

Reach Out – Be Heard – Be Informed – Buy Smart – Promote Hope

Reach Out

Opportunities for networking and targeted introductions are an integral part of membership. Our events and programs maximize your ability to connect with potential partners and to create business opportunities.

- Annual regional symposium that brings together nearly 1,000 bioscience professionals from throughout the Mid-Atlantic region. The response we received from Biotech 2008 was phenomenal. The messages delivered by our keynote speakers were inspirational. The panels featuring the leaders of some of our companies gave us a great deal to think about as we continue to strive toward further innovations in medical research. And all our panelists provided great advice for building and growing strong bioscience companies. The date and location for Biotech 2009 will be announced shortly.
- Annual industry dinner drawing more than 850 bioscience professionals. At the dinner, we recognize an exceptional leader in biosciences with our Hubert JP Schoemaker Leadership Award.
- Educational programs that address topics pertinent to growing successful bioscience companies.

Be Heard

Pennsylvania Bio is the only statewide association in the Commonwealth dedicated solely to advancing biosciences in Harrisburg and Washington DC. We advocate for public policies that will foster growth and success for the bioscience community in Pennsylvania. Key state issues include:

- **Tax Policy and Business Climate:** Pennsylvania Bio is working hard to see that Pennsylvania uncaps the Net Operating Loss (with a three-year goal of making this tradable), moves to a Single Sales Factor Apportionment for corporate net income taxes and expands the R&D Tax Credit
- **Patient Access and Safety:** We are committed to policies that ensure patient access to the innovative therapies, devices and diagnostics being developed by bioscience companies in Pennsylvania.
- **Workforce and Education:** Ensuring that Pennsylvania is developing the pipeline of bioscience talent.

Key federal issues include (but are not limited to):

- Patent Reform
- Small Business Innovation Research (SBIR) grant funding
- Follow-on Biologics
- Funding for the NIH and FDA

Be Informed

Stay abreast of news and issues in the industry using our monthly e-newsletter, ***Pennsylvania Bio Watch***. It provides a round-up of news from throughout the industry in Pennsylvania along with features about innovative companies and events in our biosciences community. We also provide members with a monthly ***Member Insider*** with information about opportunities at Pennsylvania Bio and in Harrisburg and Washington DC.

Buy Smart

Pennsylvania Bio is a resource to help you find service providers through exclusive, money-saving programs.

- Cost-saving laboratory and safety supplies, equipment, chemicals, and more through **Fisher Scientific**.
- Discounts on newswire distribution through **Business Wire**.
- Insurance and risk management programs through **Conner Strong**.
- Contract testing services provided through an agreement with **Charles River Laboratories**.
- ***Pennsylvania Bio MedTRACK***, a comprehensive database offering information on public and private bioscience companies in Pennsylvania, developed by Life Science Analytics.
- Discount office products from **W.B. Mason** with easy online ordering and free, next-day delivery.
- A powerful career resource for the bioscience industry through the **Pennsylvania Bio Career Center**.

Promote Hope

Pennsylvania Bio advances public understanding of the positive impact our community is making on the future of healthcare globally.

For more information on the value of membership, please visit www.pennsylvaniabio.org.

Pennsylvania Bio and Fisher Scientific Group Purchasing Program



Fisher Scientific will allow you to stretch your dollars, simplify your operations, and optimize your productivity.

Through the Fisher Scientific partnership, Pennsylvania Bio members receive:

- The leveraged buying power of our collective members on laboratory and safety supplies, equipment, chemicals, reagents, and a host of services.
- Access to Fisher Scientific managed services portfolio, ranging from needs assessment, e-commerce initiatives, inventory management, and chemical management.
- A customizable, high volume/critical "hot list" at an additional discount from the already competitive pricing schedule in order to meet your individual needs.
- A dedicated portal for Pennsylvania Bio members at www.fishersci.com to conduct electronic purchasing, facilitate ordering, and ensure you receive the discounted pricing negotiated by the Association.

Fisher Scientific is part of Thermo Fisher Scientific, the world leader in serving science.

