



# THE ECONOMIC IMPACT OF THE MEDICAL TECHNOLOGY INDUSTRY

A 2021 statistical update on the contributions of the  
industry to national and state economic conditions



**AdvaMed**

Advanced Medical Technology Association

## PROJECT OVERVIEW

The purpose of this report is to provide a comprehensive update to medical technology industry statistics in order to quantify its impact on the U.S. economy. By leveraging data from the U.S. Bureau of Labor Statistics, the U.S. Census Bureau, and the U.S. Bureau of Economic Analysis, the following tables and figures yield a complete overview of the medical technology industry. These data quantify the substantial economic contributions of the industry at the national and state level.

## KEY INDUSTRY STATISTICS

### REVENUES AND COSTS

In 2019, the medical technology industry was responsible for:

- \$148.7 billion in total sales, shipments, and revenues
- \$28.8 billion in total payroll
- \$52.7 billion in total cost of materials
- An economic value-added of \$97.1 billion

In 2017, the top five states in terms of total medical technology revenue were California, Minnesota, Massachusetts, Pennsylvania, and Indiana.

### LABOR

In 2019, the medical technology industry:

- Employed 397,349 people
- Paid employees \$88,096 per year on average, 49% higher than the average across all industries, and higher than a corresponding premium of 18% for all manufacturing jobs

The top five states in terms of total medical technology employment were California, Minnesota, Florida, Indiana, and New York.

### GROWTH RATES

- Between 2014 and 2019, total medical technology employment grew by 4.1%, compared to an increase in overall manufacturing employment of 3.3%
- Between 2014 and 2019, total medical technology sales, shipments, and revenues grew by 2.6%, compared to a decrease in overall manufacturing sales, shipments, and revenues of -2.7%
- When adjusted for inflation, both annual revenues and annual payroll have remained steady over the past decade.

### INDIRECT EFFECTS

Revenues, employment, and earnings in the medical technology provide outsize impacts in their states. On average, in a given state:

- Each \$1.00 in MTI revenues led to an additional \$0.74 in total state revenues
- Each MTI job resulted in an additional 1.42 jobs
- Each \$1.00 in MTI payroll led to an additional \$0.94 in total state payroll

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## SOURCES & METHODOLOGY

### NAICS SUBSECTORS INCLUDED

325413	In-vitro diagnostic substance manufacturing
334510	Electromedical apparatus manufacturing
334517	Irradiation apparatus manufacturing
339112	Surgical and medical instrument manufacturing
339113	Surgical appliance and supplies manufacturing
339114	Dental equipment and supplies manufacturing
339115	Ophthalmic goods manufacturing
339116	Dental laboratories

### NOTES

The labor statistics presented include a combination of figures computed using Annual Survey of Manufacturers (ASM), Economic Census (EC), and Quarterly Census of Employment and Wages (QCEW) data. ASM/EC data is utilized for all national-level medical technology and manufacturing employment counts. QCEW data is used for all state-level figures, average wage calculations, and for counts of total economy-wide U.S. employment.

The establishment size statistics presented were computed from Quarterly Census of Employment and Wages (QCEW) data for the first quarter of 2020.

Indirect revenue, payroll, and employment effects were computed using RIMS II multipliers provided by the Bureau of Economic Analysis. The corresponding state revenues, payrolls, and employment figures used in those calculations were sourced from the 2017 Economic Census, the latest data available providing by-subsector revenues. The multipliers from the BEA use a combination of 2019 and 2012 data and were released in March of 2021.

Where identified, adjusted dollar amounts were calculated using the Consumer Price Index for All Urban Consumers (CPI-U) provided by the U.S. Bureau of Labor Statistics.

### SOURCES

- 2020 Quarterly Census of Employment and Wages – Quarterly Data, U.S. Bureau of Labor Statistics
- 2008-2019 Quarterly Census of Employment and Wages – Annual Averages, U.S. Bureau of Labor Statistics
- 2008-2011, 2013-2016, & 2018-2019 Annual Survey of Manufacturers, U.S. Census Bureau
- 2012 & 2017 Economic Census, U.S. Census Bureau
- RIMS II Multipliers, U.S. Bureau of Economic Analysis

## MTI REVENUES AND EXPENSES

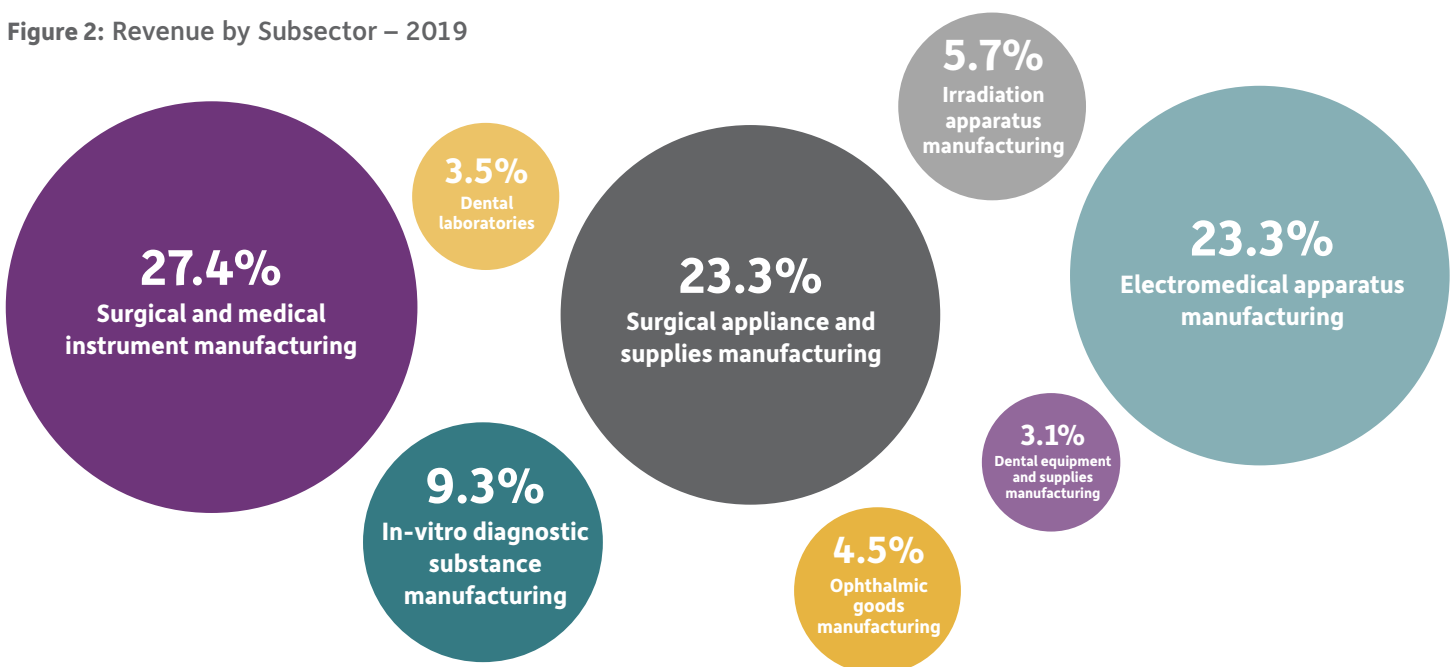
The following figures utilize data from the Annual Survey of Manufacturers & the Economic Census.

### CURRENT DATA

Figure 1: Revenue, Payroll, Costs, and Value Added by Subsector – 2019

Subsector	Share of Total Revenues	Sales, value of shipments, or revenue (\$1,000s)	Annual payroll (\$1,000s)	Total cost of materials (\$1,000s)	Value added (\$1,000s)
Medical technology	---	148,704,806	28,804,609	52,682,254	97,133,592
In-vitro diagnostic substance manufacturing	9.3%	13,823,668	2,666,817	4,999,693	8,973,798
Electromedical apparatus manufacturing	23.3%	34,590,108	6,840,444	13,321,063	21,464,390
Irradiation apparatus manufacturing	5.7%	8,403,052	1,178,801	3,323,882	5,110,397
Surgical and medical instrument manufacturing	27.4%	40,736,615	8,184,035	13,390,538	27,411,242
Surgical appliance and supplies manufacturing	23.3%	34,698,542	5,855,843	12,546,722	22,667,911
Dental equipment and supplies manufacturing	3.1%	4,604,575	913,504	1,353,649	3,252,553
Ophthalmic goods manufacturing	4.5%	6,691,088	1,296,929	2,544,317	4,263,738
Dental laboratories	3.5%	5,157,158	1,868,236	1,202,390	3,989,563

Figure 2: Revenue by Subsector – 2019



## CHANGES OVER TIME

Figure 3: Change in Sales, Value of shipments, and/or Revenue (\$1,000s) – 2014 to 2019

Subsector	2014	2019	Percent Change
<i>Manufacturing</i>	5,889,007,780	5,731,187,355	-2.7%
<b>Medical technology</b>	<b>144,893,842</b>	<b>148,704,806</b>	<b>2.6%</b>
In-vitro diagnostic substance manufacturing	13,088,773	13,823,668	5.6%
Electromedical apparatus manufacturing	28,605,203	34,590,108	20.9%
Irradiation apparatus manufacturing	11,476,608	8,403,052	-26.8%
Surgical and medical instrument manufacturing	38,790,295	40,736,615	5.0%
Surgical appliance and supplies manufacturing	37,125,157	34,698,542	-6.5%
Dental equipment and supplies manufacturing	4,300,123	4,604,575	7.1%
Ophthalmic goods manufacturing	6,600,256	6,691,088	1.4%
Dental laboratories	4,907,427	5,157,158	5.1%

Figure 4: Real Growth in Revenue and Payroll – 2008 to 2019 – Adjusted 2019 Dollars

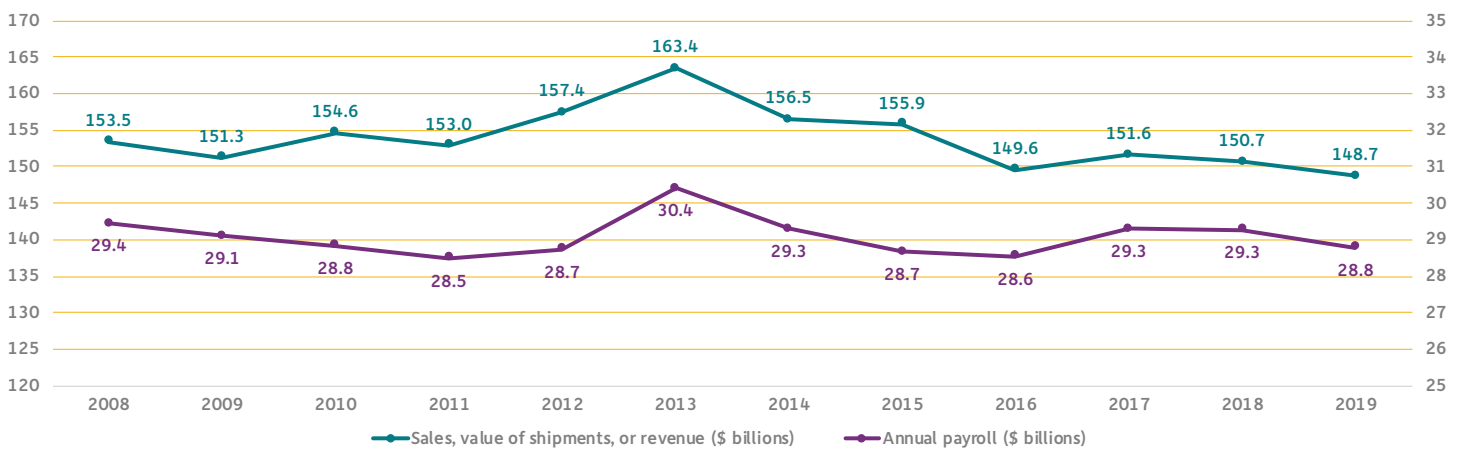


Figure 5: Year-over-Year Change in Revenue and Payroll – 2008 to 2019 – Adjusted 2019 Dollars

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Payroll	29.4	29.1	28.8	28.5	28.7	30.4	29.3	28.7	28.6	29.3	29.3	28.8
YoY % Change		-1.2%	-0.9%	-1.1%	0.8%	5.8%	-3.7%	-2.1%	-0.4%	2.6%	-0.1%	-1.6%
Revenues	153.5	151.3	154.6	153.0	157.4	163.4	156.5	155.9	149.6	151.6	150.7	148.7
YoY % Change		-1.4%	2.2%	-1.1%	2.9%	3.8%	-4.2%	-0.4%	-4.1%	1.4%	-0.6%	-1.3%

## MTI EMPLOYMENT AND COMPENSATION

The following figures utilize data from the Annual Survey of Manufacturers, Economic Census, and Quarterly Census of Employment and Wages.

