

2017 membership package



Life Sciences Queensland



membership overview



**DIAMOND +
FOUNDATION SUPPORTERS**



SAPPHIRE SUPPORTER



EMERALD SUPPORTER



RUBY SUPPORTER



ORDINARY MEMBERS



ASSOCIATE MEMBERS

The following organisations have provided an on-going five-year financial commitment to the running and organisational costs of LSQ. They are a unique group of entities and their intrepid entrepreneurialism was key to the formation of LSQ and its ability to leverage Queensland Government support.

- Davies Collison Cave
- EY
- Griffith University
- James Cook University
- McCullough Robertson
- Queensland Government
- Queensland University of Technology
- The University of Queensland
- University of Southern Queensland
- University of the Sunshine Coast

Each entity is an integral stakeholder in the life science industry and their role in establishing LSQ is afforded the highest form of recognition of the key industry leadership role they play. In addition to the highest level of sponsor benefits, Foundation Supporters serve as defacto advisers to LSQ. Their support is recognised by the Queensland Government and is noted in public acknowledgements as well as promotional material and marketing collateral.

To augment and reinforce the important role of Foundation Supporters, LSQ introduced Jewel Corporate Supporters. This additional level of support will recognise other industry leaders who wish to provide a visible contribution to LSQ over and above usual Membership options. These 'jewels' of the life science industry will be recognised in four levels:

- Diamond (reserved exclusively for on-going Foundation Supporters)
- Sapphire
- Emerald
- Ruby

Membership of LSQ is open to a broad range of life sciences industry stakeholders under two main membership categories:

- Ordinary Members
- Associate Members.

Membership for individuals is not an option. All Members must be a body corporate.

member benefits

LSQ Members are eligible for a great range of Membership Benefits# including:

- Access to a network of strategic alliances around the globe, that LSQ has partnered with for the benefit of its Members
- LSQ's business consultancy services
- Meeting room facilities (subject to availability)
- Invitations to Member-only events.

Advocacy and Representation

- Increased government focus on supporting and developing the life sciences industry.
- Improved relations with industry specialists, service providers, potential sponsors and peers.
- Enhanced networking, information sharing and partnering on all aspects of life sciences to build on the life sciences community.
- Representation of Members' interests to all elected officials of Local, State, and Federal levels of Governments and key government and industry bodies overseas.

Promotional, Marketing and Networking

- Support in building your businesses capabilities and marketing activities through national and international promotion and marketing of your business.
- Involved in 'missions' and present at seminars organised by LSQ.
- Promote your business, your key competitive advantage, gain knowledge and understanding and expand your business network by participating in selected conferences, forums, events and seminars.
- Increase your business contacts and referrals and enhance your networking and partnering by attending events throughout the year.
- Listing in the highly sought after LSQ Member Directory, inclusion on LSQ website, Member lists and other directories opportunities to advertise or provide editorial for LSQ related outlets (including our weekly LSQ Newsletter).
- Provision of artwork and design services for Members.
- Hosting of high level delegation visits to Members' facilities

Financial Benefits

- Subsidised attendance / exhibition at selected conferences to increase exposure to both domestically and internationally based business contacts.
- Free (or substantially discounted) registration at many LSQ industry networking events.
- Access to discounted rates at selected key international conferences (as promoted in our weekly newsletter).
- Access to various industry reports and articles - both online (within the "Members' only" section of the website).
- LSQ Members are entitled to a 10% discount off a yearly subscription to Biotech Daily.
- LSQ Members are entitled to 15% discount at MBE Toowong for all printing and design needs*
- LSQ Members are entitled to receive a 200 Euro discount on EBD's European Events and a USD200 discount on EBD's non-European events.
- LSQ Members are entitled to receive discounted registration at other selected events - please refer to the Event Calendar for details.
- Gold Card for Black & White Cabs Priority Service.
- Receive a discount on Business Insights reports purchased through LSQ.
- Accommodation discounts - LSQ Members are entitled to receive special reduced accommodation rates at Brisbane's The Rendezvous Hotel, and The Adina Apartment Hotel. Please contact us directly to find out how you can obtain the Member only rate.

