



**CALIFORNIA
LIFE SCIENCES**



2025

CALIFORNIA LIFE SCIENCES

Startup Resource Guide

**Foster Innovation &
Accelerate Growth**





With its world-class academic and research facilities, and a large life sciences workforce, California is playing a critical role in the development of new medical therapies and devices.

Central to the growth of these life-saving ideas are the biotech incubators that nurture and support them. Our members are at their best when equipped with the tools and infrastructure needed to advance science and develop the technologies of the future. Learn how California Life Sciences is giving companies what they need to grow.

UNDERSTANDING YOUR NEEDS



California Life Sciences (CLS) is the state's most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology.

HOW WE SUPPORT EARLY INNOVATION

Our entrepreneur initiatives connect life sciences startups to the resources needed to help them effectively scale their ventures.



BUSINESS SOLUTIONS

Save on state-of-the-art equipment, HR and other business solutions.



MENTORSHIP

Get expert startup mentorship and personalized support.



COMMUNITY

Join a vibrant, innovative, and supportive community.



COLLABORATION

Connect with funding and collaboration partners by attending CLS's portfolio of events.



DEVELOPMENT OPPORTUNITIES

Access educational and professional development opportunities.



INNOVATION & ENTREPRENEURSHIP PROGRAMS

Designed to nurture and advocate for emerging and diverse innovators throughout the state, CLS supports several established programs that provide cost savings and advisory services to help in the development and commercialization of your business.



STARTUP ADVISORY PROGRAM

For over 10 years, the **FAST California program** has provided founders who are driving disruptive innovation in the life sciences with a **customized advisory program** to perfect their business models, assess strategic focus, maximize IP, and help develop a milestone and scale-up plan to exit.



INNOVATION SHOWCASE

A **unique networking experience** for California's life sciences start-up community that is held twice a year in June and December. The audience includes approximately 300+ life sciences stakeholders including biopharma and medical device company representatives and investors.



PARTNERING FORUM

During the December Innovation Showcase, this partnering forum is an **opportunity for founders to connect with investors**. Startups are selected through a competitive application process, and investors engage in over 50 partnering meetings during this event.



ACCESS TO CAPITAL

CLS **connects early-stage innovators with funding sources**, mentorship, and opportunities to present to the industry. We offer significant savings at partnering conferences like RESI, BIO Investor Forum, and SynBioBeta, among others.



TALENT DEVELOPMENT PROGRAMS

We are dedicated to enhancing the state's life sciences sector by investing in comprehensive workforce development and STEM education initiatives. Our programs aim to equip individuals with the necessary skills and knowledge to excel in this dynamic field.

INVESTING IN STEM TALENT

We support STEM education initiatives that inspire and prepare future life sciences professionals. Through industry and education partnerships, we provide:

- ◆ **Hands-on STEM Learning** – Engaging experiences that spark curiosity and innovation.
- ◆ **Access to Resources** – Tools and opportunities for students to explore and innovate within the life sciences industry.
- ◆ **Stronger STEM Pathways** – Programs that build foundational skills for future careers.

By expanding STEM education, CLS is cultivating the next generation of life sciences leaders.

ADVANCING LIFE SCIENCES CAREERS

We are committed to enhancing the skills and competencies of professionals in the life sciences sector. Our workforce development initiatives include:

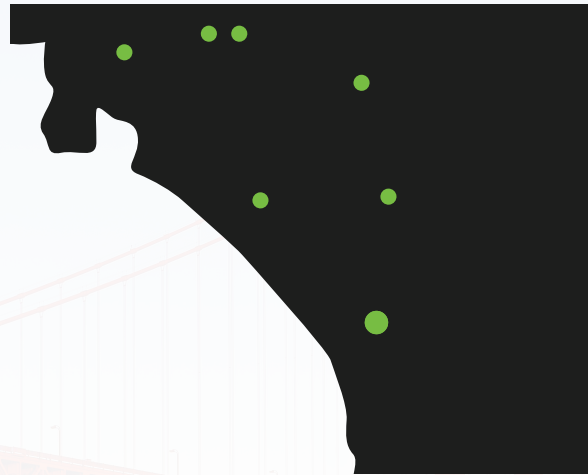
- ◆ **Professional Development** – Variety of courses designed to build essential skills for career advancement.
- ◆ **Industry Collaborations** – Access to specialized training and resources through partnerships with leading organizations.
- ◆ **Career Support** – Curated job listings to connect talent with opportunities in the life sciences.

