



For more than 30 years ALDA has worked to meet the needs of our member companies and their CEOs and members of their senior executive teams. The COVID-19 crisis brought online programs to the forefront to keep our members informed and connected but our goal remained the same: to be the place where industry leaders develop strategic business relationships while learning about new market opportunities and emerging technologies.

In addition to our current [Board](#) other participating leaders include Serge Saxanov-10X Genomics, Emily LeProust-Twist Bio, Michael Stubblefield-Avantor, Alan Hirzel-Abcam, Omid Farokhzad-Seer and many others from a variety of young dynamic companies to global industry leaders.

1. In 2020 we conducted our first industry benchmarking survey on diversity & inclusion and delivered it to 40+ participating members. All members received the Executive Summary for that survey in early 2021. A second survey will be conducted in 2022.
2. Our 2020 Senior Executive Conference was focused on AI and in the Spring of 2021 the conference looked at infectious disease.
3. Last year we hosted virtual and small in-person activities both in the U.S. and abroad that included Values Based Leadership, IPOing, a session on IVDD to IVDR followed by dinner in Zurich, and small in-person dinners in the Bay area and Boston. Feedback was exceptional:
 - *“The Zurich viewing event (for our Fall 2020 semiannual conference) was a great event! We were truly enjoying the possibility to meet and discuss the content. Also the topic of IVD-R as a European regulatory issue gave us a good start to interact.”*
 - *“The dinner was very nice – I think members would welcome more small in-person activities, if they could be done outdoors or safely. All in all, a great way to reconnect and feel a little bit of normalcy.”*
 - *“It was nice to have some professional networking face to face after months and months of phone calls and virtual meetings. We will need more of these to bridge the gap while the global economy slowly back online.”*
4. We have [online working groups called collaboratives](#) for senior HR and Ops executives. Bringing in industry experts and sharing best practices used to help manage this crisis has proven to be a highly useful new program offering for our members.

WHO PARTICIPATES: While we have a strong representation from many of the leading industry companies we also have close to 30% of our member companies that are small dynamic companies plus an international presence which accounts for another 1/3 of our member companies.

Over the last 12 months we've welcomed more than 20 new companies including Akoya Bio, Bionano Genomics, Carterra Bio, Halo Labs, Maravai LS, NanoTemper Technologies, SomaLogic, Veracyte, Vizgen, and several others.

As life sciences continues to cross into diagnostics ALDA's focus on emerging technologies compliments diagnostic technologies so there is an opportunity to understand both the LS and diagnostics side of the business. Companies involved in one or both sides of this can use ALDA meetings and the network to gain insights into what the science across the industry is doing especially as we continue to see technology fluidity moving through life sciences into the diagnostics market space. At the same time ALDA allows participating executives to explore business opportunities and develop critical high-level relationships for potential collaborations and M&A.

HOW WE DO WHAT WE DO. Despite almost two years of mostly virtual programs more than 195 industry CEOs and senior executives joined in to learn about new market opportunities and explored emerging technologies. Some even deepened existing relationships with their partners whose technology powers the industry while others discussed what else is needed to move this industry forward. Many member company executives even expanded their strategic network with new industry executives.

Today's virtual and in-person meetings provide member executives with the critical opportunity to stop and think about that strategic side of their business and share visions for technology and applications while developing high-level business relationships with key executives in the industry.

YOUR TIME AND MEETING CONTENT – As you work to grow and expand your company we understand your time is a valuable asset so to get the most out of membership we believe you and members of your senior management team need to allocate 3-5 days a year to attend one or both of our semi-annual meetings and when possible participate in our online meetings. While the networking is powerful, ALDA's meetings must be worthwhile.

Other than those highlighted here recent meetings have addressed immunology, single cell analysis, AI-IoMT-blockchain, synthetic biology, the microbiome and its implications for human health, sensor technology, Crispr and gene editing, and oncology, immunotherapies and efforts to cure cancer.

