



**MARYLAND  
TECH COUNCIL**  
ADVANCING LIFE SCIENCES AND TECHNOLOGY

**2019/2020**

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# **SPONSORSHIP PROSPECTUS**



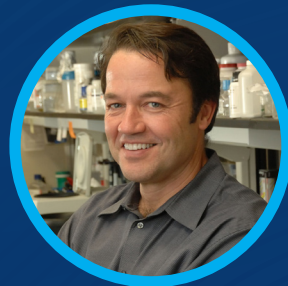
# bioinnovation CONFERENCE

## MARYLAND LIFE SCIENCES

### ATTEND. SPONSOR. EXHIBIT.

**OCTOBER 7, 2019**

BETHESDA NORTH MARRIOTT HOTEL &amp; CONFERENCE CENTER

**KEYNOTE SPEAKER****JOHN TISDALE, M.D.**Chief, Cellular and Molecular Therapeutics Branch  
National Heart, Lung, and Blood Institute, National Institutes of Health**DIANA BERNSTEIN, PH.D.**  
Senior Associate  
MRL Ventures**PETE BUZY**  
President, Paragon Gene Therapy  
Catalent Biologics**MARGOT CONNOR**  
Chief Executive Officer  
RoosterBio**EMILY ENGLISH, PH.D.**  
Chief Executive Officer  
Gemstone Therapeutics**JEFF GALVIN**  
Founder and Chief Executive Officer  
American Gene Technologies**KIMBERLY NOONAN, PH.D.**  
Founder, Executive Vice President  
and Chief Scientific Officer, WindMIL  
Therapeutics**RAM PALANKI, PHARM.D.**  
Senior Vice President of Commercial  
Strategy and Operations, REGENXBIO**PAUL SILBER**  
Founding Principal  
Blu Venture Investors[VISIT US ONLINE TO VIEW ALL SPEAKERS](#)

## WHY SPONSOR

### Your connection to the life sciences and technology industries

As Maryland's largest technology and life sciences trade association, the Maryland Tech Council (MTC) continues to host quality events and programming to help advance your organization and connect you with industry leaders.

Through our signature events, conferences, networking opportunities and educational forums, we attract speakers and attendees from across the state and throughout the country. We produce events of all sizes from large-scale celebrations that reach a diverse audience, through smaller events that are focused on specific topics and encourage thoughtful discussion. Events are branded within special interest areas that enable you to direct your dollars to targeted groups of technology and life sciences trailblazers.

We maintain the high-quality level of programming and events we are known for and are proud of the sponsorship packages that we offer. MTC sponsorships offer you an excellent opportunity to reach targeted life sciences and technology audiences. With sponsorship comes recognition. Meet your marketing goals and raise your profile while engaging with potential partners and clients as you help stimulate the advancement of our industry.

For sponsors that want a more continual presence throughout the year at a variety of events and programs, MTC's Signature Partnerships provide the perfect way for you to connect with industry thought leaders. Achieve high visibility and a large reach among the technology and life sciences communities with a controlled fee structure. By sponsoring more than \$15,000 you are automatically a part of our Signature Partner program. Contact Wendy Worm for more information.

Inside this sponsorship guide you will find our event and sponsorship opportunities. We look forward to partnering with you to help you increase your visibility and gain the exposure you need.

### 2018/2019 EVENTS RECAP

**30**

EVENTS PRODUCED

**2,186**

TOTAL ATTENDEES

**791**COMPANIES  
REPRESENTED**87**INDUSTRY  
SPEAKERS

### CONTACT INFORMATION

**Wendy Worm**Vice President, Marketing  
and Programs [Wendy@mdtechcouncil.com](mailto:Wendy@mdtechcouncil.com)

(240) 243-4050

[mdtechcouncil.com](http://mdtechcouncil.com)





INDUSTRY AWARDS CELEBRATION

2018/2019: 500+ ATTENDEES • 31 SPONSORS

The MTC Industry Awards Celebration honors the best in Maryland’s technology and life sciences communities as we recognize the work of individuals and companies that have changed the landscape of their industries and have ultimately touched the lives of millions of people. Awards go to those who develop the treatments, design the systems, and teach the children. It’s a celebration of great minds and the companies that believe in the future, and is attended by over 500 executives from the technology and life sciences industries.

