

Life Sciences Profile

2011





Strong Industry Cluster

Utah is home to more than **600 life science companies** that employ roughly **25,000 people**. In 2008, Utah was ranked **first among western states** for life science businesses per capita and second for overall industry growth by the Milken Institute. The Bureau of Labor Statistics noted in 2010 Utah has the highest concentration of Biomedical Engineers in the US.

Cutting Edge Research

Utah is home to **three research universities** and the only **medical school** in the Intermountain West. Utah schools bring in more than **\$400 million** annually in research grants, and in 2010 the University of Utah became the **#1 school in the U.S. for start-ups companies** based on research.

USTAR: Utah Science, Technology & Research Initiative

USTAR is a **\$250M state sponsored investment** that supports the recruitment of **world-class researchers** to the University of Utah and Utah State and the building of state-of-the-art **interdisciplinary facilities**.

BioInnovations Gateway (BiG)

Launched in late 2009, BiG is an **incubator** for emerging biotech and medical device companies, a **high-tech training facility** for the next generation of bio-innovators, and a **contract research resource** for Utah's life-science industry.

Life Science Specialties

Utah companies currently produce **70% of all arterial and vascular access devices** utilized worldwide. Additionally, Utah companies specialize in **drug delivery** systems, **genetic-based medicine** and **advanced nutrition**.



Edwards Lifescience Opens New Facility in Utah, October 2010

*Edwards Lifesciences Corporation has opened a new facility in **Draper, Utah** that will enable the company to significantly expand its manufacturing and development capabilities. The **\$27M** Draper facility has the potential to create up to **1,000 new jobs** in manufacturing, business and engineering.*

Merit Medical Systems Adds Hundreds of Jobs in Utah, December 2009

*Merit Medical will add an estimated **392 new jobs**, paying \$95 million in wages over the next ten years. The company anticipates investing more than **\$11 million in capital investment** and employee training*

Nelson Labs to Add 350 Jobs in Utah, November 2008

*Nelson Laboratories will add more than **350 new full-time jobs** over the next decade as it expands its operations in **Taylorsville**. Nelson Labs is a **contract laboratory** with clients in the medical-device, pharmaceutical/biopharmaceutical, dietary-supplement and tissue industries.*

Cephalon Inc. Expands Utah Facility, August 2008

*Cephalon is building out an additional **40,000 square feet** of manufacturing space and adding **50 new employees** to its operations. This **\$18 million** capital investment expansion will add up to 12 additional product lines and over 300 SKUs.*

WorldHeart, June 2009

*WorldHeart a leader in ventricle assist devices, announced the **relocation of its corporate headquarters** from Oakland, California to **Salt Lake City**.*

Utah's Leading Life Science Companies



Name	Location	Size	Description
Thermo Fisher Scientific Inc	Logan	1000 to 4999	Medical Research
Nutra Pure Inc	Park City	1000 to 4999	Vitamin Products-Manufacturers
Nutra Force Inc	Park City	1000 to 4999	Vitamin Products-Manufacturers
Nu Skin Enterprises Inc	Provo	1000 to 4999	Pharmaceutical Products-Wholesale
Merit Medical Systems Inc	South Jordan	1000 to 4999	Physicians & Surgeons Equip & Supls-Mfrs
B D Medical	Sandy	1000 to 4999	Hospital Equipment & Supplies-Mfrs
ARUP Laboratories	Salt Lake City	1000 to 4999	Laboratories-Medical
Varian Medical Systems	Salt Lake City	500 to 999	Manufacturer of x-ray apparatus
Oratech Inc	Riverton	500 to 999	Physicians & Surgeons Equip & Supls-Mfrs
ICU Medical Inc	Murray	500 to 999	Hospital Equipment & Supplies-Mfrs
GE Healthcare	Salt Lake City	500 to 999	X-Ray Apparatus & Supplies-Manufacturers
Agilent Technologies Inc	Salt Lake City	500 to 999	Physicians & Surgeons Equip & Supls-Mfrs
Corning Life Science	Salt Lake City	250 to 499	Plastics Mold Manufactures (Life Science)
Watson Laboratories Inc	Salt Lake City	250 to 499	Laboratories-Pharmaceutical (Mfrs)
EDO Western Corporation	South Salt Lake	250 to 499	Manufacturer of measuring and controlling devices for physicians and surgeons
Twinlab Corp	American Fork	250 to 499	Vitamin Products-Manufacturers
Schiff Nutrition Intl Inc	Salt Lake City	250 to 499	Health Food Products-Manufacturers
Nature's Sunshine Products Inc	Provo	250 to 499	Health & Beauty Aids-Manufacturers
Nature's Way Products	Springville	250 to 499	Manufacturer of vitamins
NPS Pharmaceuticals	Salt Lake City	250 to 499	Pharmaceutical research labs and manufacturer of medicinal chemicals
Myriad Genetic Laboratories	Salt Lake City	250 to 499	Laboratories-Medical
Bard Access Systems Inc	Salt Lake City	250 to 499	Physicians & Surgeons Equip & Supls-Mfrs
Tandem Labs	Salt Lake City	100 to 249	Laboratories-Medical
Paragon Medical	Smithfield	100 to 249	Surgical Instruments-Manufacturers
Omnicare Superior Care Pharm	Salt Lake City	100 to 249	Pharmacies
Nelson Laboratories Inc	Murray	100 to 249	Physicians & Surgeons Equip & Supls-Mfrs
Moog Medical Devices Group	Salt Lake City	100 to 249	Physicians & Surgeons Equip & Supls-Mfrs
Lumenis Inc	Salt Lake City	100 to 249	Physicians & Surgeons Equip & Supls-Mfrs
Edwards Lifesciences Corp	Draper	100 to 249	Biotechnology Products & Services
Cephalon Inc	Salt Lake City	100 to 249	Pharmaceutical Preparation (Mfrs)
Boston Scientific Corp	Salt Lake City	100 to 249	Physicians & Surgeons Equip & Supls-WHls

