



MEMBERSHIP DUES AND BENEFITS

Sustaining Members



Premier Members



NYBA welcomes new and returning members! We divide our memberships into “Enhanced” and “Standard” levels. Please choose the appropriate membership category and level that fits your organization’s needs and goals. Dues are calculated by calendar year and pro rated as appropriate throughout the year.

ENHANCED MEMBERSHIP CATEGORIES

Enhanced Membership offers superior benefits (such as sponsorship opportunities, marketing and executive visibility) and comprises two categories: Sustaining Membership and Premier Membership. Organizations that choose Enhanced Membership demonstrate their clear commitment and investment in the growth of the biotechnology industry in New York by supporting legislative and regulatory efforts, life science business activities, business networking and education.

> Sustaining Membership: \$50,000

See Sustaining Member Benefits below for full details.

> Premier Membership: \$25,000

See Premier Member Benefits below for full details.

STANDARD MEMBERSHIP CATEGORIES

Standard Membership is based upon an organization’s business category and its total number of employees worldwide (not simply total employed in New York State or in a particular practice area). Basic Membership benefits include a broad range of services and offerings. See Basic Membership Benefits page for full details.

> Core Member

Any corporation, partnership, association or other entity that develops, manufactures or commercializes drugs, pharmaceuticals, agricultural products, industrial or environmental products based upon the practical applications of the biological sciences. Membership dues are based upon the total number of employees worldwide (not simply the total employed in New York State).

Number of employees	Annual dues
<5	\$800
5 to 19	\$1,300
20 to 49	\$2,000
50 to 99	\$3,500
100 to 199	\$5,000
200 to 499	\$7,000
500+	\$9,000

> Supporting Member

Organizations that provide services, equipment, supplies or other products of benefit to the biotechnology, pharmaceutical, biomedical or bioengineering industries (including law and consulting firms, investment groups, employment agencies, international economic development agencies, real estate firms, etc.) are eligible to join NYBA as Supporting Members. Membership dues are based upon the total number of employees worldwide (not simply total employed in New York State or in a particular practice area).

Number of employees	Annual dues
<10	\$1,500
10 to 49	\$2,500
50 to 99	\$4,000
100 to 199	\$5,500
200-499	\$7,500
500+	\$9,000

> Institutional Member

Institutional Members include any non-profit institution, research laboratory, academic medical center, university, or government body with an interest or involvement in biotechnology. Member benefits extend to all administrators, employees, students, etc. of the institution.

Number of employees	Annual dues
All	\$2,500

New York Biotechnology Association, Inc.

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> MEMBERSHIP BENEFITS

All NYBA members receive the following benefits:

NYBA Leadership

- CEOs of NYBA members in good standing are eligible to be nominated for election to the NYBA Board of Directors (Sustaining Membership includes a Board seat.)

Public Policy and Advocacy

- NYBA actively lobbies for statewide support, focus and investment in New York's bioscience industry including advocacy and public policy activities that build support for the industry with state, local and federal governments and influence key legislation. NYBA's annual Advocacy Day brings together life sciences executives from across New York State to Albany to collectively educate, inform, and lobby State legislators on issues of critical importance to the industry. NYBA is also the officially designated state affiliate to the Biotechnology Industry Organization in Washington DC. Through this relationship, NYBA has a voice in federal policy that will shape the current and future biotechnology industry. NYBA leads the New York industry delegation at the annual BIO Fly-In, a program that brings over 1,000 leaders of the national biotech industry to lobby congress.

Purchasing Group

- NYBA members are eligible for significant cost savings through the NYBA Group Purchasing Program, which provides money-saving and enhanced-service contracts for our members' purchases. NYBA obtains discounts and benefits usually reserved for only the largest national accounts with such providers as VWR (lab supplies), Office Depot (office supplies), Conner Strong (insurance services), Business Wire (press wire/news services), and many others.

Average Savings

Industry Membership Level	Laboratory Supplies	Office and Technology
200+ employees	\$317,700	\$201,500
101-199 employees	\$260,300	\$77,800
51-100 employees	\$169,100	\$27,000
26-50 employees	\$123,900	\$22,600
11-25 employees	\$42,700	\$10,500
6-10 employees	\$21,300	\$6,300
1-5 employees	\$12,400	\$6,700
Non-industry members	\$40,700	\$31,000
Non-profit members	\$42,200	\$26,300

Average savings off list price as reported by suppliers in 2008

Networking, Networking, Networking

- Members receive a broad range of networking opportunities through monthly and quarterly events and yearly programs, including frequent networkers and receptions, the NYBA Annual Meeting, the annual NY-NJ Cruise, CEO and executive roundtables, clinical trial design seminars, business development discussion groups, CFO forums, bench-to-business workshops, technology transfer networking, human resources management, financing forums, drug discovery, communications/investor relations, finance, quality control/regulatory affairs.

