



CONNECTING

UTAH'S LIFE SCIENCES

2025 MEMBERSHIP PROSPECTUS

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“If You Want To Go Fast, Go Alone.
If You Want To Go Far, Go Together.”

— AFRICAN PROVERB

FROM THE PRESIDENT



DEAR LIFE SCIENCES COMMUNITY,

Over the last decade, the Utah Life Sciences community has grown at an average rate of 5.1%. That places us as one of the top three fastest growing states along with Massachusetts and Arizona. This is all according to a November 2023 report by the Kem C. Gardner institute. That same report showed only two other states have a higher concentration of life sciences workers than Utah - Massachusetts and New Jersey.

That growth and job concentration should come as no surprise. We have seen growth in every sector from diagnostics to devices to pharmaceuticals and digital health. In a recent speech, Governor Cox indicated that the GDP contributed by the life sciences industry now surpasses that generated by tourism in the state of Utah. Life sciences is a target industry according to the One Utah Road Map for economic development in the state. The State of Utah recognizes the important engine we are in driving the economy here in Utah.

BioUtah is over 250 members strong and trending up. This prospectus helps explain the important work we are doing on behalf of our industry, including events, advocacy, capital formation, media, connectivity, and so much more. It is our stated objective to be all things life sciences in the state of Utah.

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. And by far the majority of our members save more through our group purchasing program than the cost of their annual membership.

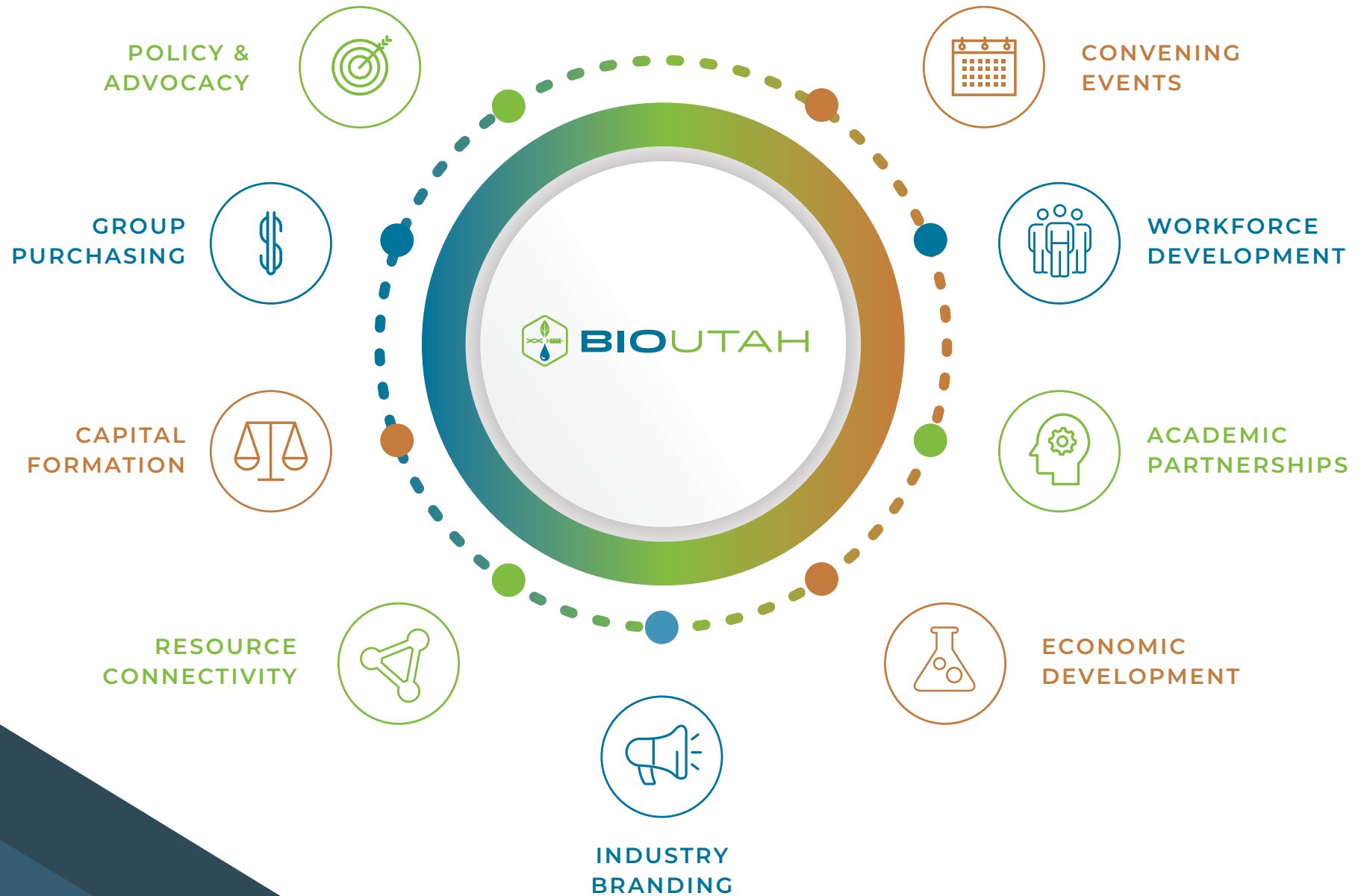
Together, we can build on our successes, partner to meet new challenges, and position the industry for the future. We stand with you to deliver on the promise of innovation and better healthcare for patients worldwide.

