



Welcome to the nation's
fastest-growing life
science community.

Member Toolkit



The life science industry is growing at an incredible pace around the world, and we're playing an important role here in Utah.

BioHive is a thriving collective of more than 1,100 companies representing the life science and healthcare innovation ecosystem of Utah's economy. We include researchers, developers, and manufacturers of therapeutics, devices, and diagnostics, as well as laboratory facilities, healthcare delivery systems, digital health, health IT, and supply chain businesses that support these industries.

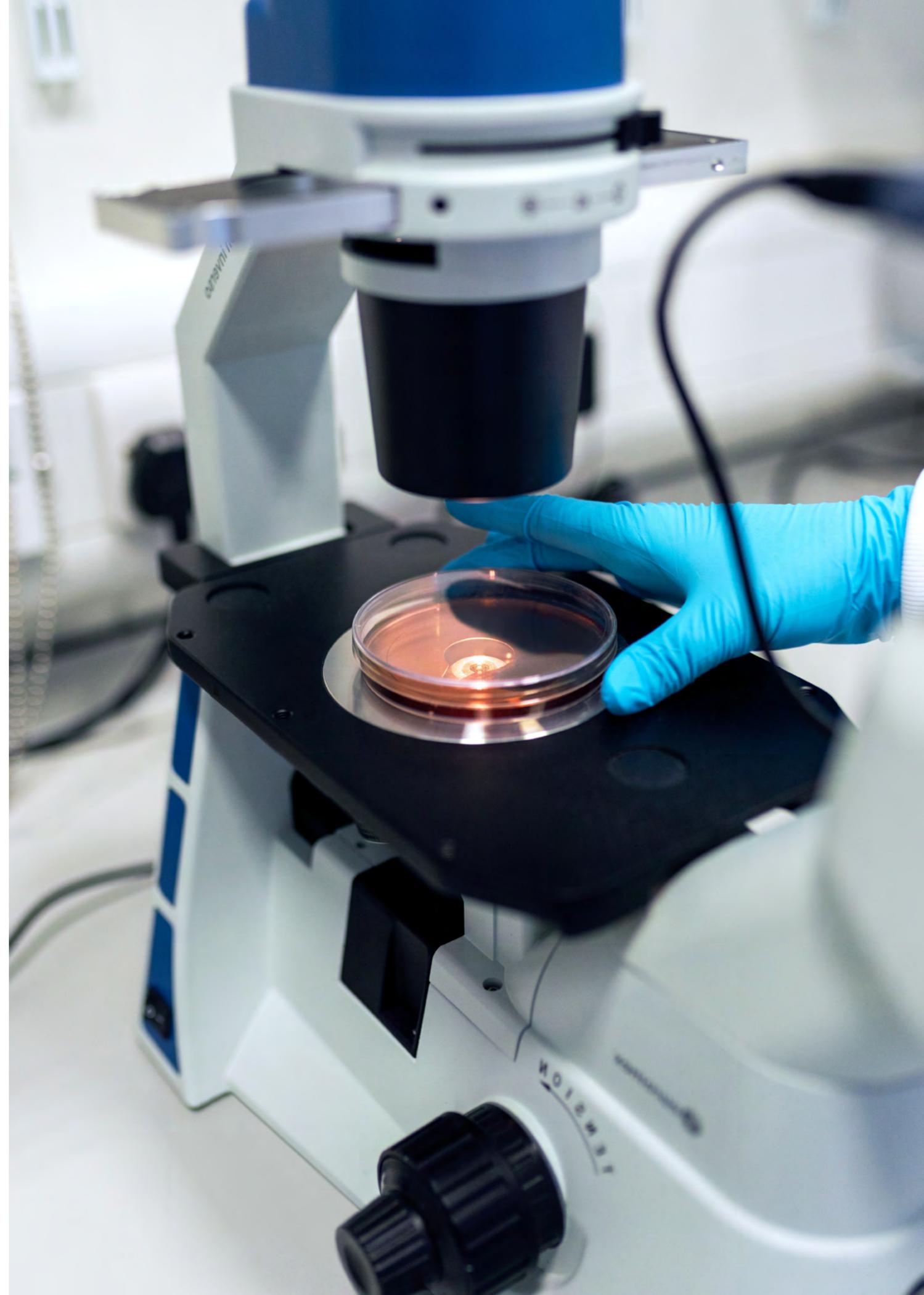
BioHive serves as an advocate for this life science ecosystem. We're supported by the University of Utah, Salt Lake City, BioUtah, World Trade Center Utah, EDCUtah, Utah Governor's Office of Economic Development and industry.

