



# Life Science Tennessee

Connecting Companies &  
Communities for Cures

[lifesciencetn.org](http://lifesciencetn.org)



# FROM THE EXECUTIVE DIRECTOR



Dear life science ecosystem,

Across Tennessee, Life Science Tennessee members bring together research excellence, state-of-the-art facilities, a deep commitment to workforce development, and industry expertise to position our state as an emerging leader in life science research and innovation.

We live in an increasingly tech-enabled world, where platforms such as artificial intelligence and quantum technologies are transforming how discoveries move from the lab to the market. In the life sciences, these tools are not just optimizing operations — they are accelerating innovation and helping deliver cures and life-changing therapies to patients.

Tennessee's life science community is growing, thanks to strong research and investment. Life Science Tennessee is more than 115 members strong.

This prospectus helps explain the important work we are doing to continue to grow this dynamic industry in the Volunteer State.

If you are not yet a member, please consider joining us. In addition to the many networking, educational, and advocacy events we hold each year, you will gain access to a connected network to help advance your business goals. Plus, you can take advantage of our discounts program.

Whether you join as a standard member or upgrade to an elite membership, we look forward to advancing this dynamic industry with you.

Most sincerely,

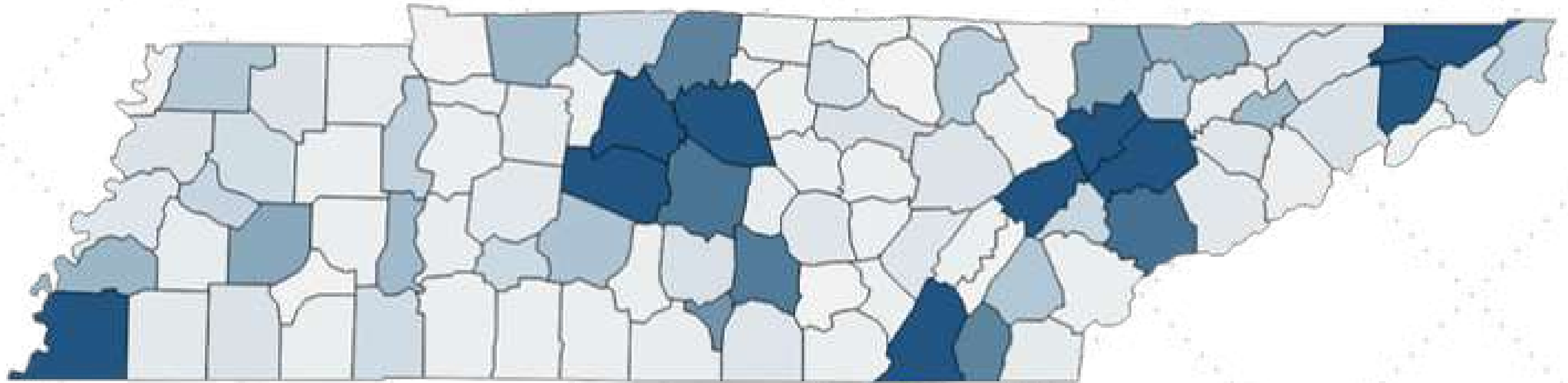
A handwritten signature in dark ink, reading "Abby Trotter".

Abby Trotter, Executive Director  
Life Science Tennessee

# TENNESSEE LIFE SCIENCE INDUSTRY



## From Bluff City to Tri-Cities



**48,255+**

High-wage jobs

**3,900+**

Companies

**#1 Southeast**

Medical equipment and  
supply exports

Bioscience industry employment has grown 13.4%, **nearly double the private sector growth** of 7.5%.

Tennessee is a national leader in bioscience-related distribution, a specialized employment concentration. The average wage in the industry was \$109,979—69 percent higher than the private sector average.

# TENNESSEE

## A leader in bioscience R&D

According to a recent report from TEConomy, Tennessee has emerged as a leading state for bioscience research and development, with bioscience R&D accounting for 74 percent of all research in the state.

Specifically, bioscience-related academic R&D spending totaled nearly \$1.2 billion Tennessee, which is more than 10 points higher than the national average and ranks the Volunteer State among the top quintile of states in the U.S.



# REGIONAL STRENGTHS

## Memphis

Bluff City remains a strong market, landing in the top 20 U.S. metro markets for its specializations of devices as well as bio-agriculture and industrial biosciences.

