





LETTER FROM THE PRESIDENT



DEAR LIFE SCIENCES COMMUNITY,

Utah's life sciences industry is exploding! Despite, and, in some cases because of COVID-19, growth in our industry continues to accelerate. In the past year, over 50 life sciences companies in the state have developed diagnostics, testing supplies, and medical technologies to fight the pandemic across the nation and worldwide. This alone helps illustrate the spirit and entrepreneurship of our life sciences community.

A 2018 report by the University of Utah's Kem C. Gardner Policy Institute revealed that, from 2012 through 2017, Utah's Life Sciences Industry was the fastest-growing of any such sector in the United States, employing more than 130,000 Utahns. And, that growth continues to accelerate with Utah's life sciences companies raising more than \$750M in just 18 months.

Along with the growth and jobs, is the incredible innovation taking place. With strengths in medical device manufacturing, diagnostics, biotechnology, as well as biopharmaceuticals, our industry is dedicated to improving and saving lives every day.

We have recently launched a bold new branding initiative, BioHive, to tell the story of Utah's life sciences ecosystem on the national and global stage. We're intently focused on supporting startups, attracting capital, developing our workforce, and promoting a favorable business climate, not to mention singing the praises of Utah's enviable quality of life. If you're in the life sciences, you are part of the BioHive!

BioUtah is 160 members strong and trending up. This prospectus helps explain the important work we're doing on behalf of our industry, including events, advocacy, media, connectivity, and so much more.

If you are not a member, please consider joining the team. Whether you join as a Standard Industry member or opt for Elite level status, we welcome your involvement and participation. We cannot advance our ambitious agenda and programming without your support.

Together, we can build on our successes, partner to meet new challenges, and position the industry for the future. We stand with you to deliver on the promise of innovation and better healthcare for patients worldwide.

Join the team. Together we are stronger.

Kelvyn Cullimore, CEO, BioUtah

UTAH'S LIFE SCIENCES: AN ECONOMIC FORCE

including medical devices, drugs, and diagnostics—is a vital strategic sector, representing quality expansion through its life-saving innovation, exports, and high-paying employment. Years of strong growth have multiplied the economic opportunities for STEM workers and local businesses.

Natalie Gochnour, Director,
 Kem C. Gardner Policy Institute, the University of Utah



TOTAL ECONOMIC IMPACT

130,439

\$ 13B

\$7.6B

AVERAGE ANNUAL EARNINGS



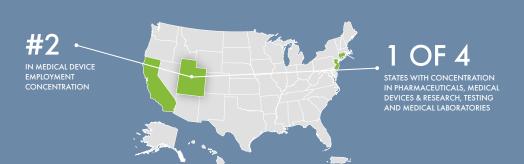


ALL INDUSTRIES

LIFE SCIENCES INDUSTRY

Sources: Pace, L., Spolsdoff, J., Economic Impacts of Utah's Life Sciences Industry, 2018
Kem C. Gardner Institute, the University of Utah Inc., Surge Cities, Winter 2018/2019, www.inc.com/surge-cities/best-places-start-business.html

LIFE SCIENCES EMPLOYMENT CONCENTRATION 2018



Source: The Bioscience Economy: Propelliling Life-saving Treatments, Supporting State & Local Communities 2020; Teconomy Partners, LLC; Biotechnology Innovation Organization; Public Affairs Consultants; 2020



TOP 10 STATES IN LIFE SCIENCES VC INVESTMENTS PER CAPITA 2016-19

1. MA			\$3,210
2. CA		\$1,085	
3. CT	\$474		
4. NY	\$353		
5. WA	\$314		
6. UT	\$306		
7. DE	\$300		
8. PA	\$272		
9. MD	\$266		
10. NJ	\$258		

Source: TEConomy Partners analysis of PitchBook Data, Inc., as cited in The Bioscience Economy: Propelliling Life-saving Treatments, Supporting State & Local Communities 2020; Teconomy Partners, LLC; Biotechnology Innovation Organization; Public Affairs Consultants; 2020

ABOUT BIOUTAH

* MISSION

Build awareness of and advance Utah's

VISION

To be the preeminent resource for all things to make Utah a destination for investment



OUR OBJECTIVES



rapport with policymakers, elected officials and national associations.

