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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

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 01-01-2011 and ending 12-31-2011

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

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 $ 77,123,142

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)(3) ☑ 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 HEATHCARE, 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	116
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	116
5	Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	184
6	Total number of volunteers (estimate if necessary)	6	196
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	333,346
b	Net unrelated business taxable income from Form 990-T, line 34	7b	0

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	0	0
	9	Program service revenue (Part VIII, line 2g)	57,498,909	59,284,196
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	3,478,235	1,994,532
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	42,100	3,900
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	61,019,244	61,282,628
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	23,396,161	25,311,029
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶0		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	35,354,014	35,650,393
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	58,750,175	60,961,422
	19	Revenue less expenses Subtract line 18 from line 12	2,269,069	321,206
			Beginning of Current Year	**End of Year**
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	65,414,013	65,857,637
	21	Total liabilities (Part X, line 26)	26,464,995	27,777,267
	22	Net assets or fund balances Subtract line 21 from line 20	38,949,018	38,080,370

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

****** 2012-11-15
Signature of officer Date

JOANNE M DUNCAN CFO & VP FINANCE & ADMIN
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ KAREN GRIES	Date	Check if self-employed ▶ ☐	Preparer's taxpayer identification number (see instructions) P00078514
Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ CLIFTONLARSONALLEN LLP 4250 N FAIRFAX DRIVE SUITE 1020 ARLINGTON, VA 22203			EIN ▶ 41-0746749 Phone no ▶ (571) 227-9500

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

Part III **Statement of Program Service Accomplishments**

Check if Schedule O contains a response to any question in this Part III . . . . ☑

1 Briefly describe the organization's mission

THE BIOTECHNOLOGY INDUSTRY ORGANIZATION (BIO) REPRESENTS MORE THAN 1,100 COMPANIES AND ORGANIZATIONS IN WASHINGTON DC, STATE CAPITALS, AND INTERNATIONAL FORA BIOTECHNOLOGY INDUSTRY ORGANIZATION 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 BIOTECHNOLOGY INDUSTRY ORGANIZATION MEMBERS ALSO INCLUDE UNIVERSITIES, NONPROFITS, PATIENT GROUPS, AND OTHER ORGANIZATIONS THAT PLAY AN IMPORTANT ROLE IN THE FUTURE OF THE LIFE SCIENCES BIOTECHNOLOGY INDUSTRY ORGANIZATION'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 organization's program service accomplishments for each of its three largest program services, as measured 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 2011 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 - EXPANDED OUTREACH TO FOREIGN GOVERNMENTS AND ENTITIES TO EDUCATE ON POLICY ISSUES OF IMPORTANT TO THE BIOTECHNOLOGY INDUSTRY AND TO IMPROVE THE INVESTMENT AND REGULATORY CLIMATE FOR BIOTECH PRODUCTS THE EMERGING COMPANIES SECTION ADVOCATES FOR POLICIES SUPPORTIVE OF SMALL INNOVATIVE COMPANIES IN AREAS SUCH AS TAX POLICY, FINANCIAL REPORTING AND ACCOUNTING LAW AND REGULATIONS, AND FEDERAL GRANTS THE EMERGING COMPANIES SECTION'S 2011 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 POLICIES SUPPORTING INNOVATIVE EMERGING COMPANIES - ADVOCATED FOR THE REMOVAL OF BURDENSOME FINANCIAL REPORTING REGULATIONS - INFLUENCED HEALTH CARE POLICY TO REFLECT THE CONCERNS OF SMALL BIOTECHNOLOGY 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 SOME OF THE FOOD AND AGRICULTURE SECTION'S 2011 ADVOCACY ACCOMPLISHMENTS ARE LISTED BELOW - MOUNTED AN INITIATIVE, IN CONJUNCTION WITH ACADEMIC SCIENTISTS, TO OPPOSE EPA'S PROPOSED DATA REQUIREMENTS RULE AND CONVINCE EPA OF ITS DETRIMENTAL IMPACTS ON BIOTECHNOLOGY INNOVATION - DEFENDED SCIENCE-BASED REVIEW OF GENETICALLY-ENGINEERED ANIMAL AGAINST LEGISLATIVE CHALLENGES IN APPROPRIATIONS PROCESS AND IN OTHER LEGISLATIVE AND REGULATORY VENUES, IN COORDINATION WITH ALLIED ANIMAL AGRICULTURE ORGANIZATIONS - CONTINUED EDUCATION OF MEDIA AND POLICYMAKERS ON THE IMPORTANCE OF ANIMAL BIOTECHNOLOGY TO ENHANCE HUMAN AND ANIMAL HEALTH APPLICATIONS, FOOD PRODUCTION AND ENVIRONMENTAL SUSTAINABILITY, REVISED AND RE-PRINTED BIO'S REPORT, GENETICALLY ENGINEERED ANIMALS AND PUBLIC HEALTH, TO USE AS A HARD COPY AND WEB-BASED RESOURCE - FOSTERED CONGRESSIONAL SUPPORT FOR THE FOOD AND AGRICULTURE SECTION'S KEY FEDERAL SPENDING PRIORITIES, SUCH AS FUNDING FOR APHIS-BRS, USDA'S OFFICE OF GENERAL COUNSEL, AGRICULTURAL ENERGY PRIORITIES, AGRICULTURAL RESEARCH PRIORITIES, FOOD SAFETY INSPECTION SERVICE, AND ANIMAL BIOTECHNOLOGY - MITIGATED ATTACKS FROM ANTI-BIOTECH GROUPS WITH PROACTIVE WEB-BASED BENEFITS MESSAGING AND MEDIA OUTREACH, AS WELL AS EMPHASIZING THE IMPORTANCE OF TECHNOLOGY TO PRODUCTION AGRICULTURE AND MAINTAINING A RISK-BASED APPROACH TO FOOD LABELING POLICY THE HEALTH SECTION DRIVES ADVOCACY TO ENSURE THAT PATIENTS HAVE ACCESS TO THE FRUITS OF BIOTECH RESEARCH, WHILE THE MARKETPLACE REWARDS THAT DRIVE CONTINUED INNOVATION ARE MAINTAINED BELOW ARE THE HEALTH SECTION'S 2011 ACCOMPLISHMENTS - INFLUENCED IMPROVEMENTS TO THE U S FOOD AND DRUG ADMINISTRATION'S (FDA'S) PROCESS FOR HUMAN DRUG REVIEW - ENHANCED PATIENT ACCESS TO INNOVATIVE THERAPIES - ADVOCATED FOR BIOSIMILARS POLICIES THAT 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 - INFLUENCED IMPROVEMENTS TO 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 PLANT-BASED PLASTICS AND RENEWABLE FUELS AND CHEMICALS BELOW ARE THE INDUSTRIAL & ENVIRONMENTAL SECTION'S 2011 ADVOCACY ACCOMPLISHMENTS RENEWABLE FUEL STANDARD- SUCCESSFULLY ADVOCATED FOR AGGRESSIVE CELLULOSIC GALLON REQUIREMENTS UNDER EPA'S FINAL 2012 RFS RULE TAX- SUCCESSFULLY ADVOCATED FOR THE INTRODUCTION OF SEVERAL FAVORABLE PIECES OF TAX LEGISLATION RELATING TO ALGAL, CELLULOSIC AND OTHER ADVANCED BIOFUELS MILITARY USE- SECURED SUPPORT FOR $510 MILLION MULTI-AGENCY PLAN TO ACCELERATE COMMERCIALIZATION OF ADVANCED DROP-IN BIOFUELS FOR MILITARY USE FARM BILL- SECURED STRONG ENERGY TITLE IN FARM BILL PROPOSALS IN CONGRESS SYNTHETIC BIOLOGY- ADVOCATED REGARDING THE PROPER REGULATORY APPROACH IN THE EMERGING FIELD OF SYNTHETIC BIOLOGY BIOBASED PRODUCTS & RENEWABLE SPECIALTY CHEMICALS- ADVOCATED FOR THE CERTIFICATION PROCESS FOR THE VOLUNTARY LABELING PROGRAM IN USDA'S BIOPREFERRED PROGRAM - ADVOCATED FOR A PRODUCTION TAX CREDIT FRAMEWORK IN CONGRESS CONFERENCES- BIO HELD TWO INDUSTRIAL BIOTECH CONFERENCES IN 2011-THE BIO WORLD CONGRESS ON INDUSTRIAL BIOTECHNOLOGY AND BIOPROCESSING AND THE BIO PACIFIC RIM SUMMIT ON INDUSTRIAL BIOTECHNOLOGY AND BIOENERGY