SPONSORSHIP LEVELS

Award Sponsor	Gold Sponsor	Silver Sponsor
\$10,000	\$5,000	\$3,000



LEADERSHIP DINNER

2018/2019: 200+ ATTENDEES

Annually, the Maryland Tech Council hosts a leadership dinner to celebrate the technology and life sciences industries and further spread the word to our legislative community about its incredibly powerful impact on the State of Maryland. Last January, we had a full day that began with legislator meetings and ended with our Leadership Dinner attended by over 200 guests. We were especially honored to have Kelly Schulz, Secretary of Commerce attend and speak.

SPONSORSHIP LEVELS

Title Sponsor	Legislative Host Sponsor
 AT&T	\$3,000



DIGITAL TRANSFORMATION SUMMIT

NEW THIS YEAR!

MTC’s Digital Transformation Summit will focus on increasing your company’s productivity through digital transformation. We will explore how companies can save time and resources, improve customer service, and digital marketing strategy and increase revenue. The conference will feature educational sessions, keynote speakers, exhibits and dedicated networking time. Technology leaders and line-of-business leaders working on digital business transformation priorities within their roles and across the enterprise should attend.

SPONSORSHIP LEVELS

Title Sponsor	Gold Sponsor
\$7,500	\$5,000



INNOVATION FORUM SERIES

NEW THIS YEAR!

MTC’s new Innovation Forum Series provides a broad range of topics focused on the latest industry trends. The series will feature prominent speakers from throughout the region and will offer timely industry information and networking opportunities.

Topics may include cell and gene therapy, vaccines, cyber security, digital health, workforce development, finance, funding, marketing and more. Join us for a compelling discussion about industry issues.

SPONSORSHIP LEVELS

Title Sponsor	Content Sponsor
\$5,000	\$2,000



GOLF TOURNAMENT

2018/2019: 88 PLAYERS

Last June, 88 players joined us for a fun day of raffles, contests and friendly competition at the beautiful Worthington Manor Golf Club. The Maryland Tech Council’s Golf Tournament will be held in June 2020 at a great location to be determined. The tournament will be a Captain’s Choice, four-golfer team tournament.

SPONSORSHIP LEVELS

Tournament Sponsor	Gold Sponsor	Cocktail Reception Sponsor	Tee Sponsor
\$7,500	\$5,000	\$3,000	\$3,000



CEO SERIES

2018/2019: 200+ C-LEVEL EXECUTIVES

Last year over 200 C-level executives networked and made connections at these invite-only events. This series is designed for CEOs of innovation companies to network with one another on a peer-to-peer level and provides a venue to discuss pertinent, informative issues as well as learn from each other.

SPONSORSHIP LEVELS

Title Sponsor
\$5,000





SUMMER SIZZLER

2018/2019: 75 ATTENDEES

We hosted over 75 guests for our first annual Summer Sizzler at South Point in Baltimore, and we have big plans for next year! Kick off your summer on the waterfront with the Maryland Tech Council at our Summer Sizzler at South Point in Baltimore. Join us for a casual evening of networking while enjoying food, an open bar and waterfront views.

SPONSORSHIP LEVELS

Platinum Sponsor	Gold Sponsor	Silver Sponsor
\$5,000	\$2,500	\$1,000

YOUNG PROFESSIONALS SOCIETY

The Maryland Tech Council's Young Professionals Society (YPS) advances young professionals through professional development and networking events throughout the state. YPS aims to connect the next generation of leaders in the life sciences and technology industries in order to strengthen these communities in Maryland by providing an opportunity for collaboration.

YPS holds four events throughout the year, two networking meetups and two educational programming events. Sponsoring the Young Professionals Society gives you broad exposure to young professionals in Maryland.

SPONSORSHIP LEVELS

Platinum Sponsor (Includes all YPS events)	Gold Sponsor (Includes all YPS events)
\$5,000	\$3,000

VENTURE MENTORING SERVICES

As a Maryland Tech Council Venture Mentoring Services (MTC VMS) sponsor, you will be named at every event and meeting associated with the MTC VMS program. If there is interest, our sponsors have the opportunity to be trained as mentors and participate in the program. The most significant benefit of sponsorship of this program is recognition, both regionally and nationally. The MTC VMS program is represented at all major Maryland Tech Council events, providing even broader recognition throughout the state of Maryland.

