



HealthCare Institute of New Jersey

ADVANCING GLOBAL HEALTH • LEADING NEW JERSEY'S ECONOMY

HINJ and New Jersey's Life Sciences Community

Since 1997, the HealthCare Institute of New Jersey (HINJ) has served as the voice of the state's life sciences industry. HINJ seeks to expand patient access to the most innovative biopharmaceuticals and medical devices and technologies, and to promote awareness of the industry's significant impact on New Jersey's quality of life and economic well-being.



New Jersey... 'Medicine Chest of the World'

New Jersey is known as the "Medicine Chest of the World" not only for its unique concentration of life sciences companies, but also for their historic commitment to medical innovation and improved global human health.

Why New Jersey?

While business decisions are premised on factors unique to each organization, life sciences companies are attracted to New Jersey for many reasons, including its:

- Size of life sciences cluster, providing proximity to peer companies and fostering collaborations
- Innovation ecosystem anchored by multiple research universities
- Educated and skilled workforce
- Specialized vendor support
- Hospitable business environment
- Robust manufacturing capabilities
- Access to capital markets
- World-class transportation hub
- Quality of life

Commitment to Innovation

Innovation is a pillar of New Jersey's life sciences community. Accordingly, the state's life sciences companies long have invested vigorously in research and development (R&D).

Why? Because R&D — the complex and costly search for new medicines, therapies, devices and technologies — is the engine that drives the life sciences industry, secures its future and advances human health.

The biopharmaceutical industry alone is responsible for about \$1 of every \$5 spent on R&D by U.S. businesses, according to the Pharmaceutical Research and Manufacturers of America (PhRMA).

Commitment to Patient Access

New Jersey's biopharmaceutical, biotechnology and medical technology and device companies also are committed to advancing patient access to life-changing medicines and technologies around the globe.

They include antibiotics, antidepressants, cancer and HIV/AIDS drugs, vaccines that have eradicated diseases and medical technologies that improve and save lives.

Commitment to Corporate Social Responsibility

Corporate social responsibility is a pillar on which the life sciences industry is built.

In New Jersey, reporting HINJ member companies alone donated \$638 million in 2014 to hundreds of nonprofit organizations that advance health care, education and culture throughout the state. Employee volunteerism also is a hallmark of our industry.

Commitment to Jobs and the Economy

- **#3** New Jersey/New York's rank on *Genetic Engineering & Biotechnology News'* (GEN) 2016 top 10 U.S. biopharma clusters list.
- **3,000+** life sciences establishments in New Jersey.
- **13** of the world's top 20 biopharmaceutical companies maintain a presence in New Jersey.
- **12** of the world's top 20 medical technology companies maintain a presence in New Jersey.
- **\$47.5 billion** biopharmaceutical sector's total direct economic impact on New Jersey in 2014.
- **\$108.7 billion** total economic output (direct and indirect) supported by the biopharmaceutical sector in New Jersey in 2014 — **#2** behind California — which represented **19.9%** of New Jersey's 2014 GDP.
- **78,447** estimated total New Jersey jobs that are directly supported by the biopharmaceutical and medical device sectors.
- **425,867** estimated total New Jersey jobs are supported, directly and indirectly, by the biopharmaceutical and medical device sectors.
- **\$6.6 billion** biopharmaceutical company spending with New Jersey vendors in 2013.

For additional economic-impact information and citations, please visit HINJ.org/life-sciences-new-jersey.

HINJ... The Leading Voice of New Jersey's Life Sciences

The HealthCare Institute of New Jersey (HINJ) (hinj.org) serves as the leading voice for the state's life sciences community. HINJ seeks to expand patient access to the most innovative biopharmaceuticals and medical technologies and devices, and to promote awareness of the industry's significant impact on New Jersey's quality of life and economic well-being.

Working on multiple fronts throughout New Jersey and in Washington, DC, HINJ is proud of the many and varied accomplishments it has achieved on behalf of, and delivered to, its member companies as well

as its other stakeholders, including patient advocacy organizations, the business community, policymakers and academia.

