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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

2009

Open to Public Inspection

A For the 2009 calendar year, or tax year beginning 01-01-2009 and ending 12-31-2009

B Check if applicable
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Terminated
- ☐ Amended return
- ☐ Application pending

Please use IRS label or print or type. See Specific Instructions.

C Name of organization
Biotechnology Industry Organization

Doing Business As

Number and street (or P O box if mail is not delivered to street address) | Room/suite
1201 Maryland Ave SW No 900

City or town, state or country, and ZIP + 4
Washington, DC 20024

D Employer identification number
52-1224577

E Telephone number
(202) 962-9200

G Gross receipts $ 90,357,644

F Name and address of principal officer
James C Greenwood
1201 Maryland Ave SW No 900
Washington, DC 20024

H(a) Is this a group return for affiliates? ☐ Yes ☑ No

H(b) Are all affiliates included? ☐ Yes ☐ No
If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status ☑ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ www bio org

K Form of organization ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶ | **L** Year of formation 1993 | **M** State of legal domicile DC

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities
Biotechnology researchers expand the boundaries of science to benefit mankind by providing better healthcare, enhanced agriculture, and a cleaner and safer environment The mission of BIO is to be the champion of biotechnology and the advocate for its member organizations both large and small

2 Check this box ▶☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

3	Number of voting members of the governing body (Part VI, line 1a)	3	114
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	114
5	Total number of employees (Part V, line 2a)	5	175
6	Total number of volunteers (estimate if necessary)	6	114
7a	Total gross unrelated business revenue from Part VIII, column (C), line 12	7a	283,768
b	Net unrelated business taxable income from Form 990-T, line 34	7b	-91,617

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)		0
	9	Program service revenue (Part VIII, line 2g)	61,677,802	55,354,873
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	531,251	1,356,296
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	99,000	301,100
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	62,308,053	57,012,269
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
	14	Benefits paid to or for members (Part IX, column (A), line 4)		0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	23,543,256	24,221,558
	16a	Professional fundraising fees (Part IX, column (A), line 11e)		0
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶0		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24f)	39,718,846	39,174,981
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	63,262,102	63,396,539
	19	Revenue less expenses Subtract line 18 from line 12	-954,049	-6,384,270

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	67,985,769	61,748,284
	21	Total liabilities (Part X, line 26)	28,483,881	25,354,585
	22	Net assets or fund balances Subtract line 21 from line 20	39,501,888	36,393,699

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

Sign Here

****** | 2010-11-11
Signature of officer | Date

Lisa A Murphy CFO/Senior VP, Finance & Admin
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ | Date | Check if self-empolyed ▶ ☐ | Preparer's identifying number (see instructions)

Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ LARSONALLEN LLP
2900 SOUTH QUINCY ST SUITE 150
ARLINGTON, VA 22206

EIN ▶

Phone no ▶ (703) 998-5100

May the IRS discuss this return with the preparer shown above? (see instructions) ☑ Yes ☐ No

Part III Statement of Program Service Accomplishments

1 Briefly describe the organization's mission

The Biotechnology Industry Organization (BIO) represents more than 1,200 companies and organizations in Washington DC, state capitals, and international fora BIO is founded on the principle that policy must nurture innovation in the life sciences to overcome challenges in health, agriculture, industry, and the environment Our members represent companies offering a spectrum of biotechnology applications across major sectors of the economy BIO members also include universities, nonprofits, patient groups, and other organizations that play an important role in the future of the life sciences BIO's activities are broken down into two programs - advocacy and services

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? . . . . . ☐ Yes ☑ No

If "Yes," describe these new services on Schedule O

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . . ☐ Yes ☑ No

If "Yes," describe these changes on Schedule O

4 Describe the exempt purpose achievements for each of the organization's three largest program services by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code) (Expenses $ including grants of $) (Revenue $)

ADVOCACYBIO's advocacy efforts reflect the priorities identified by the BIO Board of Directors and the four Section Governing Boards The Board of Directors focuses on issues of importance to all BIO members, regardless of their size or technology These cross-cutting advocacy accomplishments in 2009 are listed below - Safeguarded and advanced intellectual property protections, domestically and internationally - Fostered a dialogue about ethics and proactively advanced the socially responsible use of biotechnology - Promoted investment in government and academic research The Emerging Companies Section presses for rules favorable to small companies in areas such as tax policy, financial reporting and accounting law and regulations, and federal grants The Emerging Companies Section's 2009 advocacy accomplishments are listed below - Advanced the interest of emerging companies in capital formation and financial services policy - Increased opportunities for small companies to receive federal grants - Advocated for tax policy that supports innovative emerging companies - Advocated for the removal of burdensome financial reporting regulations - Influenced health care policy to reflect the concerns of small companies The Food & Agriculture Section focuses on maintaining a science-based regulatory environment for biotech crops and emerging products, such as plant- and animal-made pharmaceuticals and feedstocks for biofuels The Food and Agriculture Section's 2009 advocacy accomplishments are listed below - Promoted adoption of national low-level presence policies in key countries - Advocated for reasonable provisions on implementation of the Cartagena Protocol on Biosafety - Promoted development of science-based animal biotechnology regulatory policies - Enhanced plant biotechnology stewardship - Promoted improved plant biotechnology regulations - Improved state and local legislative environment The Health Section drives advocacy to ensure that patients have access to the fruits of biotech research, while maintaining the marketplace rewards that drive continued innovation Below are the Health Section's 2009 accomplishments - Improved the U S Food and Drug Administration's (FDA's) process for human drug review - Enhanced patient access to innovative therapies - Ensured that biosimilars policies protect patient safety and promote biomedical innovation - Promoted development and use of research tools, molecular diagnostics and personalized therapies - Advocated for policies that foster vaccine innovation and promote pandemic and bio-defense preparedness - Improved the international environment for biomedical innovation The Industrial & Environmental Section advocates for incentives that help create market demand for cutting-edge consumer products such as green plastics, renewable fuels and chemicals and healthier foods Below are the Industrial & Environmental Section's 2009 advocacy accomplishments - Increased federal funding of bioenergy and biobased product initiatives - Advocated for Farm bill and energy bill policy initiatives to improve industrial biotechnology and to commercialize integrated biorefineries - Promoted bioenergy legislation at the state and international levels - Raised the profile of I & E biotechnology and the I & E section BIO holds two industrial biotech conferences each year at the World Congress on Industrial Biotechnology and Bioprocessing and the Pacific Rim Summit on Industrial Biotechnology and Bioenergy The Pacific Rim Summit on Industrial Biotechnology & Bioenergy, was held November 8-11, 2009 in Honolulu, HI and had 325 attendees The summit is where "East meets West" in the rapidly expanding application of industrial biotechnology The conference highlights recent advances in biotechnology for bioenergy, renewable chemicals, microbiology, enzymes, biobased products, energy crops, marine biotech, synthetic biology, manufacturing and processing Technical tracks, plenary sessions and private one-on-one business partnering meetings are held during the conference The World Congress on Industrial Biotechnology & BioprocessingWas held July 19-22, 2009, Montreal, Quebec, Canada with 1,100 attendees The conference is a unique interdisciplinary forum presenting the latest developments in biotechnology for biofuels, renewable chemicals, biobased materials, and biotech-based manufacturing and processing It includes technical tracks, plenary sessions, investor sessions and private one-on-one business partnering meetings

