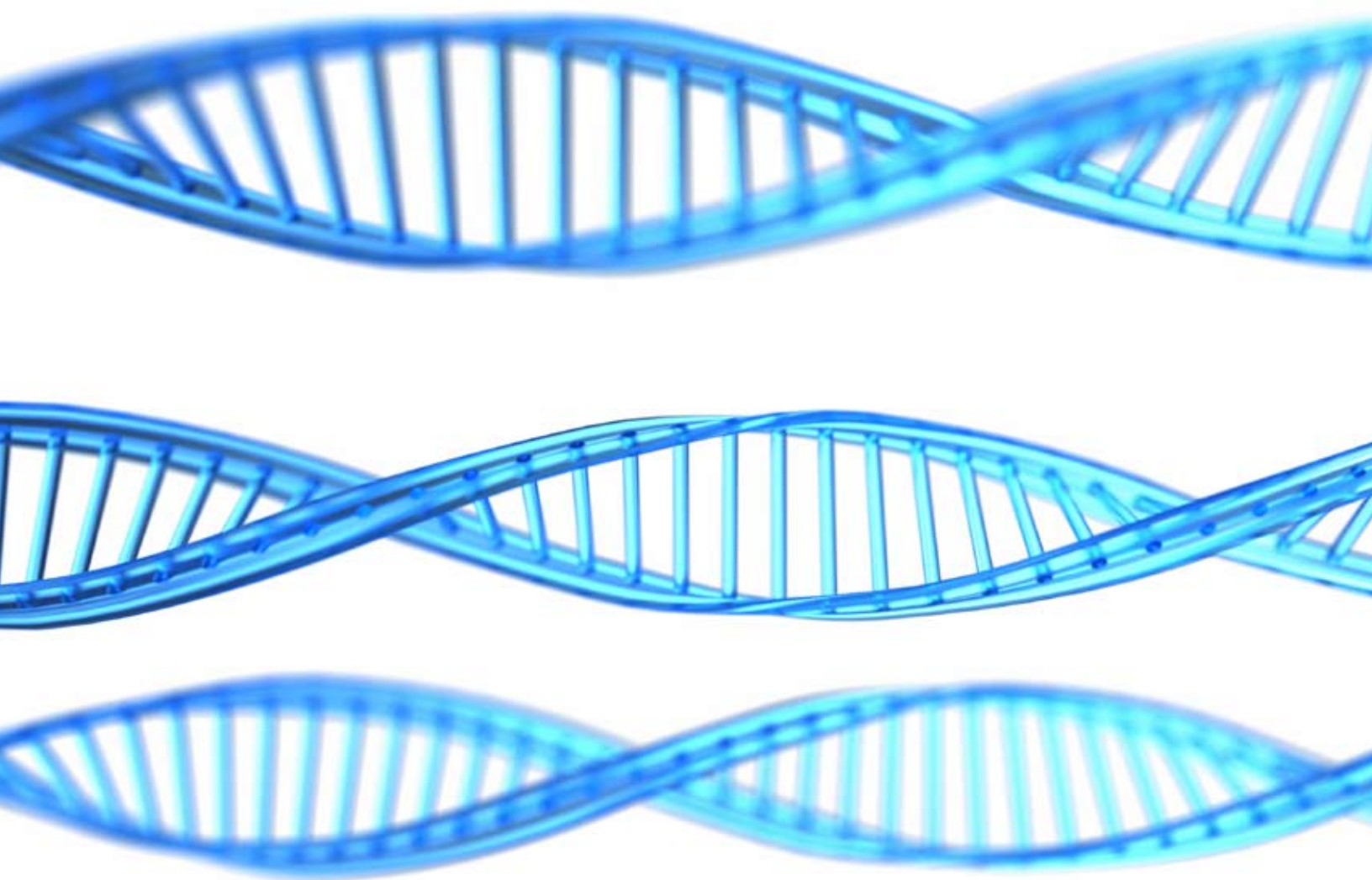


New Jersey Biotechnology...A Robust State of Health

Biotechnology Council of New Jersey Economic Impact Study

June 2007



Deloitte.

 **BCNJ**
Biotechnology
Council of
New Jersey, Inc.

Dear New Jersey Biotechnology Industry Member,

We are pleased to share with you the results of the Biotechnology Council of New Jersey's (BCNJ) 2006 Economic Impact Study. The contributions of our growing biotechnology industry continue to have an increasingly significant positive impact on the State of New Jersey's economy.

