



Amplify Your Voice with CLSA

Advocate. Connect. Innovate.

2017 Sponsorship Opportunities



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For more information please contact **Elizabeth Gibson**, Sr. Director, Marketing & Programs, egibson@CALifeSciences.org | 858-456-8898 or **Kelly Bryant**, Sr. Director, Business Development, Kbryant@CALifeSciences.org | 424-744-0025

CLSA Sponsorship - Raise Your Visibility and Expand Your Reach

As a CLSA member, you may take full advantage of our tailored programs and productions - including signature policy and advocacy events, customized partnering with entrepreneurs, and unparalleled educational programs - to reach your target audience. Our events range from intimate forums like our CEO dinners for 25 C-suite executives, to our flagship Pantheon Awards Ceremony which attracts nearly 1,000 life sciences stakeholders and industry titans. Review these member-sponsored programs and let us work with you to determine which programs best match your membership goals and objectives.



About CLSA

California Life Sciences Association (CLSA) is the state's largest and most influential life sciences advocacy and business leadership organization. With offices in Sacramento, San Diego, South San Francisco, Los Angeles and Washington DC, CLSA works closely with industry, government, academia and others to shape public policy, improve access to innovative technologies and grow California's life sciences economy. CLSA serves biotechnology, pharmaceutical, medical device and diagnostics companies, research universities and institutes, investors and service providers throughout the Golden State. CLSA was founded in 2015 when the Bay Area Bioscience Association (BayBio) and the California Healthcare Institute (CHI) merged. Visit CLSA at www.califesciences.org, and follow us on Twitter [@CALifeSciences](https://twitter.com/CALifeSciences), [Facebook](#), [Instagram](#), [LinkedIn](#) and [YouTube](#).



ADVOCATE

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Back to Session Reception | Sacramento, CA | February 7, 2017

“The Back to Session reception is an amazing opportunity for life science industry leaders to reinforce the vitality and importance of the industry to legislators.” – Kathy Procida, Executive Director, State Government Affairs, Johnson & Johnson

The Back to Session Reception in Sacramento brings together more than 250 state policymakers, legislative staff, life sciences industry executives, and academic leaders to honor leading legislators as “Life Sciences Champions.” Don’t miss your chance to sponsor an evening of dialogue and peer-to-peer networking among the stakeholders of the life sciences ecosystem.

Reception Sponsor Benefits: \$3,500

- Complimentary reception attendance
- Recognition in outreach campaign to legislator offices
- Recognition during award presentation to Life Sciences Champions
- Logo placement on all event collateral, including web page, e-mail broadcasts, signage, and program
- Special memento: Framed photograph with honoree*

**Subject to honoree’s schedule and availability*

Reception sponsorship opportunities are available to our academic and non-profit organizations for \$1,000.

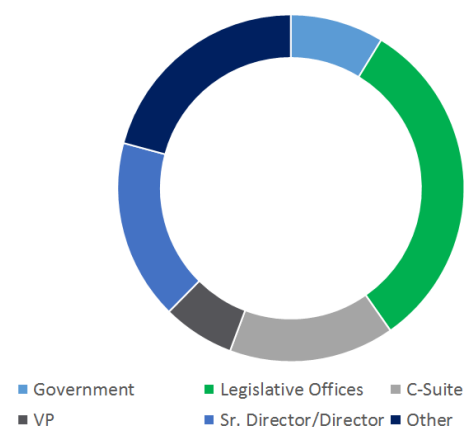
Immediately following the awards reception, dinner sponsors may attend the Board of Directors Dinner and enjoy the chance to meet state legislators, colleagues, and peers. Featured guest speakers have included Senator Ed Hernandez, O.D., and Senator Richard Pan, M.D.

Board of Directors Dinner Sponsor Benefits: \$10,000

- Invitation for four guests to attend private invitation-only Board of Directors Dinner
- Complimentary reception attendance
- Opportunity to present brief remarks at the Board of Directors Dinner**
- Preferred seating at Board of Directors Dinner
- Recognition during award presentation to legislators
- Opportunity to display corporate literature at Board of Directors Dinner
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and program
- Distribution of sponsor’s branded gift to attendees**
- Access to attendee information for follow-up after event

***Subject to CLSA approval*

Audience Breakdown





California Congressional Delegation New Member Orientation & Roundtable | Washington, DC | Q1 2017

Our new member (“freshman”) delegation orientation program brings together our state’s newly elected Members of Congress with CLSA Board Members and senior executives from across CLSA’s membership for an interactive and informal roundtable discussion focused on raising awareness and promoting better understanding of the federal policy issues – research funding at NIH and other federal science agencies; FDA regulatory processes; CMS payment and access policies; and tax, trade, and intellectual property policies – that collectively drive our nation’s life science innovation sector.