ELEVATE

Utah's life sciences industry profile locally, nationally and globally through our BioHive initiative.



STRENGTHEN

workforce resources and training.



FACILITATE

PROMOTE

investment

potential

of member

companies.

networking and education through industry-specific events.



FOSTER

connectivity between industry, government and education.



ADVOCATE

for policies that advance innovation and patient care.



COLLABORATE

with community partners and stakeholders to advance industry objectives.



PARTICIPATE

in economic development activities that serve the industry.

BOARD OF DIRECTORS

Members of the BioUtah Board of Directors are responsible for governing the association, including providing direction and vision to accomplish association objectives.



CHAIR
RANDY RASMUSSEN
RIP CONSULTING
EXECUTIVE COMMITTEE



VICE CHAIR
BRADFORD BROWN
ATL TECHNOLOGY
EXECUTIVE COMMITTEE



PAST CHAIR
ROB ETHERINGTON
CLENE NANOMEDICINE
EXECUTIVE COMMITTEE



ERIN BARRY
MERIT MEDICAL
SYSTEMS
POLICY COMMITTEE



KEN ELIASEN EDWARDS LIFESCIENCES STRATEGIC PLANNING COMMITTEE



CHRISTOPHER
GIBSON
RECURSION
PHARMACEUTICALS
STRATEGIC PLANNING
COMMITTEE



MYLES GREENBERG ALUCENT BIOMEDICAL FINANCE COMMITTEE



RICHARD HAGUE
PolarityTE
AWARDS COMMITTEE



ANDREA KENDELL BIOFIRE DIAGNOSTICS FINANCE COMMITTEE



JAY MUSE
MED VENTURE
HOLDINGS
STRATEGIC PLANNING
COMMITTEE



MICHAEL OLSON ZIONS BANK FINANCE COMMITTEE



TARA SAUCEDO STRYKER AWARDS COMMITTEE



BRIAN SHIOZAWA UNIVERSITY OF UTAH HEALTH POLICY COMMITTEE



GARY STONE
INTERMOUNTAIN
PRECISION GENOMICS
POLICY COMMITTEE



MARTY STOUT BD MEDICAL AWARDS COMMITTEE



BOARD ADVISOR
JEFFREY KIMBELL
JEFFREY J. KIMBELL &
ASSOCIATES
POLICY COMMITTEE



66 Utah presented an ideal our national expansion plans. member. We believe BioUtah is an effective ambassador for the life sciences in Utah. 33

- James McCullough, CEO, RenalytixA

BIOUTAH TEAM



KELVYN CULLIMORE

PRESIDENT & CEO

Kelvyn has three decades experience as a medtech CEO, over a decade on the board of the Medical Device Manufacturers Association and over a decade as mayor of a suburb of Salt Lake City. He brings a unique understanding of industry and policy issues to advance association objectives and help member companies. He has been CEO of BioUtah since October 2018.



DENISE BELL

VICE PRESIDENT, PROGRAMMING & GOVERNMENT AFFAIRS
With over 25 years experience in Washington D.C. in high-level
government affairs positions representing physician specialties,
laboratories, hospital systems and health insurers Denise has extensive
knowledge of healthcare policy and the legislative and regulatory
process. In addition to her work in policy and advocacy, Denise served
as a legislative assistant in the U.S. House of Representatives. She
joined BioUtah in 2016.



JOSEL MCCABE

MEMBERSHIP & OFFICE MANAGER

Josel serves as the office and membership manager for BioUtah. Her duties include helping BioUtah members save money through accessing the BIO Business Solutions group purchasing program. Josel understands the entrepreneurial spirit having worked as part of a biotech startup company. Josel has the necessary experience to assure BioUtah's interactions with its members are personal and professional. Josel has been with BioUtah since February 2018.

YNII ARF A PART OF THE BIOHIVE





BRANDING THE LIFE SCIENCES INDUSTRY IN UTAH

BioHive, driven by BioUtah, is a bold branding initiative to promote our industry on the state, national and global stage. At its core, BioHive magnifies Utah's fast-growing life sciences industry - a collective of over 1,100 medical device, diagnostic, biotechnology, biopharmaceutical and digital health companies - all dedicated to improving and saving lives. Coming together, through BioHive, we tell our story and position Utah as a leading innovation hub for the life sciences.