4b (Code) (Expenses $ including grants of $) (Revenue $)

BIO's services include conferences and activities that bring together industry partners and investors for events ranging from the BIO International Convention to professional development conferences for human resources and business development executives BIO International Convention - The 2009 BIO International Convention was held at the Georgia World Congress Center in Atlanta, GA on May 18-21, 2009 The event hosted more than 14,100 attendees from 70 countries, and 48 U S states The Convention continued to draw over 30% of the attendance from countries outside the U S which includes more than 80 international public officials including Ministers of Science, Agriculture, and Technology The key elements of the BIO International Convention were - Educational programming that included four days with 170 breakout sessions, 22 educational tracks, more than 1,000 speakers, 2 keynote sessions, seven super sessions - BIO Business Forum where 3,500 business leaders from 1,700 companies participated in more than 14,100 one-on-one partnering meetings (Also listed below) - BIO Exhibition hosted approximately 1,827 companies at the Georgia World Congress Center with 176,000 square feet of exhibit space Attendees mingled among the 73 state, country and regional pavilions and also the 10 product focus zones - Professional networking took place throughout the convention during three large general events (Welcome, Exhibition Hospitality and Gala), as well as seven invite-only receptions (BIO Board of Directors & 2008 Steering Committee, CEO & Health Advocates, Public Officials, Investor & Business Development, Business Forum, Global Food & Agriculture, and CEO) Capital Formation & Business Development - Through a portfolio of events, BIO supports the capital formation and business development needs of hundreds of small, innovative companies that form the basis of the biotechnology industry These programs both facilitate critical capital formation and partnerships, as well as provide professional services Throughout the year, BIO hosts or co-hosts nine national and international conferences that provide venues for member and non-member companies to present new data, meet and partner with fellow biotech companies, and attract funding from investors and other organizations In 2009, these conferences served more than 12,000 member and non-member attendees, and included more than 30,000 partnering meetings and 950 company presentations over 20 days of official programming The 2009 U S program included - BIO CEO & Investor Conference, New York City, NY, February 9-10- BIO-Windhover, New York City, NY, April 13-15- BIO National Venture Conference, Boston, MA, March 31 - April 1- Business Forum at the BIO International Convention, Atlanta, GA, May 18-21 - BIO Investor Forum, San Francisco, CA, October 28-29BIO ALSO ORGANIZES AND HOSTS, OR ASSISTS WITH HOSTING, THREE OF THE LARGEST BIOTECH MEETINGS OUTSIDE OF THE U S , AND IN 2009 THE PROGRAM INCLUDED - BIO-Asia, Tokyo, Japan, January 28-29- BIO-Europe Spring, Madrid, Spain, April 7-9 - BIO-Europe, Heidelberg/Mannheim, Germany, November 17-19In 2009, BIO also provided cost-effective educational programs to help executives from small companies These workshops - one focused on executive presentation skills and the others on basic and advanced business development skills - were held throughout the year in various locations around the US and Germany Human Resources - In 2009, the annual BIO Human Resources Conference was hosted in Atlanta, GA, May 3-5 in conjunction with the BIO International Convention Some 140 HR professionals attended the event to learn about trends in compensation, retention, employment, recruitment and to build and expand their expertise in the technical and business areas of their profession

4c (Code) (Expenses $ including grants of $) (Revenue $)

4d Other program services (Describe in Schedule O)

(Expenses $ including grants of $) (Revenue $)

4e **Total program service expenses** ▶$

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1		No
2	Is the organization required to complete Schedule B, Schedule of Contributors?	2		No
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3	Yes	
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities? *If "Yes," complete Schedule C, Part II*	4		
5	**Section 501(c)(4), 501(c)(5), and 501(c)(6) organizations.** Is the organization subject to the section 6033(e) notice and reporting requirement and proxy tax? *If "Yes," complete Schedule C, Part III*	5	Yes	
6	Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? *If "Yes," complete Schedule D, Part II*	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		No
10	Did the organization, directly or through a related organization, hold assets in term, permanent,or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		No
11	Is the organization's answer to any of the following questions "Yes"? *If so,complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.*	11	Yes	
	● Did the organization report an amount for land, buildings, and equipment in Part X, line10? *If "Yes," complete Schedule D, Part VI.*			
	● Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII.*			
	● Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII.*			
	● Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX.*			
	● Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X.*			
	● Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48? *If "Yes," complete Schedule D, Part X.*			
12	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI, XII, and XIII*	12	Yes	
12A	Was the organization included in consolidated, independent audited financial statements for the tax year? **Yes** **No** *If "Yes," completing Schedule D, Parts XI, XII, and XIII is optional* **12A** No			
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		No
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, and program service activities outside the United States? *If "Yes," complete Schedule F, Part I*	14b	Yes	
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the U S ? *If "Yes," complete Schedule F, Part II*	15		No
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the U S ? *If "Yes," complete Schedule F, Part III*	16		No
17	Did the organization report a total of more than $15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I*	17		No
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		No
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		No
20	Did the organization operate one or more hospitals? *If "Yes," complete Schedule H*	20		No