Gold Sponsor - \$3,500

- Opportunity to feature your company, technology and patient stories in resource materials shared with policymakers and legislative staff
- Opportunity to guide resource materials development and distribution strategy
- Opportunity to guide and develop program content
- Access to guest lists for follow-up
- Recognition on all event collateral, including resource database, email broadcasts, signage and printed program
- Preferred seating at event

Silver Sponsor - \$1,500

- Recognition on invitation and all participant communications
- Recognition on all event collateral, including resource database, email broadcasts, signage and printed program
- Preferred seating at event

Annual Spring Reception & Dinner on Capitol Hill Washington, DC | May 3, 2017

The Annual Spring Reception is a perfect opportunity for hundreds of attendees to connect with public policymakers and California's life sciences leaders about the issues that matter most to our sector. At the invitation-only dinner following the reception, we will recognize and welcome the new members of our state's congressional delegation.

Platinum Sponsor Benefits: \$8,000

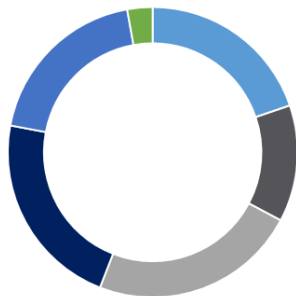
- Complimentary reception attendance
- Seating for eight (8) guests at the private, invitation-only dinner
- Preferred seating with available delegation members and staff at private, invitation-only dinner*
- Photo opportunity and special memento: Framed photograph with a member of Congress*
- Platinum-level recognition on all event collateral promoting reception to legislators, legislative staff, life sciences industry executives, patient advocates, and the health policy community, including web page, e-mail broadcasts, signage, and printed program
- Platinum-level recognition during the dinner program

*Schedule permitting

Gold Sponsor Benefits: \$3,500

- Complimentary reception attendance
- Seating for two (2) guests at the private, invitation-only dinner
- Gold-level recognition on all event collateral promoting reception to legislators, legislative staff, life sciences industry executives, patient advocates, and the health policy community, including web page, e-mail broadcasts, signage, and printed program
- Gold-level recognition during the dinner program

Audience Breakdown



- C-Suite
- VP
- Sr. Director/Director
- Other
- GO
- Advocate

Title	Total
C-Suite	35
VP	23
Sr. Director/Director	41
Other	39
GO	34
Advocate	5

Annual End of Year Reception | Washington, DC | December 2017

“CLSA’s Annual End of Year Reception in DC is the perfect opportunity to strengthen relationships between industry and policymakers in an informal setting.” – Ted Buckley, PhD, Head of US Government Relations and Public Affairs, Shire

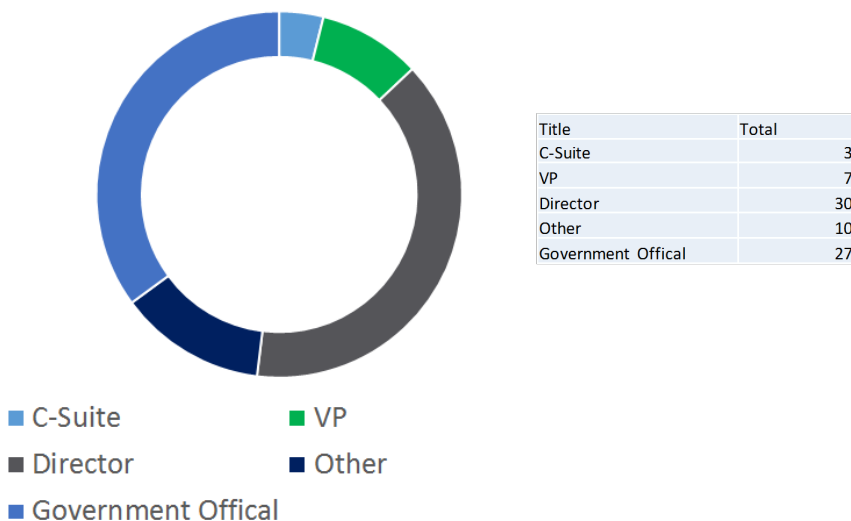
Leveraging our convening power, the End of Year Reception celebrates the end of the year in Washington, DC, by bringing together public policymakers and leaders from across the California biomedical and life sciences ecosystem for an evening of cocktails and conversation. This event offers a unique opportunity for members of Congress, legislative staff, key government officials, life sciences industry executives, academic leaders, the patient community, and other sector stakeholders to celebrate our successes and reflect on our challenges as we look to the year ahead.

The event annually attracts key members of Congress, top-level legislative staff, and other government officials. During the event, attendees have the opportunity to meet and talk one-on-one with policymakers and their staff about the importance of biomedical and life sciences innovation, as well as scientific advancement in California and worldwide.