Through the BioHive branding initiative, we will positively influence talent recruitment, workforce development and the availability of investment capital while promoting industry achievements and diversity. Branding, building and bringing the industry together is what BioHive is all about. The 2021 Utah Legislature recognized the importance of Utah's life sciences industry and this effort, in particular, by appropriating \$600,000 to support the BioHive initiative, which will be administered through a partnership with the Governor's Office of Economic Opportunity.

sciences in Utah is a story that should be told locally, nationally and globally. The BioHive initiative is the perfect fit to accomplish messaging about the growth of pharmaceuticals, medical devices, diagnostics, digital health and biotechnology companies. We are proud to be part of the BioHive. \$3

— Chris Gibson, CEO, Recursion Pharmaceuticals

is an example of the growth and strength of early stage life sciences companies in Utah. We value our membership in BioUtah and are genuinely excited about being part of the BioHive initiative to tell the story of our industry. As we say, 'here we rise together!'

Chandana Haque, Executive Director
 Altitude Lab



WHAT IS BIOHIVE?

BioHive is a bold branding initiative chartered by BioUtah to promote the industry statewide as well as on the national and global stage.

WHO IS A PART?

A thriving collective of over 1,000 life sciences companies, digital health companies, academic institutions, health care delivery systems, government partners and service providers.

MEMBERSHIP

Membership is free. If you're part of Utah's life sciences community, you're in!

★ GOVERNANCE

BioHive is governed by a separate public/private advisory board approved by the Board of BioUtah.

PURPOSE

Telling the story of one of the nation's fastest growing life sciences hubs to Utah, the nation and the world.

PROMO TOOLKIT

Marketing materials are available, including a lobby banner and the BioHive logo to proudly display on your website. Access your BioHive toolkit at BioHive.com.

ADVOCACY



OVERVIEW

BioUtah works to inform lawmakers and influence public policy that impacts our life sciences industry. We know our members are focused on their businesses, so BioUtah advocates for you before the state legislature, Congress, government agencies and the media. Consider us your watchdog for timely notification of changes in the legislative and regulatory landscape.

We also engage our greatest asset - our members - in our advocacy efforts. In addition to harnessing our grassroots power, BioUtah holds a monthly legislative policy call to keep our members apprised of pressing policy priorities. An internal policy committee, made up of company government affairs professionals, provides critical input on timely issues. A newly formed state Life Sciences Caucus provides another channel for BioUtah to educate legislators about the value and needs of our industry.

on Utah's Capitol Hill. Legislators rely on BioUtah to educate them about the industry and help drive an agenda that promotes, not impedes, innovation and economic development. \$5

Ann Millner, Utah State Senator,
 Majority Whip and Chair of the Utah Life
 Sciences Caucus

POLICY PRINCIPLES

BIOUTAH PUBLIC POLICY PRINCIPLES

BioUtah is devoted to advancing sound public policies at both the federal and state level that support the research, development and commercialization of innovative medical technologies to grow our Utah life sciences industry and help patients lead longer, healthier lives.

Guiding policy principles include:

- Support incentives to grow Utah's life sciences ecosystem.
- Ensure a favorable tax, regulatory and business environment.
- Increase access to public and private capital, including NIH and SBIR funding, to support startups.
- Advance programs to strengthen talent recruitment and workforce development.
- Protect access to safe and new medicines; support efforts to address high drug costs that don't impede research and investment into new therapies, including for rare disease.
- Preserve important intellectual property and patent protections.
- Ensure that life sciences technologies receive adequate reimbursement while advocating for new Medicare coverage pathways to speed FDA-breakthrough devices and diagnostics to market.
- Work to assure balance between device user fees and FDA resources.



POLICY ENGAGEMENT

***** TACTICAL EFFORTS

POLICY CALL

BioUtah hosts a monthly call to inform members about legislation and regulation at both the federal and state level that impact our industry. During the Utah legislative session calls are held more frequently.



