

2010 NYBA Membership Survey

1. Overview

To ensure that NYBA is doing everything possible to meet the needs of its members, New York Biotechnology Association is conducting this confidential survey.

ALL RESPONSES WILL BE KEPT COMPLETELY CONFIDENTIAL.

Please complete the survey below. If there is a problem, please email Pat Wadington, Director of Membership, at pwadington@nyba.org or call (631) 444-8895.

Thank you in advance for your time and commitment to NYBA.

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2. About You and Your Company

1. What best describes your current position? (Check one only)

CEO/Owner/Principal

CFO/Finance/Accounting

Technical Management

Lab Manager/Director

Consultant

University Professor/Instructor

Human Resources

Business Development Director

Other (please specify)

2. How many years' experience do you have working in the biotechnology sector?

3. In which New York COUNTY is your office located? (Please specify)

4. Is your company HEADQUARTERED in New York?

Yes

No

5. If your company is NOT headquartered in New York, where is the headquarters for your company located?

County

State/Province

Country

6. Approximate number of employees located in New York:

Employees:

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7. Please describe your organization (check only one):

Industry - Biotechnology/Pharma/Life Science performing proprietary R&D

Industry - Providing services to Biotechnology/Pharma/Life Science companies

Government

University/College

Not-for-profit Organization

Other (please specify)

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3. About Your NYBA Membership

8. Approximately how long has your organization been a member of NYBA?

9. Do you make the decision to join or renew membership in NYBA?

Yes

No

10. What is the PRIMARY reason that your company JOINED NYBA? What is the PRIMARY reason your company REMAINS a member? (Please check only one answer in each column):

	Reason JOINED	Reason REMAINING
Government affairs/Regulatory activities	<input type="checkbox"/>	<input type="checkbox"/>
Marketing opportunities	<input type="checkbox"/>	<input type="checkbox"/>
Annual Meeting	<input type="checkbox"/>	<input type="checkbox"/>
Educational events	<input type="checkbox"/>	<input type="checkbox"/>
Networking opportunities	<input type="checkbox"/>	<input type="checkbox"/>
Supporting mission of NYBA	<input type="checkbox"/>	<input type="checkbox"/>
NYBA Purchasing Consortium program	<input type="checkbox"/>	<input type="checkbox"/>
HR/Job openings	<input type="checkbox"/>	<input type="checkbox"/>
To participate in advancing/contributing to the industry in New York	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify)		
	<input type="text"/>	

11. Have you served on the NYBA Board of Directors in the past 5 years?

Yes

No

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4. Trade/Professional Associations

12. In what other local, regional, or national life sciences industry associations is your company a member? Please specify:

1.
2.
3.
4.
5.

13. Of those associations, which association do you consider to be your company's PRIMARY life sciences industry association?

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5. NYBA Programs & Services

14. Please rate the IMPORTANCE of each of the NYBA programs and services with which you are familiar and/or have used:

	Very Important	Important	Neutral	Not Important	Utterly useless	Not familiar with
NYBA website	jn	jn	jn	jn	jn	jn
NYBA email communications	jn	jn	jn	jn	jn	jn
Online interactive membership directory	jn	jn	jn	jn	jn	jn
Meeting promotions	jn	jn	jn	jn	jn	jn
NYBA Annual Meeting	jn	jn	jn	jn	jn	jn
NYBA Forums/Roundtables/Educational Programs	jn	jn	jn	jn	jn	jn
BIO International Convention	jn	jn	jn	jn	jn	jn
BioCruise	jn	jn	jn	jn	jn	jn
Dog Days of Summer Networker	jn	jn	jn	jn	jn	jn
Holiday Networker	jn	jn	jn	jn	jn	jn
Biotech Primer Program (Biotech for Non-Scientists)	jn	jn	jn	jn	jn	jn
Bioscience Advocacy Day (Albany Lobby Day)	jn	jn	jn	jn	jn	jn
NYBA Purchasing Consortium Program	jn	jn	jn	jn	jn	jn
Lab Supplies	jn	jn	jn	jn	jn	jn
Insurance Services	jn	jn	jn	jn	jn	jn
Office Supplies	jn	jn	jn	jn	jn	jn

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15. Please rate the SATISFACTION of each of the NYBA programs and services with which you are familiar and/or have used:

