science Empowerment Initiative**
 - + Join the 50+ California Life Sciences members who have committed to change (financial, programmatic or brand commitment)
 - + Support the four driving pillars: talent pipeline, fund diverse innovators, build diverse boards, health equity

CALIFORNIA LIFE SCIENCES WEBSITE

- An average of 11,000 monthly impressions across califesciences.org gives California Life Science members additional brand visibility through:
- + Logo listing on **homepage** for three months under New Member section
 - + Company listing in searchable **Member Directory**
 - + Opportunity to list member events on CLS industry-supported **event calendar**
 - + Opportunity to submit content (articles, blogs, announcements) to the 'Bulletin Board' on CLS **Community Portal**





- + Post open positions on the CLS [job board](#). Members receive a 20% discount on job postings (plus Diversity Network option) and banner ads that connect you with highly qualified industry professionals
- + CLS offers additional visibility opportunities. Learn more about banner advertising on CLS website (pg. 19 in [prospectus](#))

MEMBERSHIP DIRECTORY

- + Company featured in CLS [Member Directory](#), alongside 1,300+ member companies and partner organizations
- + Access to [CLS Membership Portal](#) to maintain profile information, renew membership, manage payments, register for events, search and connect with peers and collaborate with CLS committee members

CLSADVANTAGE

California Life Sciences offers cost savings programs, professional and advisory services that connect you to the partners critical to grow and support your business.

- + Discounts on products and services offered by [CLS's 30+ cost saving partners](#) (i.e. scientific equipment, supplies, and corporate services)
- + In partnership with BIO Business Solutions, the largest cost savings purchasing program for the life sciences, CLS offers exclusive pricing and deals on services and products like lab supplies, office supplies, insurance, and much more
- + Searchable [Service Directory](#) gives you access to more than 175 trusted and curated professional services partners and profiles offering the right support to meet your business needs
- + Lead generation functionality for each CLSAdvantage cost savings partner ([example](#))

SPONSORSHIP

- + California Life Science members receive first access to visibility and engagement opportunities
- + Pricing discounts (up to 20%) on all CLS event-related [sponsorship inventory](#)

QUARTERLY NEWSLETTER: CLS BULLETIN

The CLS Bulletin reaches over 20,000 life sciences professionals and is distributed on a quarterly basis.

- + New member recognition
- + [Banner advertising packages](#)

SOCIAL MEDIA

California Life Sciences corporate LinkedIn and Twitter accounts have a combined reach of more than 17,000 followers.

- + Welcome announcement on California Life Sciences LinkedIn and Twitter channels
- + Opportunity to collaborate on relevant content for promotion

PROFESSIONAL DEVELOPMENT

- + Pricing discounts to participate Leadership Edge (\$250-\$500+ value) and Biotech Primer (\$100 value) courses ([learn more](#))

INDUSTRY INSIGHTS

- + Early access to California Life Sciences annual reports including the California Workforce Trends Report and Sector Report

CLS MEMBERSHIP DUES

LIFE SCIENCE/BIOTECH COMPANIES

(<\$100M Revenues) *

| Full-Time Employees | Annual Dues |
|--|----------------|
| Emerging Companies: 12 or fewer FTE's, <\$5M in funding and pre-commercial | \$200 (Year 1) |
| 2-24 | \$1,500 |
| 25-49 | \$2,700 |
| 50-74 | \$3,500 |
| 75-99 | \$6,200 |
| 100-249 | \$8,000 |
| 250-499 | \$13,800 |
| 500+ | \$22,000 |

SERVICE PROVIDERS

| Full-Time Employees | Annual Dues |
|---------------------|-------------|
| Less than 50 | \$3,000 |
| 50-99 | \$7,500 |
| 100-249 | \$15,000 |
| 250-499 | \$20,000 |
| 500+ | \$25,000 |

OTHER

| | |
|---------------------------------------|-------------------------|
| Universities & Research Institutes | \$5,350 (single campus) |
| Government Agency | \$1,000 |
| Non-Profit | \$1,000 |

* For organizations with >\$100M+ in revenues, contact BD@califesciences.org