#current at the 1 January 2017 and subject to change.
*does not include promotional specials.

benefits overview

Benefits	Diamond ¹	Sapphire	Emerald	Ruby	Members
Increased Visibility²					
1 page advertisement in the LSQ Member Directory ³	✓	✓	✓	✓	
Recognition by name and logo hyperlink on the LSQ website	✓	✓	✓	✓	✓
Link to website for all online use of logo	✓	✓	✓	✓	✓
Recognition by logo at LSQ reception area	✓	✓	✓	✓	✓
Opportunity to display collateral in LSQ reception area	✓	✓			
Logo included on all LSQ newsletters	✓	✓	✓	✓	
Logo included in collateral for Premier's Awards	✓	✓			
Submission to LSQ weekly news	✓	✓	✓	✓	✓
Select entity news broadcast via Twitter	✓	✓	✓	✓	✓
Select entity news broadcast via LinkedIn	✓	✓	✓	✓	✓
Recognition by logo at select LSQ events	✓	✓	✓	✓	
Collateral available at select LSQ events	✓	✓	✓	✓	
First right to host LSQ events	✓				
Secondary right to host LSQ events		✓			
Select announcements published on LSQ website	✓				
Opportunity for guest speaker at select LSQ event	✓	✓	✓	✓	
Gala Sponsorship					
Please enquire for details of Supporter packages	✓	✓	✓	✓	✓

LSQ Jewel Supporters



Benefits	Diamond ¹	Sapphire	Emerald	Ruby	Members
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Strategic Interaction					
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Participation in Strategic Planning Workshop	✓	✓			
Visibility and access to state and federal politicians & govt.	✓	✓	✓	✓	✓
Visibility and access to new market entrants and start-ups	✓	✓	✓	✓	✓
Visibility and access to research institutions and leaders	✓	✓	✓	✓	✓
Visibility and access to high level foreign visitors and speakers	✓	✓	✓	✓	✓
Networking opportunities with the life sciences industry	✓	✓	✓	✓	✓

Discounts/Access					
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LSQ Black & White Cabs Gold Card	✓	✓	✓	✓	✓
Additional LSQ Black & White Cabs Gold Card	4	3	2	1	
Complimentary attendance at LSQ workshop	4	3	2	1	
Complimentary tickets to the Gala	2	1			
Discounted tickets to the Gala (off Member Rate)	40%	30%	20%	10%	
Complimentary registration for TABBS/TRX	2	1			
Discounted registration for TABBS/TRX	40%	30%	20%	10%	
Complimentary standard LSQ Membership	✓	✓	✓	✓	
Opportunity to partner with LSQ on one exclusive workshop	✓	✓	✓	✓	
Discounted exhibition passes to select conferences	✓	✓	✓	✓	✓
Discounted shared exhibition space at select conferences	✓	✓	✓	✓	✓
Discounted registration for Life Sciences Futures Showcase	40%	30%	20%	10%	

¹ In addition to all existing Foundation Supporter rights and benefits

² LSQ reserves the right to not propagate material that it deems inappropriate

³ Only applicable if material is received before the relevant printing deadline

becoming a member

The LSQ Membership base continues to grow. We are committed to actively promoting and raising the visibility of our Members at a national and international level and supporting them in building their capabilities in terms of know-how, best business practices, information and human resource solutions, as well as to facilitate opportunities for in/out licensing deals, mergers and acquisitions, and marketing activities.

LSQ is able to assist Members to get:

- increased visibility to key stakeholder groups,
- assistance in advocacy to government and other stakeholders,
- access to information resources,
- discounts at various conferences and events, and
- access to other networks – within Australia and abroad.

LSQ is an active member of numerous industry groups and fora including AAPS (American Association of Pharmaceutical Scientists), BIO, Drug Innovation Association (DIA), Research Australia, Medical Technology Association of Australia (MTAA), RQA (Research Quality Association), and Women in Technology (WIT).

Application for Jewel Corporate Supporter

This is the fourth year that an additional cohort of industry leaders have the visible opportunity to support LSQ on an ongoing basis. This new structure offers access and visibility across a range of activities such as our signature events the Australasian Bioenergy and Bioproducts Symposium (TABBS), Translational Research Excellence (TRX), and the Globally Engaging Networking Event (GENE). This year LSQ are also hosting the Life Sciences Futures Showcase and the LSQ Gala Event.