ADVOCACY

HINJ works with policymakers in Washington, DC and Trenton to ensure that patient access is protected, and that New Jersey's premier industry can discover and bring to market new medicines, therapies and technologies while continuing to be a pillar of the state's economy.

Washington, DC

With the state claiming a unique concentration of life sciences companies, New Jersey's Congressional Delegation plays a vital role in setting federal policy that impacts patient access and medical innovation. HINJ's federal activities include:

- Educating one of the most patient access- and innovation-oriented Congressional delegations in the nation.
- Serving as the lead agent in engaging the New Jersey Delegation on national legislative priorities on patient access and medical innovation.
- Congressional Breakfast Series — HINJ hosts breakfast policy meetings with members of the New Jersey Delegation and life sciences companies to discuss issues of importance to patients and research-based companies.
- Capitol Hill policy briefings for lawmakers and Congressional Staff Receptions.

Trenton

On issues of state health care policy, HINJ collaborates with the Pharmaceutical Research and Manufacturers of America (PhRMA) State Task Force to form a powerful team that leverages the strengths of both to advance the industry's position on key issues.

HINJ also serves as a liaison with the Governor's Office and the Legislature to create a favorable business climate within which life sciences companies can operate successfully in New Jersey.

HINJ's state activities include fostering key relationships with:

- The Governor's Office
- The Lt. Governor's Office, including the Business Action Center (BAC) and Red Tape Review Commission
- Choose New Jersey, the state's nonprofit marketing and business retention / recruitment arm
- Council on Innovation (HINJ is a member)
- New Jersey Economic Development Authority (NJEDA)
- New Jersey Higher Education
- Department of Banking and Insurance
- Department of Health
- Department of Human Services
- Department of Labor
- Legislative leaders

ALLIANCES

HINJ's efforts to protect patient access and promote medical innovation have included working with our national trade associations:

- Advanced Medical Technology Association (AdvaMed)
- Biotechnology Innovation Organization (BIO)
- Medical Device Manufacturers Association (MDMA)
- Pharmaceutical Research and Manufacturers of America (PhRMA)

HINJ also has cultivated strong working relationships with other state-based life sciences organizations across the country.

STAKEHOLDER PROGRAMS AND PARTNERSHIPS

HINJ is a nimble organization that can quickly pilot new initiatives. It has successfully pioneered innovative programs and partnerships in New Jersey to expand the life sciences' footprint and engage patients, policymakers, business leaders and other stakeholders on key issues. These programs and partnerships include:

• Rx4NJ Partnership

HINJ founded the Rx4NJ Partnership (hinj.org/about-hinj/rx4nj) — a coalition of nearly 140 organizations from around the state — to help harness the diverse interests and activities of New Jersey's patient advocacy, patient assistance and medical communities.

• Innovation New Jersey

Founded in 2010 as a joint initiative of HINJ and the New Jersey Business and Industry Association (NJBIA), Innovation New Jersey (InnovationNJ.org) is a coalition of businesses, industry groups, higher-education institutions and state government agencies dedicated to promoting policies that foster a robust innovation-driven economy in the state.

• New Jersey Life Sciences Vendors Alliance

Thousands of local businesses of all types — and the tens of thousands of people they employ — provide critical support to life sciences operations in New Jersey. Founded by HINJ in 2005, the New Jersey Life Sciences Vendors Alliance (NJLSVA) (NJLifeScienceVendorAlliance.org) is a coalition of businesses, individuals and academia that provide goods and services to the state's life sciences companies.

• We Work For Health New Jersey (WWFH-NJ)

We Work For Health New Jersey (WWFH-NJ) (weworkforhealth.org/state/new-jersey) — the state chapter of We Work For Health — is a grassroots network that began as a partnership between HINJ and PhRMA. WWFH-NJ unites health consumers, biopharmaceutical company employees and retirees, vendors and other business, academic and community partners in ways to improve America's health care system and strengthen our economy.





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