The biotechnology industry directly supported over 10,000 jobs in New Jersey this year, representing a 28 percent increase from the 7,800 jobs in 2003. New Jersey businesses supporting the biotechnology industry accounted for an additional 9,300 jobs created by industry demand, and 7,600 jobs in turn created by worker spending. In total, the impact of New Jersey's biotechnology industry is estimated to be in excess of \$1.7 billion in income to State residents. We are proud and excited to report such impressive figures on behalf of the industry.

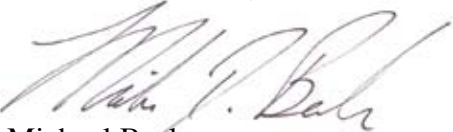
Study results also indicate that \$80 million is contributed to New Jersey through tax revenue. These tax dollars offer significant support for some of the State's most critical programs.

Our companies benefited directly from New Jersey programs developed to support the industry. This helped fuel further growth as companies hired additional staff and/or initiated capital expenditures.

Special thanks go to Governor Jon Corzine and key members of New Jersey State Government for their support, as well as the members of the biotechnology industry for generating such impressive growth. Also, we thank Deloitte for their assistance on this important project.

The report and figures that follow illustrate how the relationship between our industry and New Jersey is generating tremendous opportunities enjoyed by both.

Yours in the BCNJ,



Michael Becker
President & Chief Executive Officer
CYTOGEN Corporation
Chairman, BCNJ



Debbie Hart
President, BCNJ

About This Report

The Biotechnology Council of New Jersey (BCNJ) commissioned Deloitte & Touche USA LLP to conduct this economic impact study to illustrate the major role played by New Jersey's biotechnology industry in the State's economy. This summary focuses on the business activities of New Jersey's biotechnology companies in 2006. It is important to note that "biotechnology" encompasses business from several industries.¹

The data for this assessment, drawn from approximately 200 New Jersey businesses, came from published data sources² as well as responses from a field survey.

The report that follows provides a snapshot of the economic impact of the biotechnology industry on the State of New Jersey's economy.

¹ This analysis focused on biotechnology companies and their operations only. Pharmaceutical and medical device companies were excluded, however, subsidiaries of these companies whose primary line of business is biotechnology were included.

² Dun & Bradstreet and OneSource Business Browser data subscription services.

Supporting New Jersey's Employment Health

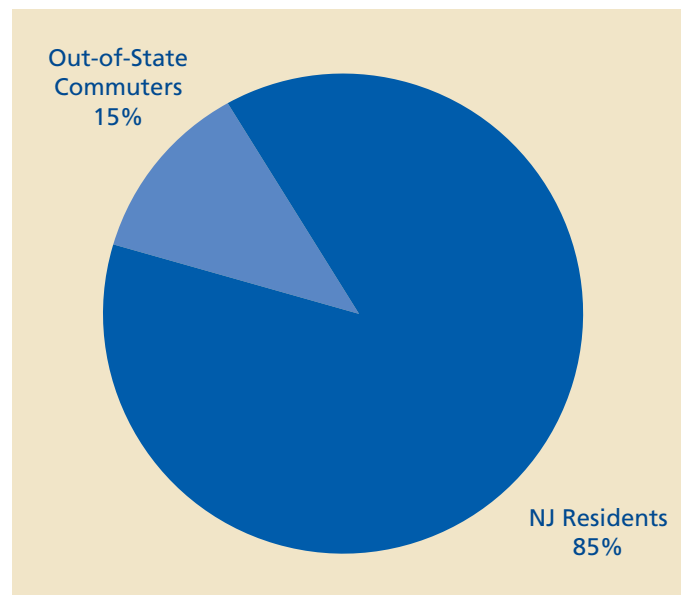
New Jersey's biotechnology companies were significant contributors to the State's employment in 2006, in part by providing 10,071 highly paid, biotechnology related jobs. The table below illustrates that these jobs were split across a range of biotechnology-related industries.

2006 Employment of New Jersey Biotechnology Industry Firms	
Industry Component	Number of Employees
Drug and medicine manufacturing	5,741
Scientific research and development services	2,563
Surgical and medical instrument manufacturing	853
Miscellaneous professional and technical services	245
Other ambulatory health care services	179
Wholesale trade	140
Analytical laboratory instrument manufacturing	43
Surgical appliance and supplies manufacturing	42
Health and personal care stores	10
Electromedical apparatus manufacturing	7
Other biotechnology industries	248
Totals:	10,071
Total Estimated Employee Earnings (Thousands):	\$711,000

The 10,071 jobs provided in 2006 by New Jersey's biotechnology companies generated estimated income of over \$711 million for their employees.³ The average base salary reported by survey respondents was approximately \$86,800. This income positively benefited not only the individual employees, but New Jersey residents throughout the State. The effect of consumer spending enabled by the biotechnology payroll will be outlined later in this report.

