

# A Utah Update for the Life Sciences

Utah boasts the most diverse economy in the nation, with strengths in Tech, Engineering, Manufacturing and Distribution. Utah regularly tops rankings for best states for careers, living, health, and quality of life. Utah's location, infrastructure, cost of doing business, and talented labor make it a compelling choice for life sciences companies looking for a site from which to serve the Western U.S.

For more information about Utah, or how EDCUtah can help you expand into the state, please reach out to one of the contacts on the back cover. We would love to talk.



Theresa Foxley, President and CEO  
Economic Development Corporation Of Utah

# Utah's World Class Life Science Industry

Kelvyn Cullimore was named president and CEO of BioUtah in September 2018, after having cofounded medical device manufacturer Dynatronics Corporation. We caught up with him recently to talk about what's happening in the Utah life sciences industry. For more information, visit [bioutah.org](http://bioutah.org).



## What's the scope of Utah's life sciences industry, especially when seen in a national context?

There are approximately 600 manufacturing, pharmaceutical, and research companies based here, as well as another 300 to 400 companies in distribution and related fields. **This represents a direct workforce of 43,000.**

Nationally the top tier life sciences markets are generally believed to be Boston, San Diego, the Bay Area, Minneapolis, and North Carolina's Research Triangle. The Wasatch Front is solidly in the second tier of the industry, along with places like Seattle, Austin, Atlanta, and Chicago.

**What's notable is we are the fastest-growing in terms of job growth.** From 2012 to 2016 we led the nation, and there's no sign of that pace letting up. You can see this at the individual company level, with big expansions taking place in the Utah operations of Stryker, Polarity, BD, and Merit Medical, to name a few.

## Utah has long been known as a hot bed for medical device companies. What's happening in this space?

Here in Utah, Becton Dickinson manufactures about 35-40 percent of the safety peripheral IV catheters used worldwide. Merit Medical is a billion-dollar,

homegrown company with global operations that's headquartered in the city of South Jordan. Edwards Lifesciences' operations in Draper have expanded several times in the last decade. Fresenius has a big operation in Ogden, and GE Healthcare is adding 68 jobs in Logan over the next five years. Stryker came here in 2011 and has expanded to three times its original Utah workforce. All these companies have expanded here because of the benefits of doing business in Utah.

## What about other sub-sections of the industry like pharmaceuticals? How is Utah performing?

One of the largest pharmaceutical companies in the world - Teva Pharmaceutical Industries - has significant operations in Salt Lake City. And Sumitomo, another giant, has invested in Tolero Pharmaceuticals in Lehi. Some really progressive drug development is happening at Recursion Pharmaceuticals in Salt Lake City.

Generic drugs can offer margins nearly as high as drugs under patent, but the manufacturing start-up costs are high and the market can experience shortages as a result. So it caught people's attention in 2018, when Intermountain Healthcare, the Mayo Clinic, and other health systems stood up the Civica Rx non-profit to manufacture generic drugs. Civica has its HQ in Lehi.

**You can't understate the importance of the Huntsman Cancer Institute in Utah's pharmaceutical scene.** The Institute is constantly working on drug development, new protocols, and clinical trials.

I would add diagnostics as another sub-section where we're growing fast. We have recently welcomed Renalytix AI who moved their renal diagnostic operations from NY to Utah.

## What's the role of higher education in Utah's life sciences?

Our universities have been vital in fostering an atmosphere of innovation. BioFire, Recursion, and Myriad are examples of companies that originated in research conducted at the University of Utah. Celebrex and Cox 2 inhibitors are products that arose from Brigham Young University.

BYU and the UofU continue to crank out a lot of intellectual property, and they each have **strong tech transfer departments that are well-connected with industry.** Utah State University is also producing some interesting work in the agricultural and veterinary sciences as well as Biotech. The universities are developing talent too, through the medical school, BioEngineering, and other life sciences departments.

I should also note that Salt Lake Community College, Davis Applied Technology College, and Utah Valley University are doing a great job in expanding the talent pipeline for manufacturing and other technical trades in our industry through the Custom Fit and other programs.

## Where does BioUtah fit in?

A strong and vibrant industry association is an indication of a healthy industry segment. When a company looks at expanding in Utah, we help them to connect to resources. We want to inform the investment community of the opportunities here in Utah.