To transition from the current supporter structure and launch the new Jewel Corporate Supporter Framework, LSQ is automatically providing Foundation Supporters with exclusive Diamond level access to the benefits listed in the previous table.


Sapphire, Emerald and Ruby levels of access are open to all industry stakeholders and the investment includes Sponsorship of the Life Sciences Futures Showcase (the Showcase) and the LSQ Gala (the Gala); as well as standard Membership of LSQ (please refer to the classifications of Ordinary and Associate Membership on the following page to determine which level will apply).

Investment*

 Diamond - maintenance of former Foundation Supporter status

 Sapphire - \$15,400

 Emerald - \$12,210

 Ruby - \$8,800

Application for Ordinary Membership

Any body corporate which in the opinion of the Board:

- Is supportive of the objects of the Company; and
- Is involved in research or development or commercialisation of life sciences products and technologies associated with the objects of the Company;

may apply for Ordinary Membership of the Company. Ordinary LSQ Members will have the right to vote.

*Investment**

Number of Staff in Life Sciences (Full Time Employees)	Fees	Votes
1 to 5 FTEs	\$950 +GST	2
6 to 10 FTEs	\$1450 + GST	3
11 to 25 FTEs	\$1900 + GST	4
26 to 50 FTEs	\$3250 + GST	5
Over 50 FTEs	\$4200 + GST	6

Application for Associate Membership

Any body corporate which in the opinion of the Board:

- Is supportive of the objects of the Company; and
- Is involved in service delivery associated with the objects of the Company; and
- Is making a financial commitment to the Company as determined by the Board is required of Associate Members;

may apply for Associate Membership of the Company. Associate LSQ Members will not have the right to vote.

*Investment**

Number of Staff in Life Sciences (Full Time Employees)	Fees
1 to 5 FTEs	\$850 +GST
6 to 10 FTEs	\$1350 +GST
11 to 25 FTEs	\$1800 +GST
26 to 50 FTEs	\$3150 +GST
Over 50 FTEs	\$4100 + GST

**As at 15th July 2016. All Fees subject to annual review.*



Life Sciences Queensland

Membership Application Form

Primary Contact Details

Title: First Name: Last Name:

Position: Company:

Email: Website:

Mobile: Telephone: Fax:

Address:

City: Post Code:

Country:

Is this your National Headquarters? Yes No

Social Media

Do you have social media accounts? LinkedIn Twitter Facebook Other:

Please provide account details including any relevant hashtags:

Membership Application

Category: FTE: Annual Fee:

Signature of Applicant*

Name:

Company:

Date:

Signature of Proposer**

Name:

Company:

Date:

Signature of Seconder**

Name:

Company:

Date:

**The person who will act on behalf of the Member; ** Proposer and Seconder must be Members of LSQ from different Member entities*

Life Sciences Queensland Limited (LSQ) ACN: 151 534 664 | ABN: 22 151 534 664.

LSQ OFFICE USE ONLY

Date Considered: Decision: Date Advised:

Terms & Conditions

1. As an Organisation of Members who are Queensland based and/or focused, we seek to encourage membership to LSQ of like minded well regarded entities, representing all aspects of the life sciences sector, who are willing to maintain and comply with the relevant standards of their industry sector.
 2. In seeking membership, you are indicating to the Board that you are eligible to be considered for membership, and are not aware of any reason that the Board needs to be advised of, that may limit your ability to be considered as a member of LSQ.
 3. You agree to abide by the rules of the Organisation (and as they may be amended), and understand that ongoing membership is subject to the adherence to same.
 4. Membership is subject to payment of an annual fee (+ GST) determined by FTEs involved in life sciences related activities as outlined as part of this form. The Board may determine that the annual subscription shall be payable in installments.
 5. On application, the applicant determines the level of membership they are seeking. In the event that an applicant decides to pay a lower fee level (irrespective of their FTEs) – Then the membership fee paid will determine the number of votes that Member is entitled to.
 6. In the event that the Board determines that the joining fee is waived – then the membership category is automatically “Associate Member”. At the Board’s determinations Members who have had their joining membership fees waived, may be requested to attend events at the “non Member price”.
 7. The Board (at its sole discretion) may waive all or any part of the joining fee payable by a new member.
 8. A right, privilege, or obligation which an entity has by virtue of its membership of the Organisation:
 - a. Is not capable of being transferred or transmitted to another organisation; and
 - b. Terminates upon the cessation of its membership, whether by resignation or otherwise.
19. Members will strive to identify and address potential conflicts of interest that may affect their rights research and the integrity of data. Members will respect the confidential nature of information obtained from individual study participants, as well as the proprietary information of their clients.
 20. Members will promote good practices through appropriate demonstrable educational initiatives.
 21. Members will adhere to the Queensland Biotechnology Code of Ethics (Update 2006).