The biotechnology industry provides employees with generous benefits. The average benefits of survey respondents' employees in 2006 ranged from \$1,000 to \$40,000 annually, with an average of \$11,800. Average base salary was identical to average total compensation (base salary plus overtime and benefits) in several cases. Where compensation exceeded the base salary, it did so in a range of 1 to 28 percent, with one exception of 47 percent higher.

Although New Jersey is a "corridor state" where workers can easily commute from either New York or Pennsylvania, survey results indicated that 85% of the respondents' workforce consists of New Jersey residents. The 2003 results suggested that this figure was 79%. The survey further indicated that the employment provided by the profiled companies is approximately 98% full-time.



³ These and other economic impact estimates are based on the economic impact software Implan. This software makes use of data from a variety of sources, some tailored to New Jersey. Additional adjustments to Implan were made using data from the 2002 Economic Census. Total Estimated Earnings (\$711M) do not include employment from firms that were classified as Other Biotechnology Industries.

Adding to Growth in the Garden State

In 2006, approximately \$3.3 billion was spent by biotechnology companies in New Jersey on goods and services required to support their business.⁴

Goods & Services Purchased in New Jersey by Industry Firms to Support the Biotechnology Industry	
Industry Component	Purchases (Thousands)
Drug and medicine manufacturing	\$ 2,686,000
Surgical and medical instrument manufacturing	\$ 216,000
Scientific research and development services	\$ 167,000
Wholesale trade	\$ 154,000
Miscellaneous professional and technical services	\$ 38,000
Other ambulatory health care services	\$ 24,000
Analytical laboratory instrument manufacturing	\$ 11,000
Surgical appliance and supplies manufacturing	\$ 10,000
Health and personal care stores	\$ 2,000
Electromedical apparatus manufacturing	\$ 2,000
Total Purchases:	\$ 3,310,000

The biotechnology industry also indirectly supported an additional 9,389 jobs and \$644 million in compensation with companies that serve the industry as vendors. This employment and income benefit is incremental to the previously discussed 10,071 direct jobs and \$711 million in income generated by biotechnology companies in New Jersey.

Economic Benefits Created for NJ Businesses by Industry Firms Estimates of Employment Created by Vendor Demand		
Industry Component	Number of Employees	Compensation (Thousands)
Drug and medicine manufacturing	1,859	\$ 135,000
Management of companies and enterprises	741	\$ 94,000
Scientific research and development services	625	\$ 30,000
Miscellaneous professional and technical services	509	\$ 6,000
Warehousing and storage	431	\$ 21,000
Employment services	429	\$ 13,000
Food services and drinking establishments	262	\$ 5,000
Legal services	259	\$ 18,000
Real estate	240	\$ 7,000
Other industries	4,035	\$ 317,000
Total Indirect Impact:⁵	9,389	\$ 644,000

⁴ This calculation assumes that New Jersey's biotechnology companies do not purchase significant amounts of products or services from each other.

⁵ Total numbers may not sum due to rounding.



The spending of workers directly and indirectly supported by the biotechnology industry helped generate an additional 7,637 jobs and \$351 million in compensation in the services, retail, and other industries. This employment and income benefit is incremental to the previously estimated 19,460 direct and indirect jobs and the associated \$1,355 million in income generated by biotechnology companies and their vendors in New Jersey.

Economic Benefits Created for NJ Businesses by Industry Firms Estimates of Employment Created by Worker Spending		
Industry Component	Number of Employees	Compensation (Thousands)
Food services and drinking establishments	872	\$ 17,000
Hospitals	505	\$ 30,000
Offices of physicians, dentists, etc.	458	\$ 34,000
Nursing and residential care facilities	297	\$ 10,000
Food and beverage stores	264	\$ 8,000
Real estate	261	\$ 7,000
General merchandise stores	200	\$ 6,000
Private households	191	\$ 2,000
Automotive repair and maintenance	174	\$ 7,000
Other Industries	4,416	\$ 231,000
Total Induced Impact:⁶	7,637	\$ 351,000

Supporting State Services and Programs

The biotechnology industry's workforce contributes significantly to the tax revenue that enables many State programs and services. Total State and local taxes paid by the industry's resident-workers and proprietors is estimated to be \$80 million.⁶ This number does not include corporate taxes that members of the biotechnology industry pay directly to the State, nor does it include the state and local taxes paid by the many New Jersey workers and businesses who support the State's biotechnology industry.