Sponsor Benefits: \$1,500

- Complimentary reception attendance
- Recognition on all event collateral promoting reception to legislators, legislative staff, life sciences industry executives, patient advocates, and the health policy community, including web page, e-mail broadcasts, signage, and flyers.

Audience Breakdown



Life Sciences Academy | Napa Valley, CA | December 2017

The Life Sciences Academy is dedicated to educating key legislators and opinion leaders about our industry and how it operates, increasing their awareness of the life sciences industry's most urgent issues in serving patients. During this event, legislative life sciences champions, new legislators, and CLSA members will engage in candid give-and-take panel discussions. These sessions offer unique opportunities to meet and educate many members of the California State Senate and Assembly plus key leadership staff.

Rehoboam Sponsor Benefits: \$8,000

- Opportunity to have a speaking role in the program*
- Your choice of: two complimentary rooms and two complimentary registrations **OR** one complimentary room, one complimentary registration, and one spa treatment**
- Preferential seating at the Life Sciences Academy Dinner
- Invitation to attend sponsors-only reception
- Recognition on all event collateral, including signage and printed program
- Company mention at dinner

Jeroboam Sponsor Benefits: \$5,500

- Opportunity to have a speaking role in the program*
- Your choice of: two complimentary rooms and two complimentary registrations **OR** one complimentary room, one complimentary registration and one spa treatment**
- Invitation to attend sponsors-only reception
- Recognition on all event collateral, including signage and printed program
- Company mention at dinner

Magnum Sponsor Benefits: \$4,000

- Your choice of: Two complimentary rooms and two complimentary registrations **OR** one complimentary room, one complimentary registration, and one spa treatment**
- Invitation to attend sponsors-only reception
- Recognition on all event collateral, including signage and printed program
- Company mention at dinner

750 ml Sponsor Benefits: \$3,000

- One complimentary room
- One complimentary registration
- Invitation to attend sponsors-only reception
- Recognition on all event collateral, including signage and printed program
- Company mention at dinner

University/Non-Profit Sponsor Benefits: \$1,500

University, Research Institutions, and non-profit members are eligible for this sponsorship level.

- Opportunity to have a speaking role in the program*
- Invitation for two guests to attend Life Sciences Academy
- Invitation to attend sponsors-only reception
- Recognition on all event collateral, including signage and printed program
- Organization mention at dinner

*Dependent on timing of sponsorship agreement and program development

**Spa treatment option depends on schedule availability

2017 Sacramento Speaker Series | Sacramento | Monthly

In the spirit of maintaining open communication between all stakeholders in the life sciences ecosystem, CLSA is proud to produce the Sacramento Speaker Series. These monthly public policy roundtables feature a diverse group of key thought leaders and decision makers, including state legislators, public officials, policy experts, and political consultants. Lunch is provided during an hour of robust discussion on a broad range of topics relevant to state politics and governance.

Series Sponsor Benefits: \$2,500

- Acknowledgement at all 2017 speaker series events
- Recognition on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Event Sponsor Benefits: \$750

- Acknowledgement at two 2017 speaker series events
- Recognition on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Value of Innovation Campaign

CLSA's Value of Innovation campaign serves to communicate the value that innovative medicines bring to our economy and patient care, while calling attention to the tactics health insurance companies are using to restrict access and shift costs onto patients. The campaign also focuses communications and digital media strategies to defeat problematic legislative measures that harm life sciences innovation in California, such as our inaugural campaign around California mandatory price reporting legislation (Senate Bill 1010) in 2016.

How Is This Achieved?

In addition to our direct, on-the-ground efforts in Sacramento and Washington, CLSA's Value of Innovation campaign focuses on the new realm of on-line, digital advocacy. In 2017, CLSA will continue this digital media campaign with an ongoing series of Facebook, Twitter and other on-line ads focused in Sacramento and key legislative districts across the state, along with a new Protect Access & Innovation website, which will serve as a hub providing information about relevant actions that undermine or threaten patient access and care, news and updates from CLSA, and a platform for contacting legislators on priority legislation.



Digital Ad Example



Examples of new Protect Access and Innovation digital campaign messaging.

Raise Your Political Voice! Join the CLSA State Political Action Committee Today

What is the California Life Sciences Association State Political Action Committee?

The California Life Sciences Association State Political Action Committee (CLSAPAC) is a bipartisan state political action committee established to solicit voluntary political contributions. The CLSAPAC enables companies and individuals to combine their resources to support state-level candidates who demonstrate a dedication to understanding California's life sciences industry, encouraging the industry to flourish in the state, and fostering drug, device, and diagnostics innovation. **Unlike federal law, corporations are allowed under California law to make political contributions to a state PAC.**

What is the purpose of the CLSAPAC?