### NATIONAL LEVEL EMPLOYMENT

Figure 6: Employment and Average Annual Pay by Industry/Subsector – 2019

Industry	Employment	Share of Total Med Tech Employment	Average Annual Pay	Pay Premium vs. National Average
All Industries	126,358,743	---	\$59,202	---
Manufacturing	11,507,413	---	\$69,920	18%
<b>Medical technology</b>	<b>397,349</b>	<b>---</b>	<b>\$88,096</b>	<b>49%</b>
In-vitro diagnostic substance manufacturing	28,077	7.1%	\$106,173	79%
Electromedical apparatus manufacturing	82,365	20.7%	\$121,212	105%
Irradiation apparatus manufacturing	14,090	3.5%	\$110,756	87%
Surgical and medical instrument manufacturing	118,196	29.7%	\$91,016	54%
Surgical appliance and supplies manufacturing	75,116	18.9%	\$80,354	36%
Dental equipment and supplies manufacturing	13,938	3.5%	\$69,020	17%
Ophthalmic goods manufacturing	24,227	6.1%	\$66,503	12%
Dental laboratories	41,340	10.4%	\$46,085	-22%



Figure 7: MTI Pay Premium – 2008 to 2020

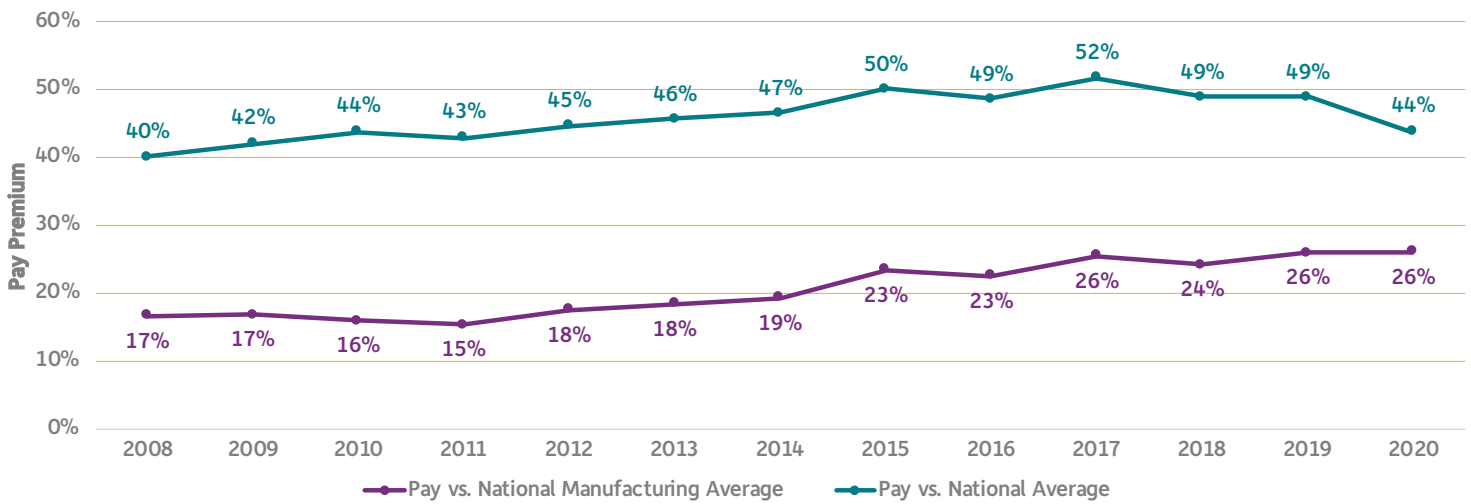


Figure 8: Change in Employment – 2014 to 2019

Subsector	2014	2019	Percent Change
All industries	115,568,686	126,358,743	9.3%
Manufacturing	11,138,398	11,507,413	3.3%
Medical technology	381,534	397,349	4.1%

Figure 9: Medical Technology Industry Employment – 2008 to 2019

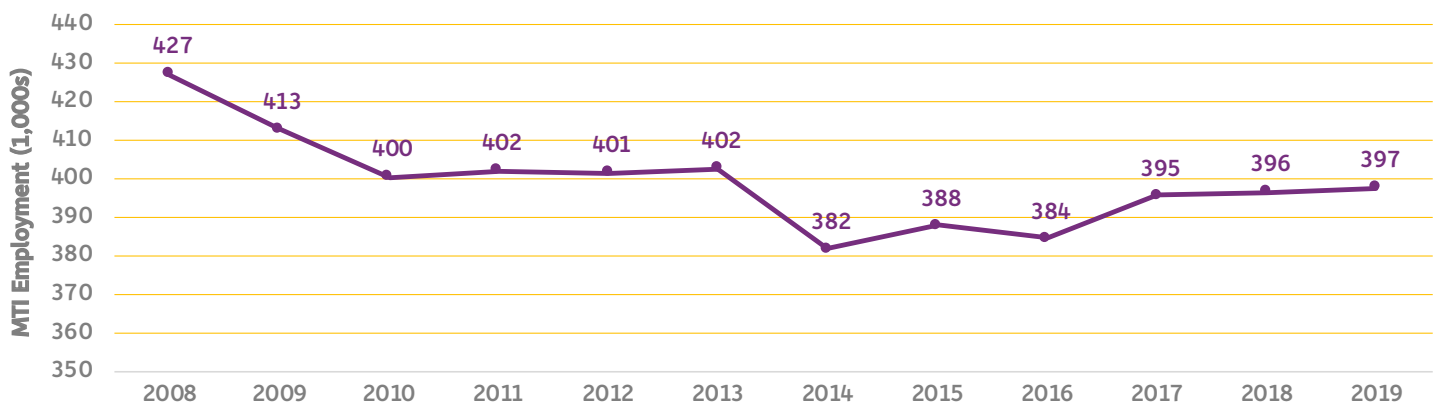
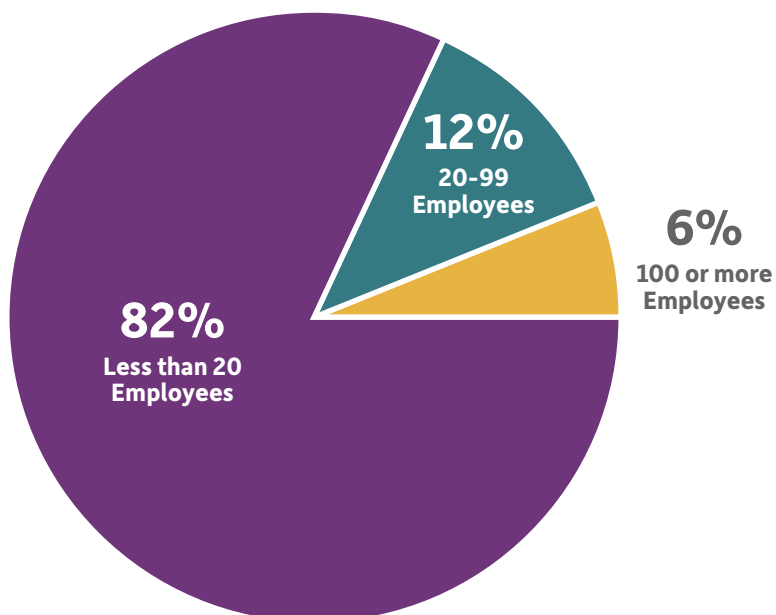


Figure 10: Number of Establishments by Number of Employees and Subsector – 2020

Subsector	Less than 20 Employees	20-99 Employees	100 or More Employees	Total Establishments
<b>Medical technology</b>	<b>12,170</b>	<b>1,832</b>	<b>883</b>	<b>14,885</b>
In-vitro diagnostic substance manufacturing	206	99	54	359
Electromedical apparatus manufacturing	1,304	224	138	1,666
Irradiation apparatus manufacturing	189	54	36	279
Surgical and medical instrument manufacturing	1,933	347	285	2,565
Surgical appliance and supplies manufacturing	2,390	500	232	3,122
Dental equipment and supplies manufacturing	538	93	39	670
Ophthalmic goods manufacturing	464	128	53	645
Dental laboratories	5,146	387	46	5,579

