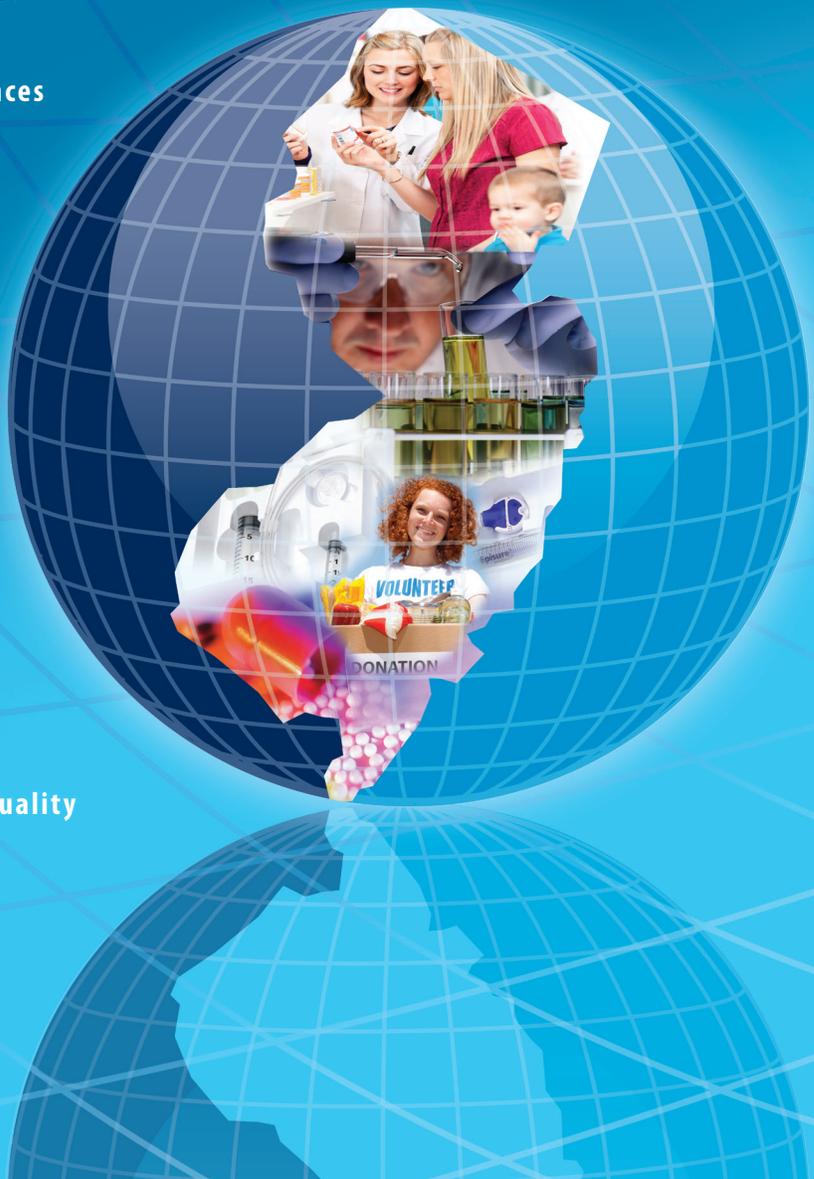


HealthCare Institute of New Jersey

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 leading 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 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 concentration of life sciences companies, but also for their historic commitment to innovation and improving 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:

- Proximity to peer companies, which fosters collaborations
- Highly skilled life sciences workforce
- World-class transportation hub
- Hospitable business environment
- Multiple research universities
- Specialized vendor support
- Access to capital markets
- Quality of life

## Commitment to Innovation

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

Why? Because R&D — the complex and costly search for new medicines, therapies and technologies — is the engine that drives the life sciences industry, secures its future and advances human health. According to HINJ’s *2013 Economic Impact Report*, surveyed HINJ member companies’ New Jersey-based facilities alone invested \$8.67 billion in R&D activity in 2012.