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

SERVICESBIO'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 2011 BIO INTERNATIONAL CONVENTION WAS HELD IN WASHINGTON, D C , ON JUNE 27-30, 2011 THE EVENT ATTRACTED 15,626 ATTENDEES FROM 65 COUNTRIES, AND 48 U S STATES, INCLUDING 400 MEMBERS OF THE MEDIA THE NET INCOME FROM THE CONVENTION SUPPORTS OUR ADVOCACY, PUBLIC OUTREACH, AND OTHER MEMBER SERVICE ACTIVITIES 2011 BIO PARTICIPANTS INCLUDED 11 U S GOVERNORS, 75 HIGH-LEVEL PUBLIC OFFICIALS, AND LEADERS FROM U S CONGRESSIONAL STAFF AND REGULATORY AGENCIES THE CONVENTION CONTINUED TO DRAW OVER 1/3 (33%+) OF THE ATTENDANCE FROM COUNTRIES OUTSIDE THE U S , WHICH INCLUDES MORE THAN 100 INTERNATIONAL PUBLIC OFFICIALS FROM 24 COUNTRIES, INCLUDING MINISTERS OF SCIENCE, AGRICULTURE, AND TECHNOLOGY AND AMBASSADORS FROM COUNTRIES SUCH AS BELGIUM, CANADA, DENMARK, HUNGARY, IRELAND, ISRAEL, MALAYSIA, NETHERLANDS, NEW ZEALAND, RUSSIAN EMBASSY AND SWITZERLAND THE KEY ELEMENTS OF THE BIO INTERNATIONAL CONVENTION WERE - EDUCATIONAL PROGRAMMING THAT INCLUDED 4 DAYS OF 125 BREAKOUT SESSIONS, 15 EDUCATIONAL TRACKS, MORE THAN 800 SPEAKERS, 2 KEYNOTE SESSIONS, AND 6 SUPER SESSIONS - THE BIO BUSINESS FORUM, WHICH PROVIDED AN OPPORTUNITY FOR BIOTECHNOLOGY AND PHARMACEUTICAL COMPANIES, ACADEMIC RESEARCH INSTITUTIONS AND INVESTORS FROM AROUND THE WORLD TO SCHEDULE ONE-ON-ONE MEETINGS AND DISCUSS POTENTIAL BUSINESS OPPORTUNITIES, IT HOSTED A RECORD NUMBER OF 21,183 PARTNERING MEETINGS BETWEEN 2,410 COMPANIES AND 157 COMPANY PRESENTATIONS SCHEDULED DURING THE CONVENTION - THE BIO EXHIBITION HOSTED APPROXIMATELY 1,800 EXHIBITORS WITH 180,000 NET SQUARE FEET OF EXHIBIT SPACE ATTENDEES MINGLED AMONG THE 61 STATE, COUNTRY AND REGIONAL PAVILIONS AND THE 6 PRODUCT FOCUS ZONES - PROFESSIONAL NETWORKING TOOK PLACE THROUGHOUT THE CONVENTION DURING 3 LARGE GENERAL EVENTS, AS WELL AS NUMEROUS SMALLER RECEPTIONS 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 FACILITATE CRITICAL CAPITAL FORMATION AND PARTNERSHIPS, AND PROVIDE PROFESSIONAL SERVICES THROUGHOUT THE YEAR, BIO HOSTS OR CO-HOSTS 9 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 THESE 2011 CONFERENCES SERVED MORE THAN 12,000 MEMBER AND NON-MEMBER ATTENDEES, AND INCLUDED MORE THAN 30,000 PARTNERING MEETINGS AND 950 COMPANY PRESENTATIONS OVER 10 DAYS OF OFFICIAL PROGRAMMING THE 2011 U S PROGRAM INCLUDED - BIO CEO & INVESTOR CONFERENCE, NEW YORK CITY, NY- BIO-WINDHOVER, NEW YORK CITY, NY, - BUSINESS FORUM AT THE BIO INTERNATIONAL CONVENTION, WASHINGTON, D C - BIO GLOBAL HEALTH CONFERENCE, WASHINGTON, D C - BIO INVESTOR FORUM, SAN FRANCISCO, CABIO ALSO ORGANIZES, HOSTS, OR ASSISTS WITH HOSTING, FIVE OF THE LARGEST BIOTECH MEETINGS OUTSIDE OF THE U S , THE 2011 THE PROGRAM INCLUDED - BIO-ASIA, TOKYO, JAPAN- BIO-EUROPE SPRING- BIO INDIA, HYDERABAD, INDIA, - BIO CHINA, CHINA- BIO-EUROPE FALL, MUNICH, GERMANYIN ADDITION, IN 2011, BIO PROVIDED COST-EFFECTIVE EDUCATIONAL PROGRAMS TO HELP EXECUTIVES FROM SMALL COMPANIES THESE WORKSHOPS, FOCUSED ON EXECUTIVE PRESENTATION SKILLS AND BASIC AND ADVANCED BUSINESS DEVELOPMENT SKILLS, WERE HELD THROUGHOUT THE YEAR IN VARIOUS LOCATIONS AROUND THE U S AND GERMANY