The purpose of the CLSAPAC is to elevate awareness of the life sciences industry's goals through increased education and participation in the political process in California. The CLSAPAC aims to educate, inform, and elect candidates to state office who will support and promote California's life sciences industry. The CLSAPAC allows the life sciences industry to support candidates for office who share our values and want to help our industry conduct business in California; develop, commercialize, and market new medical products; and maintain a highly skilled workforce.

Why contribute to the CLSAPAC?

The CLSAPAC allows you and your company the opportunity to unite with other industry leaders to ensure that Sacramento policymakers hear your views. Elected officials in California have direct influence on how you and your company conduct business in the state and how your products are developed, regulated, and marketed in California. By contributing to the CLSAPAC, you can help ensure that these key officials understand and appreciate the unique challenges facing medical innovators.

Who may contribute to the CLSAPAC?

Any individual or company that has an interest in maintaining a business, legal, and regulatory climate that supports and advances life sciences innovation in California may contribute to the CLSAPAC.

How do I join the CLSAPAC?

Join the CLSAPAC now by contacting **Eve Bukowski, Vice President, State Government Relations** (916-233-3497 or ebukowski@califesciences.org). United, we can support candidates who encourage medical innovation, advance product development, and promote the growth of the life sciences industry in California.



CONNECT



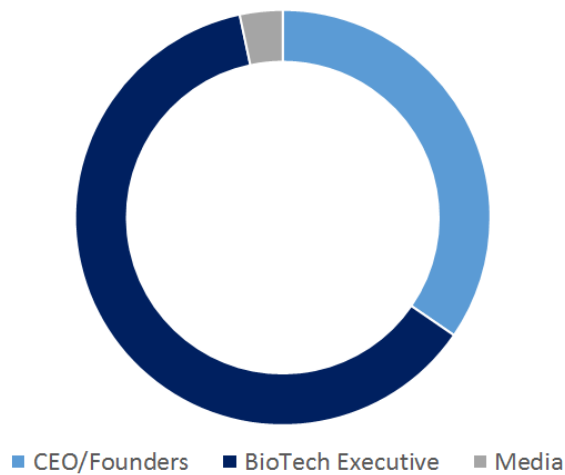
CLSA Reception at JP Morgan Healthcare Conference | Bay Area | January 11, 2017

Start off the year by connecting with life sciences heavyweights! The CLSA Reception at JP Morgan is a unique opportunity to connect with life sciences industry executives from public and private companies, and CLSA Board of Directors and Partners.

Reception Sponsor Benefits: \$10,000 | Three Available

- Complimentary reception admissions
- Access to attendee information for follow-up after event
- Logo placement on all event collateral, including web page, mail broadcasts, signage, and print
- Opportunity to collaborate on invitation list and coordinate marketing outreach
- Ability to display promotional materials or provide giveaways at the reception
- Recognition during reception

JP Morgan Reception Audience Breakdown



Title	Total
CEO/Founders	83
BioTech Executive	149
Media	8



Evening with Thought Leaders & Board Dinner | Los Angeles | August 2017

This high-impact program gives CLSA members the opportunity to stay ahead of trends in the life sciences industry and get fresh insights from key opinion leaders on policy, economics, business, and society.

Past speakers include Genomics Pioneer and Co-Founder of *Human Longevity*, Dr. Craig Venter; Former Secretary of State and Distinguished Fellow at the Hoover Institution, Stanford University, George P. Schultz; Director of the U.S. Centers for Disease Control and Prevention (CDC), Thomas R. Frieden, and Director of Vaccine Development within the Global Health Program at the Bill and Melinda Gates Foundation, Penny Heaton.

Platinum Sponsor Benefits: \$10,000 | One Available

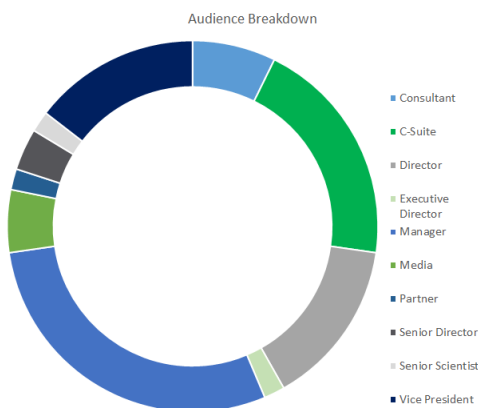
- Invitation for four guests to attend full program and private invitation-only Board of Directors Dinner
- Opportunity to give brief remarks at Board of Directors Dinner*
- Preferred Dinner seating
- Access to attendee information for follow up after event
- Distribution of CLSA-approved, branded attendee gift**
- Recognition at Dinner
- Platinum-level logo placement on all event collateral, including web page, mail broadcasts, signage, and print