By supporting continuous learning, CLS is equipping professionals to thrive in the life sciences.



INCUBATOR SPACES

At CLS, our emerging innovators thrive by partnering with several established and affordable incubators throughout the state.



AgStart	Woodland	JOINN Biologics	Richmond
Alexandria Real Estate Equities	San Francisco	Lab Launch	Monrovia
BADASS Labs	Alameda	LifeSpace Labs	Vacaville
Bakar Labs	Berkeley	Magnify @ CNSI	Los Angeles
Bio Starter Group	San Diego	MBC BioLabs	San Carlos
Bitterroot Bio	Palo Alto	MBC BioLabs	San Francisco
Bonneville Labs	Berkeley	Molecular Medicine Research Institute	Sunnyvale
Bonneville Labs	Hayward	Murrieta Innovation Center (MIC)	Murrieta
Bonneville Labs	South San Francisco	Pasadena Bio Collaborative Incubator	Pasadena
BioTether Innovation Labs	Novato	Triple Ring Technologies	Newark
Charles River Laboratories	South San Francisco	UC Berkeley	Berkeley
DayBreak Labs	Livermore	UC Davis	Davis
Illumina Venture Labs	Foster City	UC Riverside	Riverside
Inventopia	Davis	University Lab Partners	Irvine
JLABS San Diego	San Diego	Valley Bio Services	Mountain View
JLABS SSF	South San Francisco		

NETWORKING & EVENTS

CLS events provide an environment of learning, collaboration, development, and opportunity. Through our portfolio of events, we remain focused on supporting startups through their funding journeys.



Visit califesciences.org/events to learn more and register.

EVENT	DATE	LOCATION
Reception at the J.P. Morgan Annual Healthcare Conference	Jan 15	San Francisco
Champions Reception	Feb 25	Sacramento
Life Sciences Academy	Mar 4-5	Yountville
MedTech Day Fly-in & Reception	Mar 25	Sacramento
SoCal Social: Sustainability in Life Sciences	Apr 22	San Diego
Visionary Awards Reception	May 13	Washington, DC
Innovation Showcase	Jun 4	Berkeley
An Evening with Thought Leaders	Jul 17	Los Angeles
Cell & Gene Therapy Workshop	Sep 10	Los Angeles
Reception at the MedTech Conference	Oct 7	San Diego
22nd Annual Pantheon Awards	Nov 6	San Francisco
End of Year Reception	Dec 9	Washington, DC
Innovation Showcase & Partnering Forum	Dec 10	South San Francisco

PRODUCTIVITY PARTNERSHIPS AND COST SAVINGS

The discounted prices and value-added features available through these programs are negotiated based on the pooled buying power of thousands of life sciences companies of all sizes across North America, giving you the same purchasing power as the largest life sciences companies.



The **California Life Sciences Savings Program** offers curated discounts on products and services only found within our diverse membership and partnership portfolio.

Through our partnership with the **BIO Business Solutions®** program, the largest cost-savings purchasing program for the life sciences industry, CLS members benefit from access to discounts on an additional suite of service and product offerings.