Part IV Checklist of Required Schedules *(continued)*

21	Did the organization report more than $5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21		No
22	Did the organization report more than $5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22		No
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25*	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? *If "Yes," complete Schedule L, Part II*	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? *If "Yes," complete Schedule L, Part III*	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee of the organization (or a family member) was an officer, director, trustee, or owner? *If "Yes," complete Schedule L, Part IV*	28c	Yes	
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? *If "Yes," complete Schedule R, Part I*	33		No
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1*	34		No
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35		No
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? **Note.** All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096, *Annual Summary and Transmittal of U.S. Information Returns. Enter -0-* if not applicable	1a 133			
b	Enter the number of Forms W-2G included in line 1a *Enter -0-* if not applicable	1b 0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		1c		
2a	Enter the number of employees reported on Form W-3, *Transmittal of Wage and Tax Statements* filed for the calendar year ending with or within the year covered by this return	2a 175			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? **Note:** If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this return (see instructions)		2b	Yes	
3a	Did the organization have unrelated business gross income of $1,000 or more during the year covered by this return?		3a	Yes	
b	If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O*		3b	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		4a		No
b	If "Yes," enter the name of the foreign country ▶ _____ See the instructions for exceptions and filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b		No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exempt Entity Regarding Prohibited Tax Shelter Transaction?		5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible?		6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b		
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?		7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f		
g	For all contributions of qualified intellectual property, did the organization file Form 8899 as required?		7g		
h	For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required?		7h		
8	**Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		8		
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the organization make any taxable distributions under section 4966?		9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		9b		
10	**Section 501(c)(7) organizations.** Enter				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?		12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			

Part VI **Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body . . 1a 114			
b	Enter the number of voting members that are independent . . 1b 114			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	Yes	
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a material diversion of the organization's assets?	5		No
6	Does the organization have members or stockholders?	6	Yes	
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a	Yes	
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

			Yes	No
10a	Does the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?	10b		
11	Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11	Yes	
11A	Describe in Schedule O the process, if any, used by the organization to review the Form 990			
12a	Does the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	Yes	
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done	12c	Yes	
13	Does the organization have a written whistleblower policy?	13	Yes	
14	Does the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b		No
	If "Yes" to line a or b, describe the process in Schedule O (See instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed ▶ DC

18 Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection Indicate how you make these available Check all that apply

☐ Own website ☐ Another's website ☑ Upon request

19 Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public See Additional Data Table

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶

The Organization Lisa Murphy
1201 Maryland Avenue SW Ste 900
Washington, DC 20024
(202) 962-9200

Part VII **Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed Report compensation for the calendar year ending with or within the organization's tax year Use Schedule J-2 if additional space is needed

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees See instructions for definition of "key employee "
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than $100,000 from the organization and any related organizations
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

☐ Check this box if the organization did not compensate any current or former officer, director, trustee or key employee

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
See add'l data										

1b Total . . . . . ▶	7,310,651	0	507,287

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 in reportable compensation from the organization ▶58

		Yes	No
3 Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	**3**		No
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	**4**	Yes	
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization for services rendered to the organization? *If "Yes," complete Schedule J for such person*	**5**		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization

(A) Name and business address	(B) Description of services	(C) Compensation
Brodeur Partners 855 Boylston Street 2nd Floor Boston, MA 02116	Public relations, media outreach and str	1,932,420
Freeman Companies 1600 Viceroy Suite 100 Dallas, TX 75247	Convention & conferences general contrac	1,162,706
Fixation Marketing 4340 East-West Hwy Suite 200 Bethesda, MD 208144411	Marketing plan and campaign for internat	952,959
Projection Presentation Technology 8351 Bristol Court Suite 111 Jessup, MD 20794	Video services	792,372
S&B Public Solutions 1000 Potomac St NW Suite 500 Washington, DC 20007	Lobbying Services	614,500

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 in compensation from the organization ▶61

Part VIII Statement of Revenue

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f				
	g Noncash contributions included in lines 1a-1f $					
	h **Total.** Add lines 1a-1f ▶					
Program Service Revenue		Business Code				
	2a International conferen	541,800	25,427,065		249,339	25,177,726
	b Membership Dues	900,099	21,636,086	21,636,086		
	c Conference Revenue	900,099	5,996,331	5,996,331		
	d Business Solutions	900,099	2,260,350			2,260,350
	e Publication advertisin	541,800	35,041	612	34,429	
	f All other program service revenue					
	g **Total.** Add lines 2a–2f ▶		55,354,873			
Other Revenue	3 Investment income (including dividends, interest and other similar amounts) ▶		1,750,014			1,750,014
	4 Income from investment of tax-exempt bond proceeds ▶					
	5 Royalties ▶					
		(i) Real / (ii) Personal				
	6a Gross Rents					
	b Less rental expenses					
	c Rental income or (loss)					
	d Net rental income or (loss) ▶					
		(i) Securities / (ii) Other				
	7a Gross amount from sales of assets other than inventory	32,951,657				
	b Less cost or other basis and sales expenses	33,345,375				
	c Gain or (loss)	-393,718				
	d Net gain or (loss) ▶		-393,718			-393,718
	8a Gross income from fundraising events (not including $ of contributions reported on line 1c) See Part IV, line 18 a					
	b Less direct expenses b					
	c Net income or (loss) from fundraising events ▶					
	9a Gross income from gaming activities See Part IV, line 19 a					
	b Less direct expenses b					
	c Net income or (loss) from gaming activities ▶					
	10a Gross sales of inventory, less returns and allowances a					
	b Less cost of goods sold b					
	c Net income or (loss) from sales of inventory ▶					
	Miscellaneous Revenue	Business Code				
	11a MISCELLANEOUS	900,099	301,000			301,000
	b Food and Ag Workshop	900,099	2,800	2,800		
	c Internet Revenues	900,099	-2,700	-2,700		
	d All other revenue					
	e **Total.** Add lines 11a–11d ▶		301,100			
	12 **Total revenue.** See Instructions ▶		57,012,269	27,633,129	283,768	29,095,372

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.
All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		**(A)** Total expenses	**(B)** Program service expenses	**(C)** Management and general expenses	**(D)** Fundraising expenses
1	Grants and other assistance to governments and organizations in the U S See Part IV, line 21				
2	Grants and other assistance to individuals in the U S See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	6,173,209			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	14,476,424			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	1,451,284			
9	Other employee benefits	1,085,097			
10	Payroll taxes	1,035,544			
11	Fees for services (non-employees)				
a	Management				
b	Legal	214,666			
c	Accounting	60,243			
d	Lobbying	4,143,275			
e	Professional fundraising *See Part IV, line 17* . .				
f	Investment management fees				
g	Other	4,729,730			
12	Advertising and promotion	4,606,631			
13	Office expenses	1,471,541			
14	Information technology	620,001			
15	Royalties . .				
16	Occupancy	4,154,396			
17	Travel	983,818			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials	1,441			
19	Conferences, conventions, and meetings	15,216,557			
20	Interest	9,108			
21	Payments to affiliates	838,879			
22	Depreciation, depletion, and amortization	1,405,524			
23	Insurance	98,501			
24	Other expenses Itemize expenses not covered above (Expenses grouped together and labeled miscellaneous may not exceed 5% of total expenses shown on line 25 below)				
a	Employee Training	412,394			
b	Miscellaneous expenses	208,276			
c					
d					
e					
f	All other expenses				
25	**Total functional expenses.** Add lines 1 through 24f	63,396,539			
26	**Joint costs.** Check here ▶ ☐ if following SOP 98-2 Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X Balance Sheet