Gold Sponsor Benefits: \$5,000 | Three Available

- Invitation for one guests to attend full program and private invitation-only Board of Directors Dinner
- Opportunity to collaborate on program content and speaker selection
- Access to attendee information for follow up after event
- Recognition at Evening with Thought Leaders event
- Gold-level logo placement on all event collateral, including web page, mail broadcasts, signage, and print

*Subject to CLSA approval

**Gift to be provided by sponsor, subject to CLSA approval





Pantheon Awards Ceremony | San Francisco | November 2017

The Pantheon Awards Ceremony is CLSA's signature life sciences event, bringing together California's industry leaders: inventors, investors, educators, Nobel Laureates, and local, state, and federal elected officials. It's a moment in time where industry founders share the stage with next-generation leaders. Join us for this celebration of the impact that California's therapeutic, diagnostic, medical device, and industrial biotechnology companies are making around the globe.

Presenting Sponsor Benefits: \$20,000 | Two Available

This sponsorship offers the highest level of visibility and includes on-stage presentation of one of the Lifetime Achievement awards.

- Table for 10 individuals, with prominent placement
- Invitation for two individuals to attend the Chairman's Reception
- On-stage presentation of one Life Sciences Leadership award or other award onstage
- Full-page ad in the event program (to be supplied by the sponsor)
- Company logo incorporated into marquee remarks ("2016 Pantheon Awards Ceremony presented by...")
- Prominent logo on the printed program cover
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and program

Patient Advocate Sponsor Benefits: \$18,500 | One Available

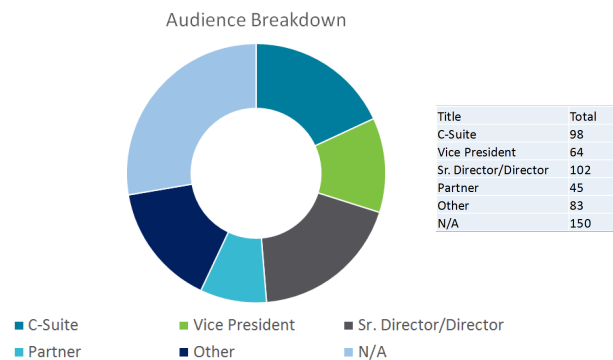
This sponsorship a high level of visibility and emotional impact at the beginning of the Pantheon program.

- Opportunity to present and introduce a 2016 Patient Advocate at the Pantheon Awards ceremony
- Table for 10 with prominent promotional table placement
- Opportunity to assist screening and selection process of our featured Patient Advocate
- Access to two tickets to attend Chairman's Reception
- Full page ad in the event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and program

Chairman's Reception Sponsor Benefits: \$15,000 | One Available

This exclusive sponsorship gives your company stand-alone visibility during the Chairman's Reception.

- Table for 10 attendees, with premium placement
- Invitation for four individuals to attend private Chairman's Reception
- Named Exclusive Sponsor of the Chairman's Reception
- Prominent logo display inside Chairman's Reception area and all Chairman's Reception collateral
- Full-page ad in the event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program



Opening Reception Sponsor Benefits: \$15,000 | One Available

This exclusive sponsorship package gives your company stand-alone visibility during the opening reception.

- Table for 10 individuals, with premium placement
- Invitation for one individual to attend private Chairman's Reception
- Named Exclusive Sponsor of the Opening Reception
- Prominent logo display in the Opening Reception area and all Opening Reception collateral
- Full-page ad in the event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Centerpiece Sponsor Benefits: \$15,000 | One Available

This exclusive sponsorship package will give the Centerpiece Sponsor high-level stand-alone visibility at each corporate table and place setting during the Pantheon Awards Ceremony.

- Table for 10 attendees, with premium placement
- Four table tents displaying sponsor logo placed at each corporate table
- A business-card size sponsor logo display at each place setting, featuring a "fun fact" format highlighting a program of the sponsor's choosing
- One-page ad in the event program
- Invitation for four individuals to attend private Chairman's Reception
- Prominent logo in all event materials, including electronic invitations, printed advertising, event printed program, event website with hyperlink, and displayed on video screen at the event

Video Vignettes Sponsor Benefits: \$12,000 | One Available

This unique sponsorship package gives your company stand-alone visibility in video vignettes produced specifically for this event.

- Table for 10 individuals, with premium placement
- Invitation for one individual to attend the Chairman's Reception
- Named Exclusive Sponsor of video vignettes
- Company logo incorporated into video vignettes shown during Pantheon Awards Ceremony, used post-event in CLSA marketing campaigns, and archived/ and available for viewing via CLSA web site and CLSA YouTube Channel
- Complimentary full-page ad in event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage and printed program

Wine Sponsor Benefits: \$12,000 | One Available

This sponsorship package gives your company visibility on all menus as our Exclusive Wine Sponsor.