Figure 11: Percentage of MTI Establishments by Number of Employees – 2020



## STATE LEVEL EMPLOYMENT

Figure 12: Employment Statistics by State – 2020

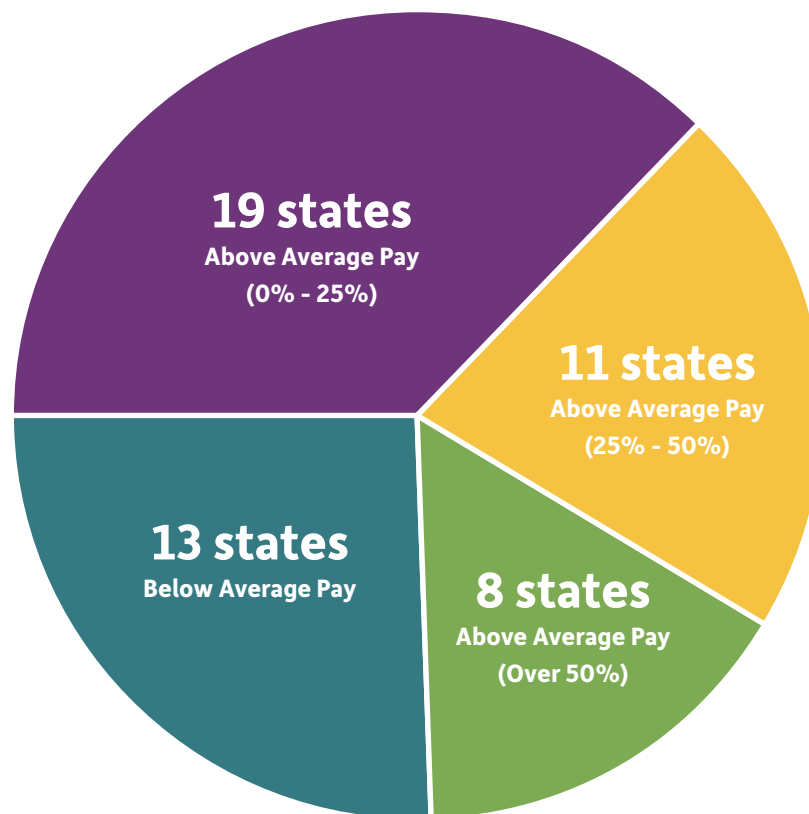
State	Employment	Percent of State Employment	Average Annual Pay	Pay Premium vs. State Average
Alabama	2,990	0.19%	\$50,806	2.2%
Alaska	64	0.03%	\$55,241	-7.4%
Arizona	9,001	0.37%	\$74,410	31.9%
Arkansas	579	0.06%	\$44,162	-6.9%
California	85,886	0.62%	\$118,708	56.3%
Colorado	9,003	0.41%	\$88,476	34.9%
Connecticut	7,124	0.54%	\$79,601	7.1%
Delaware	89	0.02%	\$38,316	-37.5%
Florida	23,873	0.32%	\$76,327	42.9%
Georgia	6,710	0.18%	\$72,719	24.6%
Hawaii	143	0.03%	\$38,324	-28.2%
Idaho	613	0.10%	\$52,226	14.5%
Illinois	12,875	0.27%	\$112,081	72.6%
Indiana	22,878	0.91%	\$77,039	52.1%
Iowa	1,142	0.09%	\$47,713	-4.9%
Kansas	1,370	0.13%	\$54,021	5.5%
Kentucky	1,664	0.11%	\$54,294	10.0%
Louisiana	572	0.04%	\$46,228	-9.1%
Maine	1,292	0.27%	\$80,782	61.3%
Maryland	5,683	0.28%	\$92,828	44.3%
Massachusetts	17,877	0.62%	\$117,800	43.3%
Michigan	11,261	0.33%	\$85,567	49.3%
Minnesota	34,499	1.48%	\$101,011	60.4%
Mississippi	570	0.07%	\$57,166	38.6%
Missouri	2,946	0.13%	\$52,660	-0.6%
Montana	521	0.14%	\$39,791	-12.4%
Nebraska	953	0.12%	\$60,809	22.5%
Nevada	600	0.05%	\$66,579	25.5%
New Hampshire	2,326	0.43%	\$77,261	22.9%
New Jersey	12,346	0.39%	\$118,688	64.4%
New Mexico	601	0.10%	\$47,982	1.7%
New York	15,589	0.22%	\$71,683	-12.6%
North Carolina	7,859	0.22%	\$59,220	7.2%
North Dakota	78	0.02%	\$47,736	-12.8%
Ohio	9,578	0.22%	\$60,687	12.9%
Oklahoma	812	0.07%	\$71,783	49.2%
Oregon	4,356	0.28%	\$58,037	1.6%
Pennsylvania	17,969	0.37%	\$72,203	19.9%

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Rhode Island	1,339	0.35%	\$65,199	14.2%
South Carolina	4,698	0.28%	\$63,483	33.7%
South Dakota	142	0.04%	\$40,794	-14.0%
Tennessee	10,241	0.41%	\$87,906	64.4%
Texas	16,534	0.16%	\$69,905	12.4%
Utah	13,655	1.09%	\$66,455	24.9%
Vermont	593	0.26%	\$54,933	6.3%
Virginia	3,605	0.12%	\$68,914	8.9%
Washington	8,557	0.32%	\$89,273	17.7%
West Virginia	313	0.06%	\$28,138	-39.5%
Wisconsin	11,384	0.48%	\$89,678	72.6%
Wyoming	11	0.01%	\$37,284	-23.2%

Figure 13: MTI Earnings Premium Above State Average – 2020



## INDIRECT STATE EFFECTS OF THE MTI INDUSTRY

The following figures utilize RIMS II multipliers from the Bureau of Economic Analysis and data from the 2017 Economic Census.

Figure 14: Average State-Level Multipliers\*

Subsector	Revenue Multiplier	Jobs Multiplier	Payroll Multiplier
<b>Medical technology</b>	<b>1.74</b>	<b>2.42</b>	<b>1.94</b>
In-vitro diagnostic substance manufacturing	1.72	3.09	2.17
Electromedical apparatus manufacturing	1.53	2.54	1.78
Irradiation apparatus manufacturing	1.78	2.70	1.87
Surgical and medical instrument manufacturing	1.81	2.35	1.87
Surgical appliance and supplies manufacturing	1.81	2.61	2.16
Dental equipment and supplies manufacturing	1.74	2.15	1.93
Ophthalmic goods manufacturing	1.76	2.27	2.09
Dental laboratories	2.05	1.64	1.73

\* Multipliers represent average effect of revenue/jobs/payroll in a given state. Each average is weighted by the relative size of each of the eight MTI subsectors. Estimate does not include inter-state factors, and thus does not represent total indirect effects at the national level.

Figure 15: Top States by MTI Revenues and Estimated Effects

State	Revenue (\$ millions)	Revenue Multiplier	State Revenue Effect (\$ millions)
California	32,647.5	1.73	56,585.7
Minnesota	8,013.3	1.73	13,836.8
Massachusetts	7,651.2	1.63	12,492.1
Pennsylvania	7,610.0	1.76	13,366.4
Indiana	7,551.1	1.79	13,525.0
Texas	6,781.8	1.87	12,682.1
Florida	6,090.8	1.71	10,420.8
Utah	5,924.9	1.75	10,348.7
New Jersey	5,599.3	1.78	9,963.2
New York	5,262.8	1.59	8,372.3

Prepared by

Figure 16: Top States by MTI Payroll and Estimated Effects

State	Payroll (\$ millions)	Payroll Multiplier	State Payroll Effect (\$ millions)
California	6,919.2	1.95	13,463.5
Minnesota	1,889.3	1.91	3,612.8
Massachusetts	1,639.8	1.88	3,088.2
Florida	1,238.9	1.92	2,373.0
Pennsylvania	1,191.8	1.96	2,340.9
New York	1,145.3	1.76	2,013.8
Indiana	1,115.1	1.98	2,210.7
Texas	1,093.1	2.09	2,287.1
Utah	1,085.1	1.90	2,059.9
Wisconsin	985.7	1.82	1,798.4

Figure 17: Top States by MTI Employment and Estimated Effects

State	Jobs (1,000s)	Jobs Multiplier	State Jobs Effect (1,000s)
California	83.6	2.54	212.1
Minnesota	26.5	2.57	68.0
Massachusetts	20.4	2.57	52.5
Florida	19.2	2.37	45.3
New York	18.2	1.95	35.6
Pennsylvania	17.9	2.39	42.9
Indiana	17.0	2.45	41.6
Texas	16.6	2.68	44.4
Utah	15.8	2.32	36.7
Ohio	12.9	2.60	33.6

Figure 18: State-Level Multipliers and Estimated Effects – Medical Technology Industry

State	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
<b>Weighted State Average</b>	<b>143,134.8</b>	<b>1.74</b>	<b>249,111.7</b>	<b>393.6</b>	<b>2.42</b>	<b>951.6</b>	<b>28,051.9</b>	<b>1.94</b>	<b>54,391.9</b>
Alabama	570.3	1.72	980.6	2.6	1.99	5.3	136.5	1.82	248.1
Alaska	12.3	1.50	18.4	0.1	1.32	0.1	3.8	1.45	5.5
Arizona	3,693.1	1.70	6,291.4	10.0	2.32	23.1	792.6	2.01	1,594.0
Arkansas	615.1	1.60	986.3	2.1	1.72	3.6	129.7	1.79	232.1
California	32,647.5	1.73	56,585.7	83.6	2.54	212.1	6,919.2	1.95	13,463.5
Colorado	3,164.7	1.79	5,658.0	6.1	2.28	13.8	473.6	1.91	904.2
Connecticut	3,033.5	1.69	5,137.8	6.2	1.93	12.0	408.8	1.80	734.9
Delaware	196.3	1.45	285.6	0.5	1.73	0.9	35.8	1.62	57.8
Florida	6,090.8	1.71	10,420.8	19.2	2.37	45.3	1,238.9	1.92	2,373.0
Georgia	1,931.4	1.85	3,578.9	7.2	2.54	18.4	474.7	2.13	1,009.8
Hawaii	15.4	1.77	27.3	0.2	1.38	0.2	7.4	1.54	11.3
Idaho	66.8	1.64	109.4	0.4	1.61	0.6	14.9	1.61	23.9
Illinois	3,270.1	1.95	6,376.5	10.2	2.74	28.0	675.7	2.15	1,453.2
Indiana	7,551.1	1.79	13,525.0	17.0	2.45	41.6	1,115.1	1.98	2,210.7
Iowa	159.5	1.62	258.6	0.9	2.04	1.9	37.5	1.65	62.0
Kansas	414.9	1.70	706.8	1.5	1.93	3.0	96.2	1.84	177.4
Kentucky	234.7	1.75	409.8	1.5	1.89	2.8	71.1	1.89	134.3
Louisiana	87.3	1.69	147.3	0.5	1.62	0.8	21.5	1.71	36.7
Maine	269.2	1.59	428.8	0.8	2.28	1.8	47.8	1.90	90.7
Maryland	1,865.5	1.63	3,035.4	3.7	2.32	8.6	272.1	1.90	515.7
Massachusetts	7,651.2	1.63	12,492.1	20.4	2.57	52.5	1,639.8	1.88	3,088.2
Michigan	3,508.1	1.86	6,535.9	9.4	2.66	25.0	657.6	2.05	1,348.0
Minnesota	8,013.3	1.73	13,836.8	26.5	2.57	68.0	1,889.3	1.91	3,612.8

Figure 18: State-Level Multipliers and Estimated Effects – Medical Technology Industry (continued)