Benefits Received from the State

Survey respondents have taken advantage of several state tax credits, incentives, and programs in 2006. Programs utilized included:

- Business Employment Incentive Program (BEIP)
- Business Incubator / Centers for Excellence
- Incubator Seed Fund Grant through the NJ Commission on Science and Technology (NJCST)
- Research & Development Tax Credit
- Sales and Use Tax Exemptions
- Technology Business Tax Certificate Transfer Program/NOL
- Technology Fellowship Grants through the NJCST

Funds received or saved were primarily used to fuel growth via additional hiring and/or capital expenditures.

⁶ Total numbers may not sum due to rounding.

⁷ This figure is based on the estimated income noted above and State and local tax burden for the State of New Jersey prepared by The Tax Foundation (www.taxfoundation.org).



Summary

New Jersey's growing biotechnology industry continues to have a significantly positive impact on the State's economy. Members of the industry and their vendors supported over 27,000 jobs, providing \$1.7 billion in compensation.

Total Estimated Impact of Biotechnology Firms on New Jersey		
Impact	Number of Employees	Compensation (Thousands)
Direct Impact of Biotechnology Companies	10,071	\$ 711,000
Indirect Impact from Industry Demand	9,389	\$ 644,000
Induced Impact from Worker Spending	7,637	\$ 351,000
Total Impact:	27,097	\$ 1,706,000

We look forward to continued growth and success in New Jersey's biotechnology industry, enabled by the State's supportive business environment.



Biotechnology Council of New Jersey 2006 Economic Impact Survey



Singularly focused on the growth and prosperity of the New Jersey biotechnology industry

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Biotechnology Council of New Jersey

The Biotechnology Council of New Jersey was founded in 1994 by New Jersey biotechnology industry CEOs to serve as the voice of the biotechnology industry in New Jersey. Since that time, BCNJ has been working around the clock to support, grow and promote the development of the State's rapidly expanding biotechnology cluster.

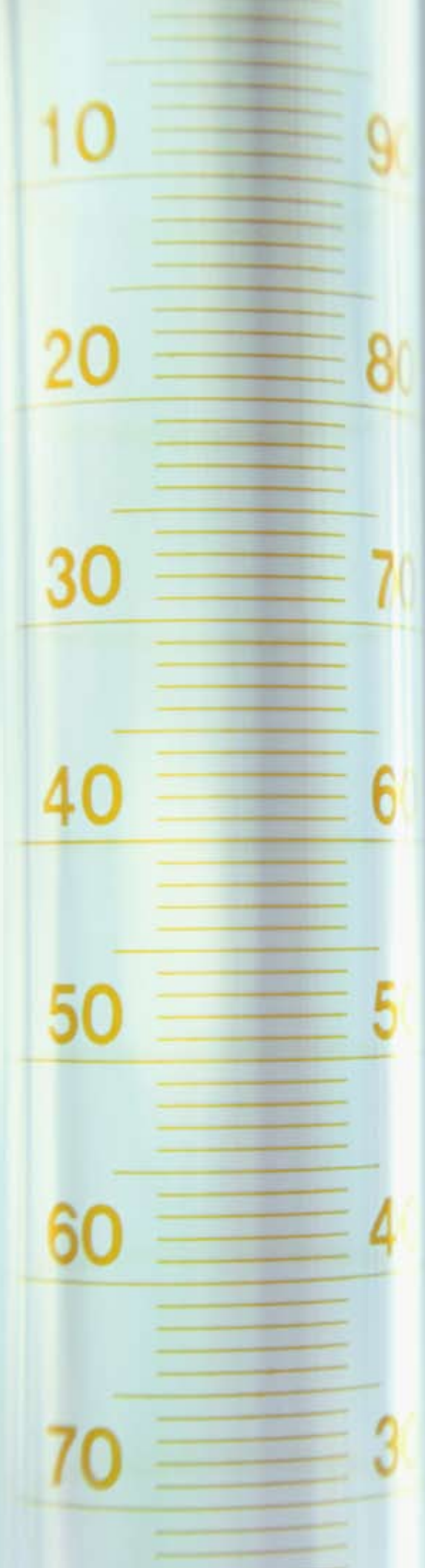
The Biotechnology Council of New Jersey is single-minded in its commitment to the growth and prosperity of this important industry and welcomes the input of industry members on ways to bolster that mission. For more information, please visit the Biotechnology Council of New Jersey's web site at www.biotechnj.org.