- Table for 10 individuals, with premium placement
- Invitation for one individual to attend private Chairman's Reception
- Named Exclusive Wine Sponsor, with logo placement on all menus
- Opportunity to place small table tent on each table: "Wine brought to you by..."
- Complimentary full-page ad in the event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Entertainment Sponsor Benefits: \$8,500 | One Available

This unique sponsorship package gives your company stand-alone visibility during the entertainment.

- Table for 10 individuals
- Invitation for one individual to attend private Chairman's Reception
- Named Exclusive Sponsor of the Pantheon Award entertainment section
- Opportunity to work with CLSA in appointing the evening's entertainment
- Complimentary full-page ad in event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Social Media Sponsor Benefits: \$8,500 | One Available

This unique sponsorship package gives your company stand-alone visibility.

- Table for 10 individuals
- Invitation for one individual to attend private Chairman's Reception
- Named exclusive sponsor of live tweeting and ability to provide sponsored tweets to CLSA during event
- Complimentary full-page ad in event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Dessert Sponsor Benefits: \$8,500 | One Available

This exclusive sponsorship package gives your company stand-alone visibility during the closing reception.

- Table for 10 individuals
- Invitation for one individual to attend private Chairman's Reception
- Named Exclusive Sponsor of Dessert Reception
- Prominent logo display in Dessert Reception area and on all Dessert Reception collateral, OR creative logo placement on dessert items and all dessert displays at corporate tables
- Full-page ad in the event program (to be supplied by the sponsor)
- Prominent logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Event Sponsor Benefits: \$7,500 | Limited Availability

This sponsorship package gives you an opportunity to demonstrate your commitment to the California community.

- Table for 10 individuals
- Named Event Sponsor
- Half-page ad in event program (to be supplied by the sponsor)
- Company logo on all event collateral, including web page, e-mail broadcasts, signage, and printed program

Table Sponsors: \$5,500 Members | \$6,500 Non-Members | \$3,500 Non-Profit/ Philanthropic*

Reserve your own table for your colleagues, clients, and peers.

- Table for 10 individuals

*Philanthropic rate provides sponsoring company an opportunity to have one representative of their organization attend with the remaining nine (9) seats donated to education, academic, and early-stage company representatives (i.e., university teachers, researchers, and students; high school and community college sciences educators; representatives of the community-based non-profit organizations; executives of start-up biotech companies, etc.). This rate also applies to qualified non-profits, government agencies, patient groups, and disease foundations.



Partnering Day Program

The Partnering Day Program is an opportunity to promote your company as a CLSA partner of choice, and leverage our network and resources. You'll be able to connect with small high-quality therapeutic, device, and diagnostic companies in California and gain unparalleled access to novel technologies for co-development.

Exclusive Sponsor Package: \$25,000

- Partnering Day sponsor will be announced as event headliner, e.g., [Your Name] Partnering Day, with the event date and location set in close coordination with CLSA
- Sponsor will determine specific therapeutic research and development areas, technologies, and stage of development to focus during Partnering Day, and CLSA will promote this agenda to companies in its California network
- CLSA will create a dedicated web page and will promote Partnering Day to CLSA members and Fellows via direct marketing through our network of California venture funds and entrepreneurship programs as well as our marketing partners
- Partnering Day Sponsor will have an opportunity to deliver an exclusive presentation during the Opening Plenary (up to 80 executives):
 - "Partner of Choice" pitch
 - Current areas of R&D interest
 - Partnering strategy and process
 - Completed deals, partnerships in place (portfolio of companies)
 - Business development team member introductions
- CLSA will work closely with the Partnering Day Sponsor to identify and pre-qualify small therapeutic, diagnostic, and medical device companies, request additional information as necessary, and schedule meetings
- Partnering Day Sponsor will be provided an opportunity to hold targeted one-on-one meetings for up to six therapeutic/disease areas or tracks (additional tracks subject to space availability; additional charges may apply)
- Opportunity to host a targeted luncheon session for up to 40 individuals
- Opportunity to coordinate with CLSA in pre-mailing of partnering materials to approved companies, including:
 - Partnering strategy and focus
 - Biographies and photos of the relevant team members
 - Information on completed deals and partnerships already in place
- CLSA will write an article before the Partnering Day and post it on the CLSA web site; after the Partnering Day CLSA will write a comprehensive overview of the day (including key contact information) and send it to CLSA subscribers via the CLSA Wire monthly newsletter.