INDUSTRY LOBBYIST

BioUtah retains a full-time state lobbyist to identify issues of importance to the life sciences industry during Utah's legislative session and to help communicate our positions to lawmakers.



NATIONAL ASSOCIATIONS

BioUtah is a state affiliate of several national trade associations including the Biotechnology Innovation Organization (BIO), PhRMA, AdvaMed and Medical Device Manufacturers Association (MDMA).



STATE INVOLVEMENT

In addition to lobbying efforts by BioUtah officers and its paid lobbyists, BioUtah has established the Utah Life Sciences Industry Caucus that educates legislators on timely issues and policies.



FEDERAL INVOLVEMENT

BioUtah travels to Washington D.C. to meet with elected officials and advocate for our industry. Throughout the year, we maintain a dialogue with the Utah congressional delegation to address critical federal issues.



INNOVATION ADVOCACY

BioUtah collaborates with the private sector and government at all levels to advocate for policies and funding to advance life sciences innovation and support innovation. associations. BioUtah punches above their weight in both state and federal advocacy efforts. The BioUtah team have an excellent rapport with state and federal elected officials, and are extremely effective in telling our industry's story.

- Dana Malick, Regional Director, PhRMA

BIOUTAH PARTNERSHIPS



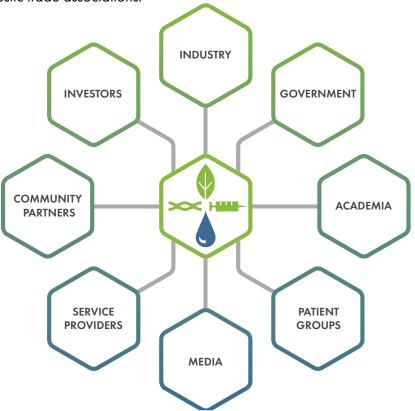
ecosystem requires teamwork, and BioUtah is a tremendous partner as we work towards our common goal of advancing policies that empower innovators to save lives and improve patient outcomes. 33

Brendan Benner, Medical Device
 Manufacturers Association (MDMA)

PARTNERSHIPS

BioUtah believes partnering with other organizations (public and private) is an excellent way to leverage resources. Our partners share a common interest or vision in strategic and tactical efforts. We have partners that are government agencies, quasi-government, private associations, professional organizations, chambers of commerce, and other local and regional affiliations.

We also work closely with leading national medical device, biopharmaceutical, and diagnostic trade associations.





REGIONAL, STATE AND LOCAL ORGANIZATIONS























ACADEMIC PARTNERS









NATIONAL ORGANIZATIONS









Economic Opportunity values
BioUtah as one of the top
associations we work with to
further the economic agenda for
Utah's life sciences industry. 99

Ryan Starks, Managing Director of Business
 Services, Governor's Office of Economic
 Opportunity

EVENTS

Summit is a great opportunity to convene our industry and connect. The speakers are always enlightening, and the regulatory, compliance, and quality track is a must-attend for QA/RA professionals. It is the event of the year for our local life sciences industry.

 Brad Bath Ph.D., Director, Regulatory Affairs, TEVA Pharmaceuticals



▼ CONVENE THE LIFE SCIENCES INDUSTRY



UTAH LIFE SCIENCES SUMMIT

BioUtah's premier annual conference brings together Utah's life sciences community. The Summit attracts national and local industry leaders, government officials, entrepreneurs, investors, service providers, and public policy influencers. Make connections, learn about new market trends and participate in interactive learning sessions. Our Life Sciences Awards announced at this Summit honor the most accomplished members of our life sciences community.



ENTREPRENEUR & INVESTOR SUMMIT/SKI DAY

The E&I Summit introduces investors from around the country to Utah's life sciences industry and entrepreneurs. Combining access to investors with expert advice on how to be a successful entrepreneur, the E&I Summit targets the early stage life sciences companies by addressing common issues they face, including finding capital. The E&I Summit concludes with a ski outing and lunch for participants.



MEMBER APPRECIATION BARBECUE

This casual BBQ is a "shout out" to our members for their support. Meet new colleagues, catch up with friends, and help build a strong life sciences community.