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“As this study clearly demonstrates, New Jersey’s biotechnology industry is delivering impressive economic dividends to the State. Thanks in part to great support from State Government, New Jersey is fertile ground for biotechnology. Because of this, biotechnology companies are choosing to move here, new companies continue to emerge here, and established members of New Jersey’s biotechnology sector are thriving. This is great news for those who work in our industry and great news for New Jersey residents.”

Michael Becker
President & Chief Executive Officer
CYTOGEN Corporation
Chairman, BCNJ

Overview and Summary of Recent Initiatives

New Jersey is uniquely positioned to support life sciences businesses since it has an infrastructure comprised of big pharma companies, established mid-size biotechnology businesses, university research, and contract research organizations that can contribute to the growth of this market sector. Ease of access to this cross-functional group of resources within the confines of a small state makes this an attractive and desirable place to nurture biotechnology businesses.

New Jersey already has a rich history of scientific innovation in the life sciences. This was recognized in early 2006 when FierceBiotech selected New Jersey as one of the world's top hot spots for biotech. The State, in fact, has developed a well-deserved reputation as an international leader in biotechnology and biopharmaceutical research, development, and manufacturing. New Jersey is the first state to invest public funds in research using human embryonic stem cells, awarding \$5 million in December 2005 to 17 research teams from university, industry and nonprofit labs.

The biopharmaceutical sector has been a key target for New Jersey over the last two decades, resulting in a dynamic cluster of biotechnology and life sciences companies. Indeed, New Jersey has the largest cluster of science and technology firms in the nation.

The continuing emergence of New Jersey as a leader in biotechnology received a significant affirmation in April 2006 when the Biotechnology Industry Association (BIO) and Battelle released a comprehensive report during BIO's 2006 Annual International Convention in Chicago. This report, "Growing the Nation's Bioscience Sector: State Bioscience Initiatives 2006," showed that New Jersey was the only state with specialization in all four bioscience subsectors measured in the report – drugs and pharmaceuticals, research testing and medical laboratories, medical devices and equipment, and agricultural feedstock and chemicals.

In another example of the industry's continuing growth, Inc. magazine in 2006 named the Camden County-Burlington County corridor as the nation's 10th hottest region of its size to do business because of its prime Northeast location and strong business growth in areas such as life sciences.

Edison Innovation Fund

One of the important action steps New Jersey has implemented to pursue this priority is the creation of the Edison Innovation Fund. The New Jersey Economic Development Authority (EDA), in consultation with the New Jersey Commission on Higher Education and the New Jersey Commission on Science and Technology (CST), is managing the Fund's resources.

The Fund's overall aim is to cultivate an entrepreneurial environment for life sciences and technology companies in New Jersey, with a strong focus on stem cell research, renewable energy, nanotechnology and communications, and provide early-stage funding to high-wage industry sectors in the State. Through the Fund, the State is working to build the capacity of New Jersey research universities in strategic areas that complement economic development and spur increased technology transfer in these areas.

The EDA committed \$150 million in FY 2007 in connection with the CST that was expected to leverage an additional \$350 million in funds. The EDA targeted the first \$45 million of its commitment to several investment areas, including:

- **Angel Guarantees:** The angel guarantee fund was launched with Jumpstart NJ in 2006 with an allocation of \$1 million. EDA will continue this commitment under the Edison Innovation Fund with an additional \$1 million targeted for this purpose.
- **Research & Development:** Promising early-stage research companies can gain access to up to \$100,000 in equity-like financing for non R&D related costs, in combination with up to \$500,000 in grant funding from the CST.
- **Commercialization:** Qualified early-stage companies seeking to bring their new project to market are eligible for up to \$200,000.
- **Growth:** Qualified companies seeking to grow their operations are eligible for up to \$1 million in funding. Applicants at this stage should have an independent reference-able "beta" and will have "fresh" match funding.
- **"Fund of Funds":** The EDA has put in place new guidelines to ensure that its venture capital investments are aligned with the Economic Growth Strategy and consistently support the success of emerging New Jersey-based businesses. Approximately \$20 million in venture funds commitments are expected to occur with investment in three or four funds.