JOIN THE TEAM AND GET CONNECTED.

A handwritten signature in blue ink that reads "Kelvyn Cullimore".

Kelvyn Cullimore, CEO, BioUtah

LIFE SCIENCES INDUSTRY AXIS



UTAH'S LIFE SCIENCES AT A GLANCE

AN ECONOMIC FORCE

Utah's life sciences community is one of the top engines driving the Utah economy. Here are some select statistics supporting that fact as noted in a 2023 Kem C. Gardner research study¹.

182K+
DIRECT/INDIRECT JOBS

\$21.6B
DIRECT/INDIRECT GDP

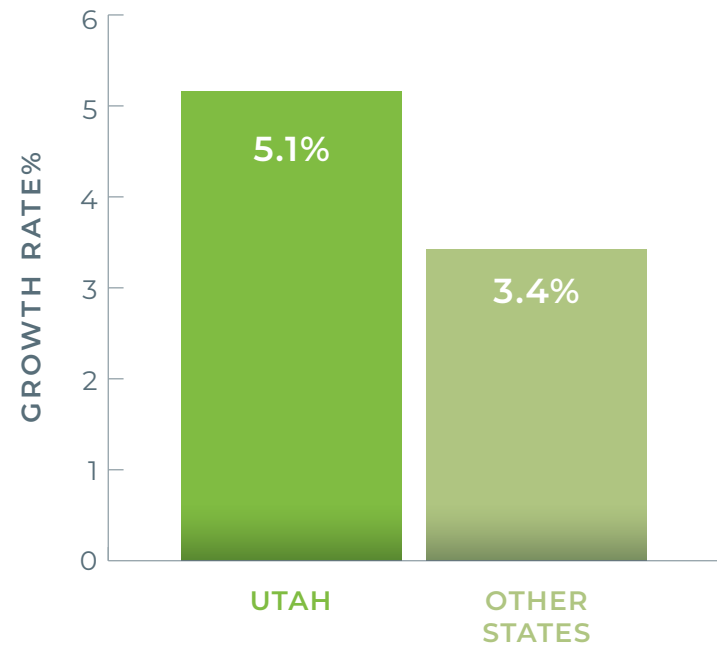
1,600+
ESTABLISHMENTS

1. Pace, L., Brandley, A., Economic Impacts of Utah's Life Sciences and Health Care Innovation Industry; Kem G. Gardner Policy Institute, University of Utah, 2023.

UNMATCHED GROWTH (2012-2022)

NOVEMBER 2023 KEM C. GARDNER LIFE SCIENCES INDUSTRY REPORT

From 2012-2022, life sciences employee job growth averaged 5.1% per year compared to an average of 3.4% growth for the top 20 life sciences states in the country².