Utah's Life Science Industry Business Case



Name	Location	Size	Description
Basic Research	Salt Lake City	100 to 249	Physicians & Surgeons Equip & Supls-Mfrs
B C Technical Inc	West Jordan	100 to 249	Medical Research
Sorenson Genomics	South Salt Lake	50 to 99	Laboratories-Medical
Siemens Medical Solutions USA	Salt Lake City	50 to 99	Physicians & Surgeons Equip & Supls-Mfrs
Quest Diagnostics	West Valley	50 to 99	Laboratories-Medical
Myriad Genetics Inc	Salt Lake City	50 to 99	Pharmaceutical Research Laboratories
Megadyne Medical Products	Draper	50 to 99	Surgical Instruments-Manufacturers
ZARS Inc	Salt Lake City	20 to 49	Pharmaceutical Products-Wholesale
World Heart Corp	Salt Lake City	20 to 49	Electromedical/Therapeutic Apprts (Mfrs)
Prolexys Pharmaceuticals Inc	Salt Lake City	20 to 49	Pharmaceutical Products-Wholesale
Echelon Biosciences Inc	Salt Lake City	20 to 49	Laboratories-Research & Development
Biomicro Systems Inc	Salt Lake City	20 to 49	Laboratories-Research & Development
Axial Biotech Inc	Salt Lake City	20 to 49	Medical Research
Agilix Labs Inc	Provo	20 to 49	Laboratories
Watson Pharmaceuticals Inc	Salt Lake City	10 to 19	Pharmaceutical Products-Wholesale
Q Therapeutics	Salt Lake City	10 to 19	Laboratories-Research & Development
Pfizer Inc	Salt Lake City	10 to 19	Drug-Manufacturers
KORR Medical Technologies Inc	Salt Lake City	10 to 19	Medical Research
Bio Utah LLC	Salt Lake City	10 to 19	Biotechnology Products & Services
Wasatch Clinical Research	Salt Lake City	5 to 9	Medical Research
Quest Diagnostics	Draper	5 to 9	Laboratories-Medical
Protherics	Salt Lake City	5 to 9	Pharmaceutical Products-Wholesale
Nexus Pharma	Salt Lake City	5 to 9	Laboratories-Research & Development
Battelle Layton	Layton	5 to 9	Laboratories-Research & Development
Bard Access Systems Inc	Bountiful	5 to 9	Surgical/Med Instruments/Apparatus (Mfr)
Western Biological Laboratory	Holladay	1 to 4	Laboratories-Medical
Terra Nova Biosystems	Provo	1 to 4	Biotechnology Products & Services

Utah's Leading Life Science Companies



	Utah	Nevada	Idaho	California	Massachusetts	Florida
Mean Wages: Title (SOC code)						
Biomedical Engineers (17-2031)	\$81,750	N/a	N/a	\$90,590	\$93,030	\$73,930
Microbiologists (19-1022)	\$57,540	N/a	\$77,650	\$79,470	\$70,580	\$57,030
Chemists (19-2031)	\$67,900	\$79,100	\$75,540	\$80,100	\$83,730	\$60,300