Make no mistake, something special is happening here in the Beehive State.

Our bioscience industry employs 43,000 people directly and 88,000 indirectly, for a total of more than 130,000 (among the nation's highest per capita). The life science industry is a key driver of both life-changing interventions and tools, and also of economic growth. The highly trained employees of this industry are paid an average wage almost 50% higher than Utah's average.

BioHive's innovators congregate in Utah for many reasons. The fact that we're #6 in the nation for medical device development, #5 for diagnostics development, the epicenter for life-saving catheter technologies, and a rising force in bio-pharma certainly doesn't hurt. But it's our state's unique ability to combine 310 days of sun a year with the greatest snow on earth is the ultimate holdfast. During summer months, you can go on epic hikes within minutes of your home. And in winter, go from lab to lifts in just 30 minutes.

From national parks to mountain biking to heliskiing, it's easy to see why Utah regularly turns visitors into residents.



We're the nation's fastest growing life science community.¹

It takes infrastructure to build a collective like this, which Utah has built in spades. With ample lab space, assets, shipping, receiving, regulatory groups, research universities, manufacturing capabilities, and supportive local governments, we are uniquely positioned for national leadership. And our educated population, collaborative universities, central geographic location, and incredible outdoor opportunities ensure that we'll continue to fuel the fires of innovation well into the future.



Here's a quick look at how BioHive stacks up against the rest of the best:

2nd

in the nation for medical device employment concentration¹

538

Bioscience-related patents in 2019²

\$13B

Direct and indirect GDP from industry¹

6th

Per capita VC investment in US²

8%

of Utah's total GDP¹

Contributes to Utah's nation-leading export growth rate¹

1,100+

companies are part of the ecosystem

Among the first to benefit from federal efforts to reshore critical API productions³

1. Pace, Levi. Economic Impacts of Utah's Life Sciences Industry. Salt Lake: Kem C. Gardner Policy Institute, 2018.

2. TEconomy/BIO. The Bioscience Economy: Propelling Life-Saving Treatments, Supporting State & Local Communities. 2020.

3. Weintraub, Arlene. How Civica helped under-the-radar Phlow nab a \$354M COVID-19 manufacturing deal. 2020.

BioUtah

BioHive

What is it?

The trade association for Utah's Life Sciences Industry.

A thriving collective of more than 1,100 companies representing the life science and healthcare innovation ecosystem of Utah's economy.

Who is a part?

Approximately 200 dues-paying members composed of diagnostic, therapeutic and medical device research, development and manufacturing companies or professional services that support them.

Any life sciences or health IT company, plus any professional, logistics or supply-chain company that supports them. This ecosystem already numbers more than 1,100 companies!

Membership

Dues are based on employee count.

Free. You are already a part of the BioHive! Download materials to support the ecosystem at BioHive.com

Governance

BioUtah's Board is composed of 15 leaders appointed from among its membership.

BioHive is governed by an 11 member Public/Private Board including:

- The CEO of BioUtah
- Four executive industry leaders, one from each of a diagnostics, medical device, therapeutics and health IT company
- The Mayor of Salt Lake City
- The Executive Director of the Governor's Office of Economic Development
- The Head of Economic Development Corporation of Utah
- The CEO of World Trade Center Utah
- The Chief Innovation Officer of the University of Utah
- The CEO of a new, up-and-coming life sciences company in Utah
- The Executive Director of BioHive (non-voting)

Purpose

Convening, connecting and advocating for the life sciences industry in Utah.

Telling the story of the nation's fastest growing life science hub to Utah, the Nation and the world.

Tackling the world's health challenges requires years of research and an interdisciplinary approach combining expertise across medicine, biology, chemistry, engineering, software engineering, and regulatory and clinical sciences just to name a few.

