



SAN DIEGO
BIO-ENTREPRENEUR CLUB

Membership & Sponsorship Opportunities

————— Last updated on July 3rd, 2023 —————

<https://sdbe.club/>



About SDBE Club

San Diego Bio-Entrepreneur Club (**SDBE Club**) is a California 501(c)(3) nonprofit organization founded in 2023 (<https://sdbbe.club/>). We are a group of visionary entrepreneurs who have founded and led biotech companies in San Diego. Our goal is to create a supportive community where CEOs/founders or corporate executives can connect, learn, and grow together.

Our club is open to CEOs/founders or corporate executives of biotech companies based in San Diego. We believe in the power of collaboration and knowledge sharing to drive innovation and success in the life science industry. By joining our club, you will have access to a network of experienced peers who can provide guidance, feedback, and support.

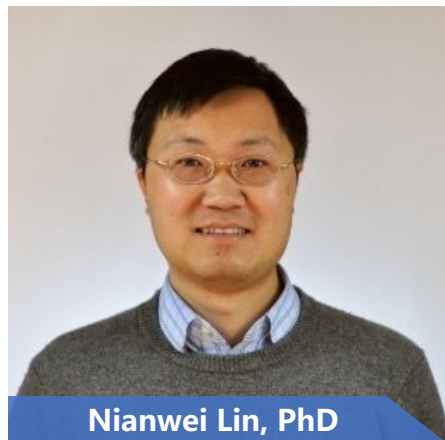
Our activities include regular meetings, workshops, and events focused on topics relevant to CEOs/founders or company executives in the field of biotechnologies, such as fundraising, business development, leadership, and talent management. We also invite guest speakers who are experts in their fields to share their insights and experiences.

We understand that being a CEO or founder can be challenging and lonely at times. Our club provides a safe and confidential space where you can discuss your challenges and opportunities with peers who understand your situation. We believe in fostering a culture of trust, respect, and generosity among our members. Join us today to grow & learn from your CEO/Founder peer group. We are excited to get to know you and support you in your journey to build a successful and impactful biotech company.

Thank you for your interest in the SDBE Club. If you have any questions or comments, please feel free to contact us at info@sdbbe.club.

Learn & grow with your CEO/Founder peer group

Our Board Of Directors



Nianwei Lin, PhD
(CEO)

iXCells Biotechnologies, Inc.
President & Co-Founder



Yuerong (Ron) Zhu, PhD
(CFO)

BioInfoRx, Inc.
Founder & CEO



Lingxun Duan, PhD
(VP)

LD Biopharma, Inc.
Founder & CEO
Aviva Systems Biology
Co-Founder, Executive VP
GenWay Biotech
Co-Founder, CSO

Mission

4

Our mission is to foster a community of aspiring and established biotech entrepreneurs who are passionate about leveraging cutting-edge technology to solve real-world problems in healthcare and related industries. Through our club, we aim to provide a supportive environment for members to exchange ideas, share resources, and collaborate on projects that have the potential to revolutionize the biotech industry. We strive to provide opportunities for members to connect with industry leaders, investors, and mentors who can provide valuable guidance and support as they navigate the challenges of starting and scaling a biotech venture. Ultimately, our goal is to empower our members to turn their innovative ideas into successful biotech startups that have a meaningful impact on society.



Connect

Quarterly confidential meetings with 15+ high-caliber fellow entrepreneurs in the biotech industry to exchange ideas & share resources



Network

Extend your reach with access to business executives, thought leaders & investors in San Diego or other geographic regions



Grow

Through business mentors and small group roundtable discussion, we will work together towards one common goal – to make better decisions to grow your company, family and community

Why Become a Member

Join the thriving community of San Diego based biotech entrepreneurs, innovators, and industry leaders by becoming a member of our esteemed SDBE Club. As a member, you will gain exclusive access to a wealth of resources, networking opportunities, and educational programs designed to accelerate your journey in the dynamic field of biotechnology.

Membership Benefits

- **Club Events and Conferences:** Attend our club events, panel discussions, and networking events at discounted rates or with exclusive access for club members. Immerse yourself in the biotech community and stay connected with industry trends and opportunities.
- **Networking and Collaboration:** Connect with like-minded individuals passionate about biotech entrepreneurship. Forge meaningful connections, build partnerships, and collaborate on groundbreaking projects with industry professionals, researchers, and fellow entrepreneurs.
- **Educational Programs and Workshops:** Attend exclusive workshops, seminars, and training programs led by industry experts. Stay updated on the latest trends, best practices, and emerging technologies in biotechnology.
- **Mentorship and Guidance:** Benefit from mentorship opportunities provided by seasoned entrepreneurs and industry veterans. Gain valuable insights, advice, and support from those who have successfully navigated the challenges of the biotech sector.
- **Online Community:** Join our vibrant WeChat community where you can engage in discussions, share ideas, and seek advice from fellow members. Stay connected through our dedicated members-only platform and benefit from the collective knowledge and experience of our community.

How to Become a Member

6

Who can apply for a membership?

With the mission of providing the supportive environment for our members with shared interests, currently we only open the membership opportunities to the following roles within the **San Diego or southern California biotech community**:

- **Corporate Executives (CEO, President, VP, and other Chief Officers)**
- **Corporate Founders**
- **Special guests invited by the SDBE Club**

How to apply?

You can apply for the membership (https://sdbe.club/web/member_app.php) or scan the QR code on the right. The club committee will review the application and make a decision within a week.

Contact info@sdbe.club if you have any questions regarding the membership.