Source: Bureau of Labor Statistics

Real Estate (\$/sq.ft. annual)						
Class A Office	\$25.17	\$32.16	\$19.25	\$32.31	\$42.00	\$26.75
R&D	\$6.50	\$7.68	\$5.20	\$6.19	\$9.23	\$20.00
Industrial	\$3.84	\$6.36	\$3.75	\$6.31	\$5.73	\$4.50

Source: NAI Gopal

Unemployment Insurance						
New Employer Rate (% of salary)	1.20%	2.00%	1.00%	3.40%	2.83%	2.70%
Taxable Wage Base	\$28,300	\$27,000	\$33,300	\$7,000	\$14,000	\$7,000
Duration of New Employer Rate (years)	1	3	1	1	1	2
New rate after "duration" with no lay-offs	0.20%	0.25%	0.45%	1.50%	1.26%	0.12%

Source: US Dept. Of Labor

Health Insurance						
Single Coverage	\$3,485	\$3,785	\$3,486	\$3,836	\$3,947	\$3,519

Source: Kaiser Family Foundation

Utilities						
Electricity (¢/kWh) Industrial	¢4.16	¢5.03	¢4.52	¢10.33	¢13.29	¢9.06
Natural Gas (\$/1000 Feet ³) Industrial	\$5.62	\$11.22	\$8.53	\$10.80	\$12.07	\$9.41

Source: Energy Information Administration

Utah's Important Life Science Industry Contacts



Name	Organization	email	Description
Tami Goetz	Governor's Office of Economic Development	tgoetz@goed.gov	The Governor's Office of Economic Development charter is based on Governor Herbert's commitment to economic development statewide.
Randy Schouten	The Miller Business Resource Center	randy.schouten@slcc.edu	The MBRC offers businesses a wide range of solutions, support, and expertise needed to help entrepreneurs succeed.
Wayne Parris	University of Utah	wayne.parris@tco.utah.edu	The Accelerator acts like a business incubator, a facility that has office space, supplies and equipment to help startup companies get o" the ground
Mary Cardon	Utah Science, Technology & Research Initiative (USTAR)	mcardon@utah.gov	Provides information for Business Innovation Research and Business Technology Transfer program grant submissions.
Jack Brittain	Utah Technology Ventures	Jack.brittain@utah.edu	Helps manage intellectual property, provides entrepreneurial education, and facilitates industry partnerships.
Linda Aagard	Huntsman Cancer Institute	public.affairs@hci.utah.edu	Huntsman Cancer Institute has been created to find the causes of cancer, to develop new and better treatments, and to prevent people from ever developing cancer.
Russ Price	Utah State University	rprice@cc.usu.edu	Exists to continue development and commercialize the results. This will be done by scientific developments and collaboration.
Mike Alder	Brigham Young University	malder@byu.edu	The BYU Technology Transfer Office has been established to help faculty, students and staff commercialize any technology or product developed through their association with the university.
Ken R Smith	Utah Population Database	smith@fcs.utah.edu	One of the world's richest sources of in-depth information that supports research on genetics, epidemiology, demography, and public health.
Karen Wenn	Utah Valley University	karenw@uvu.edu	Provides a central hub that links various government and professional development agencies, and creates a focal point for coordinating business assistance activities.
Dale Ostlie	Weber State University	dostlie@weber.edu	Distinguished scholars and researchers, committed to providing the finest undergraduate education possible .
Michael Keene	Westminster College	mkeene@westminstercollege.edu	A private comprehensive liberal arts college in Salt Lake City, UT, offering undergraduate and graduate degrees in liberal arts and professional programs.
Brock J. Blake	Funding Universe	bblake@fundinguniverse.com	FundingUniverse matches qualified entrepreneurs with investors, banks, and other funding sources.
Steve Cloward	Northfront Entrepreneur Alliance	info@northfront.org	Brings together entrepreneurs in Northern Utah to learn, network, share ideas, find needed resources, and to recognize accomplishments among the group.
Richard Nelson	Utah Technology Council	pres@utahtech.org	Utah's business resource for life sciences and high-tech companies.
Bradley B. Bertoch	Wayne Brown Institute	info@venturecapital.org	A resource for entrepreneurs seeking funding and for investors who want to help promising young companies achieve their potential.



For More Information:

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