Other New Jersey Incentives

Venture Fund Commitments

- Garden State Life Sciences Venture Fund, developed in concert with the Biotechnology Council of New Jersey – \$40 million, managed by Quaker BioVentures
- NextStage Capital, LLP Venture Fund – \$10 million targeted to New Jersey early stage companies
- Camden Technology Fund – \$1 million for pre-venture stage technology companies in Camden for product commercialization
- New Jersey Technology Council Venture Fund – a fund supported by the EDA for high-tech companies.

Tax Incentives

Qualified biotechnology businesses in New Jersey can raise money to finance their growth and operations by selling unused net operating losses and research and development tax credits to other profitable New Jersey corporations for at least 75 percent of their value. There is \$60 million available annually through the program.

Business Incentive Grants for Job Creation and Retention

Under the Business Employment Incentive Program (BEIP), administered by the EDA, companies seeking to relocate to or expand in New Jersey are eligible for grants based on the number of new jobs created. By growing their biotechnology employee base by at least 10 jobs within two years, eligible companies can be reimbursed for up to 80 percent of the New Jersey state income taxes withheld from the employees who fill the new jobs created.

In addition, the New Jersey Commerce, Economic Growth & Tourism Commission offers the Business Retention and Relocation Assistance Grant Program (BRRAG) to preserve jobs from being relocated out of state. The program is available to businesses that relocate a minimum of 250 jobs from one or more locations in the State to a new business location or locations in New Jersey. Grants of up to \$1,500 per job retained are payable as a tax credit against a company's corporate tax liability.

Designed to be used in conjunction with BRRAG is the Sales and Use Tax Exemption Program, administered by NJ Commerce, which offers sales and use tax exemptions on the purchase of "eligible property" to certain companies relocating and retaining jobs within New Jersey. Life sciences and manufacturing companies relocating at least 250 workers are eligible.

Technical Assistance and Mentoring

Technical assistance is an EDA resource that provides entrepreneurs who have a proprietary technology with the support needed to assess business feasibility and identify the next stages for growth.

Additionally, the EDA provides companies that have received seed/early stage loans with access to mentoring services.

Innovation Zones

New Jersey has created three Innovation Zones or "technology neighborhoods" where academic and research institutions can work with companies to develop and market new products or services while receiving preference for many of the financial incentives and other benefits offered by the State. These Innovation Zones have been created in Camden, Newark and the greater New Brunswick area.

Stem Cell Research

Strengthening New Jersey's status as a leader in the field of stem cell research and setting the stage for the future of biotech development in New Jersey, Governor Jon S. Corzine has signed legislation to provide \$270 million in funding to build stem cell research facilities for cancer and biomedical research across the state. This investment helps to advance the Governor's Economic Growth Strategy, which supports the continued funding of stem cell research as part of an overall blueprint to enhance New Jersey's strong record of invention and innovation.

The legislation authorizes:

- \$150 million to build the Stem Cell Institute in New Brunswick;
- \$50 million to build stem cell research facilities at the New Jersey Institute of Technology in Newark;
- \$50 million to a biomedical research center in Camden, which will be operated by a consortium of Rutgers, the Coriell Institute for Medical Research, the Robert Wood Johnson Medical School at Camden, and the Cancer Institute of New Jersey, South Jersey;
- \$10 million to the Garden State Cancer Center, a cancer research center in Belleville; and,
- \$10 million for the Eli Katz Umbilical Cord Blood Program, in Allendale, for cord blood collection in support of stem cell research.

Bonds issued by the EDA will finance the construction of these facilities.

In December 2005, New Jersey became the first state to fund stem cell research, awarding \$5 million in grants to 17 researchers. The State doubled that commitment for fiscal year 2007, appropriating \$10 million for stem cell research grants.

The CST also provides business support for early-stage firms, including Small Business Innovation Research Bridge Grants to sustain firms between Phase I and Phase II of the federal SBIR program, the largest R&D investment program. The CST also provides seminars to help entrepreneurs successfully compete for R&D contracts with federal agencies.

Lease Guarantees

The EDA administers an innovative \$2-million lease guarantee incentive program. Capped at \$350,000 or half an annual security deposit for up to two years, the guarantee is made available to either a landlord or a commercial bank that has posted a letter of credit for a lessor. To qualify, the company leasing space must be located in one of the State's three Innovation Zones and meet other Edison Innovation Fund qualifying criteria.