About Thermo Fisher Scientific

Thermo Fisher Scientific (NYSE: TMO) is the world leader in serving science, enabling our customers to make the world healthier, cleaner, and safer. With annual sales of more than \$9 billion, we employ 30,000 people and serve over 350,000 customers within pharmaceutical and biotech companies, hospitals and clinical diagnostic labs, universities, research institutions and government agencies, as well as environmental and industrial process control settings. Serving customers through two premier brands, Thermo Scientific and Fisher Scientific, we help solve analytical challenges from routine testing to complex research and discovery. Thermo Scientific offers customers a complete range of high-end analytical instruments as well as laboratory equipment, software, services, consumables and reagents to enable integrated laboratory workflow solutions. Fisher Scientific provides a complete portfolio of laboratory equipment, chemicals, supplies and services used in healthcare, scientific research, safety and education. Together, we offer the most convenient purchasing options to customers and continuously advance our technologies to accelerate the pace of scientific discovery, enhance value for customers and fuel growth for shareholders and employees alike. Visit www.thermofisher.com.

For more information on Fisher Scientific, please contact 800.766.7000.

For any other inquiries, please contact Pennsylvania Bio at 610.578.9220 or visit www.pennsylvaniabio.org.

Insurance Services



Conner Strong, one of the 20 largest privately-held brokerages in the country, has been selected as the Risk Management Advisor and Insurance Broker to Pennsylvania Bio members.

Conner Strong is a leading insurance brokerage and consulting firm. Through proprietary approaches, the firm offers customized property and casualty and employee benefit programs designed to align with organizational goals and drive bottom-line growth.

Within its dedicated life science specialty practice, Conner Strong provides risk management and insurance products and services to several hundred life science firms around the world. Specific areas of expertise include Human Clinical Trials, Product Liability, GMP Property coverage, and Directors and Officers Liability insurance. Specialty products such as "Non Damage Business Interruption" underscore Conner Strong's innovative approach to solving industry challenges.

Headquartered in Cherry Hill, NJ, Conner Strong places more than \$1 billion in premiums annually and has a team of nearly 300 insurance professionals, serving clients throughout the globe.

Find out what Conner Strong can do to help your organization grow and prosper. For more information, or a comprehensive review of your current risk management/insurance program, call 1.877.861.3220.

For any other inquiries, please contact Pennsylvania Bio at 610.578.9220 or visit www.pennsylvaniabio.org.



Pennsylvania Bio has partnered with BioSpace, the world's leading online community and career network for the bioscience industry, to offer Pennsylvania employers and job candidates the Pennsylvania Bio Career Center – a powerful career resource for the bioscience industry. The Career Center is focused on employment opportunities and job candidates from the biotechnology, pharmaceutical, medical device, and healthcare fields in Pennsylvania.

BioSpace is the leading online community for bioscience careers, news, and other resources. For more than 23 years, BioSpace has helped accelerate recruitment, communication, and discovery among business and scientific leaders in the bioscience market. The company's website, www.biospace.com, offers unparalleled resources for targeted recruitment, product advancement, investment, event coordination, and other opportunities within the biosciences. BioSpace also hosts more than 25 bioscience career events every year.

The Pennsylvania Bio Career Center will connect bioscience companies and job candidates in the state with career resources from BioSpace. Employers and job candidates can access the Pennsylvania Bio Career Center by visiting the Career Center section of www.pennsylvaniabio.org.

The Pennsylvania Bio Career Center offers:

- Free job postings for Pennsylvania Bio members
- A dynamic recruitment tool for statewide employers in the bioscience industry
- The ability for job candidates to search hundreds of jobs and post or distribute multiple versions of their résumé
- A connection to a targeted community of 400,000 monthly, unique visitors that rely on BioSpace for career and industry resources
- Online career tips and articles

For more information on job postings or advertising, please contact Michele White at BioSpace at 732.746.2286 or michele.white@biospace.com.

For general information on the Pennsylvania Bio Career Center contact Karen DeLone at Pennsylvania Bio at 610.578.9220 ext. 210 or karen@pennsylvaniabio.org.

For any other inquiries, please contact Pennsylvania Bio at 610.578.9220 or visit www.pennsylvaniabio.org.