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* (see instructions)?	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, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If "Yes," complete Schedule C, Part III*	5	Yes	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which 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 temporarily restricted endowments, permanent endowments, or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		No
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line10? *If "Yes," complete Schedule D, Part VI.*	11a	Yes	
b	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.*	11b		No
c	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.*	11c		No
d	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.*	11d		No
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X.*	11e	Yes	
f	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 (ASC 740)? *If "Yes," complete Schedule D, Part X.*	11f		No
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI, XII, and XIII*	12a	Yes	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional*	12b		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, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *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 and IV*	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 and IV*	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
20a	Did the organization operate one or more hospitals? *If "Yes," complete Schedule H*	20a		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? **Note.** All Form 990 filers that operated one or more hospitals must attach audited financial statements	20b		

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
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 (or a family member thereof) was an officer, director, trustee, or owner? *If "Yes," complete Schedule L, Part IV*	28c		No
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
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a		No
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		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

Check if Schedule O contains a response to any question in this Part V . . . . ☐

					Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	1a	180			
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	184			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?			2b	Yes	
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)					
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?			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 or securities account)?			4a	Yes	
b	If "Yes," enter the name of the foreign country ▶IN See instructions for 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?			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 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	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?			7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?			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				
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**					
a	Is the organization licensed to issue qualified health plans in more than one state? **Note.** All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state			13a		
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b				
c	Enter the aggregate amount of reserves on hand	13c				
14a	Did the organization receive any payments for indoor tanning services during the tax year?			14a		No
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation in Schedule O*			14b		

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.

Check if Schedule O contains a response to any question in this Part VI . . . . ☑

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	116		
b	Enter the number of voting members included in line 1a, above, who are independent	1b	116		
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 governing documents since the prior Form 990 was filed?		4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		5		No
6	Did the organization have members or stockholders?		6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		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	Did the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review the Form 990			
12a	Did the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	Yes	
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did 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	Yes	
	If "Yes," to line 15a or 15b, 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," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take 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 ▶

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 made 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 made 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 ▶

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WASHINGTON, DC 20024
(202) 962-9200

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

Check ıf Schedule O contaıns a response to any questıon ın this Part VII . . . .

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

1a Complete thıs table for all persons required to be lısted Report compensatıon for the calendar year endıng wıth or wıthın the organızatıon's tax year

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

List persons ın the following order ındıvıdual trustees or directors, ınstıtutıonal trustees, officers, key employees, highest compensated employees, and former such persons

Check this box if neither the organızatıon nor any related organızatıons compensated any current or former officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(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 Additional Data Table										

Part VII **Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** (continued)

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position: Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
See Additional Data Table										

		(D)	(E)	(F)
1b	Sub-Total . . . . ▶			
c	Total from continuation sheets to Part VII, Section A . . . . ▶			
d	Total (add lines 1b and 1c) . . . . ▶	7,579,821	0	765,451

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶67

			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 or individual 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 Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
FREEMAN COMPANIES 1600 VICEROY SUITE 100 DALLAS, TX 75247	GENERAL CONTRACTOR CONV/CONFERENCES	1,324,777
PROJECTION INC PO BOX 890472 CHARLOTTE, NC 28289	VIDEO SERVICES CONV/CONFERENCES	875,577
VOLUME SERVICES AMERICA 111 WEST HARBOR DR SAN DIEGO, CA 92101	CATERING SERVICES INTN'L CONV	836,267
RHODE PLANNING & MGMT SOLUTIONS 42 LADD ST SUITE 302 EAST GREENWICH, RI 02818	TRANSPORTATION SERVICES INTN'L CONV	818,268
FIXATION MARKETING 4340 EAST-WEST HWY SUITE 200 BETHESDA, MD 208144411	MARKETING INTN'L CONVENTION	661,363

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶78

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	CONFERENCE/MEETING REV	541800	33,488,589	33,221,422	267,167	
	b	MEMBERSHIP DUES	900099	22,173,807	22,173,807		
	c	BUSINESS SOLUTIONS	900099	3,555,215			3,555,215
	d	PUBLICATION ADVERTISIN	541800	66,585	406	66,179	
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a–2f		59,284,196			
Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		1,563,571			1,563,571
	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	(i) 16,271,475				
	b	Less cost or other basis and sales expenses	(i) 15,840,514				
	c	Gain or (loss)	(i) 430,961				
	d	Net gain or (loss)		430,961			430,961
	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	INTERNET REVENUES	900099	3,900	3,900		
	b						
	c						
	d	All other revenue					
	e	**Total.** Add lines 11a–11d		3,900			
	12	**Total revenue.** See Instructions . . .		61,282,628	55,399,535	333,346	5,549,747

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)
Check if Schedule O contains a response to any question in this Part IX . . . .