## Nashville

Dubbed the “Health Care Capital”, Nashville is a large MSA that specializes in bioscience-related distribution. The city also has strong venture capitalist investment in bio-based products and biofuels.

## Knoxville

Knoxville is recognized as a leading large metro with significant employment in Research, Testing, and Medical Laboratories, accounting for nearly 7,000 employees in the MSA.

## Johnson City

Johnson City is noted as a small MSA with a specialization in Research, Testing, and Medical Laboratories.

# THE VALUE OF LIFE SCIENCE TENNESSEE



“Life Science Tennessee has been an invaluable partner to Helix Biotech, not only strengthening the life science ecosystem in Tennessee, but also actively helping us generate real business opportunities – especially through their support around the BIO International Convention, where we’ve gained outstanding exposure, relationships, and meaningful leads. We’re grateful to be part of this community and are already looking forward to next year.”

– *Graham Taylor, Helix Biotech*

# ABOUT LIFE SCIENCE TN

Life Science Tennessee is a statewide, nonprofit, member organization whose mission is to advance and grow the life science industry in Tennessee through advocacy, partnerships and alignment with economic and workforce development.

Members include companies, universities, research institutions, government and economic development groups and other industry associations involved in the discovery and application of life science products and related services that improve the health and well-being of people throughout the world.



# MEET OUR BOARD

**Jenn Adams, August Bioservices**

Board Chair

**Michael Werner, Holland & Knight**

Treasurer

**Tom Ballard, retired, PYA**

Chair, Economic Development Committee

**Kelly Clayton, Pfizer**

Co-chair, Policy Committee

**John Martin, Smith + Nephew**

Co-chair, Policy Committee

**Alejandra Alvarez, Regional One Health**

**Jeff Bedard, Crown Laboratories**

**Audrey Depelteau, ETSU Innovation Lab**

**Josh Eckelberry, Solas Bioventures**

**Hemant Gupta, Epstein Becker Green**

**Judy Jenkins, Johnson & Johnson**

**Lisa Jordan, St. Jude Children's Research Hospital**

**Maha Krishnamurthy, UTRF**

**Eric Mayer, New Day Diagnostics**

**Emily Ogden, CSL Behring**

**Chris Rowe, Vanderbilt University**

**Olaf Shulz, Epicenter**

**Liz Sillay, August Bioservices**

**Graham Taylor, Helix Biotech**

**John Turner, Knoxville Chamber of Commerce**

**Tom Womack, AgLaunch**

**Jennifer Zachry, Orion Therapeutics**

# VALUE PROPOSITION

As the principal voice for the state's life sciences industry, we foster collaboration between industry, government, and academic institutions to advance and grow the industry.

Our industry continues to strengthen its position as a key contributor to the economic vitality of Tennessee.

Life Science Tennessee, **the state's only trade association dedicated solely to the life sciences industry**, is right there with you to celebrate our success.

**115+**

MEMBER  
COMPANIES

**10+**

EVENTS  
PER YEAR

**1,700+**

NEWSLETTER  
AUDIENCE

**900+**

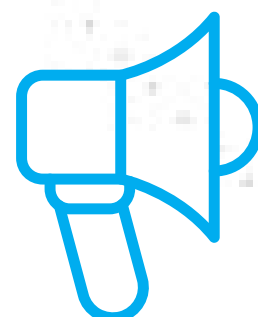
TOTAL EVENT  
ATTENDEES

# MEMBER BENEFITS



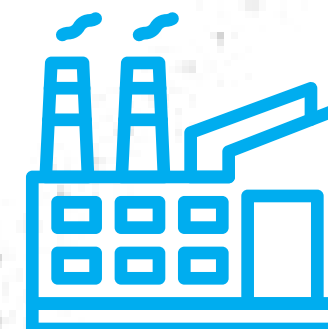
## NETWORKING

Connect with industry, government, and investors at LST events



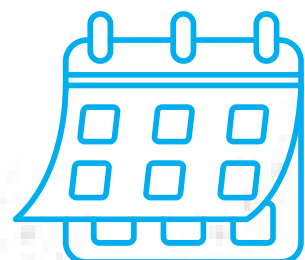
## ADVOCACY

Meet with state and federal officials and receive timely updates on policies impacting the industry



## ECONOMIC DEVELOPMENT

Build a vibrant life science ecosystem that nurtures startups, fosters growth, and attracts new companies to Tennessee



## EVENTS

Participate in conferences, educational events, professional development and more



## SAVINGS

Save through our BIO Business Solutions program. Most members save more than the cost of membership



## MEMBER COMMUNICATIONS

Share news through our monthly newsletter, website, and social media

# ELITE MEMBERSHIP

**Life Science Tennessee's Elite Members are champions of our mission.** Your support helps fuel the advocacy, programming, and collaboration necessary to strengthen and grow the state's life sciences industry.