## Commitment to Patient Access

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

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

## Jobs and Economic Contributions

In the course of advancing human health, the life sciences industry has been an engine that has powered the New Jersey economy. According to HINJ’s *2013 Economic Impact Report*, participating HINJ member companies alone accounted for \$26.58 billion in New Jersey economic activity in 2012, a 9.9 percent increase over HINJ’s 2010 survey.

Reporting HINJ member companies in 2012 employed more than 50,000 people with an average annual total compensation of over \$156,000 per employee. In addition, reporting companies in 2012 created nearly 72,000 “spin-off” jobs (those New Jersey jobs that are supported by HINJ member companies’ business relations with service and supply vendors) and employed more than 14,000 contract employees.

To support their day-to-day operations, life sciences companies rely on a tremendous number of local vendors throughout the state to provide a wide array of goods and services. According to We Work For Health New Jersey (WWFH-NJ), in 2011, biopharmaceutical companies purchased \$8.1 billion worth of goods and services from businesses in each of the state’s 40 legislative districts.

Another significant contributor to local economies across New Jersey is capital spending by HINJ member companies. According to HINJ’s *2013 Economic Impact Report*, they spent \$1.76 billion on capital investments in 2012.

## 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 \$583 million in 2012 to hundreds of nonprofit organizations that advance healthcare, education and culture throughout the state. Employee volunteerism also is a hallmark of our industry.

Responding to needs throughout New Jersey and the region impacted by Superstorm Sandy, HINJ member companies donated approximately \$11.1 million in cash contributions and product donations. This figure does not include employee contributions or company matching-gift programs.



# HEALTHCARE INSTITUTE OF NEW JERSEY (HINJ)...

Founded in 1997, the HealthCare Institute of New Jersey (HINJ) ([www.hinj.org](http://www.hinj.org)) serves as the leading voice for the state's life sciences industry. HINJ seeks to expand patient access to the most innovative biopharmaceuticals and medical devices and technologies, and 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



Federal and state government policies can greatly impact HINJ member companies' ability to operate their businesses and develop innovative products and therapies. Likewise, government actions can impact patients' ability to access the medicines and devices that their doctors deem best for them.

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

## Washington, DC

With the state claiming so many biopharmaceutical and medical technology companies, New Jersey's Congressional Delegation plays a vital role in setting federal policy that impacts patient access and 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 innovation.
- Congressional Breakfast Series — HINJ hosts breakfast policy meetings with members of the New Jersey Delegation to discuss issues of importance to patients and research-based companies.
- Congressional Staff Receptions and Capitol Hill policy briefings for lawmakers.
- HINJ Board sessions with candidates for New Jersey's United States Senate seats.

## Trenton

On issues of state healthcare 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 marketing and business retention/recruitment arm (HINJ is a member)
- 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 innovation have included partnerships with our national trade associations:

- Advanced Medical Technology Association (AdvaMed)
- Biotechnology Industry 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. This informal network facilitates the exchange of best practices and encourages collaboration that can amplify the benefits of a robust innovation environment. Recent examples include:

# THE LEADING VOICE OF THE STATE'S LIFE SCIENCES

- **Medical Innovation Congressional Briefings**

HINJ organized and co-hosted Congressional staff briefings that focused on the value of medical innovation. HINJ enlisted 13 other state-based life sciences trade associations to participate and invite their respective Congressional delegations to House and Senate briefings.

- **FDA User Fee Congressional Briefing**

HINJ initiated a partnership with ten other state-based life sciences trade associations from eight states, and the industry's national trade associations, to provide a Capitol Hill briefing to more than 50 Congressional offices on the pharmaceutical, biotech and medical technology user fee reauthorizations (PDUFA and MDUFA).

- **HINJ-CHI Alzheimer's Congressional Briefing**

HINJ and the California Healthcare Institute (CHI) collaborated to produce a Capitol Hill briefing on Alzheimer's disease for more than 20 Congressional offices. This briefing educated Congressional staff on the promising research and innovative approaches HINJ and CHI member companies and prestigious academic institutions are pursuing to find new treatments, and, ultimately, a cure for this disease.