Building Bioscience R&D Capacity

Recent State Investments in Facilities

The State has invested \$1 million to create the **New Jersey Stem Cell Research Bank**, the nation's first public cord and placental blood bank for stem cell research providing researchers with a reliable source of stem cells from public donations of umbilical and placental blood. Facilities are located at the Coriell Institute of Medical Research in Camden and Community Blood Services in Paramus.

The **Cancer Institute of New Jersey**, recognized by the National Institutes of Health, offers resources to the biotechnology community such as the New Jersey Cancer Trial Connect, basic cancer research and shared resources such as DNA sequencing.

The most recent bioscience facility to receive public financing was the **Life Sciences Building** at **Rutgers University** in Piscataway, a 75,000-square-foot, \$28-million building that will house the genetics institute and biomaterials center.

The **University of Medicine and Dentistry of New Jersey** has announced plans for a new 160,000-square-foot, \$136-million biomedical research building in Camden near Cooper Hospital.

University and Related Resources and Research Programs

New Jersey is home to an impressive array of research centers, headed by world-renowned scientists.

The **Rutgers University Protein Data Bank**, the only facility of its kind in the world, provides a portal for the study of the 3-D structure of biological macromolecules, offering a unique opportunity for biotechnology workforce training.

Rutgers University also features the **Cell and DNA Repository**, which houses over 4,000 specimens; the New Jersey Center for Biomaterials; the Laboratory for Cancer Research; the Center for Advanced Biotechnology and Medicine, and the Keck Center for Spinal Cord Research.

Princeton University is home to the **Center for Integrative Genomics**. In Camden, the **Coriell Institute for Medical Research** holds the world's largest collection of living human cells at the Coriell Cell Repository. This extraordinary resource has enabled significant discoveries related to Huntington's disease, Alzheimer's disease, depression and other illnesses.

The **Stem Cell Institute of New Jersey** is a partnership established between the University of Medicine and Dentistry of New Jersey (UMDNJ) and Rutgers University. The Institute includes a range of stem cell research, from basic cell biology to translational research and clinical trials leading to new therapies for patients.

Encouraging Partnerships Moving Technology into the Marketplace

The **Foundation for the UMDNJ** has established a venture fund to encourage collaborative efforts involving emerging companies and the university.

New Jersey Institute of Technology (NJIT) Business Accelerator is focused on building partnerships between university research teams and companies to attract more federal R&D funding.

New Jersey research universities receive State funding to accelerate the commercialization of their intellectual property, encouraging collaborations with entrepreneurs and streamlining the clinical trials and technology transfer process.

Through the CST, **New Jersey Technology Fellowships** provide funding to early-stage firms hiring selected postdoctoral graduates from New Jersey research universities, moving research and expertise from the lab to the marketplace.

The CST has launched the **Entrepreneurial Partnering Fund**, a pilot program providing grants of up to \$500,000 to New Jersey firms collaborating with New Jersey research universities to commercialize intellectual property.

“We are fortunate that New Jersey continues to be seen as an ideal location to establish biotechnology companies. The growth is coming from a variety of venues: from outright start-ups, from spin-offs created by New Jersey-based biotechnology and pharmaceutical companies, from companies relocating from other states and countries, as well as from spin-offs coming from New Jersey and other universities. The efforts of State Government has provided a welcoming environment.”

Debbie Hart
President, BCNJ

Providing Space for Bioscience Companies

Bioscience Research Parks

In addition to countless privately held research parks throughout the State, the following bioscience-oriented research parks are open:

- **The Technology Centre of New Jersey** in North Brunswick, which was developed by the EDA and is co-owned by the AFL CIO Building Investment Trust, features about 400,000 square feet over several modern buildings on a 50-acre former Johnson & Johnson corporate campus acquired by the EDA.
- **The Waterfront Technology Center at Camden**, also developed by the EDA, offers 100,000 square feet of Class A office and technology space that is suitable for both established businesses and startups in the biosciences, microelectronics, advanced materials, information technology and other high-tech fields.
- **University Heights Science Park** in Newark is a collaborative of NJIT, UMDNJ and Essex Community College. Its anchor tenant is the International Center for Public Health, a 160,000-square-foot, \$66-million structure housing research activities in infectious disease, microbiology and genetics.
- **The South Jersey Technology Park**, a project undertaken by Rowan University, is designed to be a home for startup, early-stage and established technology businesses and for inventors, entrepreneurs and researchers. This public/private partnership has received support from numerous organizations and individuals, including the EDA, (\$5.8 million), the Delaware River and Bay Authority (\$5 million), the CST (\$1.5 million), South Jersey businessman Samuel H. Jones (\$1 million), the Rowan University Foundation (\$1 million), the U.S. Small Business Administration (\$500,000) and the New Jersey Department of Community Affairs (\$150,000).