LAST YEAR CLS MEMBERS SAVED

AVERAGE
SAVINGS OF

\$20,783

1-20 EMPLOYEES

AVERAGE
SAVINGS OF

\$129,243

21-100 EMPLOYEES








AVERAGE
SAVINGS OF

\$587,566























100+ EMPLOYEES

TAILORED PARTNERSHIPS THAT DRIVE VALUE

SCIENTIFIC EQUIPMENT, SUPPLIES, SERVICES

 Avantor delivered by VWR™	 Agilent Trusted Answers	 ALT AMERICAN LABORATORY TRADING	 Airgas Healthcare an Air Liquide company	 CORNING	 cytiva	 eLabNext	 eppendorf
 Nikon	 odp BUSINESS SOLUTIONS™	 protocols.io	 PSCBiotech®	 PSCSoftware®	 SU SU GROUP LLC EST. 1982	 UniClean Cleanroom Services	 UniFirst

CORPORATE SERVICES

R&D TAX CREDIT / HR / PAYROLL / TRAVEL / HEALTH BENEFITS		
 ADP	 CORPORATE TRAVELER™	 HUB
IT / TECHNOLOGY		
 ICE TRUSTED IT PARTNER		
MARKETING / DATA / LAW		
 BioSpace™	 Nasdaq	 ShareVault Collaborative Due Diligence
 SLIDEGENIUS	 Procopio Attorneys in Life Sciences	 SPRINGER NATURE
FINANCIAL SERVICES		
 Aon Empower Results®	 Brex	 CHUBB®
SHIPPING / MOVING / WASTE REMEDIATION SERVICES		
 CleanHarbors	 United Van Lines	 UPS Healthcare Quality Focused. Patient Driven.
TALENT / WORKFORCE DEVELOPMENT		
 BIOTECHEXEC LIFE SCIENCE EXECUTIVES On Demand	 biotechPrimer Life Science Training from Industry Experts	 ion.
 KGI KECK GRADUATE INSTITUTE	 THE LEADERSHIP EDGE EST. 1989	 Reveles

FEATURED PARTNERS



Provides curated discounts and exclusive benefits on lab equipment, supplies, and services to support life sciences startups. CLS members saved \$91.2M in 2024 on Avantor lab expenses.

MEMBER BENEFITS

- ◆ Save up to 75% on over 8,000 lab and scientific items through a curated “hot list.”
- ◆ Add high-volume items to the hot list to match local pricing needs.
- ◆ Benefit from no shipping charges and waived hazardous material handling fees.
- ◆ Enjoy next-day delivery to most locations for quick access to supplies.
- ◆ Access special pricing on capital equipment over \$1,100 and e-commerce rebates.
- ◆ Earn annual rebates on contract spend with no minimum order requirements.



The Industry's Most Trusted Code of Ethics

The AdvaMed Code of Ethics is the industry gold standard, trusted nationwide and accessible on your LMS.

VISIT [ADVAMED.ORG/COE](https://advamed.org/coe)

In partnership with
HealthStream®

FEATURED PARTNERS



Offers comprehensive HR, payroll, and tax credit solutions tailored to the needs of life sciences startups.

MEMBER BENEFITS

- ◆ Save 20% on R&D tax credit services with a free initial assessment in collective savings from CLS members in 2024.
- ◆ Use the HR Help Desk, Employee Handbook Wizard, and training resources.
- ◆ Streamline outsourcing with pay, tax administration, and onboarding services.
- ◆ Provide employees with Fortune 500-level benefits, insurance options, and 401(k) plans.
- ◆ Work with R&D experts to maximize credits and secure a refund clause for eligible claims.
- ◆ Ensure compliance with integrated HR tools and services.



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Corning® and Falcon® Microplates

Designed for Performance

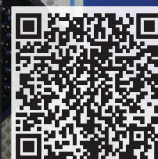
CORNING

Corning has a comprehensive line of high quality automation microplates available in a variety of:

- Well sizes
- Surface coatings
- Materials
- Colors

A wide range of options allows you to select a configuration to optimize your assay performance.

Request a
free sample



FEATURED PARTNERS



Supports life sciences startups with innovative research tools, expert guidance, and tailored financial solutions.

MEMBER BENEFITS

- ◆ Access cutting-edge instruments to enhance efficiency and reduce time-to-market.
- ◆ Collaborate with Agilent's specialists for customized solutions to unique challenges.
- ◆ Join a global network of innovators through workshops and events.
- ◆ Access essential instruments affordably with their flexible Rental Program.
- ◆ Gain insights from domain experts dedicated to supporting startup growth.
- ◆ Leverage tools and support for every stage, from research to commercialization.