	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 United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	5,956,466			
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	14,267,376			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	2,067,918			
9	Other employee benefits	1,997,099			
10	Payroll taxes	1,022,170			
11	Fees for services (non-employees)				
a	Management				
b	Legal	348,999			
c	Accounting	70,951			
d	Lobbying	3,147,612			
e	Professional fundraising *See Part IV, line 17* . .				
f	Investment management fees	261,808			
g	Other	4,586,188			
12	Advertising and promotion	230,217			
13	Office expenses	1,865,342			
14	Information technology	822,172			
15	Royalties . .				
16	Occupancy	3,699,419			
17	Travel	895,308			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	16,635,286			
20	Interest	2,949			
21	Payments to affiliates	1,155,732			
22	Depreciation, depletion, and amortization	1,179,139			
23	Insurance	103,370			
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	OUTREACH	513,037			
b	TAXES PAID	75,547			
c	EDUCATION	42,957			
d	BAD DEBT EXPENSE	14,360			
e					
f	All other expenses				
25	**Total functional expenses.** Add lines 1 through 24f	60,961,422			
26	**Joint costs.** Check here ▶ if following SOP 98-2 (ASC 958-720) 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			6,979,800	2	4,459,681
	3	Pledges and grants receivable, net				3	
	4	Accounts receivable, net			1,805,535	4	2,602,547
	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			2,907,323	9	2,383,665
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a	11,797,165			
	b	Less accumulated depreciation	10b	7,764,303	4,852,112	10c	4,032,862
	11	Investments—publicly traded securities			48,535,212	11	52,118,530
	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			334,031	15	260,352
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)			65,414,013	16	65,857,637
Liabilities	17	Accounts payable and accrued expenses			8,055,493	17	8,591,779
	18	Grants payable				18	
	19	Deferred revenue			12,037,740	19	13,043,071
	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 (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D			6,371,762	25	6,142,417
	26	**Total liabilities.** Add lines 17 through 25			26,464,995	26	27,777,267
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			38,949,018	27	38,080,370
	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			38,949,018	33	38,080,370
	34	Total liabilities and net assets/fund balances			65,414,013	34	65,857,637

Part XI Reconcilliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI . . . . ☑

1	Total revenue (must equal Part VIII, column (A), line 12) . . .	1	61,282,628
2	Total expenses (must equal Part IX, column (A), line 25)	2	60,961,422
3	Revenue less expenses Subtract line 2 from line 1	3	321,206
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) . .	4	38,949,018
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-1,189,854
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	38,080,370

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII . . . . ☐

			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 separate basis, consolidated 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, Special Condition Description:

Special Condition Description

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			
ATWOOD BRIAN MEMBER	2 00	X						0	0	0
BEALL ROBERT MEMBER	2 00	X						0	0	0
BEEMAN DONALD MEMBER	2 00	X						0	0	0
BEER MARC MEMBER	2 00	X						0	0	0
BERVEN DOUG MEMBER	2 00	X						0	0	0
BIENAIME JEAN-JACQUES MEMBER	2 00	X						0	0	0
BOGER JOSHUA MEMBER	2 00	X						0	0	0
BORISY ALEXIS MEMBER	2 00	X						0	0	0
BORMANN BJ MEMBER	2 00	X						0	0	0
CLARK IAN MEMBER	2 00	X						0	0	0
COHEN BRUCE MEMBER	2 00	X						0	0	0
COHEN RON MEMBER	2 00	X						0	0	0
COLES N MEMBER	2 00	X						0	0	0
CONWAY ROBERT MEMBER	2 00	X						0	0	0
CROWLEY JOHN MEMBER	2 00	X						0	0	0
DE RUITER TJERK MEMBER	2 00	X						0	0	0
DEBETHIZY J DONALD MEMBER	2 00	X						0	0	0
DOERFLER DOUGLAS MEMBER	2 00	X						0	0	0
DUNCAN GREG MEMBER	2 00	X						0	0	0
DUNSIRE DEBORAH MEMBER	2 00	X						0	0	0
EGGERT CHARLES MEMBER	2 00	X						0	0	0
ELLERBUSCH SUSAN MEMBER	2 00	X						0	0	0
ENO RICHARD MEMBER	2 00	X						0	0	0
FERGUSON BRUCE MEMBER	2 00	X						0	0	0
FISCHER PAUL MEMBER	2 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): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
FLINT JERRY MEMBER	2 00	X						0	0	0
FRITZ CAROLYN MEMBER	2 00	X						0	0	0
GATTO STEPHEN MEMBER	2 00	X						0	0	0
GERBERDING JULIE MEMBER	2 00	X						0	0	0
GERMANO GENO MEMBER	2 00	X						0	0	0
GIOVANNETTI GLEN MEMBER	2 00	X						0	0	0
GOLD MITCHELL MEMBER	2 00	X						0	0	0
GORMLEY GLENN MEMBER	2 00	X						0	0	0
GOWEN MAXINE MEMBER	2 00	X						0	0	0
GREENLEAF PETER MEMBER	2 00	X						0	0	0
GRUBER PATRICK MEMBER	2 00	X						0	0	0
GUTTERSON NEAL MEMBER	2 00	X						0	0	0
HALE DAVID MEMBER	2 00	X						0	0	0
HA-NGOC TUAN MEMBER	2 00	X						0	0	0
HASTINGS PAUL MEMBER	2 00	X						0	0	0
HATFIELD JEFFERY MEMBER	2 00	X						0	0	0
HERNDON RUSSELL MEMBER	2 00	X						0	0	0
HOLTZMAN STEVEN MEMBER	2 00	X						0	0	0
HOPPENOT HERVE MEMBER	2 00	X						0	0	0
HOYES JAMES MEMBER	2 00	X						0	0	0
HUTTNER JACK MEMBER	2 00	X						0	0	0
JUNIUS DANIEL MEMBER	2 00	X						0	0	0
KARSEN PERRY MEMBER	2 00	X						0	0	0
KING RACHEL MEMBER	2 00	X						0	0	0
KOENIG SCOTT MEMBER	2 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): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
KOSACZ BARBARA MEMBER	2 00	X						0	0	0
KREMER MATTHIAS MEMBER	2 00	X						0	0	0
KU KATHERINE MEMBER	2 00	X						0	0	0
LEAHY EMER MEMBER	2 00	X						0	0	0
LEFF JONATHAN MEMBER	2 00	X						0	0	0
LEONARD JOHN MEMBER	2 00	X						0	0	0
LESCHLY NICK MEMBER	2 00	X						0	0	0
LEVINE JAMES MEMBER	2 00	X						0	0	0
LUNDBERG JAN MEMBER	2 00	X						0	0	0
MANUSO JAMES MEMBER	2 00	X						0	0	0
MARAGANORE JOHN MEMBER	2 00	X						0	0	0
MATHERS EDWARD MEMBER	2 00	X						0	0	0
MATHERS THOMAS MEMBER	2 00	X						0	0	0
MCCAULEY GORDON MEMBER	2 00	X						0	0	0
MCHUGH JULIE MEMBER	2 00	X						0	0	0
MEDFORD RUSSELL MEMBER	2 00	X						0	0	0
MEEKER DAVID MEMBER	2 00	X						0	0	0
MENTO STEVEN MEMBER	2 00	X						0	0	0
MILANO VINCENT MEMBER	2 00	X						0	0	0
MILLIGAN JOHN MEMBER	2 00	X						0	0	0
MOCH KENNETH MEMBER	2 00	X						0	0	0
MONROE ADAM MEMBER	2 00	X						0	0	0
MYERS DAN MEMBER	2 00	X						0	0	0
NICOLAIDES NICHOLAS MEMBER	2 00	X						0	0	0
ORWIN JOHN MEMBER	2 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			
OSTROVE JEFFERY MEMBER	2 00	X						0	0	0
PARKINSON ROBERT MEMBER	2 00	X						0	0	0
PELTZ STUART MEMBER	2 00	X						0	0	0
PERKINS ADELENE MEMBER	2 00	X						0	0	0
PETERSON KRISTINE MEMBER	2 00	X						0	0	0
POPS RICHARD MEMBER	2 00	X						0	0	0
PRUZANSKI MARK MEMBER	2 00	X						0	0	0
PYOTT DAVID MEMBER	2 00	X						0	0	0
READNOUR ROBIN MEMBER	2 00	X						0	0	0
ROBIN HOWARD MEMBER	2 00	X						0	0	0
RODELL TIMOTHY MEMBER	2 00	X						0	0	0
RYDER STEVEN MEMBER	2 00	X						0	0	0
SANDS ARTHUR MEMBER	2 00	X						0	0	0
SCHMIDT RALF-MICHAEL MEMBER	2 00	X						0	0	0
SHAW ALAN MEMBER	2 00	X						0	0	0
SHERWIN STEPHEN MEMBER	2 00	X						0	0	0
SHURDUT BRADLEY MEMBER	2 00	X						0	0	0
SIEGEL JAY MEMBER	2 00	X						0	0	0
STANDLEE CHRISTOPHER MEMBER	2 00	X						0	0	0
STEINER GERALD MEMBER	2 00	X						0	0	0
STOTISH RONALD MEMBER	2 00	X						0	0	0
STRAHLMAN ELLEN MEMBER	2 00	X						0	0	0
SULLIVAN EDDIE MEMBER	2 00	X						0	0	0
TANDA STEPHAN MEMBER	2 00	X						0	0	0
TASSE DANIEL MEMBER	2 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			
THAKRAR ATUL MEMBER	2 00	X						0	0	0
TURCK ROLAND MEMBER	2 00	X						0	0	0
TUTTLE STEVEN MEMBER	2 00	X						0	0	0
VAN BOKKENLEN GIL MEMBER	2 00	X						0	0	0
VAN WART HAROLD MEMBER	2 00	X						0	0	0
VERBRUGGEN MARC MEMBER	2 00	X						0	0	0
WALBERT TIMOTHY MEMBER	2 00	X						0	0	0
WELLS BARBARA MEMBER	2 00	X						0	0	0
WOLFSON JONATHAN MEMBER	2 00	X						0	0	0
WONG MARK MEMBER	2 00	X						0	0	0
WYSE ROGER MEMBER	2 00	X						0	0	0
XANTHOPOULO KLEANTHIS MEMBER	2 00	X						0	0	0
ZAKES BRADFORD MEMBER	2 00	X						0	0	0
ZERBE ROBERT MEMBER	2 00	X						0	0	0
BONANNI FABRIZIO SECRETARY	2 00	X		X				0	0	0
SKALETSKY MARK TREASURER	2 00	X		X				0	0	0
WATKINS H THOMAS BOARD CHAIR	2 00	X		X				0	0	0
GREENWOOD JAMES CEO & PRESIDENT	50 00			X				2,367,875	0	102,549
MURPHY EARLY LISA SR VP, FINANCE & ADMIN & CFO	50 00			X				289,629	0	10,271
JOANNE DUNCAN CFO & VP, FINANCE & ADMIN	50 00			X				34,369	0	1,850
WHITAKER A SCOTT COO	50 00				X			710,480	0	53,478
DILENGE THOMAS GENERAL COUNSEL	50 00				X			380,970	0	53,769
EISENBERG ALAN EXEC VP, EMERGING COMPANIES SECTION & BUSINESS DEV	50 00				X			392,298	0	54,776
DEL MONTE BRENT VP, FEDERAL GOVERNMENT RELATIONS	50 00				X			355,037	0	43,862
ERICKSON BRENT EXEC VP, INDUSTRIAL & ENVIRONMENTAL SECTION	50 00				X			392,546	0	51,522