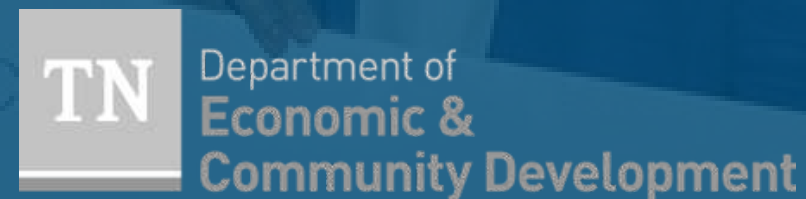
In return, Elite Members receive elevated recognition across Life Science TN platforms. Elite benefits vary by level and may include complimentary event registrations, exhibit opportunities, special recognition at major gatherings, and other enhanced engagement opportunities.



# ELITE MEMBERSHIP

Member Level Benefits	Legacy	Gold	Silver
Annual Investment	\$25,000	\$15,000	\$10,000
LSTCON Tickets	10	8	4
LSTCON Booth & Materials	●	●	●
BIO Booth & Materials	●	●	●
Day on the Hill recognition	●	●	●
LST Website	Premier placement	Secondary placement	Recognition
LST Channels (Newsletter & Social Media)	Feature	Feature	

# LST SUPPORTERS



# STANDARD MEMBERSHIP LEVELS

All members gain access to the full benefits outlined on page 11.

Company Membership by # of Employees	Annual Dues
Life Science Startup or 1-person consulting*	\$200
1-10	\$500
11-50	\$1,500
51-100	\$2,500
101-500	\$3,500
500+	\$5,000

\*Emerging life science startups  
active two years

# THE VALUE OF LIFE SCIENCE TENNESSEE



“Membership in Life Science Tennessee has been a valuable extension of our work in the state. Through this partnership, we’ve gained timely insights into the state’s life sciences ecosystem, strengthened relationships across the state, and supported policies that foster access, innovation, and economic growth.”

– *Kelly Clayton, Pfizer*

# POLICY PRINCIPLES

Life Science Tennessee advocates for state and national policies that help build our industry in Tennessee and expand our reach across the world.

We work closely with the Life Science Caucus, which formed in 2018 and is made up of Tennessee state legislators, and retain a full-time lobbyist to identify important issues and help communicate our positions to policymakers.

## **Guiding policy principles include:**

- Support Tennessee's innovation economy, including funding for research and new technologies
- Preserve intellectual property and patent protections
- Advance programs to strengthen talent recruitment, workforce development, and STEM education
- Recognize the value of medicine in treating disease and bringing cures and new therapies to patients

# ADVOCACY EVENTS

## Day on the Hill | Feb. 24

During the Tennessee Legislative session, Life Science Tennessee members, Tennessee-based students and researchers, and industry executives from across the state come to Nashville for a day-long advocacy event. During our Day on the Hill, our members and stakeholders meet with Tennessee state lawmakers to discuss how we can better support our companies, research institutions, teachers, and entrepreneurs and continue to grow our bioscience economy.



# ADVOCACY EVENTS

## Day in DC | March 5

Life Science Tennessee's Day in DC is a chance for Life Science Tennessee members to meet federal policymakers in our nation's Capitol. This two-day event includes meetings with Tennessee's congressional delegation, a reception for Tennessee staff members, and a policy briefing.



# BIO

## June 22-25 | San Diego

Biotechnology Innovation Organization's (BIO) 2026 International Convention will be held in San Diego from June 22-25. The convention attracts more than 20,000 biotechnology companies and pharma leaders from across the world for a week of programming, networking, and exhibitions from industry experts.

The Tennessee Booth and reception showcase Tennessee companies, resources, and other state and regional advantages while presenting a unified front that exemplifies the collaborative ecosystem we have built here.