Business Consultation and Support

- Members receive complimentary business consultation and advice on financial mechanisms of start-up companies, SBIR and other federal grant sources, economic development resources, FDA regulations, intellectual property and licensing.

Marketing and Communications

- Members receive increased visibility through NYBA communications channels. These include free corporate listing in NYBA's Membership Directory, a presence on the NYBA website with direct link to member company's website, free event postings on the NYBA website, free job postings on NYBA's job board, and opportunities to present at various NYBA meetings, including the Annual Meeting and Corporate Showcase.

Business Development

- Members receive business development opportunities through our technology transfer resources, partnering resources, and contact directory, making introductions and fostering discussion between scientist-entrepreneurs and companies, financiers and business development professionals in our biotech community.

Exclusive, password-protected access to the Members Only Section of the NYBA website

- The Members Section, a new feature on the NYBA website, offers members-only access to a broad range of exclusive content--including the NYBA Membership Directory, a searchable, in-depth database of information, products, services, and, importantly, contacts--of all NYBA members as well as a broad listing of non-member organizations.

Industry Insight, Education, Information

- Members receive increased competitive understanding of the industry through training and educational programs, NYBA reports and publications, including the annual State of the Industry Reports, newsletters, press releases and ongoing media relations.

> ENHANCED MEMBERSHIP BENEFITS

Sustaining and Premier Members received enhanced benefits commensurate with their membership category.

> Sustaining Membership **\$50,000 annual dues**

Organizations that elect to become Sustaining Members of NYBA make a clear commitment and investment in the growth of the biotechnology industry in New York by supporting legislative and regulatory efforts, life science business activities, business networking and education. Sustaining Members will receive all benefits of Basic Member plus the following:

- Sustaining Member will be offered a seat on the NYBA Board of Directors for as long as the Sustaining Membership remains in effect.
- Sustaining Members will be listed as such on the NYBA website homepage, newsletter, and all appropriate marketing and communications materials.
- Sustaining Member will be listed as an underwriter of the NYBA Annual Meeting on all affiliated publications.
- Sustaining Member logo and name will be on the registration bags given to all annual meeting attendees, and on meeting folders given to all speakers and sponsors.
- Sustaining Member will be entitled to all benefits affiliated with the Diamond level of sponsorship at NYBA Annual Meeting (\$15,000 value) on all appropriate publications and will be entitled to all benefits affiliated with the Diamond level of sponsorship at NYBA annual meetings. Joe Tortorice, VP of Operations, can provide full details.
- Sustaining Member will be listed as an underwriter of our website with the member's logo and name with link to your site will be on the NYBA home page.
- Sustaining Member has the option to host two membership networkers per year (\$7,000 value). If you chose to host, we will work with your staff to determine the best networker for your sponsorship. Unless there is a third-party sponsor, the hosting organization is responsible for networker expenses.
- Sustaining Members will receive right of first refusal for other available NYBA event sponsorships.
- Other benefits and acknowledgements can be included throughout the year where appropriate.

> Premier Membership **\$25,000 annual dues**

Organizations that choose to become Premier Members of NYBA demonstrate their interest in fostering the growth of biotechnology in New York along the entire spectrum of activities supported by the Association. Premier Members will receive all benefits of Basic Member plus the following:

- Premier Members will be listed as a NYBA Executive Member on the NYBA website, newsletter, and all appropriate marketing and communications materials.
- Premier Members will be listed as a Gold Sponsors of the NYBA Annual Meeting (\$6,500 value) on all appropriate publications and will be entitled to all benefits affiliated with the Gold level of sponsorship at NYBA annual meetings. Joe Tortorice, VP of Operations, can provide full details.
- Premier Members will be listed as an underwriter of the NYBA website including a live link to the member's website.
- Premier Members have the option to host one membership networker/roundtable per calendar year (\$3,500 value). If you choose to host, we will work with your staff to determine the best networker or roundtable for your sponsorship. Unless there is a third-party sponsor, the hosting organization is responsible for networker expenses.
- Premier Members will receive invitations to all NYBA events, including "restricted" and executive-only events.
- Premier Members will receive second right of refusal (after Sustaining Members) for other available NYBA event sponsorships.
- Other benefits and acknowledgements can be included throughout the year where appropriate.