SPONSORSHIP LEVELS

Executive Platinum Sponsor	Platinum Sponsor	Gold Sponsor	Silver Sponsor
\$5,000	\$2,500	\$1,000	\$500

EVENT

Industry Awards  
Celebration

EXPOSURE

Award Sponsor

- Logo Recognition:
  - Printed materials
  - Website
  - All marketing collateral
- Company listing in pre-event press releases
- Opportunity to present an award
- Logo presence on the award your company presents
- Multimedia and verbal recognition during the ceremony
- Reserved table of ten at the ceremony in prominent location
- Logo presence in the program book
- Full page ad in the program book

\$10,000

Gold Sponsor

- Logo Recognition:
  - Printed materials
  - Website
  - All marketing collateral
- Company listing in pre-event press releases
- Multimedia and verbal recognition during the ceremony
- Reserved table of ten at the ceremony
- Logo presence in the program book

\$5,000

Silver Sponsor

- Company listing recognition in all marketing promotions, website, event signage and event promotion
- Company listing in pre-event press releases
- Multimedia and verbal recognition during the ceremony
- Reserved table of ten at the ceremony
- Company listing in the program book

\$3,000

Leadership Dinner

Legislative Host Sponsor

- Five seats at the dinner
- Recognition from the podium
- Logo Recognition:
  - Printed materials
  - Website
  - All marketing collateral

\$3,000

Digital  
Transformation  
Summit

Title Sponsor

- Opportunity to introduce keynote speaker(s)
- Ten registrations
- Recognition from podium in opening and closing remarks
- Logo Recognition:
  - Printed materials
  - Website
  - All marketing collateral
- Logo presence and description in program book
- Ability to place marketing materials at tables
- List of attendees post event (excluding emails)

\$7,500

Gold Sponsor

- Five registrations to each event
- Name recognition in all marketing collateral, website, event signage and event promotion
- Logo presence and description in program book
- Ability to place marketing materials at tables
- List of attendees post event (excluding emails)

\$5,000

EVENT	EXPOSURE	COST
Innovation Forum Series	<b>Series Sponsor (Includes all programs)</b> <ul style="list-style-type: none"><li>Ten registrations to each event</li><li>Logo inclusion and recognition in all marketing collateral, website, event signage and event promotion</li><li>Logo presence and description in program book</li><li>Ability to place marketing materials at tables</li><li>List of attendees post event (excluding emails)</li></ul>	\$5,000
	<b>Content Sponsor (Exclusive for each program)</b> <ul style="list-style-type: none"><li>Opportunity to moderate the program</li><li>Five registrations</li><li>Logo inclusion and recognition in all marketing collateral, website, event signage and event promotion</li><li>Logo presence and description in program book</li><li>Ability to place marketing materials at tables</li><li>List of attendees post event (excluding emails)</li></ul>	\$2,000
Annual Golf Tournament	<b>Tournament Sponsor</b> <ul style="list-style-type: none"><li>Exclusive logo inclusion on clubhouse banner, golf cart GPS system, etc. (where applicable)</li><li>Two complimentary foursomes</li><li>Logo Recognition:<ul style="list-style-type: none"><li>Printed materials</li><li>Website</li><li>All marketing collateral</li></ul></li><li>Logo inclusion on player giveaway</li><li>Complimentary hole sponsorship including opportunity to provide handouts and meet and greet all golfers</li><li>Opportunity to provide promotional items for player gift bag</li><li>Recognition during announcements and at cocktail reception</li></ul>	\$7,500
	<b>Gold Sponsor</b> <ul style="list-style-type: none"><li>One complimentary foursome</li><li>Logo Recognition:<ul style="list-style-type: none"><li>Printed materials</li><li>Website</li><li>All marketing collateral</li></ul></li><li>Complimentary hole sponsorship including opportunity to provide handouts and meet and greet all golfers</li><li>Opportunity to provide promotional items for player gift bag</li><li>Recognition during announcements and at cocktail reception</li></ul>	\$5,000
	<b>Cocktail Reception Sponsor</b> <ul style="list-style-type: none"><li>One complimentary foursome</li><li>Logo Recognition:<ul style="list-style-type: none"><li>Printed materials</li><li>Website</li><li>All marketing collateral</li></ul></li><li>Complimentary hole sponsorship including opportunity to provide handouts and meet and greet all golfers</li><li>Opportunity to provide promotional items for player gift bag</li><li>Recognition during announcements and at cocktail reception</li><li>Exclusive signage during the cocktail reception</li></ul>	\$3,000
	<b>Tee Sponsor</b> <ul style="list-style-type: none"><li>One complimentary foursome</li><li>Company listing recognition in all marketing promotions, website and event signage</li><li>Corporate promotion on tee signage</li></ul>	\$3,000