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing			1	
	2	Savings and temporary cash investments		18,650,612	2	11,568,885
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		1,195,373	4	1,298,340
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		3,187,779	9	1,733,438
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a 11,785,031			
	b	Less accumulated depreciation	10b 6,341,983	6,685,927	10c	5,443,048
	11	Investments—publicly traded securities		37,744,537	11	41,123,212
	12	Investments—other securities See Part IV, line 11			12	
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		521,541	15	581,361
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)		67,985,769	16	61,748,284
Liabilities	17	Accounts payable and accrued expenses		7,961,957	17	6,922,038
	18	Grants payable			18	
	19	Deferred revenue		13,802,978	19	11,870,408
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability *Complete Part IV of Schedule D*			21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons *Complete Part II of Schedule L*			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities Complete Part X of Schedule D		6,718,946	25	6,562,139
	26	**Total liabilities.** Add lines 17 through 25		28,483,881	26	25,354,585
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ ☑ and complete lines 27 through 29, and lines 33 and 34.**				
	27	Unrestricted net assets		39,501,888	27	36,393,699
	28	Temporarily restricted net assets			28	
	29	Permanently restricted net assets			29	
		Organizations that do not follow SFAS 117, check here ▶ ☐ and complete lines 30 through 34.				
	30	Capital stock or trust principal, or current funds			30	
	31	Paid-in or capital surplus, or land, building or equipment fund			31	
	32	Retained earnings, endowment, accumulated income, or other funds			32	
	33	Total net assets or fund balances		39,501,888	33	36,393,699
	34	Total liabilities and net assets/fund balances		67,985,769	34	61,748,284

Part XI Financial Statements and Reporting

			Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☑ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? . .	2a		No
b	Were the organization's financial statements audited by an independent accountant?	2b	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O . . .	2c	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a consolidated basis, separate basis, or both ☑ Separate basis ☐ Consolidated basis ☐ Both consolidated and separated basis			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits . .	3b		

Additional Data

Software ID:
Software Version:
EIN: 52-1224577
Name: Biotechnology Industry Organization

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
William Baum member	5 00	X						0	0	0
Donald beeman member	5 00	X						0	0	0
Jean-Jacques Bienaime member	5 00	X						0	0	0
John L Bishop member	5 00	X						0	0	0
Hans Bishop member	5 00	X						0	0	0
Rainer Boehm MD member	5 00	X						0	0	0
Alexis Borisy member	5 00	X						0	0	0
Peter Boynton member	5 00	X						0	0	0
Francis Brown member	5 00	X						0	0	0
ian Clark Member	5 00	X						0	0	0
lonnel Coats member	5 00	X						0	0	0
Ron Cohen MD ECS Chair	5 00	X						0	0	0
N Anthony Coles MD MP member	5 00	X						0	0	0
Robert E Conway MBA C member	5 00	X						0	0	0
Geoffrey F Cox PhD member	5 00	X						0	0	0
John F Crowley JD MBA member	5 00	X						0	0	0
Tjerk de Ruiter I & E Chair	5 00	X						0	0	0
J Donald deBethizy PhD member	5 00	X						0	0	0
Douglas A Doerfler Member	5 00	X						0	0	0
Greg duncan member	5 00	X						0	0	0
Deborah Dunsire member	5 00	X						0	0	0
Peter Eckes member	5 00	X						0	0	0
Charles Eggert member	5 00	X						0	0	0
Susan Ellerbusch member	5 00	X						0	0	0
Richard Eno member	5 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Fereydoun Firouz Member	5 00	X						0	0	0
Paul H Fischer PhD member	5 00	X						0	0	0
Carolyn J Fritz member	5 00	X						0	0	0
Stephen Gatto I & E Vice Chair	5 00	X						0	0	0
Geno Germano member	5 00	X						0	0	0
Colin A Goddard PhD member	5 00	X						0	0	0
Mitchell Gold member	5 00	X						0	0	0
Glenn Gormley member	5 00	X						0	0	0
Maxine Gowen PhD member	5 00	X						0	0	0
Patrick R Gruber PhD member	5 00	X						0	0	0
Neal Gutterson PhD member	5 00	X						0	0	0
David F Hale member	5 00	X						0	0	0
Richard Hamilton PhD member	5 00	X						0	0	0
Tuan Ha-Ngoc member	5 00	X						0	0	0
Bob Hartmayer member	5 00	X						0	0	0
Paul J Hastings ECS Vice Chair	5 00	X						0	0	0
Russell H Herndon member	5 00	X						0	0	0
Steven H Holtzman member	5 00	X						0	0	0
Daniel Junius member	5 00	X						0	0	0
Vaughn M Kailian member	5 00	X						0	0	0
Perry Karsen member	5 00	X						0	0	0
Mark Kessel JD member	5 00	X						0	0	0
Rachel K King MBA Member	5 00	X						0	0	0
Scott Koenig MD PhD member	5 00	X						0	0	0
Gregg Lapointe member	5 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Emer Leahy PhD member	5 00	X						0	0	0
Tracy Lefteroff member	5 00	X						0	0	0
John M Leonard MD member	5 00	X						0	0	0
Gregory T Lucier member	5 00	X						0	0	0
John Maraganore PhD member	5 00	X						0	0	0
Thomas P Mathers member	5 00	X						0	0	0
Gordon C McCauley member	5 00	X						0	0	0
Russell M Medford MD member	5 00	X						0	0	0
David Meeker MD member	5 00	X						0	0	0
Alan C Mendelson JD member	5 00	X						0	0	0
Steven J Mento PhD member	5 00	X						0	0	0
John F Milligan PhD member	5 00	X						0	0	0
Adam Monroe member	5 00	X						0	0	0
David Morgan member	5 00	X						0	0	0
Arlene M Morris member	5 00	X						0	0	0
James C Mullen member	5 00	X						0	0	0
Dan Myers member	5 00	X						0	0	0
Lita Nelsen member	5 00	X						0	0	0
Thomas B Okarma PhD M member	5 00	X						0	0	0
Deepa Pakianathan PhD member	5 00	X						0	0	0
Robert Parkinson member	5 00	X						0	0	0
Steven M Paul MD member	5 00	X						0	0	0
Kristine Peterson member	5 00	X						0	0	0
Wayne Pisano member	5 00	X						0	0	0
Richard Pops Member	5 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Daphine Preuss member	5 00	X						0	0	0
Dennis J Purcell MBA member	5 00	X						0	0	0
David E I Pyott Member	5 00	X						0	0	0
John P Ranieri PhD member	5 00	X						0	0	0
William Rhodes member	5 00	X						0	0	0
TIMOTHY RODELL MD member	5 00	X						0	0	0
Jeff Rowe member	5 00	X						0	0	0
Steven Ryder MD member	5 00	X						0	0	0
aRTHUR SANDS MD PHD MEmber	5 00	X						0	0	0
Gerson Santos-Leon member	5 00	X						0	0	0
James Sapirstien member	5 00	X						0	0	0
George Scangos member	5 00	X						0	0	0
Joachim Schneider Food and Ag Chair	5 00	X						0	0	0
Gail Schulze member	5 00	X						0	0	0
Christy L Shaffer PhD member	5 00	X						0	0	0
Alan Shaw PhD member	5 00	X						0	0	0
Laura Shawver Phd member	5 00	X						0	0	0
Stephen A Sherwin MD Board & Health Chair	5 00	X						0	0	0
Joseph Skurla member	5 00	X						0	0	0
James R Stoppert member	5 00	X						0	0	0
RONALD STOTISH MD member	5 00	X						0	0	0
Ellen Strahlman MD member	5 00	X						0	0	0
Kim Taylor member	5 00	X						0	0	0
Peter A Thompson MD member	5 00	X						0	0	0
Eric Tomlinson PhD DSc member	5 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Steven Tuttle member	5 00	X						0	0	0
Gil Van Bokkelen PhD member	5 00	X						0	0	0
Harold E Van Wart PhD member	5 00	X						0	0	0
Marc Verbruggen PhD member	5 00	X						0	0	0
Mark Walton PhD member	5 00	X						0	0	0
H Thomas Watkins Health Vice Chair	5 00	X						0	0	0
Barbara H Wells PhD Food & Ag Vice Chair	5 00	X						0	0	0
Mark Wong member	5 00	X						0	0	0
Bradford A Zakes MBA member	5 00	X						0	0	0
Robert Zerbe MD member	5 00	X						0	0	0
Tony Zook member	5 00	X						0	0	0
James Greenwood CEO & President	40 00			X				1,159,064	0	60,666
A Scott Whitaker COO	40 00			X				682,980	0	33,149
Lisa Murphy Early Senior VP, Finance & Adm	40 00			X				482,857	0	23,654
Joshua Boger PhD Immediate Past Chair	5 00			X				0	0	0
Fabrizio Bonanni Secretary	5 00			X				0	0	0
Mark Skaletsky Treasurer	5 00			X				0	0	0
Thomas DiLenge General Counsel	40 00				X			466,855	0	33,149
Alan Eisenberg Exec VP, Emerging Co &	40 00				X			474,478	0	33,149
John Taylor Exec VP, Health Section	40 00				X			412,981	0	5,157
Brent Erickson Exec VP, Industrial & En	40 00				X			376,737	0	29,873
Sharon Bomer Exec VP, Food & Agricult	40 00				X			273,307	0	32,934
Brent Del Monte VP, Fed Gov't Relations	40 00				X			441,203	0	23,654
Amy Finan VP, Corp Dev & Marketing	40 00				X			334,340	0	23,535
Jeffrey Joseph VP, Communications	40 00				X			382,479	0	29,474