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) Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
JOSEPH JEFFREY VP, COMMUNICATIONS	50 00				X			307,255	0	50,489
FINAN AMY VP, CORPORATE DEVELOPMENT & MARKETING	50 00				X			346,142	0	44,514
LYCETT ROBERTA VP, CONVENTIONS & CONFERENCES	50 00				X			264,984	0	49,110
RADCLIFFE SARA EXEC VP, HEALTH POLICY SECTION	50 00				X			437,828	0	44,017
DARRAGH SEAN EXECUTIVE VICE PRESIDENT, INTERNATIONAL AFFAIRS	50 00					X		261,029	0	17,296
DENNIS SANDRA DEPUTY GENERAL COUNSEL, HEALTHCARE REG AFFAIRS	50 00					X		279,312	0	45,995
SAUER HANSJORG DEPUTY GENERAL COUNSEL, INTELLECTUAL PROPERTY	50 00					X		270,005	0	44,041
MCHUGH PETER COMPLIANCE OFFICER, DEPUTY GENERAL COUNSEL	50 00					X		234,496	0	44,861
FEISEE LILA VP, INTERNATIONAL AFFAIRS	50 00					X		255,566	0	53,051

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

2011

Open to Public Inspection

If the organization answered "Yes," to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, 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 35c (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 on behalf of or in opposition to candidates for public office in Part IV

2 Political expenditures ▶ $ 2,500

3 Volunteer hours

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 ▶ $ 2,500

3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b ▶ $ 2,500

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

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments 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-
(1) FRIENDS OF SUSANA MENDOZA	2646 S SAWYER AVENUE CHICAGO,IL 60623	87-0732736	2,500	

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 (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)

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		

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

	(a)	(b)
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-		

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)** 2008	**(b)** 2009	**(c)** 2010	**(d)** 2011	**(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	Yes	

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	22,173,807
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	7,990,000
b	Carryover from last year	2b	14,386
c	Total	2c	8,004,386
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	7,983,000
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	21,386
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
ORGANIZATIONS DIRECT AND INDIRECT POLITICAL CAMPAIGN ACTIVITIES	PART I-A, LINE 1	POLITICAL CAMPAIGN CONTRIBUTION

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, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
▶ Attach to Form 990. ▶ See separate instructions.

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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
d ☐ Loan or exchange programs
b ☐ Scholarly research
e ☐ Other
c ☐ Preservation for future generations

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

Description of property	**(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		7,882,920	4,567,950	3,314,970
d Equipment		3,914,245	3,196,353	717,892
e Other				
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				4,032,862

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
(1) Financial derivatives		
(2) 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	182,799
DEFERRED RENT	5,959,618
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	6,142,417

2. Fin 48 (ASC 740) 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 (ASC740)

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	61,282,628
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	60,961,422
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	321,206
4	Net unrealized gains (losses) on investments	4	-1,204,082
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	14,228
9	Total adjustments (net) Add lines 4 - 8	9	-1,189,854
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	-868,648

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	62,540,294
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d	1,519,474		
e	Add lines **2a** through **2d**			2e	1,519,474
3	Subtract line **2e** from line **1**			3	61,020,820
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	261,808		
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	261,808
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	61,282,628

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

1	Total expenses and losses per audited financial statements			1	62,204,860
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	1,505,246		
e	Add lines **2a** through **2d**			2e	1,505,246
3	Subtract line **2e** from line **1**			3	60,699,614
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	261,808		
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	261,808
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	60,961,422

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
PART XI, LINE 8 - OTHER ADJUSTMENTS		CBI REVENUE 31,741 CBI LOBBYING FUND REVENUE 442,576 FOOD & AG INITIATIVES REVENUE 128,507 FOOD & AG INITIATIVES EXPENSES -132,791 CBI LOBBYING FUND EXPENSE -455,805 TOTAL TO SCHEDULE D, PART XI, LINE 8 14,228
PART XII, LINE 2D - OTHER ADJUSTMENTS		CBI 31,741 CBI LOBBYING FUND 442,576 FOOD & AG INITIATIVES REVENUE 128,507 MEDICARE EXPENSES 916,650
PART XIII, LINE 2D - OTHER ADJUSTMENTS		FOOD & AG INITIATIVES EXPENSES 132,791 CBI LOBBYING FUND 455,805 MEDICARE EXPENSES 916,650
		PART X, LINE 2 THE ORGANIZATION ADOPTED THE INCOME TAX STANDARD FOR UNCERTAIN TAX POSITIONS IN 2010 THE ORGANIZATION HAS EVALUATED ITS TAX POSITIONS FOR 2011 AND DETERMINED THAT ITS TAX POSITIONS ARE MORE-LIKELY-THAN-NOT TO BE SUSTAINED ON EXAMINATION AS SUCH, THE 2011 FINANCIAL STATEMENTS ARE NOT REQUIRED AND THEREFORE DO NOT CONTAIN A FOOTNOTE RELATED TO UNCERTAIN TAX POSITIONS

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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

2011

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 V the organization's procedures for monitoring the use of grant funds outside the United States

3 Activites per Region (Use Part V if additional space is needed)

	(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region or independent contractors	(d) Activities conducted in region (by type) (e g , fundraising, program services, investments, 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/investments in region
	EUROPE	0	1	PROGRAM SERVICES	CONFERENCE	124,582
	SOUTH ASIA	0	3	PROGRAM SERVICES	CONFERENCE	293,466
	EAST ASIA AND THE PACIFIC	0	2	PROGRAM SERVICES	CONFERENCE	1,798,757
	NORTH AMERICA	0	0	PROGRAM SERVICES	CONFERENCE	921,260
3a	Sub-total	0	6			3,138,065
b	Total from continuation sheets to Part I	0	0			0
c	**Totals** (add lines 3a and 3b)	0	6			3,138,065

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 Part V 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 Part V 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 Foreign Forms

1	Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*	☐ Yes	☑ No
2	Did the organization have an interest in a foreign trust during the tax year? *If " Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*	☐ Yes	☑ No
3	Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*	☐ Yes	☑ No
4	Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*	☐ Yes	☑ No
5	Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*	☐ Yes	☑ No
6	Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*	☐ Yes	☑ No

Part V Supplemental Information

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

Identifier	ReturnReference	Explanation

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Schedule J (Form 990)

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.