LSQ Activities

22. LSQ will undertake activities to assist the members, and these activities may also be made available to non-members at a premium.
23. In order to record and report progress of LSQ, from time to time it will be necessary for members to provide certain metrics which will enable de-identified amalgamated statistics to be reproduced (eg. for annual reports).
24. All data collected will be treated as private and confidential, and where possible, will be gathered in an anonymous format.
25. Member lists, contact details and capability statements will be available to all members and accessible on the LSQ website, on marketing materials, etc.
26. Promotion and marketing by LSQ will be based on member provided material and information.
27. Members (regardless of category or subclass) must nominate one person to act on behalf of their organisation and advise LSQ of any change to this.
28. In accordance with usage guidelines, members are encouraged to utilise the LSQ logo on their marketing material and websites, however, cannot use the LSQ logo without the prior written approval of LSQ.
29. Reasonable criticism of the conduct or views of a member or applicant for membership at any meetings of the Organisation or of its Office Bearers, committees or subcommittees shall be privileged.
30. All communications, correspondence, reports and other papers and documents relating to the admission, reinstatement or disciplining of members (including reports of the Membership Applications and Review Committee) shall be privileged and must not be passed out of the custody of the responsible officer(s), nor shall any of the contents be disclosed other than to members of the Organisation or their duly appointed representatives.

Jewel Supporters

11. In the event that a member decides to cease their membership - they must advise the Board in writing and such notice will be effective as of the date of the next Board Meeting - following receipt of notice.
 12. The Board may terminate membership if a member conducts itself in a way considered to be injurious or prejudicial to the character or interests of the Organisation. This includes filing for bankruptcy or becoming bankrupt.
 13. If the Organisation is wound up, the members are not liable to contribute more than \$10 towards the payment of debts and liabilities of the Organisation or the costs, charges and expenses of winding up the Organisation.
31. Diamond Supporter Benefits are in addition to all existing Foundation Supporter rights and benefits.
 32. LSQ reserves the right to not propagate material that it deems inappropriate.
 33. Complimentary attendance at events / receptions / galas is to the extent that LSQ events / receptions / galas take place.
 34. TRX and TABBS take place in alternate years.
 35. Residual Options become available if option is not exercised by a higher level Jewel Supporter.
 36. All information contained in this package is current at time of production - please check www.lsqa.com.au for latest terms and conditions details.
 37. LSQ reserves the right to make changes to any and all Jewel Supporter Packages and registrations without prior notice.
 38. Jewel Supporter Packages and registrations will be date and time stamped and will be processed strictly in order of receipt of Jewel Supporter Packages or registrations.
 39. Finalisation of Jewel Supporter Packages and registrations will only take place once full payment has been made.
 40. LSQ reserves the right to refuse any Jewel Supporter Package or registration at its sole discretion.
 41. Events are subject to the Event Sponsorship T&Cs.
14. Members are committed to the principles of the National Statement on the Ethical Conduct of Research Involving Humans published by the National Health and Medical Research Council.
 15. Members will conduct their business with objectivity, accuracy and integrity.
 16. Members will adhere to applicable local, national, and/or international laws and regulations in performing research.
 17. Members will monitor changes in laws and regulations affecting the rights and safety of participants in research and the integrity of data to ensure that their policies and procedures conform to those changes.
 18. Members will support laws and regulations that enhance the rights and safety of human research participants and safeguard the integrity of data.