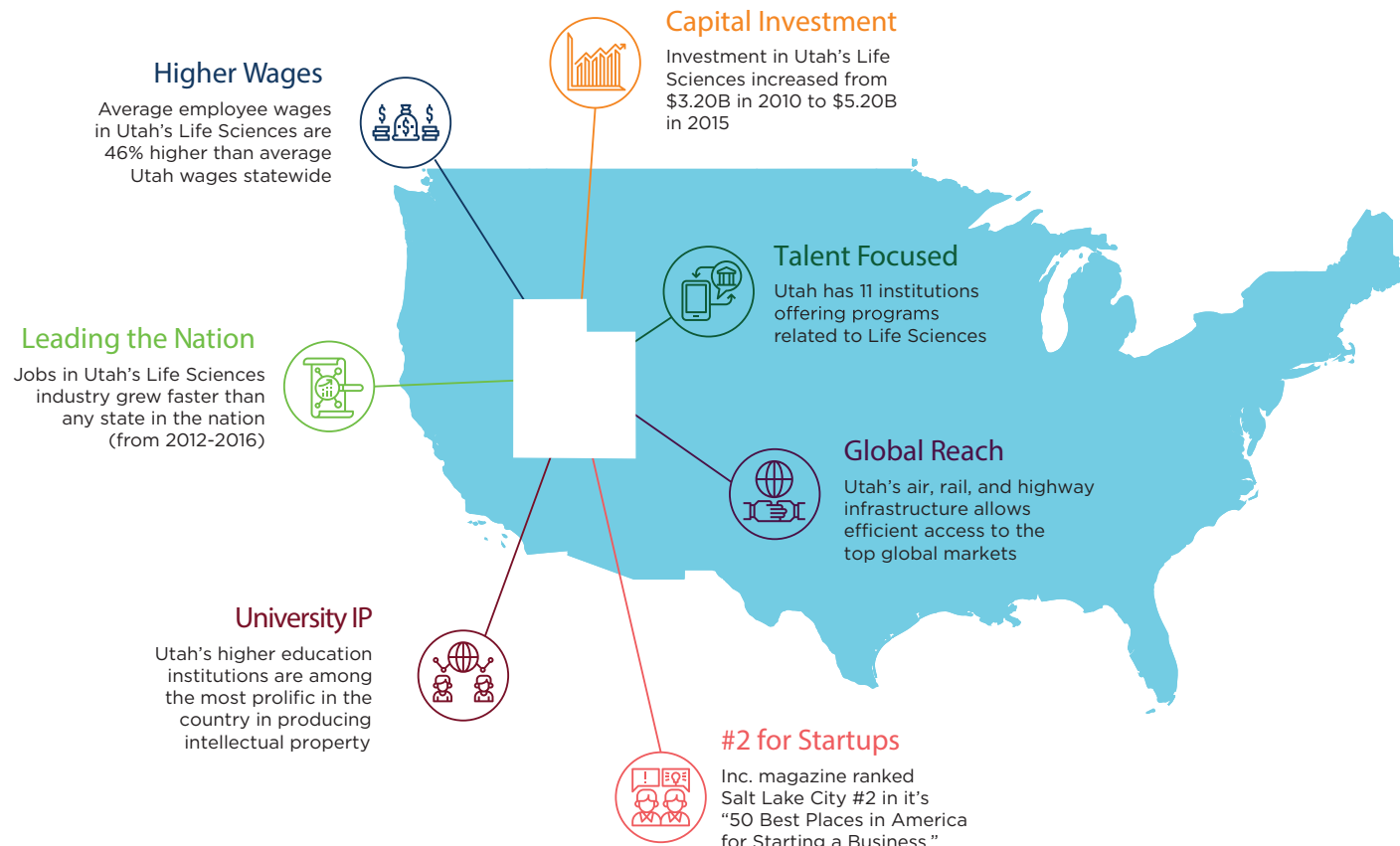
**We're constantly communicating Utah's advantages.** Relatively speaking, this market has cost advantages over any of the top-tier life sciences markets. We have world-class infrastructure in our international airport. Utah is business friendly and has an unmatched quality of life.



# Medical device manufacturing, pharmaceutical, and medical research companies have all found success in Utah

The life sciences have been flourishing in Utah for years. Did you know the first mechanical heart was created at the University of Utah in 1982? Today the companies in the state produce 70% of all arterial and vascular access devices used worldwide.

## Utah's Life Sciences Landscape



Utah's Life Science Landscape infographic: credit BioUtah

Recent Expansions	CAPEX	Jobs	State Incentive	Term
GE Healthcare LS	\$31 million	68	\$254,554	Five years
Merit Medical	\$505 million	1,010	\$17,873,757	Fifteen years
Biomerics	\$38.5 million	380	\$3,004,416	Eight years
Edwards LS	\$27 million	1,072	\$11,500,000	Seven years
Stryker	\$100 million	540	\$3,393,272	Ten years
Pillpack	\$32 million	350	\$410,646	Five years

**Looking for hard data?** We are happy to provide detailed market and cost comparisons of any metropolitan areas of your choosing. We're confident in most cases, on almost every measure, Utah locations offer considerable savings and benefits in terms of real estate, utilities, distribution network, work force, and business friendliness. Contact Jake Berlin at [jberlin@edcutah.org](mailto:jberlin@edcutah.org) if you are interested.

# Want to learn more about Utah?



**Theresa Foxley**  
President & CEO  
tfoxley@edcutah.org  
(801) 328-8857



**Michael Flynn,**  
Chief Operating Officer  
mflynn@edcutah.org  
(801) 328-9742



**Jake Berlin**  
Business Development  
Manager  
jberlin@edcutah.org  
(801) 323-4247

**EDCUtah**  ECONOMIC DEVELOPMENT  
CORPORATION OF UTAH

201 South Main Street, Suite 2150, Salt Lake City, UT 84111 | [edcutah.org](http://edcutah.org)