Department of the Treasury
Internal Revenue Service

OMB No 1545-0047

2011

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? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III	4c		No
	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? If "Yes," to line 5a or 5b, describe in Part III	5b		
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? If "Yes," to line 6a or 6b, describe in Part III	6b		
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) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation (i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable 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
(1) GREENWOOD JAMES	(i)	1,000,168	349,200	1,018,507	28,702	73,847	2,470,424	1,018,507
	(ii)	0	0	0	0	0	0	0
(2) MURPHY EARLY LISA	(i)	178,434	111,195	0	1,923	8,348	299,900	0
	(ii)	0	0	0	0	0	0	0
(3) WHITAKER A SCOTT	(i)	552,980	157,500	0	28,702	24,776	763,958	0
	(ii)	0	0	0	0	0	0	0
(4) DILENGE THOMAS	(i)	380,970	0	0	28,702	25,067	434,739	0
	(ii)	0	0	0	0	0	0	0
(5) EISENBERG ALAN	(i)	392,298	0	0	28,702	26,074	447,074	0
	(ii)	0	0	0	0	0	0	0
(6) DEL MONTE BRENT	(i)	355,037	0	0	28,702	15,160	398,899	0
	(ii)	0	0	0	0	0	0	0
(7) ERICKSON BRENT	(i)	327,546	65,000	0	28,702	22,820	444,068	0
	(ii)	0	0	0	0	0	0	0
(8) JOSEPH JEFFREY	(i)	307,255	0	0	25,027	25,462	357,744	0
	(ii)	0	0	0	0	0	0	0
(9) FINAN AMY	(i)	268,142	78,000	0	28,586	15,928	390,656	0
	(ii)	0	0	0	0	0	0	0
(10) LYCETT ROBERTA	(i)	264,984	0	0	28,702	20,408	314,094	0
	(ii)	0	0	0	0	0	0	0
(11) RADCLIFFE SARA	(i)	340,328	97,500	0	28,702	15,315	481,845	0
	(ii)	0	0	0	0	0	0	0
(12) DARRAGH SEAN	(i)	166,529	94,500	0	2,048	15,248	278,325	0
	(ii)	0	0	0	0	0	0	0
(13) DENNIS SANDRA	(i)	267,812	11,500	0	28,702	17,293	325,307	0
	(ii)	0	0	0	0	0	0	0
(14) SAUER HANSJORG	(i)	250,505	19,500	0	26,748	17,293	314,046	0
	(ii)	0	0	0	0	0	0	0
(15) MCHUGH PETER	(i)	214,996	19,500	0	27,579	17,282	279,357	0
	(ii)	0	0	0	0	0	0	0
(16) FEISEE LILA	(i)	223,350	32,216	0	28,367	24,684	308,617	0
	(ii)	0	0	0	0	0	0	0

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	JAMES GREENWOOD - FIRST CLASS TRAVEL - $13,619 - TRAVEL FOR COMPANIONS - $1,392 - HEALTH/SOCIAL CLUB DUES - $4,125 ALAN EISENBERG - HEALTH/SOCIAL CLUB DUES - $780 THE ABOVE ITEMS WERE NOT INCLUDED IN THE TAXABLE INCOME OF THE INDIVIDUAL
	PART I, LINE 4B	JAMES GREENWOOD 457(F) PLAN $1,018,507

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				
GREENWOOD JAMES	(i)	1,000,168	349,200	1,018,507	28,702	73,847	2,470,424	1,018,507
	(ii)	0	0	0	0	0	0	0
MURPHY EARLY LISA	(i)	178,434	111,195	0	1,923	8,348	299,900	0
	(ii)	0	0	0	0	0	0	0
WHITAKER A SCOTT	(i)	552,980	157,500	0	28,702	24,776	763,958	0
	(ii)	0	0	0	0	0	0	0
DILENGE THOMAS	(i)	380,970	0	0	28,702	25,067	434,739	0
	(ii)	0	0	0	0	0	0	0
EISENBERG ALAN	(i)	392,298	0	0	28,702	26,074	447,074	0
	(ii)	0	0	0	0	0	0	0
DEL MONTE BRENT	(i)	355,037	0	0	28,702	15,160	398,899	0
	(ii)	0	0	0	0	0	0	0
ERICKSON BRENT	(i)	327,546	65,000	0	28,702	22,820	444,068	0
	(ii)	0	0	0	0	0	0	0
JOSEPH JEFFREY	(i)	307,255	0	0	25,027	25,462	357,744	0
	(ii)	0	0	0	0	0	0	0
FINAN AMY	(i)	268,142	78,000	0	28,586	15,928	390,656	0
	(ii)	0	0	0	0	0	0	0
LYCETT ROBERTA	(i)	264,984	0	0	28,702	20,408	314,094	0
	(ii)	0	0	0	0	0	0	0
RADCLIFFE SARA	(i)	340,328	97,500	0	28,702	15,315	481,845	0
	(ii)	0	0	0	0	0	0	0
DARRAGH SEAN	(i)	166,529	94,500	0	2,048	15,248	278,325	0
	(ii)	0	0	0	0	0	0	0
DENNIS SANDRA	(i)	267,812	11,500	0	28,702	17,293	325,307	0
	(ii)	0	0	0	0	0	0	0
SAUER HANSJORG	(i)	250,505	19,500	0	26,748	17,293	314,046	0
	(ii)	0	0	0	0	0	0	0
MCHUGH PETER	(i)	214,996	19,500	0	27,579	17,282	279,357	0
	(ii)	0	0	0	0	0	0	0
FEISEE LILA	(i)	223,350	32,216	0	28,367	24,684	308,617	0
	(ii)	0	0	0	0	0	0	0

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

OMB No 1545-0047

2011

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	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 (AS DEFINED IN ARTICLE VIII), THE IMMEDIATE PAST CHAIR OF THE ORGANIZATION, THE VICE CHAIRS OF EACH SECTION'S GOVERNING BOARD, AND THE BALANCE BEING 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