**BIO Pavi**  
**LIFE SCIENCE**  
TENNESSEE

# LSTCON

## November 5 | Nashville

LSTCON is an annual day-long conference that brings Tennessee's life science ecosystem together to collaborate, learn, and build meaningful relationships. Held in Nashville, the event attracts life science professionals in leadership roles from startups to established companies from across the state and country.

**200+** ATTENDEES

**30+** INDUSTRY-LEADING  
SPEAKERS

**5** STARTUPS PITCHING IN  
VENTURE FORUM

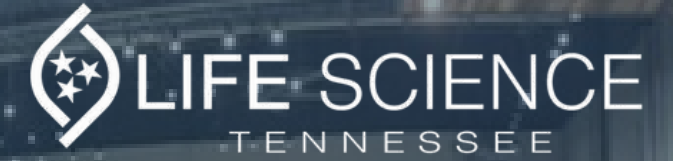


# BEER & BIOTECHS

## Monthly | Across the State

Beer & Biotech events are unique opportunities to learn, network, and foster collaborations with life science companies or interested individuals in five key regions of Tennessee (Chattanooga, Knoxville, Memphis, Nashville, Tri-Cities).

Beer & Biotech events are free of charge to all attendees and held in coordination with stakeholders at local breweries or life science facilities.



# **MORE LST EVENTS**

## **Ecosystem Breakfasts**

Held quarterly in Nashville, LST's Ecosystem Breakfasts are a chance for life science and economic development leaders to learn about key initiatives driving the state's bioscience economy and serve as a platform for open conversations on how to better serve industry partners that call Tennessee home.

## **Educational Webinars**

Life Science Tennessee develops several educational webinars and meetings on a yearly basis to provide a platform for interested life science professionals to learn about industry trends, complex policy efforts, and resources available to Tennessee based companies.

# LIFE SCIENCE TENNESSEE FOUNDATION

Life Science Tennessee Foundation partners with Life Science Tennessee and Launch Tennessee to build and grow innovative life science companies and jobs in Tennessee. Co-founded by serial life science entrepreneurs, the Foundation is focused on the critical areas of entrepreneurship, access to capital, education and workforce development to help Tennessee grow into a major hub of research and development that will improve the lives of Tennesseans, as well as those that benefit from Tennessee products around the world. Programming is open to entrepreneurs, industry professionals, graduate students, Ph.D. candidates and post-doctoral researchers who want to engage with Tennessee's industry leaders, pursue entrepreneurship, and scale companies.



## LIFE SCIENCE TN FOUNDATION

# LSTF PROGRAMS

## LIFE SCIENCE VENTURE PROGRAM

The LSVP is an accelerator program meant for Tennessee's life science startups. It provides these startups with a dedicated team of expert mentors, a curated series of monthly educational programs in partnership with our broad network of life science ecosystem supporters, and unique opportunities to connect with investors. Education sessions are hosted across the state and also broadcasted virtually — [you can watch previous sessions on our website.](#)

## STEM REPORTS

STEM and bioscience-related fit among fastest-growing economic sectors in the United States. As such, it is crucial to prepare Tennessee's next generation of STEM professionals with solid STEM education and career readiness — particularly students from under-represented groups. The Life Science Tennessee Foundation seeks to enable that by commissioning STEM reports that provide vital information and guidance regarding the landscape of life science and STEM instruction in Tennessee schools, along with related career statistics. These reports inform experts, educators, and policy-makers, helping advance STEM education and careers in Tennessee and beyond.



**LIFE SCIENCE  
VENTURE PROGRAM**  
A PROGRAM OF THE  
LIFE SCIENCE TN FOUNDATION

## Join Us Feb. 11

**Life Science Venture Program  
Educational Series  
and  
Networking Reception**




**Intellectual Property: Patents & Trademarks**  
With Seth Ogden, Ph.D.

Join us after the educational component of the afternoon for a **Beer & Biotech** networking reception at Patterson Law's Nashville office.

**Educational Session: 3:30 p.m. CT**  
(also available online)  
**Beer & Biotech: 5 – 6:30 p.m. CT**

[RSVP HERE](#)



## LIFE SCIENCE VENTURE PROGRAM

A PROGRAM OF THE  
LIFE SCIENCE TN FOUNDATION



## STEM ASSESSMENT REPORT: PHASE I

COMMISSIONED AND DEVELOPED BY BIOTN

BIOTN.ORG

# MEET OUR LST TEAM



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# THANK YOU

Come join Tennessee's independent life science association and begin to experience all the benefits

**JOIN NOW >>**