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Roberta Lycett VP, Conventions & Confs	40 00				X			329,481	0	28,052
Sean Darragh Exec VP, Int'l Affairs	40 00					X		409,220	0	30,772
Sandra Dennis Deputy Gen'l Counsel, He	40 00					X		268,838	0	33,149
Patrick Kelly VP, State Gov't Relation	40 00					X		301,410	0	33,011
Sara Radcliffe VP, Science & Regulatory	40 00					X		261,874	0	22,750
Hansjorg Sauer Deputy Gen'l Counsel, In	40 00					X		252,547	0	31,159

Form 990, Part VIII - Statement of Revenue - 2a - 2g Program Service Revenue -

	Business Code	(A) Total Revenue	(B) Related or Exempt Function Revenue	(C) Unrelated Business Revenue	(D) Revenue Excluded from Tax under IRC 512, 513, or 514
International conferen	541,800	25,427,065		249,339	25,177,726
Membership Dues	900,099	21,636,086	21,636,086		
Conference Revenue	900,099	5,996,331	5,996,331		
Business Solutions	900,099	2,260,350			2,260,350
Publication advertisin	541,800	35,041	612	34,429	

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ **Complete if the organization is described below.**
▶ **Attach to Form 990 or Form 990-EZ.** ▶ **See separate instructions.**

OMB No 1545-0047

2009

Open to Public Inspection

If the organization answered "Yes," to Form 990, Part IV, Line 3, or Form 990-EZ, Part VI, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered "Yes," to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes," to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, line 35a (regarding proxy tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization	Employer identification number
Biotechnology Industry Organization	52-1224577

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV

2 Political expenditures ▶ $ 5,000

3 Volunteer hours 0

Part I-B Complete if the organization is exempt under section 501(c)(3).

1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No

4a Was a correction made? ☐ Yes ☐ No

b If "Yes," describe in Part IV

Part I-C Complete if the organization is exempt under section 501(c) except section 501(c)(3).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt funtion activities ▶ $ 5,000

3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b ▶ $ 5,000

4 Did the filing organization file **Form 1120-POL** for this year? ☑ Yes ☐ No

5 State the names, addresses and employer identification number (EIN) of all section 527 political organizations to which payments were made For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV

(a) Name	**(b)** Address	**(c)** EIN	**(d)** Amount paid from filing organization's funds If none, enter -0-	**(e)** Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-
Friends of Martin O'Malley	218 E Lexington Street Suite 602 Baltimore, MD 21202	52-1677368	4,000	
Friends of Anthony Brown	9466 White Spring Way Columbia, MD 21046	20-3677682	1,000	

Part II-A **Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).**

A Check ☐ if the filing organization belongs to an affiliated group
B Check ☐ if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	**(a)** Filing Organization's Totals	**(b)** Affiliated Group Totals
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount Enter the amount from the following table in both columns		
g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a If zero or less, enter -0-		
i Subtract line 1f from line 1c If zero or less, enter -0-		

If the amount on line 1e, column (a) or (b) is:	**The lobbying nontaxable amount is:**
Not over $500,000	20% of the amount on line 1e
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000
Over $17,000,000	$1,000,000

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	**(a)** 2006	**(b)** 2007	**(c)** 2008	**(d)** 2009	**(e)** Total
2a Lobbying non-taxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots non-taxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B **Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).**