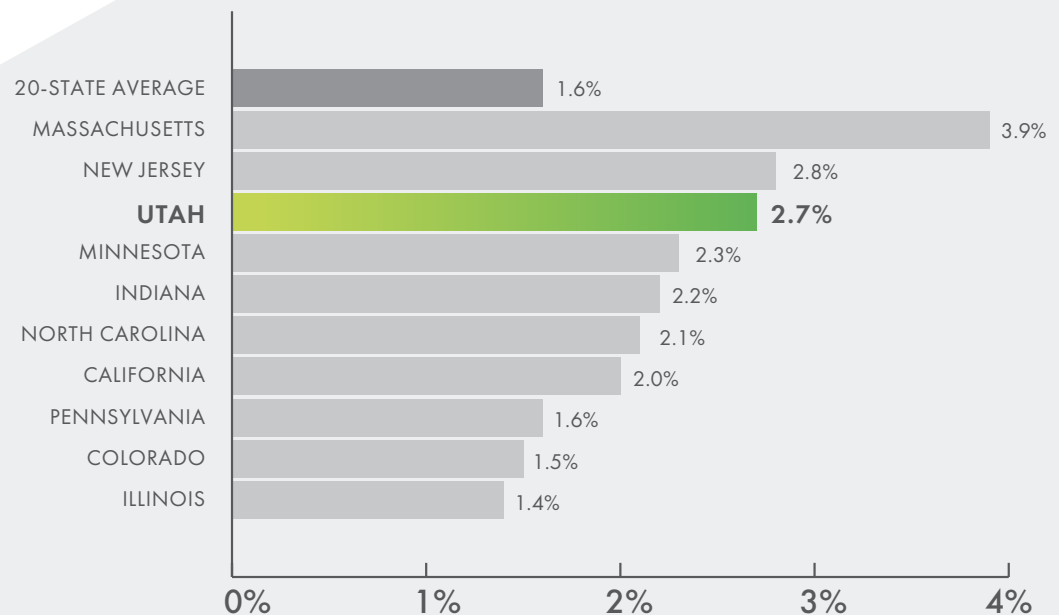


EMPLOYMENT CONCENTRATION

UTAH'S LIFE SCIENCES WORKFORCE

Life Sciences is a greater part of the workforce in Utah than almost any other state. The November 2023 Kem C. Gardner Life Sciences Industry Report further confirms that only two states, Massachusetts and New Jersey have a higher percentage of their workforce employed in Life Sciences³.