THE ART OF INNOVATION.

An artist is only as good as their tools.

Developing some of history's most innovative, biologically derived treatments for genetic conditions and human diseases is an art form. Don't limit yourself with tools that hinder creativity or reproducibility. High performance laboratory equipment offered by PHC Corporation of North America is designed to help you ensure consistency and product quality, regardless of your workflow.

Make your masterpiece.



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PHC Corporation of North America
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Discounts available for members of California Life Sciences

For more information visit: springernature.com/californialifesciences or email us

Picture: ©kasto / stock.adobe.com

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FEATURED PARTNERS



Provides substantial discounts and tailored solutions for office, cleaning, and breakroom supplies to meet startup needs.

MEMBER BENEFITS

- ◆ Save up to 80% on over 1,000 frequently ordered items with a member core list.
- ◆ Access 90,000 items below retail, including discounts on HP ink and toner.
- ◆ Save on copy, print, and finishing services for operational needs.
- ◆ Enjoy free delivery on qualifying orders for cost-effective supply management.
- ◆ Customize accounts to suit specific business needs as startups grow.
- ◆ Use dedicated account management and exclusive promotions to reduce costs.



OPTIMIZE RESEARCH MANAGEMENT WHILE KEEPING TRACK OF YOUR PROTOCOLS

CLS members receive 10% off*

Collaborate seamlessly with [protocols.io](#):

- Ensure reproducibility
- Enhance collaboration
- Boost efficiency

Accelerate your research with [eLabNext](#):

- Collaborate in real-time
- Protect your data
- Customize workflows



Claim CLS member
10% discount



*Discount applies when purchasing both products at the same time and is valid to new customers only. Offer expires December 31, 2025.

FEATURED PARTNERS



UPS Healthcare

Quality Focused. Patient Driven.

Delivers customized shipping solutions for life sciences startups, with significant discounts and specialized services.

MEMBER BENEFITS

- ◆ Save up to 74% on UPS Next Day Air® and 68% on Worldwide International services.
- ◆ Discounted rates for 2nd Day Air®, Ground, and 3 Day Select® shipping options.
- ◆ Specialized solutions like UPS Healthcare, Proactive Response®, and Temperature True® Packaging.
- ◆ Flexible parcel insurance options and tailored support for complex needs.
- ◆ Meet critical shipping deadlines with UPS's reliable network and innovative shipping technologies.
- ◆ Expert guidance to help navigate complex shipping regulations for healthcare and life sciences products.

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The Earth Friendly[™] Company

MADE IN CALIFORNIA

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The Environmental
Impact Factor Label
CERTIFIED

MADE WITH
93%
CLEAN ENERGY

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Quality you can feel. Value you can see.
Labware you can trust!

Move forward faster

Tap Integrated Project Management Company's life science and product development expertise to:

- Build structure and processes
- Collaborate across functions
- Execute efficiently
- Gain investor confidence



ipmcinc.com



A photograph of the Golden Gate Bridge in San Francisco, California, spanning the water with hills in the background.

WE'RE EASY TO WORK WITH

Becoming a member of California Life Sciences is simple, and for many of our connected startups, the cost of CLS membership pays for itself many times over through the curated discounts you receive via our cost savings programs.

REQUIREMENTS

Funding < \$5M; fewer than 12 employees | Pre-commercial | California-headquartered

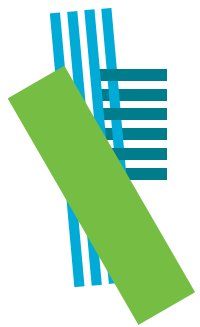
MEMBERSHIP — ANNUAL DUES

\$750

Interested in learning more about how CLS can be a partner in your mission?

GENERAL INQUIRIES

bd@califesciences.org



CALIFORNIA LIFE SCIENCES

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WASHINGTON, DC

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