		(a) Yes	(a) No	(b) Amount
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities? If "Yes," describe in Part IV			
j	Total lines 1c through 1i			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		No
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	2		No
3	Did the organization agree to carryover lobbying and political expenditures from the prior year?	3		No

Part III-B **Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, line 3 is answered "Yes".**

1	Dues, assessments and similar amounts from members	1	21,636,086
2	Section 162(e) non-deductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	7,360,000
b	Carryover from last year	2b	
c	Total	2c	7,360,000
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	7,356,269
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	3,731
5	Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV **Supplemental Information**

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1i
Also, complete this part for any additional information

Identifier	Return Reference	Explanation
Part I-A, Line 1	Organizations Direct and Indirect Political Campaign Activities	Contribution to state campaigns in support of candidates

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SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2009

Open to Public Inspection

Name of the organization
Biotechnology Industry Organization

Employer identification number
52-1224577

Part I **Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate contributions to (during year)		
3	Aggregate grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit ☐ Yes ☐ No

Part II **Conservation Easements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure)
☐ Preservation of an historically importantly land area
☐ Protection of natural habitat
☐ Preservation of a certified historic structure
☐ Preservation of open space

2 Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

			Held at the End of the Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after 8/17/06	2d	

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶_____

4 Number of states where property subject to conservation easement is located ▶_____

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ▶_____

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ $ _____

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III **Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.** Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $ _____

(ii) Assets included in Form 990, Part X ▶ $ _____

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a Revenues included in Form 990, Part VIII, line 1 ▶ $ _____

b Assets included in Form 990, Part X ▶ $ _____

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3 Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a ☐ Public exhibition

b ☐ Scholarly research

c ☐ Preservation for future generations

d ☐ Loan or exchange programs

e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV and complete the following table

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	1f	

2a Did the organization include an amount on Form 990, Part X, line 21? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current Year	(b) Prior Year	(c) Two Years Back	(d) Three Years Back	(e) Four Years Back
1a Beginning of year balance					
b Contributions					
c Investment earnings or losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the year end balance held as

a Board designated or quasi-endowment ▶ %

b Permanent endowment ▶ %

c Term endowment ▶ %

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by

		Yes	No
(i) unrelated organizations	3a(i)		
(ii) related organizations	3a(ii)		
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b		

4 Describe in Part XIV the intended uses of the organization's endowment funds

Part VI Investments—Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		8,876,163	3,950,990	4,925,173
d Equipment		2,908,868	2,390,993	517,875
e Other				0
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				5,443,048

Part VII Investments—Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Financial derivatives		
Closely-held equity interests		
Other		
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶		

Part VIII Investments—Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Total. *(Column (b) should equal Form 990, Part X, col (B) line 13)* ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
Total. *(Column (b) should equal Form 990, Part X, col.(B) line 15.)* . . . . . ▶	

Part X Other Liabilities. See Form 990, Part X, line 25.

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
Capital lease obligation	99,990
Deferred rent	6,462,149
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	6,562,139

2. Fin 48 Footnote In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48

Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	57,012,269
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	63,396,539
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	-6,384,270
4	Net unrealized gains (losses) on investments	4	1,915,201
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	1,360,880
9	Total adjustments (net) Add lines 4 - 8	9	3,276,081
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	-3,108,189

Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements			1	59,641,175
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a	1,915,202		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d	713,704		
e	Add lines **2a** through **2d**			2e	2,628,906
3	Subtract line **2e** from line **1**			3	57,012,269
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	57,012,269

Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements			1	64,039,397
2	Amounts included on line 1 but not on Form 990, Part IX, line 25				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIV)	2d	642,858		
e	Add lines **2a** through **2d**			2e	642,858
3	Subtract line **2e** from line **1**			3	63,396,539
4	Amounts included on Form 990, Part IX, line 25, but not on line **1:**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	63,396,539

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b Also complete this part to provide any additional information

Identifier	Return Reference	Explanation
		SCHEDULE D, PART XI, LINE 8 OTHER ADJUSTMENTS TO NET ASSETS PENSION AUDIT ADJUSTMENT 1,290,035 CBI REVENUE 71,511 CBI LOBBY FUND REVENUE 428,000 FOOD AND AG INITATIVES REVENUE 187,200 FOOD AND AG INITATIVES EXPENSES (186,616) SUSTAINABLE TASK FORCE 26,993 SUSTAINABLE TASK FORCE EXPENSES (28,243) CBI Lobbying Expense (428,000) TOTAL ADJUSTMENTS TO NET ASSETS 1,360,880
		Schedule D, Part XII, Line 2d OTHER REVENUE NOT INCLUDED ON FORM 990 CBI 71,511 CBI LOBBYING FUND 428,000 FOOD AND AG INITIATIVES 187,200 SUSTAINABLE TASK FORCE 26,993 Total Revenue not included 713,704
		Schedule D, Part XIII, Line 2d OTHER EXPENSES NOT INCLUDED ON FORM 990 FOOD AND AG INITIATIVES 186,615 SUSTAINABLE TASKFORCE 28,243 CBI Lobbying Fund 428,000 Total Expenses Not Included 642,858

SCHEDULE F (Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2009

Open to Public Inspection

Name of the organization
Biotechnology Industry Organization

Employer identification number
52-1224577

Part I **General Information on Activities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 14b.

1 **For grantmakers.** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . . ☐ Yes ☐ No

2 **For grantmakers.** Describe in Part IV the organization's procedures for monitoring the use of grant funds outside the United States

3 Activites per Region (Use Schedule F-1 (Form 990) if additional space is needed)

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region	(d) Activities conducted in region (by type) (i e , fundraising, program services, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region
Europe			program services	Conference	54,331
East ASIA and the Pacific			program services	conference	629,717
Totals . . . . . ▶	0	0			684,048

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than $5,000. Check this box if no one recipient received more than $5,000 . . . . . ▶ ☐
Use Schedule F-1 (Form 990) if additional space is needed.

1 (a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter . . . . . ▶ _____

3 Enter total number of other organizations or entities . . . . . ▶

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16. Use Schedule F-1 (Form 990) if additional space is needed.

(a) Type of grant or assistance	**(b)** Region	**(c)** Number of recipients	**(d)** Amount of cash grant	**(e)** Manner of cash disbursement	**(f)** Amount of non-cash assistance	**(g)** Description of non-cash assistance	**(h)** Method of valuation (book, FMV, appraisal, other)

Part IV **Supplemental Information**

Complete this part to provide the information required in Part I, line 2, and any additional information.