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 2	BASED ON RESPONSES TO A SURVEY DISTRIBUTED TO EACH MEMBER OF BIOS BOARD OF DIRECTORS, TWO MEMBERS - MAXINE GOWEN AND VINCENT MILANO - DISCLOSED A BUSINESS RELATIONSHIP WITH ANOTHER MEMBER OF THE BIO BOARD DURING 2011 IN BOTH CASES, THE BUSINESS RELATIONSHIP WAS IDENTIFIED AS A DIRECTOR BEING ON THE BOARD OF ANOTHER BIO MEMBER COMPANY THAT IS REPRESENTED ON BIOS BOARD

Identifier	Return Reference	Explanation
	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, AND (IV) NON-DOMESTIC COMPANIES, WHICH ARE CORE MEMBERS WITHOUT SIGNIFICANT OPERATIONS IN THE UNITED STATES OR SIGNIFICANT COLLABORATIONS WITH A U S ENTITY (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

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 7A	FOR EACH SECTION IN WHICH THE MEMBER PARTICIPATES, EACH MEMBER SHALL HAVE THE RIGHT TO VOTE ON THE ELECTION OF DIRECTORS FOR THE SECTION GOVERNING BOARD, BUT SHALL HAVE NO OTHER VOTING RIGHTS EXCEPT ON MATTERS BROUGHT TO THE MEMBERSHIP BY ANY SUCH GOVERNING BOARD OR THE ORGANIZATION'S BOARD OF DIRECTORS

Identifier	Return Reference	Explanation
	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

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	BIO TAKES SEVERAL STEPS TO ADDRESS COMPLIANCE BY EMPLOYEES AND DIRECTORS WITH ITS CONFLICTS OF INTEREST POLICY BIO TRAINS ALL NEW EMPLOYEES AND DIRECTORS 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 POTENTIAL CONFLICTS ARE MONITORED AND REVIEWED AT THE MANAGEMENT AND SENIOR MANAGEMENT LEVEL OF THE ORGANIZATION, AND DEPENDING ON THE CONFLICT, DETERMINATIONS MAY BE MADE AT THE BOARD OR SENIOR MANAGEMENT LEVEL A CONFLICT AT THE BOARD LEVEL WILL NORMALLY RESULT IN RECUSAL OF THE INDIVIDUAL FROM PARTICIPATION OR ACTIVITIES WITH RESPECT TO THE RELEVANT SUBJECT MATTER AT THE STAFF LEVEL, THE APPLICABLE BIO SUPERVISOR IS INFORMED OF THE POTENTIAL CONFLICT AND IS REQUIRED TO TAKE ALL APPROPRIATE STEPS TO ENSURE THAT THE INDIVIDUAL DOES NOT PARTICIPATE IN, OR RECEIVE CONFIDENTIAL INFORMATION RELATING TO, ANY BIO ACTIVITY RELATED TO THE SUBJECT MATTER OF THE CONFLICT, UP TO AND INCLUDING, WHERE APPROPRIATE, TERMINATION OF SUCH EMPLOYEE

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 15	IN 2011, THE EXECUTIVE AGREEMENT FOR THE PRESIDENT AND CEO OF BIO WAS RENEGOTIATED AND RENEWED, IN A PROCESS THAT WAS LED BY THE CHAIRMAN OF THE BOARD, IN CONSULTATION WITH EXTERNAL INDEPENDENT LEGAL AND COMPENSATION CONSULTANTS AND WITH THE FULL BOARD OF DIRECTORS, AND FINAL APPROVAL BY THE BIO EXECUTIVE COMMITTEE OF THE BOARD IN 2011, THE BIO EXECUTIVE COMMITTEE ALSO EVALUATED THE PERFORMANCE OF THE BIO PRESIDENT AND CEO UNDER HIS PRIOR EXECUTIVE AGREEMENT, AND BASED ON THIS PERFORMANCE EVALUATION, DETERMINED THE APPROPRIATE AMOUNT FOR THE DISCRETIONARY COMPONENT OF HIS COMPENSATION FOR THAT YEAR THE COMPENSATION HE RECEIVED IS DETAILED THROUGH THIS EXECUTIVE AGREEMENT THE BIO EXECUTIVE COMMITTEE, WHICH IS COMPRISED OF INDEPENDENT BIO BOARD MEMBERS, LEADS AND UNDERTAKES THIS ANNUAL PROCESS IN CARRYING OUT BOTH FUNCTIONS, THE MEMBERS OF THE EXECUTIVE COMMITTEE ARE 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 FORM 990, PART VI, SECTION B, LINE 15B DECISIONS REGARDING THE COMPENSATION FOR OFFICERS AND KEY EMPLOYEES OF THE ORGANIZATION ARE NEGOTIATED INDIVIDUALLY AND ARE PERFORMANCE-BASED, IN ACCORDANCE WITH AN ANNUAL WRITTEN EVALUATION PROCESS THAT HAS BEEN ESTABLISHED FOR ALL EMPLOYEES OF THE ORGANIZATION THE CHIEF OPERATING OFFICER LEADS AND UNDERTAKES THIS PROCESS, IN COORDINATION WITH THE PRESIDENT & CEO AN INDEPENDENT CONSULTANT PROVIDES COMPARATIVE BENCHMARKING SERVICES FOR SENIOR MANAGEMENT POSITIONS, AND OTHER INFORMATION ON COMPENSATION ISSUES, TRENDS, POLICIES, AND BEST PRACTICES FOR USE BY THE ORGANIZATION THE ORGANIZATION ALSO HAS AN ESTABLISHED COMPENSATION POLICY FOR ALL OF ITS EMPLOYEES, WHICH SETS FORTH THE GENERAL PARAMETERS GOVERNING BIO'S COMPENSATION PRACTICES

Identifier	Return Reference	Explanation
	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

Identifier	Return Reference	Explanation
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED LOSSES ON INVESTMENTS -1,204,082 CBI REVENUE 31,741 CBI LOBBYING FUND REVENUE 442,576 FOOD & AG INITIATIVES REVENUE 128,507 FOOD & AG INITIATIVES EXPENSES -132,791 CBI LOBBYING FUND EXPENSE -455,805 TOTAL TO FORM 990, PART XI, LINE 5 -1,189,854