



2021 LSO Virtual Policy Forum

November 1st – 5th, 2021

10:30am-12:00pm

Information Package



[Click here to
Register](#)





The 2021 Policy Forum

LSO's Annual Policy Forum, now entering its 12th year, will bring together key stakeholders from across the industry to strategize and collaborate on how we can empower the life sciences sector. In the fight against COVID-19, Canada has done well in navigating through challenging times and the life sciences sector has been a key partner in achieving this success. The goal of this policy forum is to collaborate with decision makers and industry leaders to develop key outputs that will enable our sector to be an integral focus in future policy development; while strengthening public/private partnerships. The 2021 Policy Forum will be held virtually over the course of one week starting November 1st and concluding on November 5th. The major theme of this year's forum will be "Empowering the Life Sciences in Ontario's Resilient Future".

Why you should participate:

LSO's annual policy forum presents a premier opportunity to showcase your brand and connect with 150+ leaders in our sector, including senior public officials, private sector C-level executives, innovators, entrepreneurs, and members of academia. Following the policy forum, LSO will create a summary and list of recommendations which is circulated to government and then distributed widely within our sector, guiding our advocacy, and government relations efforts.

Sponsorship Opportunities

OPPORTUNITY	BENEFITS
Presenting Sponsor <ul style="list-style-type: none"> • \$7,500 	<ul style="list-style-type: none"> • Your logo on marketing materials, eblasts, social media, registration page and website • Recognition during event • 4 registrations to the event • 30-45 second video played during the event and included on social media/website • Exhibitor booth
Premium Program Sponsor (x5) <ul style="list-style-type: none"> • \$2,000 	<ul style="list-style-type: none"> • Your logo on marketing materials, eblasts, social media, registration page and website • Recognition during event • 4 registrations to the event • 30-45 second video played during the event and included on social media/website • Exhibitor booth
Program Sponsor <ul style="list-style-type: none"> • \$1,000 	<ul style="list-style-type: none"> • Your logo on marketing materials, eblasts, social media, registration page and website • Recognition during event • 2 registrations to the event • Exhibitor booth
Exhibitor <ul style="list-style-type: none"> • \$500 	<ul style="list-style-type: none"> • Your logo on marketing materials, eblasts, social media, registration page and website • 1 registration to the event • Recognition during event

Registration Details

Individual Day:

Member: \$30.00 + HST / Not yet a Member: \$40.00 + HST

Full 5 Day Registration:

Member: \$100.00 + HST / Not yet a Member: \$130.00 + HST

[Register Now](#)

Contact information

LSO Office

Andy Donovan, Director, Member Engagement and Business Development

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About Life Sciences Ontario (LSO)

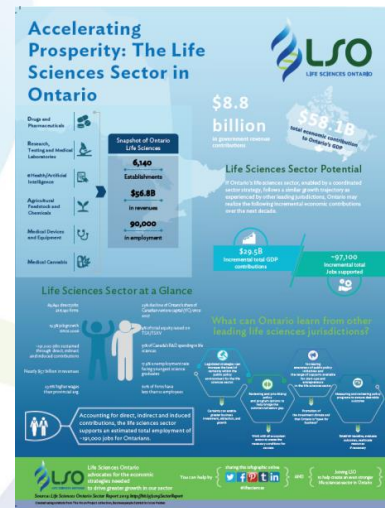
- Founded in 1989
- Member-driven not-for-profit organization
- LSO represents and promotes the province's vibrant and diverse life sciences sector
- Collaborates with governments, academia, industry and other life science organizations in Ontario and across Canada to promote and encourage commercial success throughout the sector

We value

- Collaboration
- An aligned, unified voice
- Science and evidence-based decisions
- Inclusivity, consultation, and consensus
- The equal social and economic benefits of life sciences

Our strengths

- Advocacy
- Economic development
- Networking and partnerships
- Promoting our sector
- Mentorship and professional development



Why Support the Annual Policy Forum

Money raised during the LSO Annual Policy Forum helps to support our initiatives:

Thought Leadership

- Research, Benchmarking studies, Reports

Public Policy Engagement

- White papers
- Consultations
- Government Relations

Community Leadership

- Large network of partners
- Facilitating collaborations
- High-quality networking events
- One-stop shop for latest sector news and events

Education / Mentorship

- Educational events
- Mentorship program
- Marketing and promotion of the sector locally, nationally and internationally











About Life Sciences

The Life Sciences Sector

The life sciences sector is broad and encompasses research, development and manufacturing operations as well as the development of diagnostics, biopharmaceuticals, pharmaceuticals and medical devices. Health research institutions and research networks play an integral role in research and knowledge translation in the life sciences sector.