Identifier	ReturnReference	Explanation
Method Used to Acccount for Expenditures		Schedule F, Part I, Line 3 Expenditures are accounted for on the accrual basis

Schedule J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2009

Open to Public Inspection

Name of the organization
Biotechnology Industry Organization

Employer identification number
52-1224577

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropiate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items ☑ First-class or charter travel ☐ Housing allowance or residence for personal use ☑ Travel for companions ☐ Payments for business use of personal residence ☐ Tax idemnification and gross-up payments ☑ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ Personal services (e g , maid, chauffeur, chef)			
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement orprovision of all the expenses described above? If "No," complete Part III to explain	**1b**	Yes	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	**2**	Yes	
3	Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply ☑ Compensation committee ☑ Written employment contract ☑ Independent compensation consultant ☑ Compensation survey or study ☐ Form 990 of other organizations ☑ Approval by the board or compensation committee			
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization			
a	Receive a severance payment or change-of-control payment?	**4a**		No
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	**4b**	Yes	
c	Participate in, or receive payment from, an equity-based compensation arrangement?	**4c**		No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III			
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.			
5	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of			
a	The organization?	**5a**		
b	Any related organization?	**5b**		
	If "Yes," to line 5a or 5b, describe in Part III			
6	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of			
a	The organization?	**6a**		
b	Any related organization?	**6b**		
	If "Yes," to line 6a or 6b, describe in Part III			
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	**7**		
8	Were any amounts reported in Form 990, Part VII, paid or accured pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III	**8**		
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	**9**		

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

(A) Name		**(B)** Breakdown of W-2 and/or 1099-MISC compensation			**(C)** Retirement and other deferred compensation	**(D)** Nontaxable benefits	**(E)** Total of columns (B)(i)-(D)	**(F)** Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	**(ii)** Bonus & incentive compensation	**(iii)** Other reportable compensation				
See Additional Data Table								

Part III Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8 Also complete this part for any additional information

Identifier	Return Reference	Explanation
	Part I, Line 1a	Jim Greenwood, President and CEO, recieved the following as part of his compensation These benefits were not taxed $10,161 in first class or charter travel for a total of six trips to attend board meetings or company events of various industry leaders $5,235 in travel for companions for his wife to attend some of the previously mentioned meetings and for her to accompany him on business trips to India $3,300 in health or social club dues Scott Whitaker, COO, recieved $3,300 in health or social club dues The organization spent $17,250 to send Alan Eisenberg, Vice President, on a business trip to Shanghai Part of this was for first class travel He also received $825 in health or social club dues The organization spent $37,532 to send Sean Darragh, Vice President, on business trips to Hong Kong, Beijing, and Shanghai Part of this was for first class travel

Additional Data

Return to Form

Software ID:
Software Version:
EIN: 52-1224577
Name: Biotechnology Industry Organization

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
James Greenwood	(i)	799,064	360,000	0	0	60,666	1,219,730	0
	(ii)	0	0	0	0	0	0	0
A Scott Whitaker	(i)	525,480	157,500	0	0	33,149	716,129	0
	(ii)	0	0	0	0	0	0	0
Lisa Murphy Early	(i)	371,662	111,195	0	0	23,654	506,511	0
	(ii)	0	0	0	0	0	0	0
Thomas DiLenge	(i)	359,230	107,625	0	0	33,149	500,004	0
	(ii)	0	0	0	0	0	0	0
Alan Eisenberg	(i)	363,248	111,230	0	0	33,149	507,627	0
	(ii)	0	0	0	0	0	0	0
John Taylor	(i)	305,356	107,625	0	0	5,157	418,138	0
	(ii)	0	0	0	0	0	0	0
Brent Erickson	(i)	311,737	65,000	0	0	29,873	406,610	0
	(ii)	0	0	0	0	0	0	0
Sharon Bomer	(i)	228,307	45,000	0	0	32,934	306,241	0
	(ii)	0	0	0	0	0	0	0
Brent Del Monte	(i)	339,498	101,705	0	0	23,654	464,857	0
	(ii)	0	0	0	0	0	0	0
Amy Finan	(i)	256,340	78,000	0	0	23,535	357,875	0
	(ii)	0	0	0	0	0	0	0
Jeffrey Joseph	(i)	293,689	88,790	0	0	29,474	411,953	0
	(ii)	0	0	0	0	0	0	0
Roberta Lycett	(i)	253,202	76,279	0	0	28,052	357,533	0
	(ii)	0	0	0	0	0	0	0
Sean Darragh	(i)	314,720	94,500	0	0	30,772	439,992	0
	(ii)	0	0	0	0	0	0	0
Sandra Dennis	(i)	258,838	10,000	0	0	33,149	301,987	0
	(ii)	0	0	0	0	0	0	0
Patrick Kelly	(i)	236,410	65,000	0	0	33,011	334,421	0
	(ii)	0	0	0	0	0	0	0
Sara Radcliffe	(i)	231,874	30,000	0	0	22,750	284,624	0
	(ii)	0	0	0	0	0	0	0
Hansjorg Sauer	(i)	235,047	17,500	0	0	31,159	283,706	0
	(ii)	0	0	0	0	0	0	0

Schedule L
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions with Interested Persons

▶ Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V lines 38a or 40b.
▶ Attach to Form 990 or Form 990-EZ. ▶See separate instructions.

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2009

Open to Public Inspection

Name of the organization
Biotechnology Industry Organization

Employer identification number
52-1224577

Part I Excess Benefit Transactions (section 501(c)(3) and section 501 (c)(4) organizations only).

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

1	(a) Name of disqualified person	(b) Description of transaction	(c) Corrected? Yes	No

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958 . . . . . ▶ $ _____

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization . . . . . ▶ $ _____

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a

(a) Name of interested person and purpose	(b) Loan to or from the organization? To	From	(c) Original principal amount	(d) Balance due	(e) In default? Yes	No	(f) Approved by board or committee? Yes	No	(g) Written agreement? Yes	No
Total . . . . . ▶ $										

Part III Grants or Assistance Benefitting Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of grant or type of assistance

Part IV Business Transactions Involving Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues? Yes	No
Sharon Bomer Lauritsen	Employee of BIO		Secretary of Excellence Through Stewardship		No
Tom Dilenge	Employee of BIO		Board Member of Excellence Through Stewardship		No
Lisa Murphy	Employee of BIO		Board Treasurer of Excellence Through Stewardship		No
James Greenwood	Employee of BIO		Member of the board of Biotech Institute and BIO Ventures for Global Health		No

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990

Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.
▶ Attach to Form 990.