State	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Mississippi	170.6	1.63	278.4	0.7	1.72	1.2	34.4	1.73	59.6
Missouri	1,512.3	1.80	2,714.7	4.7	2.30	10.9	270.7	1.87	504.8
Montana	136.5	1.45	198.1	0.5	1.58	0.8	24.9	1.55	38.5
Nebraska	1,716.4	1.66	2,848.2	4.9	1.91	9.4	330.5	1.75	576.9
Nevada	109.1	1.64	179.3	0.6	1.78	1.1	29.9	1.66	49.7
New Hampshire	849.1	1.68	1,426.6	3.8	2.34	8.8	226.2	1.84	416.6
New Jersey	5,599.3	1.78	9,963.2	11.1	2.69	30.0	937.0	2.12	1,984.7
New Mexico	148.2	1.48	219.2	0.5	1.58	0.7	20.6	1.62	33.3
New York	5,262.8	1.59	8,372.3	18.2	1.95	35.6	1,145.3	1.76	2,013.8
North Carolina	2,839.5	1.86	5,292.1	7.9	2.23	17.6	504.2	2.12	1,068.6
North Dakota	6.8	1.63	11.0	0.1	1.38	0.1	2.5	1.45	3.6
Ohio	3,690.3	1.82	6,726.8	12.9	2.60	33.6	785.0	2.02	1,584.8
Oklahoma	270.6	1.63	441.9	1.1	1.83	2.0	54.1	1.71	92.6
Oregon	1,034.9	1.69	1,750.7	4.0	1.96	7.8	262.8	1.83	480.9
Pennsylvania	7,610.0	1.76	13,366.4	17.9	2.39	42.9	1,191.8	1.96	2,340.9
Rhode Island	412.4	1.61	666.0	1.5	2.08	3.1	87.5	1.81	158.3
South Carolina	1,609.7	1.70	2,739.0	3.7	2.30	8.4	227.3	1.89	429.0
South Dakota	792.0	1.49	1,180.3	1.9	1.96	3.7	135.6	1.71	231.4
Tennessee	3,329.5	1.93	6,428.9	8.6	2.87	24.7	612.1	2.19	1,340.5
Texas	6,781.8	1.87	12,682.1	16.6	2.68	44.4	1,093.1	2.09	2,287.1
Utah	5,924.9	1.75	10,348.7	15.8	2.32	36.7	1,085.1	1.90	2,059.9
Vermont	234.4	1.53	358.2	0.7	1.72	1.2	38.9	1.60	62.3
Virginia	1,047.7	1.68	1,762.0	4.5	2.02	9.1	285.4	1.79	510.3
Washington	2,292.4	1.50	3,438.3	8.0	2.06	16.5	484.3	1.68	814.4
West Virginia	229.0	1.47	336.4	0.9	1.71	1.5	36.9	1.70	62.6
Wisconsin	4,461.5	1.69	7,547.6	12.0	2.52	30.2	985.7	1.82	1,798.4
Wyoming	1.1	1.53	1.7	0.0	1.29	0.0	0.4	1.37	0.6

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Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
<b>Weighted State Average</b>	<b>Medical technology</b>	<b>143,135</b>	<b>1.74</b>	<b>249,112</b>	<b>393.6</b>	<b>2.42</b>	<b>951.6</b>	<b>28,051.9</b>	<b>1.94</b>	<b>54,391.9</b>
	In-vitro diagnostic substance manufacturing	13,748.2	1.72	23,680.6	27.6	3.09	85.1	2,535.7	2.17	5,490.6
	Electromedical apparatus manufacturing	32,809.8	1.53	50,318.9	81.4	2.54	206.9	6,571.6	1.78	11,719.0
	Irradiation apparatus manufacturing	8,613.8	1.78	15,295.6	16.6	2.70	44.7	1,480.9	1.87	2,775.2
	Surgical and medical instrument manufacturing	39,014.0	1.81	70,768.6	111.6	2.35	261.9	7,821.9	1.87	14,655.1
	Surgical appliance and supplies manufacturing	33,161.8	1.81	59,905.0	77.7	2.61	202.8	5,704.6	2.16	12,318.9
	Dental equipment and supplies manufacturing	4,653.7	1.74	8,108.8	13.8	2.15	29.8	888.2	1.93	1,716.4
	Ophthalmic goods manufacturing	6,268.9	1.76	11,047.9	21.9	2.27	49.7	1,223.4	2.09	2,557.3
	Dental laboratories	4,864.8	2.05	9,986.3	43.0	1.64	70.7	1,825.7	1.73	3,159.3
<b>Alabama</b>	<b>Medical technology</b>	<b>570.3</b>	<b>1.72</b>	<b>980.6</b>	<b>2.6</b>	<b>1.99</b>	<b>5.3</b>	<b>136.5</b>	<b>1.82</b>	<b>248.1</b>
	Electromedical apparatus manufacturing	70.2	1.42	99.7	0.2	2.60	0.5	14.0	1.61	22.5
	Surgical and medical instrument manufacturing	88.9	1.78	158.1	0.6	2.12	1.2	35.0	1.80	63.0
	Surgical appliance and supplies manufacturing	283.4	1.73	488.9	0.9	2.13	2.0	45.9	2.01	92.1
	Dental equipment and supplies manufacturing	56.9	1.75	99.6	0.2	2.04	0.4	10.9	1.89	20.6
	Dental laboratories	70.9	1.89	134.3	0.8	1.60	1.3	30.7	1.62	49.8
<b>Alaska</b>	<b>Medical technology</b>	<b>12.3</b>	<b>1.50</b>	<b>18.4</b>	<b>0.1</b>	<b>1.32</b>	<b>0.1</b>	<b>3.8</b>	<b>1.45</b>	<b>5.5</b>
	Surgical appliance and supplies manufacturing	4.3	1.35	5.8	0.0	1.49	0.0	0.7	1.54	1.1
	Dental laboratories	7.9	1.59	12.5	0.1	1.30	0.1	3.1	1.43	4.4

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Arizona	<b>Medical technology</b>	<b>3,693.1</b>	<b>1.70</b>	<b>6,291.4</b>	<b>10.0</b>	<b>2.32</b>	<b>23.1</b>	<b>792.6</b>	<b>2.01</b>	<b>1,594.0</b>
	In-vitro diagnostic substance manufacturing	896.0	1.67	1,496.0	1.8	2.70	4.7	166.3	2.09	347.9
	Electromedical apparatus manufacturing	400.7	1.47	589.7	0.9	2.14	2.0	60.0	1.71	102.5
	Surgical and medical instrument manufacturing	462.0	1.77	817.1	2.0	2.07	4.2	138.4	1.85	255.5
	Surgical appliance and supplies manufacturing	1,817.7	1.74	3,156.5	4.1	2.51	10.3	381.7	2.11	804.8
	Dental equipment and supplies manufacturing	3.1	1.74	5.5	0.0	1.93	0.1	1.0	1.94	2.0
	Ophthalmic goods manufacturing	20.8	1.77	36.8	0.1	2.05	0.3	7.0	2.13	14.8
	Dental laboratories	92.7	2.05	190.0	1.0	1.59	1.5	38.3	1.74	66.5
Arkansas	<b>Medical technology</b>	<b>615.1</b>	<b>1.60</b>	<b>986.3</b>	<b>2.1</b>	<b>1.72</b>	<b>3.6</b>	<b>129.7</b>	<b>1.79</b>	<b>232.1</b>
	Electromedical apparatus manufacturing	300.8	1.60	481.4	0.8	1.67	1.2	60.0	1.78	106.7
	Surgical appliance and supplies manufacturing	50.1	1.61	80.5	0.2	2.15	0.5	12.3	1.89	23.2
	Dental equipment and supplies manufacturing	19.5	1.53	29.7	0.1	1.61	0.1	3.7	1.69	6.3
	Ophthalmic goods manufacturing	208.5	1.59	332.5	0.8	1.72	1.3	41.3	1.87	77.0
	Dental laboratories	36.2	1.72	62.2	0.3	1.54	0.5	12.4	1.53	19.1
California	<b>Medical technology</b>	<b>32,647.5</b>	<b>1.73</b>	<b>56,585.7</b>	<b>83.6</b>	<b>2.54</b>	<b>212.1</b>	<b>6,919.2</b>	<b>1.95</b>	<b>13,463.5</b>
	In-vitro diagnostic substance manufacturing	3,646.8	1.75	6,377.6	5.8	3.31	19.3	578.8	2.20	1,272.1
	Electromedical apparatus manufacturing	8,412.6	1.54	12,964.7	21.8	2.63	57.3	1,789.7	1.79	3,210.4
	Irradiation apparatus manufacturing	2,631.2	1.79	4,713.6	4.3	2.61	11.2	369.9	1.89	699.0

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
California (continued)	Surgical and medical instrument manufacturing	7,029.7	1.80	12,627.5	19.4	2.59	50.0	1,844.1	1.86	3,437.8
	Surgical appliance and supplies manufacturing	7,304.8	1.80	13,156.7	15.6	2.69	42.1	1,489.4	2.18	3,246.0
	Dental equipment and supplies manufacturing	1,382.9	1.70	2,357.4	3.2	2.26	7.1	211.2	1.91	402.5
	Ophthalmic goods manufacturing	979.3	1.77	1,738.0	3.9	2.30	9.1	199.3	2.13	424.3
	Dental laboratories	92.7	2.05	190.0	1.0	1.59	1.5	38.3	1.74	66.5
Colorado	<b>Medical technology</b>	<b>3,164.7</b>	<b>1.79</b>	<b>5,658.0</b>	<b>6.1</b>	<b>2.28</b>	<b>13.8</b>	<b>473.6</b>	<b>1.91</b>	<b>904.2</b>
	In-vitro diagnostic substance manufacturing	36.0	1.79	64.4	0.2	3.35	0.6	11.0	2.30	25.2
	Electromedical apparatus manufacturing	338.0	1.54	519.7	1.2	2.76	3.3	100.2	1.81	181.6
	Irradiation apparatus manufacturing	8.8	1.73	15.2	0.1	2.19	0.1	5.5	1.84	10.1
	Surgical and medical instrument manufacturing	2,511.7	1.81	4,550.5	3.0	2.27	6.7	276.6	1.90	526.1
	Surgical appliance and supplies manufacturing	122.2	1.78	217.6	0.5	2.19	1.2	31.8	2.19	69.5
	Dental equipment and supplies manufacturing	44.2	1.70	75.0	0.3	1.77	0.6	15.5	1.93	30.0
	Ophthalmic goods manufacturing	21.1	1.80	38.1	0.1	1.95	0.2	4.8	2.19	10.4
	Dental laboratories	82.6	2.15	177.4	0.7	1.58	1.1	28.3	1.81	51.3
Connecticut	<b>Medical technology</b>	<b>3,033.5</b>	<b>1.69</b>	<b>5,137.8</b>	<b>6.2</b>	<b>1.93</b>	<b>12.0</b>	<b>408.8</b>	<b>1.80</b>	<b>734.9</b>
	Electromedical apparatus manufacturing	299.4	1.47	438.8	0.9	2.07	1.8	68.3	1.70	115.9
	Irradiation apparatus manufacturing	353.5	1.72	609.3	0.7	2.66	1.8	60.7	1.82	110.4
	Surgical and medical instrument manufacturing	2,137.9	1.72	3,671.1	3.2	1.82	5.7	205.1	1.78	364.7

