



*The Buffalo Life Sciences Complex, which includes Hauptman-Woodward Medical Research Institute, NYS Center of Excellence in Bioinformatics & Life Sciences at the University of Buffalo, and Roswell Park Cancer Institute.*

## **MAKE IT HAPPEN IN NEW YORK ...**

New York provides assistance for site selection, permitting, regulatory assistance, and the coordination of state programs and grants for job creation, retention, and work force training. Visit [www.nylovesbiz.com](http://www.nylovesbiz.com) to learn how New York's local, regional and state economic developers can help you build your future in the Empire State.

## **OR, AROUND THE WORLD.**

We also offer international business development programs and Export Marketing Assistance Services through our network of global offices located strategically throughout the world.



**NY Loves Bio** is a bioscience business marketing organization that is coordinated by the New York State Economic Development Council with statewide support from leading advocates in industry, academia, state government, and local and regional economic development organizations.

Together, we're working to promote New York State's thriving centers for life science research and commerce to a global audience. To learn more, visit [www.nylovesbio.net](http://www.nylovesbio.net).



For further information on state grants and incentives, please contact our partner Empire State Development at 800-STATENY (800-782-8369) from within the US; or visit [www.nylovesbiz.com](http://www.nylovesbiz.com).



**NYS Economic Development Council**  
111 Washington Avenue  
Albany, NY 12210  
518-426-4058  
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# WHY NEW YORK?

There are several key factors that drive the location and expansion process — labor costs, availability of a skilled work force, business-friendly environment, distribution accessibility, and, of course, incentives.

In New York, we have all this and more to expand our growing bioscience industry. For starters, our exceptional research infrastructure — with more than 30 academic centers and \$38 million in research funding — supports hundreds of existing bioscience companies and is a key factor in attracting and retaining key research staff.

New York offers a large, highly skilled talent pool, graduating more than 4,300 MDs and 136,000 PhDs annually; we've produced 130 Nobel Prize winners and 330 Howard Hughes Investigators. Couple talent with a world-class medical network and the stage is set for fruitful collaboration, discovery, and commercialization.

*Student at Northeast Biomanufacturing Center, Canandaigua, NY.*

## We've got the stats . . . and the incentives to help you build a bright future here.

Today, New York ranks second in the United States in three areas:

**Total university and R&D expenditure**

**\$3.09 billion**

**Life sciences R&D expenditures**

**\$2.15 billion**

**Biological scientists in the work force**

**38,200**

New York ranks third in the country in:

**National Institute of Health funding**

**\$1.96 billion**

**Higher education degrees in biological sciences**

**6,760**

From the urban centers Downstate to the rural areas and small cities Upstate, every bio cluster is rich in academic resources, R&D, and a skilled work force.

There are more than 800 medical device and equipment, companies, employing more than 20,000 workers at every level. Many of these firms, such as AngioDynamics located in the foothills of the Adirondacks and Welch Allyn in Central NY, have been in business since the 1950s and are on the second and third generation of local workers.

About 1,200 firms are engaged in research and testing (more than 27,000 workers); and a growing number of companies are working in the agricultural feedstock & chemical subsector (56 firms; 1,560 employees). Drugs and Pharmaceuticals accounts for the largest work force, primarily Downstate, with more than 20,000 workers and over 150 companies. Here, you'll find U.S. headquarters for household names such as Pfizer and Bristol Myers Squibb, as well as entrepreneurial leaders such as OSI Pharmaceuticals and Intercept Pharmaceuticals.

*Statistics provided by Empire State Development, May 2008.*

New York has always been a national leader in high technology incentives that drive economic development and trigger partnerships with businesses around the world. There are special programs in place for Qualified Emerging Technology Companies (QETC) that are designed to provide access to capital and advantageous tax credits for small start-ups.

GEMS (Global Export Market Service) makes matching grants available to individual manufacturing, services, or agricultural businesses to help small to mid-size firms determine readiness for international markets, conduct marketing studies, and design and implement export strategies.

In addition, there are a range of programs to lower business costs through tax credits and exemptions, such as the Empire Zone Program and Industrial Development Agencies. For information on these and other flexible financing options, visit [www.empire.state.ny.us](http://www.empire.state.ny.us) or call Empire State Development at 1-800-STATE-NY.

**Build your future in New York State — from Wall Street to Main Street we offer an unsurpassed quality of life for your enterprise and your family.**



*Weill Cornell Medical College, New York City.*