LIFE SCIENCES SHARE OF WORKFORCE 2022

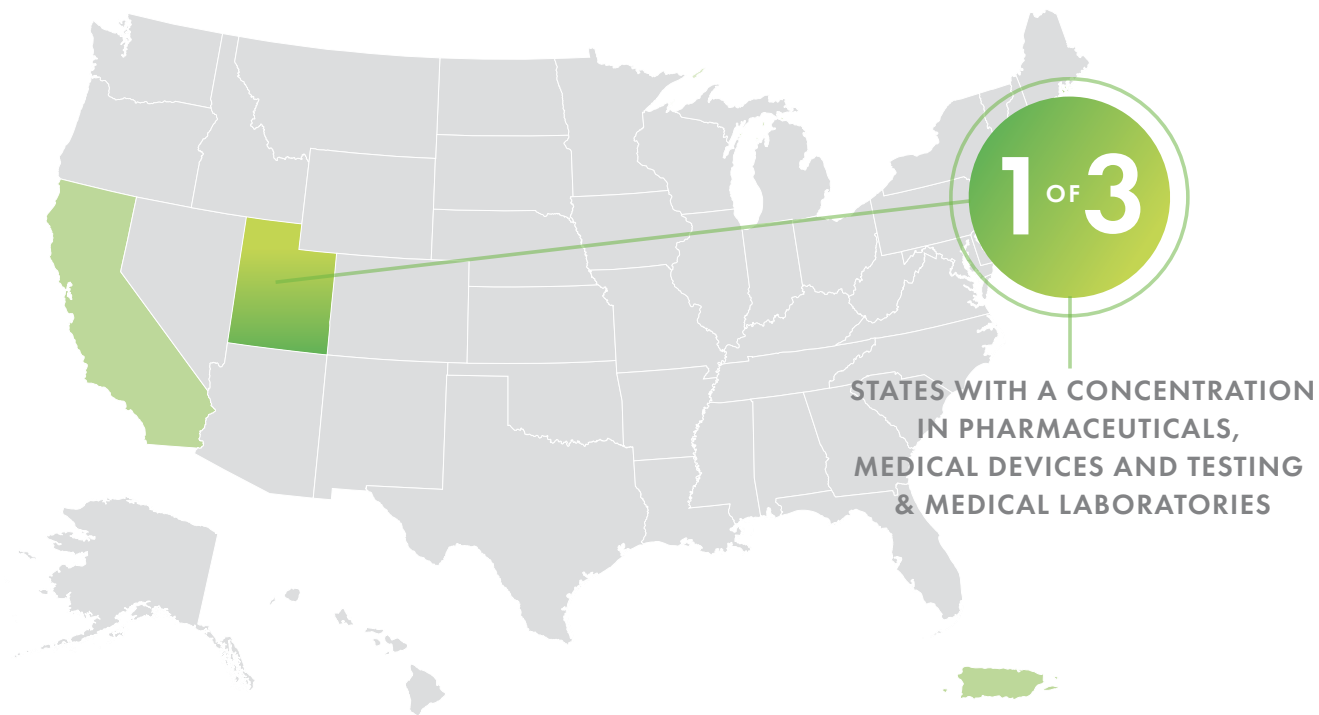


3. Ibid.

EMPLOYMENT CONCENTRATION

UTAH'S LIFE SCIENCES WORKFORCE

A 2022 report by TEconomy revealed that only two states and one territory have a high concentration of employees in pharmaceuticals, medical devices and research. Utah is one of them⁴.



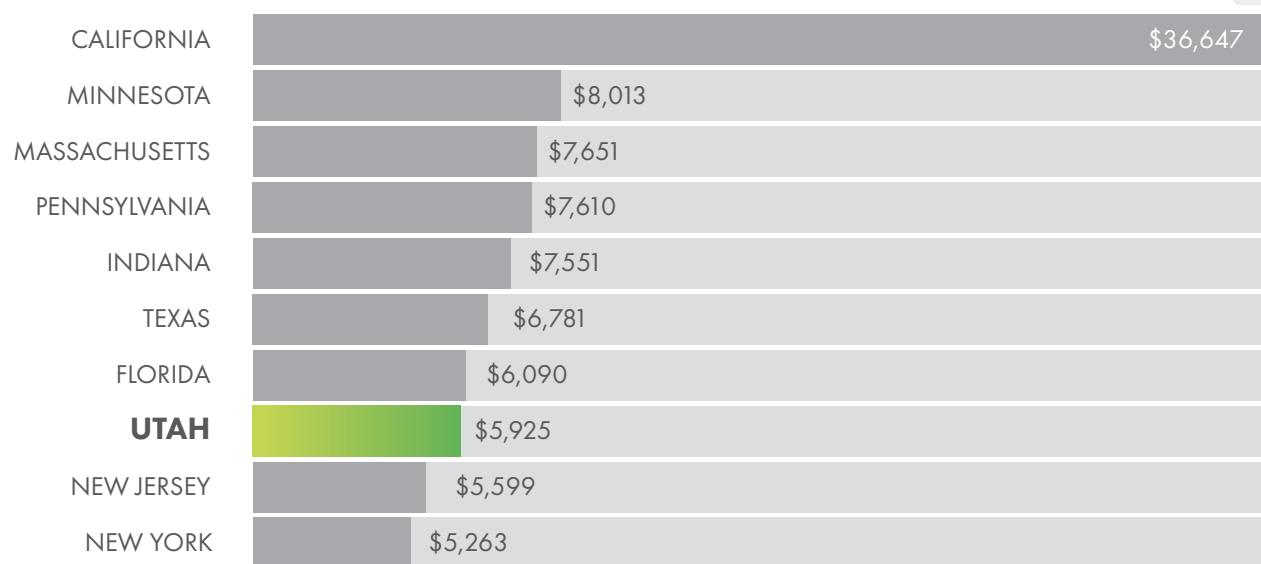
4. *The U.S. Bioscience Industry: Fostering Innovation and Driving America's Economy Forward 2022*, TEconomy, Biotechnology Innovation Organization, Public Affairs Consultants, Council of State Bioscience Associations, 2022.