Incubators

A network of technology incubators offers affordable business facilities, lab space and support services tailored to meet the needs of entrepreneurial tech-based firms accelerating the commercialization of their technologies. These New Jersey incubators include:

- In Newark the NJIT Enterprise Development Center business incubator offers technology based-businesses 160,000 square feet office and wet lab space in the University Heights Science Park.
- In North Brunswick, the Commercialization Center for Innovative Technologies is a 50,000-square foot incubator within the EDA's Technology Centre of New Jersey.
- In Camden, the Rutgers Technology Incubator is located at the EDA's Waterfront Technology Center.
- In Mount Laurel, the Burlington County College's High Tech Small Business Incubator provides tenants access to laboratories, extensive resources, and support in developing business and technology in a 20,000-square-foot facility.

Addressing Talent Needs

Recruiting Management Talent and Training Skilled Workers

UMDNJ is the nation's largest health sciences institution with five regional campuses, including eight schools and a designated NCI Comprehensive Cancer Center as well as the Robert Wood Johnson Medical School.

The **New Jersey Technology Fellowship** program offers funding to early-stage firms hiring selected post docs from New Jersey research universities to retain talent in New Jersey and move cutting-edge research into industry.

The **New Jersey Department of Labor** makes training grants available to companies for specialized biotechnology training programs.

Several of the State's larger pharmaceutical companies partner with **Rutgers Graduate School of Management** to sponsor an M.B.A. program in pharmaceutical management.

NJIT offers a variety of undergraduate and graduate programs aimed at the biotechnology and life sciences industry. Programs of study include biology, biomedical engineering, bioinformatics, computational biology, chemical engineering, pharmaceutical engineering and management. In addition, through the Division of Continuing Professional Education, students can obtain certificates in Pharmaceutical Technology and Pharmaceutical Management.

The Center for Science, Technology & Mathematics Education (CSTME) of New Jersey at **Kean University** offers a variety of programs designed to respond to the critical need for highly qualified professional researchers, including a master's of science in biotechnology/genetic engineering.

Many of New Jersey's community colleges offer programs in biology and biotechnology related careers, including **Raritan Valley Community College, Burlington Community College, Mercer County Community College**, and others.

The **Biotechnology Council of New Jersey** has launched a Career Center on its website to assist companies seeking talent and those seeking positions in the State. The Council also offers a series of professional seminars, including forums directed to human resource professionals, chief financial officers and chief executive officers.

The **New Jersey State Library**, through a State budget appropriation, has launched the **New Jersey Knowledge Initiative** through which New Jersey biotechnology companies have free online access to 10 databases, including Academic Search Premier, Biomedical Reference Collection, Business Source Premier, CINAHL, Pre-CINAHL, MEDLINE. Nature Online Journals, Nursing and Allied Health Collection, OVID Selected Core Medical Journals, REFUSA, Wiley InterScience and more.



A Voice for the Industry

The Mission of the Biotechnology Council of New Jersey

The BCNJ serves as a voice for biotechnology companies located in New Jersey, seeks to advance their economic growth and development, and works to encourage new and established companies from around the world to locate to New Jersey. The BCNJ represents companies engaged in biopharmaceutical, biomedical, bioagricultural and bioremedial endeavors.

Formed in 1994 by a group of concerned industry executives interested in promoting a positive environment for growth of the Garden State's biotechnology cluster, the Council members represent established and emerging biotechnology operations and related support organizations located throughout the state.

The goals and objectives of the BCNJ flow from its three-point mission statement.

- To formulate and advocate policy positions to elected state and federal representatives and other government officials.
- To acquire and coordinate resources and provide services to members regarding issues critical to building successful biotechnology enterprises.
- To enhance awareness and appreciation of New Jersey's biotechnology industry.

“It is clear that New Jersey will play a critical leadership role in the continued evolution of the biotechnology industry. While having R&D capabilities on par with other regions, it is a leader in the depth of capability it offers to actually take products from concept to market.”

Terry Hisey
Vice Chairman & National Leader, Life Sciences
Deloitte & Touche USA LLP

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