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Connecticut (continued)	Surgical appliance and supplies manufacturing	144.2	1.72	247.9	0.8	1.96	1.5	38.8	2.06	80.2
	Dental equipment and supplies manufacturing	57.5	1.64	94.5	0.4	1.66	0.6	18.6	1.83	34.0
	Ophthalmic goods manufacturing	14.2	1.71	24.3	0.1	1.69	0.1	3.2	2.04	6.5
	Dental laboratories	26.8	1.93	51.8	0.3	1.40	0.4	14.0	1.66	23.3
Delaware	<b>Medical technology</b>	<b>196.3</b>	<b>1.45</b>	<b>285.6</b>	<b>0.5</b>	<b>1.73</b>	<b>0.9</b>	<b>35.8</b>	<b>1.62</b>	<b>57.8</b>
	Electromedical apparatus manufacturing	24.1	1.33	31.9	0.1	1.85	0.1	4.8	1.48	7.1
	Surgical appliance and supplies manufacturing	162.8	1.46	237.7	0.4	1.79	0.7	27.4	1.65	45.3
	Dental laboratories	9.5	1.68	16.0	0.1	1.36	0.1	3.6	1.49	5.3
Florida	<b>Medical technology</b>	<b>6,090.8</b>	<b>1.71</b>	<b>10,420.8</b>	<b>19.2</b>	<b>2.37</b>	<b>45.3</b>	<b>1,238.9</b>	<b>1.92</b>	<b>2,373.0</b>
	In-vitro diagnostic substance manufacturing	86.8	1.66	144.3	0.2	2.82	0.6	13.2	2.11	28.0
	Electromedical apparatus manufacturing	1,004.3	1.47	1,480.0	2.9	2.38	6.9	223.0	1.72	383.5
	Irradiation apparatus manufacturing	106.9	1.65	176.9	0.5	2.93	1.4	34.3	1.77	60.8
	Surgical and medical instrument manufacturing	1,760.9	1.75	3,077.4	6.4	2.40	15.3	399.3	1.83	731.4
	Surgical appliance and supplies manufacturing	1,076.5	1.74	1,875.2	3.7	2.32	8.6	208.3	2.12	441.7
	Dental equipment and supplies manufacturing	19.0	1.65	31.4	0.1	2.34	0.3	6.0	1.86	11.1
	Ophthalmic goods manufacturing	1,802.2	1.75	3,149.3	3.0	2.63	7.9	261.3	2.11	551.7
Dental laboratories	234.3	2.08	486.4	2.4	1.86	4.5	93.6	1.76	164.8	

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Georgia	<b>Medical technology</b>	<b>1,931.4</b>	<b>1.85</b>	<b>3,578.9</b>	<b>7.2</b>	<b>2.54</b>	<b>18.4</b>	<b>474.7</b>	<b>2.13</b>	<b>1,009.8</b>
	In-vitro diagnostic substance manufacturing	306.7	1.79	550.4	0.6	3.72	2.2	56.9	2.32	131.8
	Electromedical apparatus manufacturing	164.6	1.57	258.0	0.7	2.31	1.5	49.2	1.84	90.7
	Irradiation apparatus manufacturing	31.8	1.77	56.3	0.1	3.15	0.2	5.5	1.88	10.2
	Surgical and medical instrument manufacturing	92.7	1.94	179.7	0.5	2.88	1.3	26.0	2.00	52.1
	Surgical appliance and supplies manufacturing	785.6	1.89	1,487.8	2.5	2.64	6.7	144.7	2.28	330.4
	Dental equipment and supplies manufacturing	24.2	1.75	42.3	0.2	2.09	0.3	7.0	1.98	13.8
	Ophthalmic goods manufacturing	374.2	1.82	681.2	1.4	2.68	3.8	128.1	2.16	277.0
	Dental laboratories	151.6	2.13	323.2	1.4	1.73	2.4	57.4	1.81	103.7
Hawaii	<b>Medical technology</b>	<b>15.4</b>	<b>1.77</b>	<b>27.3</b>	<b>0.2</b>	<b>1.38</b>	<b>0.2</b>	<b>7.4</b>	<b>1.54</b>	<b>11.3</b>
	Dental laboratories	15.4	1.77	27.3	0.2	1.38	0.2	7.4	1.54	11.3
Idaho	<b>Medical technology</b>	<b>66.8</b>	<b>1.64</b>	<b>109.4</b>	<b>0.4</b>	<b>1.61</b>	<b>0.6</b>	<b>14.9</b>	<b>1.61</b>	<b>23.9</b>
	Surgical appliance and supplies manufacturing	37.3	1.53	57.3	0.1	2.08	0.2	3.1	1.79	5.5
	Dental equipment and supplies manufacturing	1.6	1.58	2.6	0.0	1.70	0.0	0.3	1.73	0.5
	Dental laboratories	27.8	1.78	49.6	0.3	1.46	0.4	11.5	1.55	17.8
Illinois	<b>Medical technology</b>	<b>3,270.1</b>	<b>1.95</b>	<b>6,376.5</b>	<b>10.2</b>	<b>2.74</b>	<b>28.0</b>	<b>675.7</b>	<b>2.15</b>	<b>1,453.2</b>
	In-vitro diagnostic substance manufacturing	384.0	1.95	747.0	0.8	3.08	2.3	71.3	2.49	177.4
	Electromedical apparatus manufacturing	276.1	1.65	454.6	0.6	2.82	1.8	51.5	1.94	100.1

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Illinois (continued)	Irradiation apparatus manufacturing	672.7	1.97	1,327.7	1.4	2.71	3.8	132.5	2.08	276.0
	Surgical and medical instrument manufacturing	704.7	2.04	1,436.5	2.7	3.01	8.0	179.5	2.11	378.0
	Surgical appliance and supplies manufacturing	560.4	1.95	1,095.1	1.8	3.15	5.6	87.8	2.38	209.0
	Dental equipment and supplies manufacturing	442.9	1.86	825.4	1.0	2.54	2.7	74.6	2.11	157.4
	Ophthalmic goods manufacturing	82.4	1.89	155.7	0.5	2.50	1.1	18.1	2.25	40.8
	Dental laboratories	147.0	2.28	334.5	1.5	1.80	2.7	60.4	1.90	114.5
Indiana	<b>Medical technology</b>	<b>7,551.1</b>	<b>1.79</b>	<b>13,525.0</b>	<b>17.0</b>	<b>2.45</b>	<b>41.6</b>	<b>1,115.1</b>	<b>1.98</b>	<b>2,210.7</b>
	In-vitro diagnostic substance manufacturing	1,459.7	1.66	2,416.3	2.9	3.39	9.7	294.5	2.04	599.9
	Electromedical apparatus manufacturing	100.1	1.52	151.9	0.3	2.62	0.7	19.1	1.73	33.1
	Irradiation apparatus manufacturing	20.7	1.80	37.3	0.0	2.58	0.1	3.0	1.87	5.6
	Surgical and medical instrument manufacturing	1,329.3	1.88	2,498.2	8.3	2.05	17.0	420.3	1.90	796.7
	Surgical appliance and supplies manufacturing	4,310.7	1.81	7,809.7	3.8	2.90	11.1	300.4	2.11	634.9
	Dental equipment and supplies manufacturing	58.8	1.73	101.7	0.2	1.95	0.4	14.5	1.89	27.4
	Ophthalmic goods manufacturing	133.4	1.75	233.4	0.5	2.06	1.0	18.9	2.03	38.4
	Dental laboratories	138.3	2.00	276.6	1.1	1.60	1.7	44.3	1.69	74.8

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Iowa	<b>Medical technology</b>	<b>159.5</b>	<b>1.62</b>	<b>258.6</b>	<b>0.9</b>	<b>2.04</b>	<b>1.9</b>	<b>37.5</b>	<b>1.65</b>	<b>62.0</b>
	Surgical and medical instrument manufacturing	53.0	1.63	86.3	0.1	2.46	0.4	6.3	1.66	10.4
	Surgical appliance and supplies manufacturing	43.8	1.56	68.4	0.2	2.54	0.6	11.4	1.80	20.5
	Dental equipment and supplies manufacturing	4.6	1.51	6.9	0.0	2.13	0.0	0.5	1.65	0.9
	Ophthalmic goods manufacturing	17.2	1.58	27.2	0.1	2.20	0.3	3.5	1.81	6.4
	Dental laboratories	40.9	1.71	69.8	0.4	1.57	0.7	15.8	1.51	23.9
Kansas	<b>Medical technology</b>	<b>414.9</b>	<b>1.70</b>	<b>706.8</b>	<b>1.5</b>	<b>1.93</b>	<b>3.0</b>	<b>96.2</b>	<b>1.84</b>	<b>177.4</b>
	In-vitro diagnostic substance manufacturing	192.0	1.72	329.5	0.4	2.56	1.0	35.6	2.07	73.6
	Electromedical apparatus manufacturing	10.0	1.43	14.3	0.0	2.54	0.1	2.1	1.62	3.3
	Surgical and medical instrument manufacturing	32.4	1.68	54.5	0.1	1.88	0.2	6.3	1.71	10.7
	Surgical appliance and supplies manufacturing	64.8	1.63	105.4	0.3	1.81	0.5	14.4	1.88	27.2
	Ophthalmic goods manufacturing	48.7	1.62	78.8	0.2	1.78	0.3	9.6	1.85	17.8
	Dental laboratories	67.1	1.85	124.4	0.6	1.62	0.9	28.2	1.59	44.7
Kentucky	<b>Medical technology</b>	<b>234.7</b>	<b>1.75</b>	<b>409.8</b>	<b>1.5</b>	<b>1.89</b>	<b>2.8</b>	<b>71.1</b>	<b>1.89</b>	<b>134.3</b>
	Surgical and medical instrument manufacturing	10.2	1.78	18.2	0.1	2.75	0.2	4.8	1.79	8.6
	Surgical appliance and supplies manufacturing	120.4	1.73	208.6	0.6	1.99	1.1	34.0	1.99	67.6
	Dental equipment and supplies manufacturing	9.0	1.68	15.1	0.1	1.96	0.1	2.2	1.82	4.0
	Ophthalmic goods manufacturing	62.2	1.68	104.2	0.4	1.88	0.8	16.7	1.91	32.0
	Dental laboratories	32.9	1.93	63.7	0.4	1.55	0.5	13.5	1.64	22.1

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Louisiana	<b>Medical technology</b>	<b>87.3</b>	<b>1.69</b>	<b>147.3</b>	<b>0.5</b>	<b>1.62</b>	<b>0.8</b>	<b>21.5</b>	<b>1.71</b>	<b>36.7</b>
	Electromedical apparatus manufacturing	2.9	1.39	4.0	0.0	2.52	0.1	1.2	1.58	2.0
	Surgical appliance and supplies manufacturing	49.9	1.64	81.9	0.1	1.86	0.2	6.4	1.92	12.3
	Dental equipment and supplies manufacturing	3.3	1.60	5.2	0.0	1.69	0.0	0.6	1.77	1.1
	Ophthalmic goods manufacturing	4.4	1.61	7.2	0.0	1.81	0.0	1.1	1.87	2.1
	Dental laboratories	26.8	1.83	49.0	0.3	1.45	0.4	12.2	1.59	19.3
Maine	<b>Medical technology</b>	<b>269.2</b>	<b>1.59</b>	<b>428.8</b>	<b>0.8</b>	<b>2.28</b>	<b>1.8</b>	<b>47.8</b>	<b>1.90</b>	<b>90.7</b>
	In-vitro diagnostic substance manufacturing	193.4	1.60	309.6	0.4	2.70	1.1	28.9	1.98	57.1
	Electromedical apparatus manufacturing	16.8	1.39	23.4	0.1	2.02	0.1	4.8	1.64	7.9
	Surgical appliance and supplies manufacturing	33.5	1.58	53.0	0.1	1.92	0.3	7.0	1.90	13.3
	Ophthalmic goods manufacturing	16.7	1.61	26.9	0.1	1.77	0.1	3.3	1.92	6.3
	Dental laboratories	8.8	1.79	15.8	0.1	1.51	0.2	3.8	1.59	6.1
Maryland	<b>Medical technology</b>	<b>1,865.5</b>	<b>1.63</b>	<b>3,035.4</b>	<b>3.7</b>	<b>2.32</b>	<b>8.6</b>	<b>272.1</b>	<b>1.90</b>	<b>515.7</b>
	In-vitro diagnostic substance manufacturing	859.1	1.66	1,422.0	1.7	2.96	5.0	152.8	2.05	312.5
	Electromedical apparatus manufacturing	70.2	1.39	97.5	0.2	2.35	0.4	14.0	1.60	22.4
	Surgical and medical instrument manufacturing	832.4	1.62	1,344.4	1.1	1.77	2.0	72.2	1.70	122.9
	Surgical appliance and supplies manufacturing	31.5	1.57	49.6	0.2	2.18	0.4	9.7	1.88	18.3
	Dental equipment and supplies manufacturing	23.6	1.53	36.1	0.1	1.90	0.2	5.7	1.73	9.8
	Ophthalmic goods manufacturing	14.3	1.59	22.6	0.1	1.64	0.1	3.7	1.88	6.9
	Dental laboratories	34.3	1.85	63.3	0.4	1.41	0.5	14.1	1.63	23.0