UTAH IS TOP 10 IN MEDTECH

ADVAMED REPORT

While growth in Utah's Life Sciences community reflects positive progress in all segments, Utah remains predominantly a device state. As noted in a 2022 Advamed Report, Utah ranks in the top 10 of medical device producing states⁵.

MED TECH REVENUE (IN MILLIONS)



5. The Economic Impact of the Medical Technology Industry: A 2021 Statistical Update on the Contributions of the Industry to National and State Economic Conditions, Advamed, 2021

BIOUTAH MISSION STATEMENT

Build awareness of and advance Utah's innovative, patient-focused life sciences industry by:

- Convening stakeholders to educate and network
- Connecting with academics, media, government and capital markets
- Advocating for sound public policy
- Developing workforce resources
- Supporting economic development

VISION

To be a preeminent resource for all things life sciences in the State of Utah, to actively engage Utah life sciences stakeholders, to foster industry growth and unity, and to make Utah a destination for investment capital in the life sciences.

OBJECTIVES



ADVOCACY

Connect with policymakers, elected officials and national associations.



EVENTS

Facilitate networking and education through industry-specific events.



CONNECTIVITY

Foster connectivity between industry, government and academia.



BRANDING

Elevate Utah's life sciences industry locally, nationally and globally.



INVESTMENT

Promote investment potential for member companies.



POLICY

Advocate for policies that advance innovation and patient care.



WORKFORCE

Strengthen workforce resources and training.



ECONOMIC DEVELOPMENT

Participate in economic development activities that serve the industry.



COLLABORATION

Collaborate with community partners and stakeholders to advance industry objectives.

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
MARK PAUL
UNIVERSITY OF UTAH



VICE CHAIR
ERIN BARRY
MERIT MEDICAL
SYSTEMS, INC.



PAST CHAIR
MYLES GREENBERG
ALUCENT BIOMEDICAL



JARED BAUER
SEEK LABS



DAVID BEARSS
HALIA THERAPEUTICS



JONATHAN CARTER
EDWARDS
LIFESCIENCES



ANDY HEMMERT
BIOMÉRIEUX



JEFF LYON
INTERMOUNTAIN
HEALTH



HAVEN MCCALL
NOVO LABS



JAY MUSE
SLIPSTREAM MEDICAL



MICHAEL OLSON
ZIONS BANK



PHIL PRENTICE
BECTON DICKINSON



RANDY RASMUSSEN
RIP BIOSCIENCE



JOSH WALKER
NOMI HEALTH



LEGAL COUNSEL
JACEY SKINNER
BALLARD SPAHR



TREASURER
LINCOLN HOWELL
AMPLÉO

THE 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 13 years as mayor of Cottonwood Heights, 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 OFFICE MANAGER

Josel is BioUtah's office manager handling member billings and office functions. Josel certainly understands the entrepreneurial spirit since she has the background of working with a biotech start-up company performing bookkeeping responsibilities. Moreover, her organizational skills are key to the BioUtah events where she assists with logistical functions. Josel has been with BioUtah since February 2018.



NATE GIBBY
DIRECTOR OF MARKETING

Nate has served as BioUtah's director of marketing since 2016. With degrees in public relations and public administration, Nate has spent nearly 25 years as a marketing consultant for various agencies and companies. In 2006, he co-founded Serfwerks, a boutique marketing agency specializing in strategic marketing development. His background in strategy development, quantitative analysis and web development make him a crucial part of the BioUtah team.



ABBIE BREWER
MEMBER PROGRAM MANAGER

Abbey has been with BioUtah since July 2024, bringing a deep passion for improving lives through Utah's life sciences industry. As the Member Program Manager, she is dedicated to helping members maximize their BioUtah experience by ensuring they receive personalized support and access to valuable resources. Abbey leads new member orientation, manages our cost savings program, BIO Business Solutions, and actively engages new members to grow the BioUtah community. She also connects members with key contacts to help them achieve their goals, and assists in planning events that offer exceptional networking and educational opportunities. Abbey's focus on building strong relationships ensures that members are well-supported and positioned to thrive.

ADVOCACY OVERVIEW

THE VOICE OF THE LIFE SCIENCES INDUSTRY

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.

BioUtah works closely with the Utah Life Sciences Innovation Caucus, which was formed in 2021 and is comprised of Utah State legislators. The caucus brings to the attention of legislators the economic and scientific contributions of the life sciences industry in Utah.