FALL SENIOR EXECUTIVE CONFERENCE: We just concluded our in-person Fall 2021 conference with record attendance. The topic was proteomics and the speaker line-up was outstanding. Chris Voss, *Former FBI hostage negotiator* and *Co-author of the book "Never Split the Difference"* opened the program followed by:

- *Proteomics Market Trends & Overview* from Puneet Souda, Senior Research Analyst, SVB Leerink
- A CEO Rountable:
 1. Jon Heimer, CEO, Olink Proteomics
 2. Sujal Patel, CEO, Nautilus Biotechnology (now ALDA members)
 3. Omid Farokhzad, CEO and Chairman, Seer (now ALDA members)
 4. Roy Smythe, CEO, SomaLogic (now ALDA members)
- *The Latest in Proteomics Applications & Forward-looking Research* from Jennifer van Eyk, PhD, Cedars Sinai Director, Advanced Clinical Biosystems Institute in the Department of Biomedical Sciences — Erika J. Glazer Chair in Women's Heart Health Director, Basic Science Research in the Women's Heart Center; Professor, Medicine and Professor, Biomedical Sciences
- *Proteomics 3.0, machine learning, and the singularity* from John Yates III, PhD, Scripps Research Professor, Department of Molecular Medicine California Campus and Editor-in-Chief: Journal of Proteome Research

And closing out the meeting ***A Conversation with Michael Lewis*** presented by **Michael Lewis**, best-selling author of modernclassics including "Moneyball", "The Blind Side", "The Big Short", "Liar's Poker" and, most recently, "The Premonition: A Pandemic Story"

OTHER VALUES: ALDA is where members can access industry guidance and information and stay connected with/get to know other industry leaders. For established executives or those interested in an exit strategy or moving their business in a different direction, it's a great place to learn about the new technologies and meet the executives running both established companies and young dynamic companies. We capture more than 70% of this industry's market share but as we mentioned close to 1/3 of our membership is small dynamic companies under \$10M in annual revenues.

The association holds these smaller meetings:

- One meeting a year for Service Executives (virtual),
- One meeting a year for Marketing & Sales executives (virtual),
- Two regional in-person dinner meetings - one in Boston and one in San Francisco, and
- Several trade show breakfast meetings at conferences including SLAS, AMP,
- AACC, Analytica and ECCMID.

Our calendar of events can be viewed by clicking [here](#).

DATA: Some members choose to participate in a salary survey every year with data being collected in February from participants and the final report delivered to those participating members in late June-early July.

Earlier we mentioned launching an industry diversity and inclusion benchmarking survey with more than 40 companies submitting data. A summary webinar was held earlier this year for all ALDA member to learn what this first survey showed. We expect to run this survey each year to help track industry progress in this critical area.

Our Industry Assessments Report is a global report, delivered quarterly to all members and we also have three other market reports below are provided to participating companies only:

- Global Lab Instrumentation Bookings Report
- Bio-Research Reagents Market Report
- Microplate Reader Report

THE FINANCIAL SIDE: Membership is for corporations and our meetings are for C-suite executives and members of their senior executive team. Dues (in US dollars) are based on your annual revenues of products that “fall within the scope of ALDA” and run between \$2625 (under \$10 Million) up to \$33,000 (greater than \$750 Million.) *We leave it for you to determine what piece of your business best fits the association and therefore what dues category you fall under.*

In addition to annual dues, attendees pay registration fees for some of our in-person meetings - those fees are designed to recover part of the cost of the meetings. On average member company typically budgets less than \$10k USD annually for in-person meeting registration fees.

NEXT SEMI-ANNUAL MEETING: Mark your calendar and join us as a new member for our next semi-annual meeting. It will take place on May 1-3 in Boston, MA and the topic will be spatial biology. We’d be happy to share the program with you as soon as it is finalized.

TODAY’S PURPOSE: ALDA’s goal is to support the vitality of our industry by creating a variety of educational programs and networks for senior executives. This crisis has provided an opportunity for ALDA to offer real-time support to our members by facilitating discussions, sharing experiences, and serving as a repository for relevant industry specific documents, templates, and communications as we all learn to manage our way through this unusual time.

There is a lot of information here so if you have any questions, please feel free to contact Kerrie Peterson, Membership Director at kpeterson@thealda.org.

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