

Upstate NY Bio/Med Industry Snapshot

Part of the Upstate Tech Corridor, Bio/Med is one of the region's key industries. Thriving business and groundbreaking research make Upstate New York one of the richest Bio/Med regions in the country.

130,000

New York state residents are employed by the Bio/Med industry.

95,000

of the state's 130,000 Bio/Med jobs are located in Upstate New York.

67,500

employees represent our 90+ member organizations.

70%

of Upstate New York's 200+ Bio/Med companies are headquartered in the region.

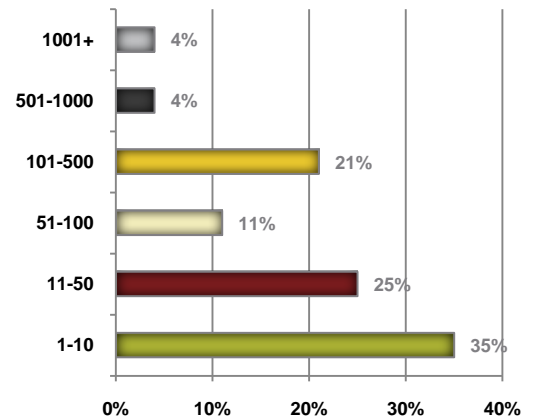
\$70,200

is the average salary a Bio/Med employee makes, compared to the state's overall average wage of \$60,400

NYS Science and Technology Resources

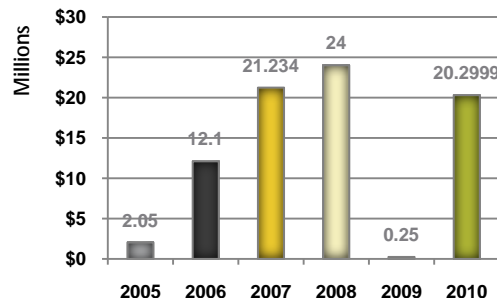
- > Ranked 2nd in clinical trials in 2008
- > Ranked 2nd in biological R&D expenditures in universities
- > More than \$3 billion total in annual R&D investment at renowned colleges and universities
- > More than 360,000 scientists and engineers in New York state
- > Attracts more than 10% of America's Ph.D.s

NYS Bio/Med Companies by Employees

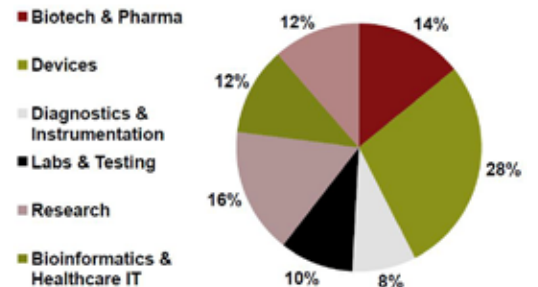


Bio/Med is one of the fastest growing industries in New York State with high potential for long-term economic success.

Venture Capital Investment in Upstate New York



Upstate Bio/Med Companies by Sector



Who is MedTech

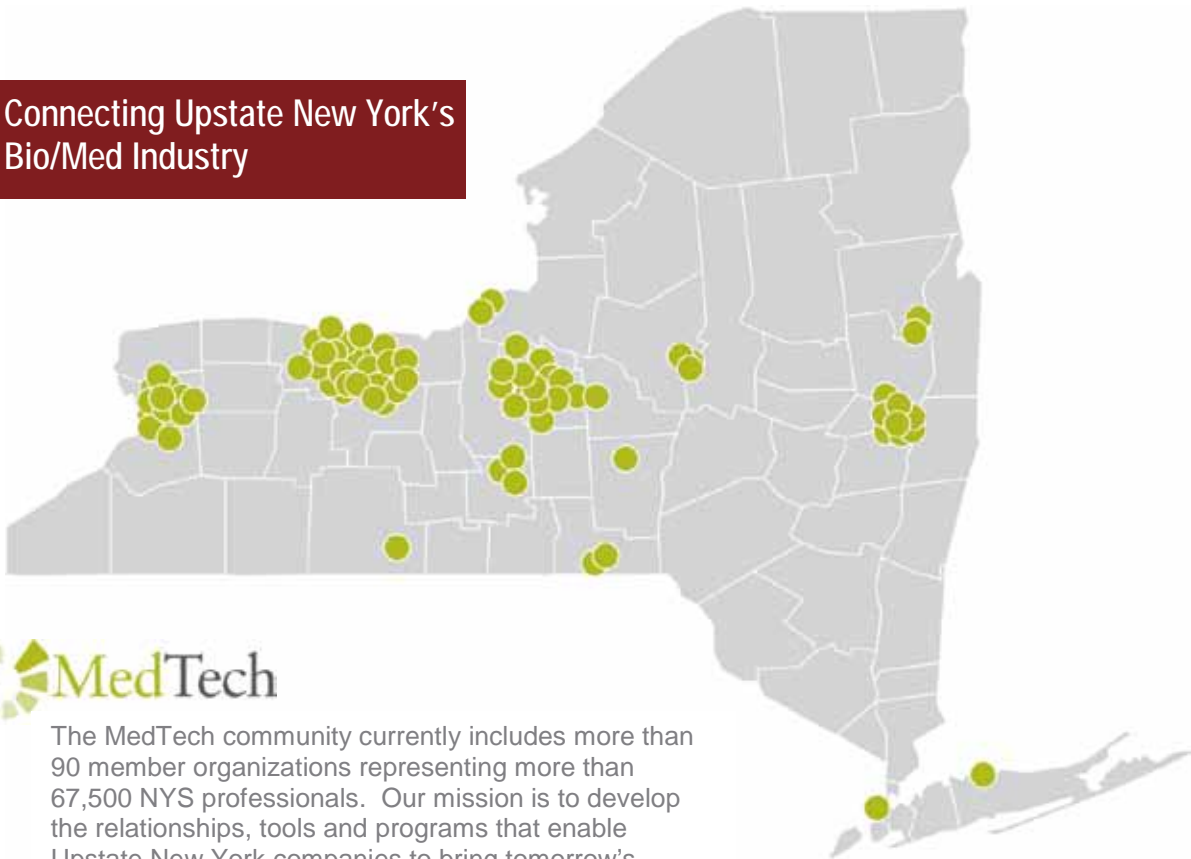
MedTech is the hub of Upstate New York's bioscience and medical technology industry. We are a very active association of pharmaceutical, biotech and medical technology companies, their suppliers and service providers and research universities.

Sources: U.S. Department of Labor, NYSTAR, PricewaterhouseCoopers Money Tree Report, Upstate Tech Corridor

The following snapshot highlights the specific impact of 36 of MedTech's members in their communities and the state. These 36 members employ thousands of NYS residents, making significant direct contributions to the state economy

- > Combined **31,000** NYS employees and more than **840** contractors
- > More than **71,000** employees world wide
- > Collective NYS employee payroll totals more than **\$776MM**
- > Combined annual revenue of more than **\$13.2B**
- > Pay out more than **\$3.6MM** annually in NYS taxes
- > Export in excess of **\$273MM** in products and services each year
- > Over **\$1B** in annual R&D investments US and International patents totaling more than **5,300**
- > Relationships with **4,000+** NYS suppliers
- > Annual capital spend of more than **\$900MM** within NYS

Connecting Upstate New York's
Bio/Med Industry



The MedTech community currently includes more than 90 member organizations representing more than 67,500 NYS professionals. Our mission is to develop the relationships, tools and programs that enable Upstate New York companies to bring tomorrow's medical solutions to the healthcare marketplace.