POLICY PRINCIPLES

BioUtah is devoted to advancing sound public policy 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
- Advocate for 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 user fees and FDA resources

ADVOCACY EFFORTS



MONTHLY 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. To be added to the invite list for the monthly call, use the QR code above.



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). BioUtah leverages the resources of these associations on federal and state policy issues.



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.



FEDERAL INVOLVEMENT

BioUtah travels to Washington D.C. to meet with elected officials and advocate for our industry. BioUtah also maintains a dialogue throughout the year with the Utah congressional delegation to address critical federal issues.



STATE INVOLVEMENT

In addition to lobbying efforts by BioUtah officers and its paid lobbyists, BioUtah supports the legislature's Utah Life Sciences Innovation Caucus as well as hosting an annual Life Sciences Day on Capitol Hill to showcase Utah companies. BioUtah represents the industry on numerous state-level economic development and innovation committees.

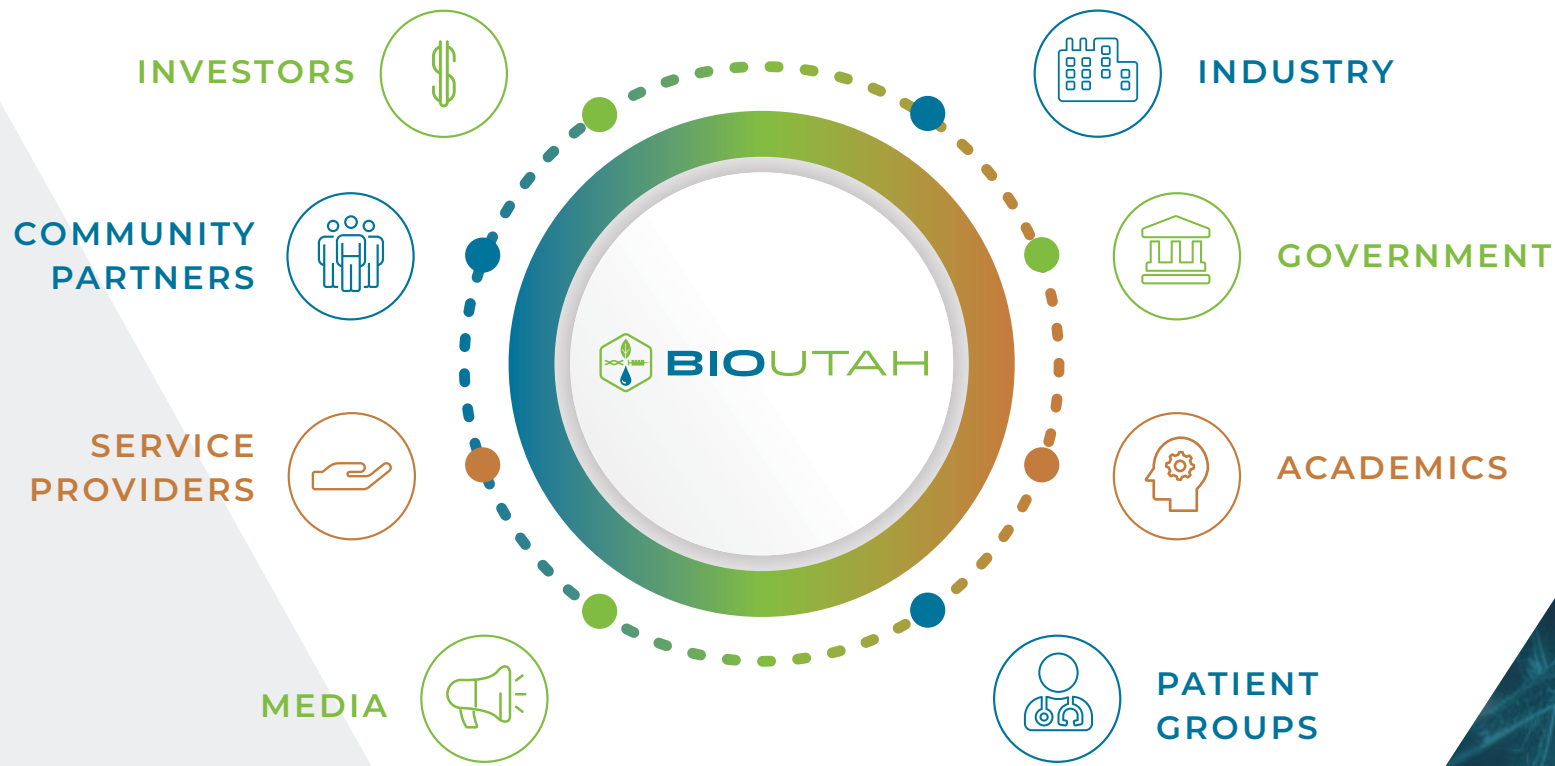


INNOVATION ADVOCACY

BioUtah collaborates with the private sector and government at all levels to advocate for policies and funding to advance life sciences and support innovation, such as the Utah Innovation Lab and Utah Innovation Fund.

INDUSTRY LEADERSHIP

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, academics, and other local and regional affiliations. We also work closely with leading national medical device, biopharmaceutical, and diagnostic trade associations.



STRATEGIC PARTNERS

REGIONAL, STATE AND LOCAL ORGANIZATIONS

altitude  lab

LIT
ATWOOD
INNOVATION PLAZA

 biohive.

 BioInnovations

edcUTAH
ECONOMIC
DEVELOPMENT
CORPORATION
OF UTAH

 Governor's Office of
Economic Opportunity

iMpact
UTAH.org

 The
POINT

RAPSUtah

 SALT LAKE
CITY
DEPARTMENT of
ECONOMIC DEVELOPMENT

SL SALT LAKE
COUNTY
ECONOMIC DEVELOPMENT

 Silicon
SLOPES

 St. GEORGE AREA
Chamber of Commerce

STEM
ACTION CENTER
U-T-A-H


 UTAH SYSTEM OF
HIGHER EDUCATION
TALENT READY UTAH

"The Governor's Office of Economic Opportunity values BioUtah as one of the top associations we work with to further the economic agenda for Utah."