Each of our members lends passion, intelligence, and empathy to these collaborative efforts. From pioneering genetics and the largest integrated medical record and genealogy dataset on earth

to saliva-based COVID-19 tests, advancements in surgical imaging, and a burgeoning pipeline of innovative therapies and global partnerships, our innovations are changing lives.

The road ahead.

So, where do we go from here? Onward and upward. By supporting each other and strengthening our collective expertise and resources, we'll be able to bring unique solutions to impact patients faster while helping to make our healthcare system more efficient.

Our unity has always been our strategic advantage. As the nation's fastest-growing life science community, we will use the BioHive initiative to help:



Recruit the best and the brightest

Our local universities are loaded with talent, and we're also recruiting out-of-state employees en masse who come for our life science expertise and stay for the amazing quality of life and outdoors this state affords. We're thrilled to connect with so many experts with diverse perspectives and life experiences.

Raise crucial funds

Venture capital is pouring into Utah at record levels, and we're committed to sustaining this momentum by promoting BioHive's successes and innovation.

Foster diversity

Diverse ecosystems are richer for all who live in them and diverse companies are proven to perform better. We're dedicated to celebrating and increasing diversity in our community.

Promotes industry accomplishments

Utah's life science luminaries tend to be as humble as they are talented, so we promote our ecosystem to attract new companies and empower the great companies already headquartered here.

Workforce development

The accelerated growth of our industry is outpacing the efforts of Utah's universities to train future employees. We're focusing additional resources on improving training to bolster the workforce to meet future demand.



Together we can do amazing things.

BioHive is improving life as we know it, and we hope you'll join us. As a member of the Healthcare Innovation ecosystem, **you're already one of us, and together we are stronger.** There's no cost to be part of our collective nor are you required to be a formal member of BioUtah. By participating you'll benefit from a collaborative environment where we share our individual stories, which then combine to collectively tell the compelling story of BioHive. Through our shared vision and distinct capabilities, we're all empowered.

Successfully promoting Utah's healthcare innovation ecosystem requires consistency. These resources have been prepared to make it easier to tell our story and highlight your unique role in BioHive.

Logo

Our logo captures the tenacious spirit of the massive community of innovators and supporters it takes to solve any problem in biology, while also paying homage to the Beehive state. Every life science company in Utah, and the companies that support them, are part of BioHive and should share this logo proudly! Let's all help focus the attention of the world on everything that is happening here.



Banner

Proudly fly the BioHive flag by displaying our banner in your office and at relevant events. It allows you to showcase your collaboration and draw credibility from your affiliation. To get your free banner visit biohive.com.



Social channels

We ask all supporters of BioHive to follow our social channels and reference BioHive in your own social media posts. The more we share, the more visible our presence will become.



Hashtags

Feel free to use these hashtags when posting about BioHive. It's the best way to aggregate the messaging and show the strength of our collective.



Key supporters

We are grateful to these organizations for their tremendous efforts in creating and supporting BioHive. Each represents the unique perspective and talents that ensure BioHive is more than the sum of its parts.

Your logo would also look great here! Join us today and start enjoying the benefits of BioHive.



Boilerplate Description

Whenever you're referencing BioHive in a press release, your company's "About Page," or other messaging, feel free to use this explanatory text:

BioHive is a thriving collective of more than 1,100 companies representing the life science and healthcare innovation ecosystem of Utah's economy. We embrace diversity and promote collaboration. BioHive includes researchers, developers, and manufacturers of therapeutics, devices, and diagnostics, as well as laboratory facilities, healthcare delivery systems, digital health, health IT, and supply-chain businesses that support these industries.

We've been the fastest-growing life science community in America since 2012, employing 43,000 people directly and 88,000 indirectly, for a total of more than 130,000. Empowered by this rich talent pool, BioHive is leading the way with crucial innovations that boost our state's economy and help patients around the globe.

Biohive Description for Social Media

Need more concise messaging for a social post? Try using one of these blurbs:

Utah's BioHive is a collective representing the life science and healthcare innovation ecosystem. We're dedicated to all the ways our work can impact the lives of patients.

By embracing diversity and collaboration, BioHive has become the fastest-growing life science community in America. And our innovations are improving the lives of millions of patients.