	Very Satisfied	Satisfied	Neutral	Not Satisfied	Utterly unsatisfied	Not familiar with
NYBA website	jn	jn	jn	jn	jn	jn
NYBA email communications	jn	jn	jn	jn	jn	jn
Online interactive membership directory	jn	jn	jn	jn	jn	jn
Meeting promotions	jn	jn	jn	jn	jn	jn
NYBA Annual Meeting	jn	jn	jn	jn	jn	jn
NYBA Forums/Roundtables/Educational Programs	jn	jn	jn	jn	jn	jn
BIO International Convention	jn	jn	jn	jn	jn	jn
BioCruise	jn	jn	jn	jn	jn	jn
Dog Days of Summer Networker	jn	jn	jn	jn	jn	jn
Holiday Networker	jn	jn	jn	jn	jn	jn
Biotech Primer Program (Biotech for Non-Scientists)	jn	jn	jn	jn	jn	jn
Bioscience Advocacy Day (Albany Lobby Day)	jn	jn	jn	jn	jn	jn
NYBA Purchasing Consortium Program	jn	jn	jn	jn	jn	jn
Lab Supplies	jn	jn	jn	jn	jn	jn
Insurance Services	jn	jn	jn	jn	jn	jn
Office Supplies	jn	jn	jn	jn	jn	jn

16. For what types of grants does your company apply? (check all that apply)

- State
- Federal
- None

Other types of grants (please specify)

17. Would your company be interested in a course on grant writing?

- Yes
- No
- Not sure

18. What training topics might be of interest to your company? Please specify:

5
6

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6. NYBA Communication

19. How often do you access the NYBA website (www.nyba.org)?

- Daily
- Weekly
- Once or twice a month
- Less than monthly
- Not at all

If "not at all," why not?

	5
	6

20. How often do you access the MEMBERS ONLY section of the NYBA website (www.nyba.org)?

- Daily
- Weekly
- Once or twice a month
- Less than monthly
- Not at all

If "not at all," why not?

	5
	6

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21. Please rate the IMPORTANCE of the following website activities:

	Very Important	Important	Neutral	Not Important	Utterly unimportant	No opinion
Learn more about NYBA	jq	jq	jq	jq	jq	jq
Access the Members Only directory and information	jq	jq	jq	jq	jq	jq
Learn more about the industry	jq	jq	jq	jq	jq	jq
Find out about/register for meetings, conferences, etc	jq	jq	jq	jq	jq	jq
Read legislative/regulatory updates	jq	jq	jq	jq	jq	jq
Information about NYBA products/services	jq	jq	jq	jq	jq	jq
Request information from NYBA staff	jq	jq	jq	jq	jq	jq
Access career center and job opportunity information	jq	jq	jq	jq	jq	jq
Business Wire headlines	jq	jq	jq	jq	jq	jq
Find out more about a specific topic/issue	jq	jq	jq	jq	jq	jq
Other (please specify)	<input type="text"/>					

22. Please rate your SATISFACTION with the following website activities:

	Very Important	Important	Neutral	Not Important	Utterly unimportant	No opinion
Learn more about NYBA	jq	jq	jq	jq	jq	jq
Access the Members Only directory and information	jq	jq	jq	jq	jq	jq
Learn more about the industry	jq	jq	jq	jq	jq	jq
Find out about/register for meetings, conferences, etc	jq	jq	jq	jq	jq	jq
Read legislative/regulatory updates	jq	jq	jq	jq	jq	jq
Information about NYBA products/services	jq	jq	jq	jq	jq	jq
Request information from NYBA staff	jq	jq	jq	jq	jq	jq
Access career center and job opportunity information	jq	jq	jq	jq	jq	jq
Business Wire headlines	jq	jq	jq	jq	jq	jq
Find out more about a specific topic/issue	jq	jq	jq	jq	jq	jq
Other (please specify)	<input type="text"/>					

23. What additional information would you like to see on the NYBA website?

5

6

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24. What other biotech/life sciences web sites do you access on a regular basis? Please specify:

1.
2.
3.
4.
5.