## INCUBATOR / BEST PRACTICES



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:

- **The Rx4NJ Partnership ([Rx4NJ.org](http://Rx4NJ.org))**

The Rx4NJ Partnership is a unique harnessing of the diverse interests and activities of New Jersey's patient advocacy, patient assistance and medical communities. HINJ convenes this coalition regularly to increase public awareness and patient access, improve patient care and lend support to those who work so hard on behalf of New Jersey's patients. The Rx4NJ Partnership offers free workshops, programs and meetings with New Jersey officials and other key opinion leaders that the patient advocacy community has found valuable and informative.

- **Innovation NJ ([InnovationNJ.org](http://InnovationNJ.org))**

Founded in 2010 as a joint initiative of HINJ and the New Jersey Business and Industry Association (NJBIA), Innovation NJ 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.

Innovation NJ also works with the Administration and serves as the portal to the state's innovation community, further reinforcing HINJ's stature as a leader of New Jersey's innovation ecosystem. In 2013, at the recommendation of the coalition, the Administration established the New Jersey Council on Innovation, of which HINJ is a member.

- **New Jersey Life Sciences Vendors Alliance (NJLSVA) ([NJLifeScienceVendorAlliance.org](http://NJLifeScienceVendorAlliance.org))**

Thousands of local businesses of all stripes — 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 is a coalition of businesses and individuals that provide goods and services to the state's life sciences companies.

NJLSVA was founded to educate suppliers on trends in industry procurement and public policy that affect their own businesses. It served as the model for PhRMA's national vendor-outreach program.

- **HINJ Economic Impact Report**

Since 1997, HINJ has compiled data on the economic impact on New Jersey of its member companies, and regularly publishes a report of the findings. This report has become a key reference source for policymakers in terms of reinforcing the vital importance of our industry to the state's economy.

- **Mayors Committee on Life Sciences**

No group recognizes the life sciences' significant local socioeconomic impact better than mayors. HINJ and We Work For Health New Jersey in 2010 partnered with the New Jersey State League of Municipalities to create the Mayors Committee on Life Sciences. The Mayors Committee works to educate mayors of municipalities with a life sciences presence about the economic impact of those companies on their local economies.

# NEW JERSEY'S LIFE SCIENCES: BY THE NUMBERS



**3,100** life sciences companies operating in New Jersey <sup>1</sup>

**13** of world's top 20 biopharmaceutical companies maintain a significant presence in New Jersey <sup>2</sup>

**12** of world's top 20 medical technology companies maintain a significant presence in New Jersey <sup>3</sup>

**\$43.3 billion** biopharmaceutical sector's total direct economic impact on New Jersey in 2011 <sup>4</sup>

**\$26.58 billion** reporting HINJ member companies' total economic impact on New Jersey in 2012 <sup>5</sup>

**50,176** reporting HINJ member companies' full-time employees in 2012 <sup>5</sup>

**71,948** reporting HINJ member companies' "spin-off" jobs in 2012 <sup>5</sup>

**14,638** reporting HINJ member companies' contract employees in 2012 <sup>5</sup>

**\$8.67 billion** reporting HINJ member companies' spending by their New Jersey facilities for research and development (R&D) in 2012 <sup>5</sup>

**\$1.76 billion** reporting HINJ member companies' capital spending (new construction, renovation, maintenance and purchases) in 2012 <sup>5</sup>

**\$583 million** reporting HINJ member companies' contributions to New Jersey charities in 2012 <sup>5</sup>

**\$8.11 billion** biopharmaceutical company spending with New Jersey vendors in 2011 <sup>6</sup>

1. Choose New Jersey, "New Jersey: Leading the Way in Life Sciences," April 2013.

2. Pharmaceutical Executive, "The 2013 Pharm Exec Top 50," May 1, 2013.

3. MDDI Medical Device and Diagnostic Industry ([www.mddionline.com](http://www.mddionline.com)), updated to reflect total revenue as of October 17, 2013.

4. Battelle Technology Partnership Practice, The Economic Impact of the U.S. Biopharmaceutical Industry (prepared for PhRMA), July 2013.

5. HINJ 2013 Economic Impact Report.

6. We Work For Health New Jersey ([weworkforhealth.org/state/new-jersey](http://weworkforhealth.org/state/new-jersey)), 2012.



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