BioHive, Utah's life science & healthcare innovation collective, has bold plans to bring attention to industry efforts in recruitment, raising capital, fostering diversity, promoting the industry, and continuing to develop the workforce.

Press Release

Please reference the following press release when discussing BioHive with journalists and other media contacts.

BioUtah Launches BioHive Initiative to Promote Utah's Life Science Industry

Local leaders to create ecosystem for innovation, job creation, and growth

Contact:

Katelin Roberts
katelin@biohive.com
801-994-4838

SALT LAKE CITY—November 9, 2020 –Since 2012, Utah's life science community has grown faster than any other in the country. Through collective efforts of the more than 1,100 life science-related companies (and growing), it intends to continue that trend and join the short list of the world's preeminent life science hubs.

"We are really excited about introducing this branding initiative we call BioHive," commented Kelvyn Cullimore, CEO of BioUtah. "This initiative will allow us to really shine a bright light on life sciences industry efforts, growth and innovation in a way not solely possible through the trade association efforts."

BioUtah, Utah's independent life sciences trade association, has helped form BioHive, an industry branding initiative to bring cohesion within the broader industry and showcase the crucial innovations and contributions of the industry collective that boosts our state's economy and helps patients around the globe.

The initiative is made possible due to partnering with other agencies and companies interested in promoting the life sciences in Utah. Those partners include, Governor's Office of Economic Development, Economic Development Corporation of Utah, Office of Salt Lake City Mayor Erin Mendenhall, World Trade Center Utah, Recursion, PIVOT Center at the University of Utah, Cibus Biotechnologies, Ioniq Sciences, Stryker, LineLogic and many others.

Katelin Roberts, CEO of LineLogic and interim Director of BioHive points out that these accomplishments are nothing new because Utah has a long and proud tradition of healthcare innovation.

"We have attracted world-class scientists, researchers, and engineers to Utah for the last 65 years," Roberts explains. "Utahans have changed millions of lives through better patient outcomes with life-saving catheters, advancements in surgical imaging, and now we are leveraging new technologies for novel drug discovery and therapeutics."

Building on this legacy, BioHive now serves to give expression to the efforts of the state's researchers, developers, and manufacturers of therapeutics, devices, and diagnostics, as well as laboratory facilities, healthcare delivery systems, digital health, health IT, and businesses that support these industries. By collaborating through BioHive, these businesses create a rising tide that lifts all boats.

Utah's bioscience industry employs 43,000 people directly and 88,000 indirectly, for a total of more than 130,000 (among the nation's highest concentration). These dedicated experts are paid an average wage almost 50% higher than Utah's average.

Here's a quick look at how BioHive stacks up against the rest of the best:

- World leader in genetic research
- Nation's fastest-growing life science community since 2012
- 2nd in the nation for medical device employment concentration
- 6th in the nation for per capita VC investments
- 538 bioscience-related patents in 2019
- \$13 billion direct and indirect GDP from industry
- Accounts for 8% of Utah's total GDP
- Contributes to Utah's nation-leading export growth rate

It takes infrastructure to power a collective like this, which Utah has built in spades. With lab space, assets, shipping, receiving, regulatory groups, supportive local governments and a strong trade association in BioUtah, we are uniquely positioned for national leadership. And the positive impacts are increasingly felt right here in our own backyard.

"For me, it's about creating local jobs that will last," says Spencer Cox, Utah's lieutenant governor. "The tech sector in Utah has been enormously successful, but sometimes we forget to talk about the deep tech sector. By bringing the focus of the government, other industries, and our young people to this industry, we will help create jobs for future generations."

The future is certainly bright for BioHive. The collective has bold plans to highlight recruitment, raise capital, foster diversity, promote the industry, and continue developing the workforce. We invite you to partner with us in the cause. Changing the world never happens overnight, but when we work together, we can make it a bit better every day.

Thank you.

The background features a complex geometric design. It includes a large yellow triangle on the right side, a blue triangle below it, and a white triangle at the bottom left. A pattern of vertical yellow lines is visible in the lower-left quadrant, and a pattern of small white dots is in the upper-right quadrant.