25. How often do you open NYBA email communications?

Always

Sometimes, depending upon the subject

Never

Other (please specify)

26. Do you think NYBA sends communications to members:

Too frequently

Just right

Not frequently enough

27. What other communications would you like to receive from NYBA? Please specify:

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7. NYBA Annual Meeting

28. Which NYBA Annual Meetings have you attended recently?

- 2006
- 2007
- 2008
- 2009
- 2010

29. If you have NOT attended a NYBA Annual Meeting in the past two years, why not? (Check all that apply)

- Schedule conflict
- Too much time away from office
- Not interested in topics
- Rotate attendance with co-workers
- Did not know enough about the program
- Did not like location

Other (please specify)

30. Please indicate your interest in the following types of keynote speakers for the Annual Meeting:

	Very interested	Somewhat interested	Neutral	Not interested	No opinion
Venture capitalist	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Biotech industry expert	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Wall Street analyst	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Banker	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pharmaceutical executive	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Governor or state government official	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Research scientist	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

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31. Please indicate your interest in the following types of programs:

	Very interested	Somewhat interested	Neutral	Not interested	No opinion
Finance	jq	jq	jq	jq	jq
Regulatory	jq	jq	jq	jq	jq
Partnering	jq	jq	jq	jq	jq
Human Resources	jq	jq	jq	jq	jq
IR/Communications	jq	jq	jq	jq	jq
Hot Topics in Science	jq	jq	jq	jq	jq
Drug Delivery	jq	jq	jq	jq	jq
Growth Strategies	jq	jq	jq	jq	jq
Clinical Trials	jq	jq	jq	jq	jq

Other (please specify)

32. Are there specific programs/topics you would RECOMMEND for future NYBA Annual Meetings? Please specify"

1.
2.
3.
4.

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8. BIO International Convention

33. Have you attended the BIO International Convention in the past three years?

Yes

No

34. Does your company exhibit at BIO?

Yes

No

35. If New York State had a pavilion at the BIO Convention, would your company exhibit in the pavilion?

Yes

No

If "no," why not?

36. What could NYBA do to make your BIO participation more valuable?

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9. Legislative Affairs

37. How familiar are you with NYBA's lobbying efforts?

	Very familiar	Familiar	Neutral	Unfamiliar	No opinion
New York State	jn	jn	jn	jn	jn
Federal	jn	jn	jn	jn	jn

38. How IMPORTANT are the following New York policy issues?

	Very important	Important	Neutral	Not Important	No opinion
Funding for start-up companies and industry expansion	jn	jn	jn	jn	jn
Increasing university research	jn	jn	jn	jn	jn
Protecting and/or expanding stem cell research	jn	jn	jn	jn	jn
Promoting business-friendly climate, including tax reduction efforts	jn	jn	jn	jn	jn
Job training	jn	jn	jn	jn	jn

Other (please specify)

39. Have you attended NYBA's Bioscience Advocacy Day (Albany Lobby Day) in the past three years?

jn Yes

jn No

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10. New York Issues and Programs

40. How familiar are you with State of New York business incentive programs, such as the QETC?

Very familiar

Familiar

Not familiar

41. Is your company taking advantage of any New York State incentive programs?

Yes

No

42. Are you aware of programs offered by other states?

Yes

No

43. How important are the following types of incentive programs for New York State?

	Very important	Important	Neutral	Not Important	No opinion
Grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Loans	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tax credits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture capital funding	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Incubation facilities subsidized with state dollars	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Other (please specify)

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11. Industry Issues

44. What is the one industry-related burning issue that keeps you up at night?

45. Please rate the following long-term issues facing your organization and the life sciences sector:

	Very important	Important	Neutral	Not Important	No opinion
Finding skilled employees	jq	jq	jq	jq	jq
Outsourcing	jq	jq	jq	jq	jq
Partnering	jq	jq	jq	jq	jq
Tracking legislation/regulation	jq	jq	jq	jq	jq
Venture capital opportunities	jq	jq	jq	jq	jq
Other funding opportunities	jq	jq	jq	jq	jq
Mergers and acquisitions	jq	jq	jq	jq	jq
Increased costs for employees	jq	jq	jq	jq	jq

Other (please specify)

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12. Overall Evaluation

46. How satisfied are you with:

	Very satisfied	Satisfied	Neutral	Not Satisfied	Utterly unsatisfied
NYBA overall	jn	jn	jn	jn	jn
NYBA professional staff	jn	jn	jn	jn	jn
Communications from NYBA	jn	jn	jn	jn	jn
NYBA's responsiveness to member needs	jn	jn	jn	jn	jn
NYBA's anticipation of member needs	jn	jn	jn	jn	jn

47. What should NYBA do and/or stop doing to better serve you? (Please include any ideas for products, services, meetings, lobbying efforts, communications, etc. Please be TOTALLY candid. As with this entire survey, all responses will be completely confidential).