WOMEN IN LIFE SCIENCES NETWORK

The network connects women working in the life sciences and supports women's initiatives of individual companies.

OTHER EVENTS

BioUtah also sponsors various roundtables, education seminars, and other events designed to address specific industry needs, or provide access to policy makers and industry experts. We are also proud to co-sponsor and promote events that are of interest to our members, such as panel discussions, trade missions, and webinars on relevant topics. Notification of these type of events is typically through our weekly newsletter.

Summit shines a bright light on the growth of the life sciences industry in Utah. It attracts investors and entrepreneurs from around the country to see what is happening in the state.

I attend many such conferences and BioUtah's E & I Summit is as well organized and professional as any. That is why we are proud to be a sponsor of that conference year after year.

Kristin Schaefer, Executive Director,
 JP Morgan Private Bank



MEMBER BENEFITS

66 Although BD is a large multi-national manufacturer of more robust the life sciences industry the better for us all. 🣆

VALUE PROPOSITION

As Utah's independent life sciences association and the principal voice for the state's life sciences community, we foster collaboration within the industry and between industry, government, and education to promote and advance Utah's life sciences industry.

Our industry continues to expand and celebrate many amazing success stories. BioUtah, the state's only trade association dedicated solely to the life sciences industry, is right there with you, growing both in strength and numbers.

JOIN BIOUTAH AND EXPERIENCE THE VALUE OF MEMBERSHIP.



品 NETWORKING

Interact with industry, investor and government leaders at BioUtah sponsored events.



ADVOCACY

We facilitate your access to state and federal officials and provide timely reports on advocacy efforts regarding state and federal policy affecting the industry.



CAPITAL

Increase access to investment capital through BioUtah events and connections to life sciences investment resources.



WORKFORCE

Join efforts to strengthen Utah's life sciences workforce training and talent recruitment.



EVENTS

Participate in industry conferences, educational events, professional development and more.



ENGAGEMENT

Affect the industry through governance boards and committees that drive BioUtah's agenda.



SAVINGS

Save big through our BIO Business Solutions program and member-to-member discounts.



ECONOMIC DEVELOPMENT

Build a vibrant life sciences ecosystem that nurtures startups, fosters growth and attracts new companies to Utah.



INDUSTRY BRANDING

Share news through newsletter and/or BioHive initiative.



CONNECTIVITY

Connect to key life sciences resources through BioUtah.





the team was working hard to help us overcome regulatory barriers and make important connections. Joining BioUtah was an easy decision. Our membership is definitely worth the minimal fees. \$5

Denny Crockett, Global Head Business
 Development, Infectious Disease,
 Co-Diagnostics



EMAIL NEWSLETTER

Our weekly newsletter to all members is the primary tool by which we communicate information and events.

PODCAST

BioUtah sponsors a podcast series entitled "Life Sciences in Action." We interview industry leaders, key executives and sponsors of events.

WEB SITE

Our web site is a treasure trove of information. It contains life sciences news, event listings, blog posts and other key information about BioUtah and Utah's life sciences industry.

♣ MEMBERSHIP RESOURCES

BioUtah is your resource for all things life sciences. Think of us first if you have questions about interfacing with elected officials, government agencies, academia, capital sourcing, real estate needs or connections to other industry resources.



ELECTED OFFICIALS

BioUtah facilitates meetings, tours, roundtables and more with state and federal officials.



JOB BOARD

Post your employment opportunities on the BioUtah web site and newsletter.



MEMBER DIRECTORY

Connect with other companies and resources within BioUtah's ecosystem.



MEMBER-TO-MEMBER DISCOUNTS

Offer and access deals exclusive to BioUtah members.



REGULATORY INTERFACE

Connect you to appropriate agencies to address concerns.



FUNDING

BioUtah connects you to capital markets and sources of non-dilutive funding.



EVENT PROMOTION

Promote your events within the local life sciences community.