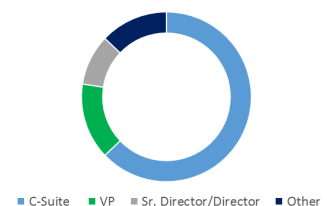
Business Development Reception Package: \$5,000

- Host a reception for up to 100 business development, and C-suite executives on the eve of or at the conclusion of the Partnering Day (by invitation)

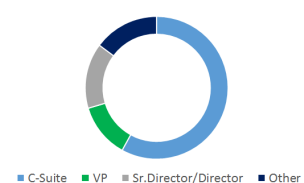
Dinner Package: \$5,000

- Host a private dinner for up to 25 investors and business development and/or C-suite executives on the eve of or at the conclusion of the Partnering Day (by invitation)

Plenary Session Audience Breakdown



Networking Reception Audience Breakdown



Additional CLSA Event Options

The Partnering Day Program is an opportunity to promote your company as a CLSA partner of choice, and leverage our network and resources. You'll be able to connect with small high-quality therapeutic, device, and diagnostic companies in California and gain unparalleled access to novel technologies for co-development.

Executive Dinners | TBD | Various - \$7,500

The CLSA Executive Dinner Series includes personalized, intimate dinners of up to 20 individuals that offer a casual environment of great food, wine and peer-to-peer exchange on industry issues. Executive Dinner invitations are issued exclusively to life science company executives based on topic relevance. This single event sponsorship is by invitation only and offers the following benefits:

- Positioned as an Exclusive Dinner Sponsor;
- Invitation issued to one company executive to participate in this closed event (with a preference given to a company expert on selected topic);
- An opportunity to work collaboratively with CLSA on a discussion topic;
- Anchor invitations and guest list;
- Company logo included on all event-related materials: electronic invitations, registration confirmations and event signage; and
- An opportunity to provide a VIP gift for attendees bearing sponsor's logo.

Bio on the Bay/Bio on the Beach Networking Events | TBD | Various - \$3,000

These casual and informal quarterly events bring the local life sciences community together in interesting venues to encourage new relationships and strengthen existing partnerships between organizations and life sciences professionals. This package includes:

- An opportunity to work collaboratively with CLSA on a venue and theme;
- Anchor invitations and guest list; and
- Company logo included on all event-related materials: electronic invitations, registration confirmations and event signage.

CLSA Annual Open House | July 2017 | San Francisco or San Diego - SOLD OUT

Our Annual Warehouse Party is an opportunity for both member and non-member companies to learn what CLSA has to offer; to meet and understand the discounts and benefits provided through our Business Solutions and Member to Member programs. This package includes:

- An opportunity to work collaboratively with CLSA on a venue and theme;
- Anchor invitations and guest list; and
- Company logo included on all event-related materials: electronic invitations, registration confirmations and event signage.

Progress & Profit Webinar Series | TBD | Virtual - \$1,000 per webinar

The Progress & Profit webinar series is designed to promote a custom one-hour webinar developed and hosted by the Sponsor to educate our members on a topic specifically of interest to the life science community. This package includes:

- HTML Invitation
- Four dedicated email blasts to designated database contacts (market segment, functional roles & titles)
- Listings on the CLSA Advantage Calendar and representation in CLSA's monthly Event Wire
- Representation in CLSA's monthly Bulletin



INNOVATE



FAST Advisory Program | California | Spring & Fall 2017

The CLSI **Fellows All-Star Team (FAST)** Advisory Program allows the most promising California life sciences startups access to expert advising to increase their chances and speed of securing funding from investors and partners. Ultimately, working with a tailored team of technical and business experts also puts commercial success within reach.

The FAST program runs in two sessions, Spring and Fall. For each session, experienced reviewers select the FAST startups, who are then matched with a high-level team of advisors that work with the startups over 10-12 weeks. The program culminates with a Final FAST Showcase and Reception where the FAST companies present to a distinguished audience of investors and executives from all segments of the industry. Through the program, 8-12 companies are directly served each year; an additional 20-30 startup applicants receive referrals and other advising to help them become “FAST”-ready.

Our Impact

Launched in Fall 2013, FAST was developed to help some of the most compelling California life sciences startups FAST-track their way to funding and success. As of January 2017, 34 FAST graduate companies have received more than 3400 advisory hours valued at over \$880,000. Collectively, they have raised more than \$180 million and created over 135 jobs since their participation in FAST.

Sponsorship of the FAST program offers a first glimpse into some of the most cutting-edge innovative technologies from entrepreneurs in the industry.