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Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Massachusetts	<b>Medical technology</b>	<b>7,651.2</b>	<b>1.63</b>	<b>12,492.1</b>	<b>20.4</b>	<b>2.57</b>	<b>52.5</b>	<b>1,639.8</b>	<b>1.88</b>	<b>3,088.2</b>
	In-vitro diagnostic substance manufacturing	764.9	1.73	1,322.3	2.4	3.22	7.6	212.5	2.20	468.5
	Electromedical apparatus manufacturing	3,455.4	1.49	5,144.0	7.7	2.53	19.4	703.5	1.77	1,248.7
	Irradiation apparatus manufacturing	750.4	1.71	1,284.3	1.7	2.67	4.5	153.7	1.86	286.0
	Surgical and medical instrument manufacturing	2,107.5	1.77	3,721.0	5.8	2.53	14.6	414.6	1.87	774.0
	Surgical appliance and supplies manufacturing	211.7	1.74	367.7	1.0	2.71	2.6	55.2	2.15	118.7
	Dental equipment and supplies manufacturing	61.8	1.66	102.4	0.3	2.20	0.6	18.1	1.89	34.3
	Ophthalmic goods manufacturing	175.5	1.74	306.1	0.8	2.27	1.7	40.9	2.13	87.1
Dental laboratories	124.0	1.97	244.3	0.9	1.62	1.4	41.1	1.72	70.8	
Michigan	<b>Medical technology</b>	<b>3,508.1</b>	<b>1.86</b>	<b>6,535.9</b>	<b>9.4</b>	<b>2.66</b>	<b>25.0</b>	<b>657.6</b>	<b>2.05</b>	<b>1,348.0</b>
	In-vitro diagnostic substance manufacturing	225.7	1.73	390.5	0.4	3.64	1.5	33.6	2.18	73.5
	Electromedical apparatus manufacturing	73.9	1.55	114.3	0.9	2.46	2.1	89.9	1.80	161.8
	Surgical and medical instrument manufacturing	1,639.1	1.89	3,102.3	2.7	2.41	6.6	165.5	1.94	320.9
	Surgical appliance and supplies manufacturing	1,308.3	1.86	2,431.6	3.6	3.17	11.3	288.1	2.23	642.1
	Dental equipment and supplies manufacturing	64.4	1.75	113.1	0.2	2.37	0.5	12.5	1.95	24.5
	Ophthalmic goods manufacturing	74.2	1.81	134.5	0.4	2.42	1.0	17.6	2.16	37.9
	Dental laboratories	122.5	2.04	249.6	1.2	1.69	2.1	50.4	1.73	87.3

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Minnesota	<b>Medical technology</b>	<b>8,013.3</b>	<b>1.73</b>	<b>13,836.8</b>	<b>26.5</b>	<b>2.57</b>	<b>68.0</b>	<b>1,889.3</b>	<b>1.91</b>	<b>3,612.8</b>
	In-vitro diagnostic substance manufacturing	358.2	1.75	628.2	0.9	3.53	3.2	72.7	2.22	161.6
	Electromedical apparatus manufacturing	3,027.0	1.54	4,670.1	11.2	2.77	31.0	847.5	1.81	1,532.2
	Surgical and medical instrument manufacturing	3,164.2	1.86	5,881.6	9.1	2.41	22.0	629.5	1.92	1,208.0
	Surgical appliance and supplies manufacturing	1,070.0	1.81	1,935.7	3.0	2.60	7.7	234.3	2.17	508.5
	Dental equipment and supplies manufacturing	5.5	1.73	9.5	0.0	1.73	0.1	1.1	1.94	2.1
	Ophthalmic goods manufacturing	281.7	1.76	497.1	1.1	2.03	2.3	57.3	2.09	119.7
Dental laboratories	106.7	2.01	214.7	1.1	1.58	1.7	47.0	1.72	80.8	
Mississippi	<b>Medical technology</b>	<b>170.6</b>	<b>1.63</b>	<b>278.4</b>	<b>0.7</b>	<b>1.72</b>	<b>1.2</b>	<b>34.4</b>	<b>1.73</b>	<b>59.6</b>
	Irradiation apparatus manufacturing	3.2	1.62	5.1	0.0	1.76	0.0	0.6	1.75	1.0
	Surgical and medical instrument manufacturing	96.5	1.63	157.2	0.3	1.80	0.5	11.5	1.67	19.2
	Surgical appliance and supplies manufacturing	35.9	1.60	57.5	0.2	1.84	0.3	12.8	1.86	23.7
	Ophthalmic goods manufacturing	16.7	1.58	26.3	0.1	1.72	0.1	3.3	1.82	6.0
	Dental laboratories	18.4	1.75	32.3	0.2	1.47	0.2	6.2	1.54	9.6
Missouri	<b>Medical technology</b>	<b>1,512.3</b>	<b>1.80</b>	<b>2,714.7</b>	<b>4.7</b>	<b>2.30</b>	<b>10.9</b>	<b>270.7</b>	<b>1.87</b>	<b>504.8</b>
	In-vitro diagnostic substance manufacturing	35.7	1.79	64.0	0.1	3.38	0.4	6.9	2.24	15.5
	Electromedical apparatus manufacturing	22.9	1.51	34.8	0.1	2.80	0.3	5.3	1.75	9.3
	Surgical and medical instrument manufacturing	1,069.0	1.79	1,912.8	2.7	2.37	6.4	169.6	1.83	310.2
	Surgical appliance and supplies manufacturing	126.6	1.76	223.0	0.5	2.53	1.2	23.7	2.09	49.5

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Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Missouri (continued)	Dental equipment and supplies manufacturing	120.5	1.75	211.2	0.4	2.16	0.8	23.3	1.92	44.7
	Ophthalmic goods manufacturing	48.7	1.77	86.3	0.2	2.50	0.4	9.6	2.08	20.0
	Dental laboratories	89.0	2.05	182.7	0.8	1.75	1.4	32.3	1.72	55.5
Montana	<b>Medical technology</b>	<b>136.5</b>	<b>1.45</b>	<b>198.1</b>	<b>0.5</b>	<b>1.58</b>	<b>0.8</b>	<b>24.9</b>	<b>1.55</b>	<b>38.5</b>
	Electromedical apparatus manufacturing	9.4	1.28	12.1	0.0	1.76	0.1	3.6	1.42	5.2
	Surgical and medical instrument manufacturing	14.4	1.47	21.1	0.0	1.67	0.1	2.3	1.53	3.5
	Surgical appliance and supplies manufacturing	43.4	1.45	63.1	0.1	1.71	0.2	3.4	1.69	5.8
	Dental equipment and supplies manufacturing	56.9	1.42	80.5	0.2	1.55	0.3	10.9	1.56	17.0
	Dental laboratories	12.5	1.70	21.3	0.1	1.40	0.2	4.7	1.50	7.0
Nebraska	<b>Medical technology</b>	<b>1,716.4</b>	<b>1.66</b>	<b>2,848.2</b>	<b>4.9</b>	<b>1.91</b>	<b>9.4</b>	<b>330.5</b>	<b>1.75</b>	<b>576.9</b>
	Surgical and medical instrument manufacturing	1,335.0	1.67	2,228.1	3.8	1.86	7.0	258.8	1.72	443.9
	Surgical appliance and supplies manufacturing	325.5	1.61	524.2	0.8	2.25	1.7	54.8	1.90	103.8
	Ophthalmic goods manufacturing	29.0	1.64	47.6	0.2	1.88	0.3	6.9	1.93	13.2
	Dental laboratories	26.9	1.79	48.3	0.2	1.53	0.4	10.2	1.57	16.0
Nevada	<b>Medical technology</b>	<b>109.1</b>	<b>1.64</b>	<b>179.3</b>	<b>0.6</b>	<b>1.78</b>	<b>1.1</b>	<b>29.9</b>	<b>1.66</b>	<b>49.7</b>
	Electromedical apparatus manufacturing	3.5	1.40	5.0	0.1	2.32	0.1	1.5	1.60	2.3
	Surgical and medical instrument manufacturing	21.4	1.56	33.3	0.1	1.85	0.1	4.1	1.62	6.7
	Surgical appliance and supplies manufacturing	33.0	1.52	50.3	0.1	2.21	0.2	5.5	1.78	9.9

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Nevada (continued)	Ophthalmic goods manufacturing	14.0	1.52	21.2	0.1	1.67	0.2	5.1	1.74	8.9
	Dental laboratories	37.2	1.87	69.6	0.3	1.61	0.5	13.7	1.60	21.9
New Hampshire	<b>Medical technology</b>	<b>849.1</b>	<b>1.68</b>	<b>1,426.6</b>	<b>3.8</b>	<b>2.34</b>	<b>8.8</b>	<b>226.2</b>	<b>1.84</b>	<b>416.6</b>
	Electromedical apparatus manufacturing	50.3	1.43	71.8	0.2	2.31	0.4	15.2	1.68	25.6
	Irradiation apparatus manufacturing	92.8	1.69	156.9	0.2	2.28	0.4	15.9	1.79	28.5
	Surgical and medical instrument manufacturing	491.2	1.69	831.0	2.5	2.28	5.6	142.2	1.79	254.9
	Surgical appliance and supplies manufacturing	197.0	1.70	334.9	0.8	2.69	2.1	46.5	2.09	97.0
	Dental equipment and supplies manufacturing	3.3	1.62	5.3	0.0	2.20	0.0	0.6	1.83	1.1
	Dental laboratories	14.7	1.82	26.8	0.1	1.59	0.2	5.8	1.63	9.4
New Jersey	<b>Medical technology</b>	<b>5,599.3</b>	<b>1.78</b>	<b>9,963.2</b>	<b>11.1</b>	<b>2.69</b>	<b>30.0</b>	<b>937.0</b>	<b>2.12</b>	<b>1,984.7</b>
	In-vitro diagnostic substance manufacturing	537.9	1.80	969.1	1.4	3.56	4.9	130.6	2.33	304.0
	Electromedical apparatus manufacturing	1,188.7	1.55	1,836.8	2.0	2.43	4.7	164.9	1.81	298.1
	Surgical and medical instrument manufacturing	439.4	1.86	817.8	1.7	2.70	4.5	100.2	1.94	194.1
	Surgical appliance and supplies manufacturing	2,898.8	1.84	5,331.2	4.2	2.92	12.2	440.0	2.25	988.8
	Dental equipment and supplies manufacturing	103.3	1.79	184.8	0.4	2.10	0.9	29.3	2.01	58.7
	Ophthalmic goods manufacturing	323.9	1.84	594.4	0.7	1.89	1.3	26.7	2.22	59.3
	Dental laboratories	107.3	2.13	229.1	0.9	1.72	1.5	45.2	1.80	81.6