MEMBER SAVINGS PROGRAM



out of their way to explain the features and benefits that come with membership. They were able to help our company identify ways to save money. The cost of our membership in BioUtah is more than offset by the savings we will realize through the purchasing programs alone. Now as a member, ELITechGroup is eager to explore the other many opportunities that come with full membership. \$5

 Bryce McEuen, Vice President of Biomedical System, ELITechGroup



DISCOUNTS AVAILABLE TO MEMBERS



























MEMBERSHIP OPTIONS

is worth literally millions as they connected us with the resources we required to obtain waivers to tariffs for imports from our own facility in China and have made introductions to relationships that have become long-term, multi-million dollar customers to us. 55

Brad Brown, CEO, ATL Technology



ELITE MEMBERSHIP

Our Elite level membership offers companies a higher profile in the association, along with significant benefits that the standard membership does not provide. Elite members don't just join BioUtah, they invest in the future of Utah's life sciences industry. Their generous contributions are central to helping BioUtah achieve its mission.

Elite members receive recognition in our weekly e-newsletter, on our website, and in publications and materials throughout the year. They also receive premier recognition at BioUtah events. Depending on the level of elite membership, benefits will include complimentary registrations at events, company booths, special recognition at summits, and more.



& ELITE MEMBERSHIP LEVELS

				HAMM	
MEMBER LEVEL BENEFITS	LEGACY	PLATINUM	GOLD	SILVER	BRONZE
Annual Investment	\$50,000	\$25,000	\$15,000	\$10,000	\$5,000
Utah Life Sciences Summit Tickets	8	6	4	2	1
Utah Life Sciences Summit Exhibit	•	•			
Utah Life Sciences Summit Branding in Marketing Materials	•	•	•		
Entrepreneur & Investor Summit Tickets	4	3	2	1	
Entrepreneur & Investor Summit Exhibit	•				
Entrepreneur & Investor Summit Branding in Marketing Materials	•	•	•		
Weekly Email Newsletter	Premiere Positions: Header + Footer	Secondary Position: Footer	Recognition	Recognition	Recognition
BioUtah Web Site Listing	Feature: Footer	Feature	Feature	Feature	Feature
Non-Summit Event Recognition in Marketing Materials	•	•	•	•	•
Designated Webinar Sponsorship	2 Per Year	1 Per Year			
Webinar Presentation	•				

ELITE MEMBERS

LEGACY MEMBERS

PLATINUM MEMBERS

















GOLD MEMBERS



renalytix™







SILVER MEMBERS









BRONZE MEMBERS



































STANDARD MEMBERSHIP LEVELS

EMERGING INDUSTRY: \$250-400/YEAR

Startup life sciences companies are offered their first two years of membership at discounted rates if they have fewer than 15 employees. This level is not available to Associate Members.

INDUSTRY: STARTING AT \$400/YEAR

Life sciences companies involved in research, development or manufacturing of biological materials, devices, diagnostics, or software—includes consulting firms offering bioscience expertise.

INSTITUTION: STARTING AT \$500/YEAR

Institutions or nonprofit agencies interested in the life sciences industry (i.e. universities, educational institutions, non-profits, government).

ASSOCIATE: STARTING AT \$500/YEAR

Organizations that sell to and/or provide services to or otherwise have an interest in the life sciences industry.

STANDARD MEMBERSHIP FEE SCHEDULE AS OF MAY 2021									
EMPLOYEES	1-5	6-15	16-49	50-99	100-199	200+			
EMERGING INDUSTRY	\$250	\$400							
INDUSTRY	\$400	\$650	\$900	\$1,500	\$2,000	\$2,500			
INSTITUTION	\$500	\$500	\$500	\$1,250	\$2,000	\$2,500			
ASSOCIATE	\$500	\$ <i>7</i> 50	\$1,000	\$1,500	\$2,000	\$2,500			

HOW TO JOIN

in several capacities with life sciences companies, I have found that relationship invaluable. They are not only an incredible voice and advocate for the industry, but they are an important resource for all things life sciences in Utah. Every life sciences company should be a member.

- Jared Bauer, CEO, IONIQ Sciences



* JOIN THE CONVERGENCE

Come join Utah's independent life sciences association and begin to experience all the benefits.

CONTACT:

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Membership/BIO Business Solutions Manager
josel@bioutah.org
(801) 867-4061

VISIT:

www.bioutah.org

JOIN NOW »