Program Sponsor Benefits: \$20,000

- Named Program Sponsor for two FAST program sessions over a 12-month period
- Visibility as a Program Sponsor on FAST website for the sponsorship duration, including company logo on all FAST program-related materials, electronic invitations, registration confirmations, printed event program, and event signage
- Invitation issued to one (1) company executive to participate on the Spring **AND** Fall Review Panels to review applications and select FAST companies (preference given to a company expert on selected topic)
- Option to provide an advisor to serve on **one FAST team per session** (based on expertise matching company needs)
- Invitation issued to two (2) executives to attend the invitation-only Spring **AND** Fall FAST Opening Showcases
- Invitation issued to three (3) executives to attend the invitation-only Spring **AND** Fall FAST Closing Showcases & Celebrations to network with a distinguished audience of life sciences startups, executives, and investors
- Opportunity to exhibit company literature on Showcase registration tables

Session Sponsor Benefits: \$10,000

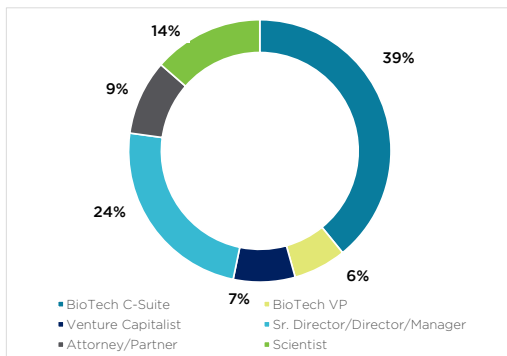
- Named Program Sponsor for one of the two FAST program sessions (Spring **OR** Fall);
- Visibility as a Spring **OR** Fall session Sponsor on FAST website, including company logo on all session-related materials, electronic invitations, registration confirmations, printed event program, and event signage
- Invitation issued to one (1) company executive to participate on the Spring **OR** Fall Review Panel to review applications and select FAST companies (preference given to a company expert on selected topic) **OR** on the Advisory Team (based on expertise matching company needs)
- Invitation issued to one (1) executive to attend the invitation-only Spring **OR** Fall FAST Opening Showcase
- Invitation issued to two (2) executives to attend the invitation-only Spring **OR** Fall FAST Closing Showcase & Celebration to network with a distinguished audience of life sciences startups, executives, and investors.

Video Sponsor Benefits: \$7,500 | Sold Out

- Named Exclusive Video Sponsor of FAST promotional video, which will be used as a program recruitment tool for startups and disseminated to prospective investors and advisors
- Invitation for one (1) executive to attend the invitation-only Spring **OR** Fall FAST Closing Showcase & Celebration to network with a distinguished audience of investors and life sciences startups

Showcase Event Sponsor Benefits: \$7,000 | Three Available

- Named Event Sponsor for one of the two FAST Closing Showcases & Celebrations (Spring **OR** Fall)
- Visibility as a Spring **OR** Fall FAST Closing Showcase & Celebration Event Sponsor, including company logo on event website, all session-related materials, electronic invitations, registration confirmations, printed event program, and event signage
- Invitation to three (3) executives to attend the invitation-only Spring **OR** Fall FAST Closing Showcase & Celebration to network with a distinguished audience of investors and life science startups.



Title	Total
BioTech C-Suite	72
BioTech VP	12
Venture Capitalist	14
Sr. Director/Director/Manager	44
Attorney/Partner	17
Scientist	25
Total	184

Opportunities for customized sponsorship available at a higher level.

*Please make checks payable to the California Life Sciences Institute, or CLSI, a 501(c)(3) organization.



FAST/Fellows/Advisor Networking Receptions | Bay Area

These informal gatherings allow CLSA Fellows, FAST companies and graduates, FAST Advisors, and CLSI Expert Network experts to meet in a casual setting to develop rapport while discussing issues related to getting a life sciences startup off the ground and funded.

Reception Sponsor Benefits: \$2,000 | Three Available

- The opportunity to network with some of the region's most compelling startups and experienced professionals (serial entrepreneurs, investors, and product and business experts).
- Company logo included in event-related materials: electronic invitations, registration confirmations, and event signage
- Invitation issued to two company representatives to attend the Networking Receptions

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CLSA Sponsor Benefits Expression of Interest

Sponsor Benefits Contacts:

Elizabeth Gibson
Senior Director, Marketing & Programs
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Kelly Bryant
Senior Director, Business Development
Phone: 424-744-0025
E-mail: Kbryant@CALifeSciences.org

Company Name: _____

Member: YES | NO _____

Primary Contact Name: _____

E-mail: _____

Telephone #: _____ Ext.: _____ Fax #: _____

Address: _____

City, State, ZIP: _____

My organization would like to sponsor:

Event Name: _____

Sponsor Benefits Level: _____

Event Name: _____

Sponsor Benefits Level: _____

Event Name: _____

Sponsor Benefits Level: _____

Your Commitment

TOTAL: \$ _____

Payment Info: AmEx VISA MasterCard CHECK Please Invoice

Credit Card #: _____ Exp. _____ Date: _____

Name on Card: _____

Signature: _____

Unless otherwise noted, please make all checks payable to California Life Sciences Association. All checks must be received two weeks prior to the sponsored event date. California Life Sciences Association is a 501(c)(6) organization. Please let us know if you require CLSA Federal Tax ID information or if you would like to receive a copy of the paid invoice.

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