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
New Mexico	Medical technology	148.2	1.48	219.2	0.5	1.58	0.7	20.6	1.62	33.3
	Surgical appliance and supplies manufacturing	111.5	1.45	162.0	0.3	1.70	0.4	11.0	1.70	18.7
	Dental equipment and supplies manufacturing	19.5	1.46	28.5	0.1	1.58	0.1	3.7	1.60	6.0
	Dental laboratories	17.2	1.67	28.7	0.2	1.39	0.2	5.9	1.48	8.7
New York	<b>Medical technology</b>	<b>5,262.8</b>	<b>1.59</b>	<b>8,372.3</b>	<b>18.2</b>	<b>1.95</b>	<b>35.6</b>	<b>1,145.3</b>	<b>1.76</b>	<b>2,013.8</b>
	In-vitro diagnostic substance manufacturing	1,262.6	1.65	2,081.7	2.4	2.27	5.6	197.2	2.04	403.1
	Electromedical apparatus manufacturing	1,330.8	1.42	1,892.0	3.6	1.97	7.1	257.7	1.60	412.4
	Irradiation apparatus manufacturing	43.3	1.60	69.1	0.1	2.10	0.2	9.5	1.65	15.6
	Surgical and medical instrument manufacturing	1,154.5	1.62	1,871.4	4.7	1.91	9.0	290.7	1.65	479.1
	Surgical appliance and supplies manufacturing	592.8	1.62	962.7	2.6	2.04	5.3	138.3	1.89	261.1
	Dental equipment and supplies manufacturing	291.8	1.61	470.1	0.6	1.95	1.2	30.9	1.73	53.6
	Ophthalmic goods manufacturing	357.7	1.64	587.2	1.8	2.04	3.7	119.0	1.89	225.0
	Dental laboratories	229.3	1.91	438.2	2.4	1.54	3.7	102.0	1.61	163.8
North Carolina	<b>Medical technology</b>	<b>2,839.5</b>	<b>1.86</b>	<b>5,292.1</b>	<b>7.9</b>	<b>2.23</b>	<b>17.6</b>	<b>504.2</b>	<b>2.12</b>	<b>1,068.6</b>
	In-vitro diagnostic substance manufacturing	896.0	1.82	1,628.6	1.8	2.88	5.0	166.3	2.29	380.7
	Electromedical apparatus manufacturing	88.6	1.55	137.2	0.2	2.24	0.5	17.7	1.81	32.0
	Surgical and medical instrument manufacturing	813.3	1.92	1,557.5	2.3	2.10	4.7	129.8	1.97	255.5
	Surgical appliance and supplies manufacturing	738.9	1.88	1,390.4	1.7	2.15	3.8	99.8	2.26	226.0

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
North Carolina (continued)	Dental equipment and supplies manufacturing	126.6	1.78	225.6	0.4	2.21	0.9	28.8	1.99	57.2
	Ophthalmic goods manufacturing	72.4	1.83	132.8	0.4	2.24	1.0	16.4	2.19	35.8
	Dental laboratories	103.7	2.12	220.0	1.1	1.61	1.7	45.6	1.79	81.4
North Dakota	<b>Medical technology</b>	<b>6.8</b>	<b>1.63</b>	<b>11.0</b>	<b>0.1</b>	<b>1.38</b>	<b>0.1</b>	<b>2.5</b>	<b>1.45</b>	<b>3.6</b>
	Dental laboratories	6.8	1.63	11.0	0.1	1.38	0.1	2.5	1.45	3.6
Ohio	<b>Medical technology</b>	<b>3,690.3</b>	<b>1.82</b>	<b>6,726.8</b>	<b>12.9</b>	<b>2.60</b>	<b>33.6</b>	<b>785.0</b>	<b>2.02</b>	<b>1,584.8</b>
	In-vitro diagnostic substance manufacturing	36.4	1.72	62.5	0.1	2.73	0.2	6.7	2.16	14.6
	Electromedical apparatus manufacturing	1,063.4	1.59	1,691.5	2.9	2.73	8.0	236.7	1.84	435.6
	Irradiation apparatus manufacturing	227.3	1.87	424.4	0.8	2.80	2.1	32.0	1.94	62.0
	Surgical and medical instrument manufacturing	698.1	1.96	1,368.0	2.5	2.68	6.8	171.0	1.99	339.5
	Surgical appliance and supplies manufacturing	1,170.4	1.91	2,238.2	4.1	2.66	11.0	233.0	2.26	526.4
	Dental equipment and supplies manufacturing	90.9	1.89	172.1	0.4	2.43	0.9	19.1	2.06	39.5
	Ophthalmic goods manufacturing	290.7	1.83	531.0	1.1	2.57	2.7	40.1	2.14	85.7
	Dental laboratories	113.2	2.11	239.1	1.1	1.79	2.0	46.4	1.76	81.6
Oklahoma	<b>Medical technology</b>	<b>270.6</b>	<b>1.63</b>	<b>441.9</b>	<b>1.1</b>	<b>1.83</b>	<b>2.0</b>	<b>54.1</b>	<b>1.71</b>	<b>92.6</b>
	Electromedical apparatus manufacturing	24.1	1.41	33.8	0.1	2.14	0.1	4.8	1.62	7.8
	Surgical and medical instrument manufacturing	178.0	1.64	292.6	0.6	1.84	1.1	32.5	1.71	55.5
	Surgical appliance and supplies manufacturing	37.3	1.62	60.5	0.1	2.28	0.3	5.9	1.92	11.4

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Oklahoma (continued)	Dental equipment and supplies manufacturing	3.6	1.56	5.6	0.0	1.68	0.0	0.5	1.75	0.9
	Ophthalmic goods manufacturing	6.7	1.59	10.6	0.0	1.74	0.0	1.1	1.87	2.0
	Dental laboratories	21.0	1.85	38.8	0.2	1.47	0.4	9.3	1.62	15.0
Oregon	<b>Medical technology</b>	<b>1,034.9</b>	<b>1.69</b>	<b>1,750.7</b>	<b>4.0</b>	<b>1.96</b>	<b>7.8</b>	<b>262.8</b>	<b>1.83</b>	<b>480.9</b>
	In-vitro diagnostic substance manufacturing	30.7	1.61	49.5	0.1	2.50	0.2	5.7	2.02	11.5
	Electromedical apparatus manufacturing	96.4	1.47	141.9	0.3	2.00	0.7	27.2	1.71	46.5
	Surgical and medical instrument manufacturing	260.0	1.72	446.3	0.7	2.21	1.5	44.0	1.78	78.3
	Surgical appliance and supplies manufacturing	130.3	1.71	222.2	0.6	2.19	1.3	31.9	2.04	65.2
	Dental equipment and supplies manufacturing	394.8	1.67	659.1	1.3	1.95	2.5	110.3	1.84	203.3
	Ophthalmic goods manufacturing	37.3	1.70	63.5	0.2	1.97	0.4	7.9	2.03	16.1
	Dental laboratories	85.4	1.97	168.2	0.8	1.56	1.3	35.7	1.68	60.0
Pennsylvania	<b>Medical technology</b>	<b>7,610.0</b>	<b>1.76</b>	<b>13,366.4</b>	<b>17.9</b>	<b>2.39</b>	<b>42.9</b>	<b>1,191.8</b>	<b>1.96</b>	<b>2,340.9</b>
	In-vitro diagnostic substance manufacturing	32.4	1.83	59.1	0.1	3.67	0.3	7.0	2.31	16.1
	Electromedical apparatus manufacturing	3,758.4	1.58	5,954.8	6.2	2.30	14.3	526.1	1.84	969.8
	Irradiation apparatus manufacturing	198.8	1.88	374.0	0.4	2.92	1.1	20.8	1.97	40.9
	Surgical and medical instrument manufacturing	1,866.3	1.94	3,615.8	5.2	2.55	13.3	325.3	1.98	643.3
	Surgical appliance and supplies manufacturing	1,227.8	1.89	2,319.7	3.8	2.52	9.7	206.3	2.25	465.0
Dental equipment and supplies manufacturing	255.8	1.90	485.7	0.5	2.19	1.0	27.8	2.09	57.9	

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Oklahoma (continued)	Dental equipment and supplies manufacturing	3.6	1.56	5.6	0.0	1.68	0.0	0.5	1.75	0.9
	Ophthalmic goods manufacturing	6.7	1.59	10.6	0.0	1.74	0.0	1.1	1.87	2.0
	Dental laboratories	21.0	1.85	38.8	0.2	1.47	0.4	9.3	1.62	15.0
Oregon	<b>Medical technology</b>	<b>1,034.9</b>	<b>1.69</b>	<b>1,750.7</b>	<b>4.0</b>	<b>1.96</b>	<b>7.8</b>	<b>262.8</b>	<b>1.83</b>	<b>480.9</b>
	In-vitro diagnostic substance manufacturing	30.7	1.61	49.5	0.1	2.50	0.2	5.7	2.02	11.5
	Electromedical apparatus manufacturing	96.4	1.47	141.9	0.3	2.00	0.7	27.2	1.71	46.5
	Surgical and medical instrument manufacturing	260.0	1.72	446.3	0.7	2.21	1.5	44.0	1.78	78.3
	Surgical appliance and supplies manufacturing	130.3	1.71	222.2	0.6	2.19	1.3	31.9	2.04	65.2
	Dental equipment and supplies manufacturing	394.8	1.67	659.1	1.3	1.95	2.5	110.3	1.84	203.3
	Ophthalmic goods manufacturing	37.3	1.70	63.5	0.2	1.97	0.4	7.9	2.03	16.1
	Dental laboratories	85.4	1.97	168.2	0.8	1.56	1.3	35.7	1.68	60.0
Pennsylvania	<b>Medical technology</b>	<b>7,610.0</b>	<b>1.76</b>	<b>13,366.4</b>	<b>17.9</b>	<b>2.39</b>	<b>42.9</b>	<b>1,191.8</b>	<b>1.96</b>	<b>2,340.9</b>
	In-vitro diagnostic substance manufacturing	32.4	1.83	59.1	0.1	3.67	0.3	7.0	2.31	16.1
	Electromedical apparatus manufacturing	3,758.4	1.58	5,954.8	6.2	2.30	14.3	526.1	1.84	969.8
	Irradiation apparatus manufacturing	198.8	1.88	374.0	0.4	2.92	1.1	20.8	1.97	40.9
	Surgical and medical instrument manufacturing	1,866.3	1.94	3,615.8	5.2	2.55	13.3	325.3	1.98	643.3
	Surgical appliance and supplies manufacturing	1,227.8	1.89	2,319.7	3.8	2.52	9.7	206.3	2.25	465.0
Dental equipment and supplies manufacturing	255.8	1.90	485.7	0.5	2.19	1.0	27.8	2.09	57.9	



Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Pennsylvania (continued)	Ophthalmic goods manufacturing	89.9	1.82	163.3	0.4	2.17	0.9	18.9	2.13	40.2
	Dental laboratories	180.7	2.18	394.0	1.3	1.68	2.3	59.7	1.80	107.8
Rhode Island	<b>Medical technology</b>	<b>412.4</b>	<b>1.61</b>	<b>666.0</b>	<b>1.5</b>	<b>2.08</b>	<b>3.1</b>	<b>87.5</b>	<b>1.81</b>	<b>158.3</b>
	Electromedical apparatus manufacturing	70.2	1.40	98.6	0.2	1.90	0.3	14.0	1.61	22.5
	Surgical and medical instrument manufacturing	87.0	1.67	145.4	0.4	2.36	1.0	24.0	1.74	41.7
	Surgical appliance and supplies manufacturing	218.9	1.64	358.8	0.6	2.09	1.3	38.9	1.96	76.0
	Ophthalmic goods manufacturing	16.7	1.64	27.4	0.1	2.09	0.1	3.3	1.94	6.4
	Dental laboratories	19.8	1.82	35.9	0.2	1.54	0.3	7.4	1.59	11.7
South Carolina	<b>Medical technology</b>	<b>1,609.7</b>	<b>1.70</b>	<b>2,739.0</b>	<b>3.7</b>	<b>2.30</b>	<b>8.4</b>	<b>227.3</b>	<b>1.89</b>	<b>429.0</b>
	Electromedical apparatus manufacturing	819.3	1.51	1,234.6	0.9	2.46	2.1	59.8	1.72	103.0
	Surgical and medical instrument manufacturing	623.0	1.91	1,189.9	1.8	2.28	4.0	120.8	1.93	232.8
	Surgical appliance and supplies manufacturing	125.0	1.83	228.6	0.7	2.48	1.7	30.9	2.14	66.3
	Dental laboratories	42.4	2.03	85.9	0.4	1.69	0.6	15.8	1.71	26.9
South Dakota	<b>Medical technology</b>	<b>792.0</b>	<b>1.49</b>	<b>1,180.3</b>	<b>1.9</b>	<b>1.96</b>	<b>3.7</b>	<b>135.6</b>	<b>1.71</b>	<b>231.4</b>
	Surgical and medical instrument manufacturing	21.4	1.55	33.1	0.1	1.69	0.1	4.1	1.60	6.6
	Surgical appliance and supplies manufacturing	759.5	1.49	1,129.1	1.8	2.00	3.5	127.8	1.72	219.1
	Ophthalmic goods manufacturing	2.8	1.50	4.2	0.0	1.70	0.0	0.6	1.72	1.1
	Dental laboratories	8.4	1.66	13.9	0.1	1.40	0.1	3.1	1.48	4.6

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Tennessee	Medical technology	3,329.5	1.93	6,428.9	8.6	2.87	24.7	612.1	2.19	1,340.5
	Electromedical apparatus manufacturing	298.4	1.59	474.6	0.3	2.95	0.8	16.9	1.86	31.4
	Irradiation apparatus manufacturing	59.1	1.87	110.2	0.2	2.59	0.4	13.8	1.95	26.9
	Surgical and medical instrument manufacturing	473.7	2.00	947.2	2.0	3.07	6.1	115.4	2.03	234.6
	Surgical appliance and supplies manufacturing	2,204.7	1.94	4,279.7	4.3	3.24	14.0	392.8	2.31	906.2
	Dental equipment and supplies manufacturing	29.7	1.88	55.9	0.3	1.98	0.6	12.9	2.08	26.8
	Ophthalmic goods manufacturing	51.8	1.85	95.6	0.4	2.19	0.8	13.2	2.17	28.6
	Dental laboratories	212.2	2.19	465.5	1.2	1.66	2.0	47.1	1.82	86.0
Texas	<b>Medical technology</b>	<b>6,781.8</b>	<b>1.87</b>	<b>12,682.1</b>	<b>16.6</b>	<b>2.68</b>	<b>44.4</b>	<b>1,093.1</b>	<b>2.09</b>	<b>2,287.1</b>
	In-vitro diagnostic substance manufacturing	229.3	1.88	431.2	0.8	3.37	2.6	44.6	2.41	107.5
	Electromedical apparatus manufacturing	2,494.9	1.65	4,125.5	3.9	3.04	11.9	372.6	1.94	723.4
	Surgical and medical instrument manufacturing	1,848.3	2.02	3,734.0	4.7	2.45	11.6	330.9	2.08	686.8
	Surgical appliance and supplies manufacturing	1,559.1	1.96	3,058.3	2.9	3.22	9.3	164.5	2.37	390.0
	Dental equipment and supplies manufacturing	64.6	1.95	126.0	0.3	2.73	0.8	19.0	2.18	41.5
	Ophthalmic goods manufacturing	381.7	1.92	731.8	2.0	2.34	4.7	80.5	2.28	183.3
	Dental laboratories	203.9	2.33	475.2	2.0	1.84	3.7	81.0	1.91	154.6

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Utah	Medical technology	5,924.9	1.75	10,348.7	15.8	2.32	36.7	1,085.1	1.90	2,059.9
	In-vitro diagnostic substance manufacturing	896.0	1.68	1,508.7	1.8	2.90	5.1	166.3	2.12	352.5
	Electromedical apparatus manufacturing	612.2	1.49	914.7	2.3	2.20	5.0	128.9	1.73	222.6
	Irradiation apparatus manufacturing	1,254.4	1.69	2,125.4	2.9	2.46	7.1	236.5	1.79	422.6
	Surgical and medical instrument manufacturing	2,229.7	1.83	4,073.8	5.4	2.23	12.1	361.1	1.88	680.5
	Surgical appliance and supplies manufacturing	222.5	1.76	391.2	0.6	2.34	1.5	32.4	2.09	67.9
	Dental equipment and supplies manufacturing	568.8	1.85	1,051.6	1.8	2.26	4.0	108.5	2.03	219.9
	Ophthalmic goods manufacturing	48.7	1.73	83.9	0.2	2.52	0.4	9.6	2.02	19.5
	Dental laboratories	92.7	2.15	199.4	0.9	1.76	1.6	41.8	1.78	74.4
Vermont	<b>Medical technology</b>	<b>234.4</b>	<b>1.53</b>	<b>358.2</b>	<b>0.7</b>	<b>1.72</b>	<b>1.2</b>	<b>38.9</b>	<b>1.60</b>	<b>62.3</b>
	Electromedical apparatus manufacturing	17.7	1.31	23.3	0.1	1.79	0.2	5.6	1.48	8.3
	Surgical and medical instrument manufacturing	133.5	1.55	207.2	0.4	1.73	0.6	25.9	1.61	41.5
	Surgical appliance and supplies manufacturing	76.4	1.53	116.6	0.2	1.76	0.3	4.9	1.79	8.8
	Dental laboratories	6.8	1.64	11.1	0.1	1.36	0.1	2.5	1.46	3.7
Virginia	<b>Medical technology</b>	<b>1,047.7</b>	<b>1.68</b>	<b>1,762.0</b>	<b>4.5</b>	<b>2.02</b>	<b>9.1</b>	<b>285.4</b>	<b>1.79</b>	<b>510.3</b>
	In-vitro diagnostic substance manufacturing	192.0	1.61	308.9	0.4	2.43	0.9	35.6	2.00	71.3
	Electromedical apparatus manufacturing	37.5	1.44	53.8	0.2	2.05	0.4	10.8	1.66	18.0
	Surgical and medical instrument manufacturing	598.3	1.69	1,009.4	2.4	2.14	5.2	169.8	1.74	295.9

Figure 19: State-Level Multipliers and Estimated Effects – Medical Technology Industry & Subsectors (continued)

State	Subsector	Revenue (\$ Millions)	Revenue Multiplier	Revenue Effect (\$ Millions)	Jobs (1,000s)	Jobs Multiplier	Jobs Effect (\$ Millions)	Payroll (\$ Millions)	Payroll Multiplier	Payroll Effect (\$ Millions)
Virginia (continued)	Surgical appliance and supplies manufacturing	111.2	1.70	188.7	0.5	1.98	1.0	25.9	2.02	52.4
	Dental equipment and supplies manufacturing	6.1	1.59	9.8	0.1	2.23	0.1	2.3	1.77	4.0
	Ophthalmic goods manufacturing	19.6	1.70	33.4	0.1	2.35	0.2	3.4	2.01	6.8
	Dental laboratories	82.9	1.90	157.9	0.9	1.49	1.4	37.6	1.64	61.8
Washington	<b>Medical technology</b>	<b>2,292.4</b>	<b>1.50</b>	<b>3,438.3</b>	<b>8.0</b>	<b>2.06</b>	<b>16.5</b>	<b>484.3</b>	<b>1.68</b>	<b>814.4</b>
	In-vitro diagnostic substance manufacturing	111.4	1.64	182.5	0.2	2.42	0.5	19.1	1.99	38.1
	Electromedical apparatus manufacturing	1,551.7	1.42	2,197.9	4.1	2.33	9.6	255.4	1.61	412.0
	Irradiation apparatus manufacturing	5.8	1.56	9.1	0.0	2.02	0.1	1.6	1.65	2.7
	Surgical and medical instrument manufacturing	183.2	1.64	299.7	0.8	2.17	1.7	75.3	1.68	126.6
	Surgical appliance and supplies manufacturing	198.9	1.61	319.8	1.1	1.82	2.1	61.9	1.88	116.5
	Dental equipment and supplies manufacturing	19.7	1.64	32.2	0.1	1.59	0.2	6.4	1.78	11.4
	Ophthalmic goods manufacturing	76.5	1.61	123.4	0.3	1.71	0.6	13.9	1.87	25.9
Dental laboratories	145.2	1.89	273.7	1.3	1.43	1.8	50.6	1.60	81.2	
West Virginia	<b>Medical technology</b>	<b>229.0</b>	<b>1.47</b>	<b>336.4</b>	<b>0.9</b>	<b>1.71</b>	<b>1.5</b>	<b>36.9</b>	<b>1.70</b>	<b>62.6</b>
	Surgical appliance and supplies manufacturing	218.2	1.46	319.3	0.7	1.77	1.3	33.0	1.72	56.8
	Dental laboratories	10.8	1.58	17.1	0.1	1.36	0.1	4.0	1.46	5.8
Wisconsin	<b>Medical technology</b>	<b>4,461.5</b>	<b>1.69</b>	<b>7,547.6</b>	<b>12.0</b>	<b>2.52</b>	<b>30.2</b>	<b>985.7</b>	<b>1.82</b>	<b>1,798.4</b>
	In-vitro diagnostic substance manufacturing	78.6	1.74	136.9	0.2	3.38	0.8	21.6	2.15	46.4