— RYAN STARKS, EXECUTIVE DIRECTOR,
GOVERNOR'S OFFICE OF
ECONOMIC OPPORTUNITY

 THE UNITED STATES-MEXICO
CHAMBER OF COMMERCE

 UtahInnovation
Lab

 Kinect Capital

**UTAH INLAND
PORT AUTHORITY**

 WORLD TRADE CENTER
UTAH

NATIONAL ORGANIZATIONS

 Bio
When breakthroughs
begin

 AdvaMed
Advanced Medical Technology Association

MDMA
MEDICAL DEVICES MANUFACTURERS ASSOCIATION
Economic Science and Business Institute of the Government

PhARMA
RESEARCH + PROGRESS + HOPE

CSBA
Council of State
Biotechnology Association

ACADEMIC PARTNERSHIPS

“As a top research university, connectivity to the life sciences industry is critical to partnering on research, refining curriculum, and commercializing intellectual property. BioUtah is an important partner in achieving these objectives.”

— ERIN ROTHWELL, PH.D.
VICE PRESIDENT OF RESEARCH
UNIVERSITY OF UTAH

INNOVATION OFTEN BEGINS WITH OUR UNIVERSITIES

BioUtah has made a concerted effort to build relationships with the major colleges and universities in the state. These institutions are not only a source of significant innovation in our industry, but they supply the critical workforce to help our industry succeed.

Working closely with these institutions of higher education to facilitate updated curriculum, internship coordination and industry connectivity further strengthens not only the growth of the industry, but also the valuable workforce educated by these institutions.



ANNUAL CONFERENCES



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 LIFE SCIENCES 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.

OTHER EVENTS



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.



LIFE SCIENCES DAY ON THE HILL

Every year, BioUtah and the Governor's Office of Economic Opportunity sponsor a Life Sciences Day on Capitol Hill. This event brings to the attention of the Utah legislature the innovative and robust nature of the life sciences industry in Utah. 24 companies man booths to display their products and educate elected officials and staff. It is an important pillar in our advocacy efforts.



WEBINARS & NETWORKING EVENTS

BioUtah also sponsors various round tables, 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.

VALUE PROPOSITION

EXPERIENCE THE VALUE OF BIOUTAH MEMBERSHIP

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.