OMB No 1545-0047

2009

Open to Public Inspection

Name of the organization
Biotechnology Industry Organization

Employer identification number
52-1224577

Identifier	Return Reference	Explanation
Form 990, Part VI, Section A, line 1		At all membership meetings of the Organization, each current member shall have one (1) vote THE BOARD OF DIRECTORS SHALL DESIGNATE, BY RESOLUTION AND WITH A QUORUM pRESENT, NOT MORE THAN NINETEEN (19) DIRECTORS OF THE BOARD TO ACT AS AN EXECUTIVE COMMITTEE THE EXECUTIVE COMMITTEE SHALL CONSIST OF THE SEVEN (7) ELECTED OFFICERS OF THE ORGANIZATION, THE IMMEDIATE PAST CHAIR OF THE ORGANIZATION, THE VICE CHAIRS OF EACH SECTION'S GOVERNING BOARD, AND NOT mORE THAN FIVE (5) AT-LARGE DIRECTORS FROM THE FULL BOARD IF THE IMMEDIATE PAST CHAIR IS NO LONGER ELIGIBLE TO SERVE ON THE FULL BOARD, AN ADDITIONAL AT-LARGE DIRECTOR FROM THE FULL BOARD SHALL BE SELECTED FOR THE EXECUTIVE COMMITTEE THE EXECUTIVE COMMITTEE SHALL HAVE, AND BE AUTHORIZED TO EXERCISE, ALL POWERS OF THE FULL BOARD EXCEPT (A) THE POWER TO ELECT OR REMOVE ELECTED OFFICERS OR DIRECTORS, TO CHANGE THE SIZE OF THE BOARD, TO CHANGE ELIGIBILITY, QUALIFICATIONS OR RIGHTS OF MEMBERSHIP, TO APPROVE THE FINANCIAL BUDGET FOR THE ORGANIZATION, OR TO MAKE DETERMINATIONS AS TO DIRECTOR AND OFFICER COMPENSATION, WHERE APPLICABLE, AND (B) THE POWER TO AMEND THE ARTICLES OF INCORPORATION OR THE BYLAWS OF THE ORGANIZATION
Form 990, Part VI, Section A, line 2		Based on responses to a survey distributed to each member of BIO's Board of Directors, four members - Deborah Dunsire, David Pyott, Maxine Gowen and Anthony Coles - disclosed a business relationship with another member of the BIO Board during 2009 In each case, the business relationship was identified as being a director on the Board of another BIO member company who also has a representative on BIO's Board
Form 990, Part VI, Section A, line 6		The members of the Organization shall be divided into four classes, Core Members, Associate Members, Affiliate Members, and Center Members, defined as follows (a) Core Members - Any corporation, partnership, association, or other entity organized for profit, a substantial percentage of whose business activities involve biotechnology, genomics, bioinformatics or related new technologies, is eligible for membership Core Members are those entities that utilize biotechnology, genomics, bioinformatics or other related new technologies in research, development, testing, manufacturing, or sales of product or information, as well as other firms the Board so characterizes and places in this category Core Members shall be grouped in the following subcategories (i) Emerging Companies, which are firms that employ less than 350 persons and that do not have a therapeutic or diagnostic product approved for sale in the U S market, (ii) Established Firms, which are those firms that employ 350 or more persons or that have a therapeutic or diagnostic product approved for sale in the U S market, and (iii) Large Firms, which are Established Firms that have annual worldwide sales of biotechnology products in excess of $1 5 billion, (b) Associate Members - Any corporation, partnership, association, or other entity organized for profit, a substantial portion of whose activities involve providing services or products of benefit to companies whose principal business is biotechnology, is eligible for Associate membership Associate Members are those commercial entities which do not necessarily utilize biotechnology, e g technical support, equipment, construction, accounting, and law firms that service the biotechnology industry, as well as other firms that the Board characterizes and places in this category, (c) Affiliate Members - Any governmental or nonprofit entity or country, state or regional industry, trade or professional association with an interest in, or a mandate to promote the development of, biotechnology is eligible for Affiliate membership There shall be no size tests applied to Affiliate Member applicants, (d) Center Members - Any institution, not generally eligible for Core membership, that is sponsored by a state, region or academic institution and works in support of commercial biotechnology may be eligible for consideration as a Center Member
Form 990, Part VI, Section A, line 7a		All of the Section Board members are elected by Section members
Form 990, Part VI, Section B, line 11		The Form 990 and related schedules are prepared by the organization's certified public accountants under the guidance of the CFO The CFO and the Controller thoroughly review all calculations and schedules to confirm they reflect the actual financial results of the organization The complete Form 990 is then reviewed internally by the CEO, COO, CFO and Controller in consultation with legal counsel and, as appropriate, further consultation with the organization's certified public accountants Finally, the Form 990 is provided to the Chairman of the Board for review, questions and/or comments, and then sent to the BIO Executive Committee members for their review, questions and/or comments as well All reviews are completed before the form is filed with the IRS
Form 990, Part VI, Section B, line 12c		BIO takes several steps to ensure that employees comply with its conflicts of interest policy BIO trains all new employees on various aspects of BIO's compliance program, including conflicts of interest, and BIO's written conflicts of interest policy requires all employees to disclose any outside personal business interests to their supervisor BIO's General Counsel regularly advises BIO's executives and supervisors on such matters BIO also contracts with an independent organization to provide employees and others with the ability to file anonymous reports concerning the violation of any laws or BIO policies, including allegations of potential conflicts of interest, and BIO has a process in place to follow up on any such complaints in a timely and thorough manner Further, BIO undertakes a questionnaire sent to each member of its Board of Directors seeking disclosure of any potential conflicts of interests they may have, or their family members may have, associated with businesses or organizations that do business with BIO
Form 990, Part VI, Section B, line 15a		In 2008, the executive agreement for the president and ceo of bio was renegotiated and renewed In 2009, the BIO Executive Committee evaluated the performance of the BIO President & CEO under this Executive Agreement, and based on this performance evaluation, determined the appropriate amount for the discretionary component of the BIO President & CEOs compensation for that year The compensation for the President and CEO of BIO is detailed through this executive agreement The BIO Executive Committee, which is comprised of independent BIO Board members, leads and undertakes this process The members of the executive committee were assisted and counseled, contemporaneously, by both independent outside legal counsel who is an expert in this area of the law, and an independent outside consultant that provided benchmarking services and information on executive compensation issues The BIO Executive Committee, in consultation with the full Board, approved the executive agreement for the BIO President and CEO
Form 990, Part VI, Section C, line 19		The organization does not make its governing documents, conflict of interest policy, and financial statements available to the public