As the demand for pharmaceuticals, medical technology and other healthcare products continues to rise, global prescription drug and medical technology sales are expected to grow. Emerging technologies, including AI, cognitive technologies, automation, and computer power, are driving significant advancements within the life sciences sector that can enhance healthcare across the globe.

The Life Sciences Sector at a Glance

	Drugs and pharmaceuticals	Featuring companies engaged in pharmaceutical and medicine manufacturing; and pharmaceuticals and pharmacy supplies merchant wholesalers	\$36.4B Revenue 684 Establishments 30,371 Jobs
	Research, testing and medical laboratories	Featuring companies engaged in providing physical, chemical and other analytical testing services; and medical and diagnostic laboratories	\$961M Revenue 2,592 Establishments 24,844 Jobs
	E-health and artificial intelligence	Features companies engaged in providing access to complete, up-to-date, and accurate digital patient records by authorized health professionals; and collection of multiple technologies enabling machines to sense, comprehend, act and learn so they can perform administrative and clinical healthcare functions	
	Agricultural feedstock and chemicals	Featuring companies in pesticide and agricultural chemicals manufacturing, oilseed processing and other basic organic chemical manufacturing	\$7.9B Revenue 526 Establishments 8,255 Jobs
	Medical device and equipment	Featuring companies engaged in medical equipment and supplies manufacturing, and related wholesalers	\$11.6B Revenue 2,338 Establishments 26,372 Jobs
	Medical cannabis	Featuring companies engaged in the production and sale of cannabis for medical purposes	\$122M Revenue 69 Establishments

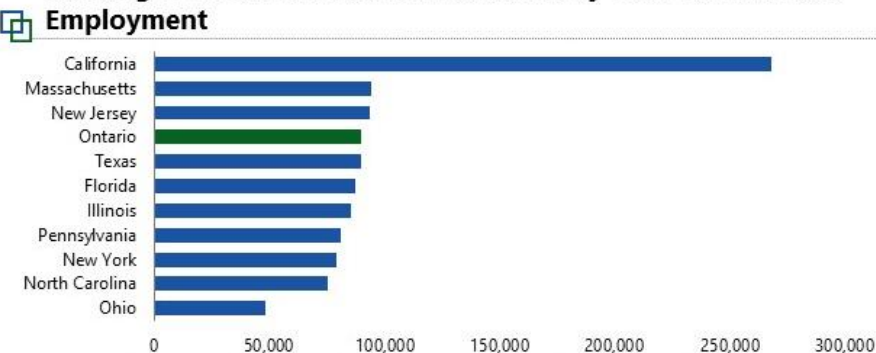
Sector Employment and Wages

Overview of Ontario Life Sciences Sector

	Life Sciences	Expanded Definition	Total
Establishments	6,209	89,600	95,809
Employment	89,842	543,840	633,681
Avg. Annual Salary	\$61,328	\$46,156	\$53,742
Estimated Payroll	\$5.47 B	\$26.73 B	\$32.20 B

Source: Statistics Canada - see LSO's report Accelerating Prosperity: The Life Sciences Sector in Ontario, March 2019 for more details

Ranking of North American Jurisdictions by Total Life Sciences Employment



Source: Battelle/BIO State Bioscience The Value of Bioscience: Innovation in Growing Jobs and Improving Quality of Life 2018

- The Life Sciences industry employs **89,842** individuals in Ontario
- Using the expanded definition of life sciences, **one in 13 Ontarians** currently employed works in a job connected to the life sciences sector
- Jobs in the life sciences sector typically offer higher earnings as evidenced by wages that are **24% higher** than the provincial average
- Compared to leading U.S. jurisdictions in life sciences, **Ontario is among the top 5** in terms of employment

*Source: Life Sciences Ontario Sector Report 2019 <http://bit.ly/2019SectorReport>