EVENT	EXPOSURE	COST
Summer Sizzler	<b>Platinum Sponsor</b> <ul style="list-style-type: none"><li>Logo Recognition:<ul style="list-style-type: none"><li>Printed materials</li><li>Website</li><li>All marketing collateral</li></ul></li><li>Logo inclusion on event t-shirt</li><li>Ten complimentary registrations</li><li>Company logo displayed throughout the room</li><li>Logo on cocktail napkins</li><li>List of attendees post event (excluding emails)</li></ul>	\$5,000
	<b>Gold Sponsor</b> <ul style="list-style-type: none"><li>Logo Recognition:<ul style="list-style-type: none"><li>Printed materials</li><li>Website</li><li>All marketing collateral</li></ul></li><li>Logo inclusion on event t-shirt</li><li>Five complimentary registrations</li><li>List of attendees post event (excluding emails)</li></ul>	\$2,500
	<b>Silver Sponsor</b> <ul style="list-style-type: none"><li>Company name recognition in all marketing promotions, website, event signage and event promotion</li><li>Company name on event t-shirt</li><li>Five complimentary registrations</li><li>List of attendees post event (excluding emails)</li></ul>	\$1,000
Young Professionals Society	<b>Platinum Sponsor (Includes all YPS events)</b> <ul style="list-style-type: none"><li>Opportunity to provide opening remarks at programming events</li><li>Opportunity to distribute company information at YPS events</li><li>Opportunity for company representative to sit on YPS committee</li><li>Five complimentary registrations to all YPS events</li><li>Prominent logo placement on all YPS promotional materials, webpages and signage at YPS events</li></ul>	\$5,000
	<b>Gold Sponsor (Includes all YPS events)</b> <ul style="list-style-type: none"><li>Opportunity for company representative to sit on YPS committee</li><li>Three complimentary registrations to all YPS events</li><li>Logo placement on all YPS promotional materials, webpages and signage at YPS events</li></ul>	\$3,000
Venture Mentoring Services	<b>Executive Platinum Sponsor</b> <ul style="list-style-type: none"><li>Recognition at Annual MTC VMS Holiday Celebration</li><li>Table of 10 at the MTC’s Industry Awards Celebration</li><li>Logo presence and hyperlink on all MTC VMS event promotions and website</li><li>Company listing in all MTC VMS press releases</li><li>Multimedia recognition at MTC VMS events</li></ul>	\$5,000
	<b>Platinum Sponsor</b> <ul style="list-style-type: none"><li>Logo on signage at MTC VMS events</li><li>Recognition at the MTC VMS Industry Awards Celebration cocktail reception</li><li>Five registration tickets to attend the MTC Industry Awards Celebration</li></ul>	\$2,500
	<b>Gold Sponsor</b> <ul style="list-style-type: none"><li>Logo on signage at VMS events</li><li>Literature distribution in VMS New Member Orientation</li></ul>	\$1,000
	<b>Silver Sponsor</b> <ul style="list-style-type: none"><li>Logo on signage at VMS events</li></ul>	\$500

# MARYLAND TECH COUNCIL SPONSORSHIP AGREEMENT

## SPONSORSHIP INFORMATION

Organization: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Address: \_\_\_\_\_  
Street Address

Address: \_\_\_\_\_  
City State Zip Code

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Web Address: \_\_\_\_\_ Twitter Handle: \_\_\_\_\_

## EVENT SPONSORSHIP

Please list your preferred sponsorship opportunities. Upon confirmation of your sponsorship, staff will work with you to finalize placement.

1.	_____ <small>Name of Event</small>	_____ <small>Amount</small>
2.	_____ <small>Name of Event</small>	_____ <small>Amount</small>
3.	_____ <small>Name of Event</small>	_____ <small>Amount</small>

## PAYMENT DETAILS

Advance payment is required. An invoice with further payment instructions will be emailed to the contact upon receipt of signed agreement.

SIGNATURE: \_\_\_\_\_

CANCELLATIONS: Cancellations received prior to the redemption of any sponsor/exhibitor benefits will receive a full refund. Cancellations received on or before the materials deadline will receive a refund equal to half of the sponsor/exhibitor fee. No refunds will be issued after the materials deadline has passed. Cancellations must be submitted in writing to Wendy Worm at [Wendy@mdtechcouncil.com](mailto:Wendy@mdtechcouncil.com)

# MARYLAND TECH COUNCIL SIGNATURE PARTNERS

## STRATEGIC PARTNERS



## ELITE PARTNERS



## PREFERRED PARTNERS



VISIT US ONLINE AT  
[MDTECHCOUNCIL.COM](http://MDTECHCOUNCIL.COM)





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