Join us for more
member-only benefits

How SDBEC CEO Groups Work

7

Quarterly Meetup Event

- 1 Quarterly confidential meetings with 15+ high-caliber fellow entrepreneurs in the biotech industry to exchange ideas & share resources

Workshops & Keynote Speeches

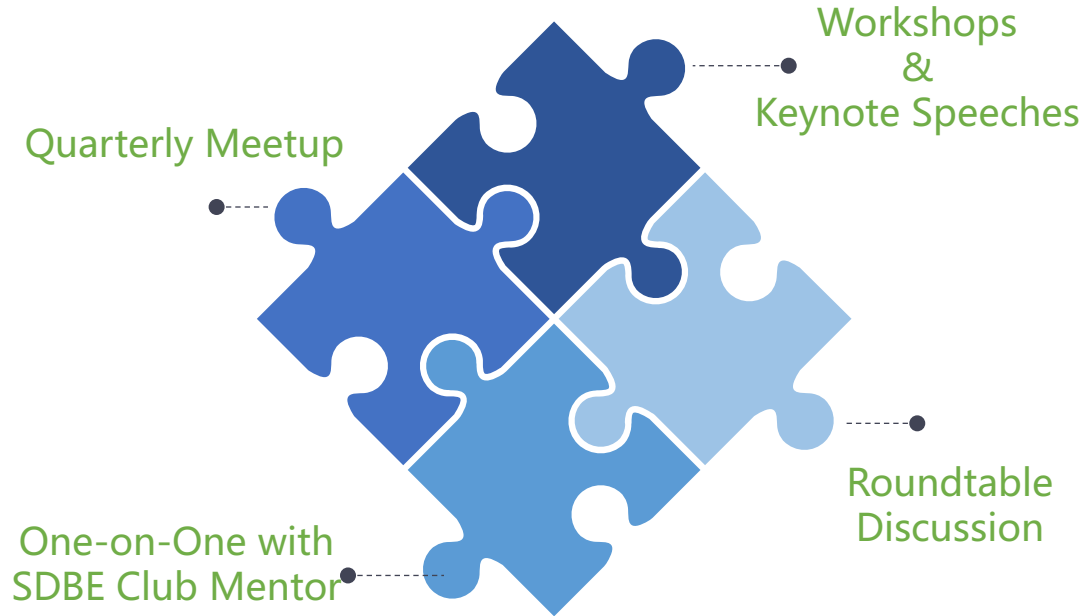
- 2 Invite esteemed fellow entrepreneurs to share their business stories. Invite industry thought leaders to provide workshops on management skills

Roundtable Discussion

- 3 Small group roundtable discussion following the quarterly meetings to focus on 2-3 topics

One-on-One with SDBE Club Mentor

- 4 Schedule one-on-one meeting with your selected SDBE Club mentor as your private coach



Roundtable Discussion Topic Examples

Talent Management

- High employee turnover
- Difficulty attracting & retaining talent
- Lack of defined talent development program

Financial Challenges

- Revenues not meeting expectations
- Decreasing profitability
- Lack of adequate capital
- Difficulty in managing costs in volatile markets
- Focused on improving return on investment

Company Culture & Values

- Importance of company culture
- Employee engagement & company culture
- Building a positive work environment
- Transparency and trust

Personal Issues

- Partner not supportive of CEO life
- Work/life balance
- No personal or business exit strategy
- Risking entire net worth
- Physical/mental health is declining

Strategic Alignment

- How to get employees aligned with strategic plan
- Balancing between discussing vs. executing strategy
- How to define right KPIs

Managing Growth

- New product/service development
- Geographic expansion
- Declining market share, employee productivity, customer retention



Sponsorship Opportunities

We welcome the partnership with sponsors who can deliver business insights and services that can help our members to achieve greater business success. As a corporate sponsor, we believe you will find great value in aligning your brand with our club and reaching our biotech-focused community of key decision-makers at growing companies.

By becoming a sponsor, you will not only demonstrate your commitment to fostering the growth of the biotech industry but also gain exposure to a highly engaged audience. Our club organizes a wide range of events, workshops, and networking sessions, providing excellent opportunities for your brand to be showcased and recognized as a leader in the biotech field.

Sponsor Benefits

- **Brand Visibility:** Increase your brand's exposure through prominent logo placement on our website, event banners, and marketing materials. Take advantage of our social media channels to reach our growing online community.
- **Networking:** Gain exclusive access to our network of C-level executives and business owners. Build meaningful connections through exclusive networking events and establish mutually beneficial partnerships.
- **Participation:** Position your company as an industry thought leader by participating in panel discussions, keynote speeches, and workshops, sharing insights and expertise with our members.
- **Recognition and Appreciation:** Receive public recognition for your support during our events and through personalized acknowledgments on our website and newsletter.

Sponsorship Opportunities

Benefits	Event (\$200 Each)	Standard (\$500 Annually)	Gold (\$2,000 Annually)
Company logo with web link on the SDBE Club website and marketing collaterals		✓	✓
Company logo on the SDBE Club event page and event materials		✓	✓
An exhibition table at SDBE Club major events	One event	Two events	All events
Free admissions to membership-only events	One admission to one member-only event	One admission to two membership-only events	Three admission to all membership-only events
Free company highlights on SDBE Club website			✓
Free job postings on SDBE Club website			✓
Being a featured speaker, a panel moderator, or a panelist depending on the event topic			✓



THANK YOU

San Diego Bio-Entrepreneur Club
(SDBE Club)