VALUE OF MEMBERSHIP



NETWORKING

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



ADVOCACY

Facilitate access to state and federal officials and receive timely reports on advocacy efforts regarding government 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.



ECONOMIC DEVELOPMENT

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



SAVINGS

Save big through our BIO Business Solutions program and member-to-member discounts. Most members save more than the cost of their membership through this program.



ENGAGEMENT

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



EVENTS

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



MEMBER COMMUNICATIONS

Share news through our newsletter, website and social media.



CONNECTIVITY

Connect to key life sciences resources through BioUtah such as location, consulting and other professional services.

RESOURCES FOR SUCCESS

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.



EMAIL NEWSLETTER

Our weekly member newsletter is our primary communication tool for information and events.



WEBSITE

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



PODCAST

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

ADDITIONAL MEMBER RESOURCES



ELECTED OFFICIALS

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



JOB BOARD

Post your employment opportunities on the BioUtah website and newsletter.



FUNDING

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



MEMBER DIRECTORY

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



MEMBER-TO-MEMBER DISCOUNTS

Offer and access deals exclusive to BioUtah members.



EVENT PROMOTION

Promote your events within the local life sciences community.



REGULATORY INTERFACE

Connect you to appropriate agencies to address concerns.

MEMBER SAVINGS PROGRAM

"Seek Labs finds great value in our BioUtah membership for many reasons. But the one we didn't anticipate was saving literally hundreds of thousands of dollars on building out our labs using the BIO Business Solutions program."

— JARED BAUER, CEO, SEEK LABS

GET SERIOUS SAVINGS WITH OUR MEMBER GROUP PURCHASING DISCOUNTS

BioUtah offers to its members the benefits of the Bio Business Solutions Program. Through various vendor relationships, members of BioUtah can save significant money through program participation.

\$2.5M

MEMBERS SAVED IN 2022

PARTICIPATING COMPANIES:



UPS Healthcare

MEMBERSHIP OPTIONS






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

					
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	10	8	6	4	2
Utah Life Sciences Summit Exhibit Booth	•	•			
Utah Life Sciences Summit Branding in Event Marketing Materials	•	•	•		
Entrepreneur & Investor Summit Tickets	5	4	3	2	1
Entrepreneur & Investor Summit Exhibit Booth	•				
Entrepreneur & Investor Summit Branding in Event Marketing Materials	•	•	•		
Weekly Email Newsletter	Premiere Position: Footer	Secondary Position: Footer	Recognition	Recognition	Recognition
BioUtah Website Listing	Feature: Footer	Feature	Feature	Feature	Feature
Non-Summit Event Recognition in Marketing Materials	•	•	•	•	•
Logo Displayed in Lobby of BioUtah Offices	•	•	•	•	•
Podcast Interview (Upon Request)	•	•			
Website Feature	•	•	•	•	•

ELITE MEMBERS

LEGACY MEMBERS



PLATINUM MEMBERS



GOLD MEMBERS



ZIONS BANK

SILVER MEMBERS



WILSON
SONSINI

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—including consulting firms offering bioscience expertise.

INSTITUTION: STARTING AT \$500/YEAR

Institutions or non-profit 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						
# OF EMPLOYEES:	1-5	6-15	16-49	50-99	100-199	200+
EMERGING INDUSTRY (FIRST TWO YEARS):	\$ 250	\$ 400	—	—	—	—
INDUSTRY:	\$ 400	\$ 650	\$ 900	\$ 1,500	\$ 2,000	\$ 2,500
INSTITUTION:	\$ 500	\$ 500	\$ 500	\$ 1,250	\$ 2,000	\$ 2,500
ASSOCIATE:	\$ 500	\$ 750	\$ 1,000	\$ 1,500	\$ 2,000	\$ 2,500

HOW TO JOIN

GET CONNECTED

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

CONTACT:

Kelvyn Cullimore
President & CEO
kelvyn@bioutah.org
(801) 580-4523

Abbey Brewer
Member Program
Manager
abbey@bioutah.org
(801) 867-4061

VISIT:

www.bioutah.org

[JOIN NOW »](#)



BIOUTAH.ORG

230 EAST SOUTH TEMPLE, SUITE #100
SALT LAKE CITY, UT 84111
801.867.4061