

Connecticut's Medical Device Industry

Connecticut has a globally competitive diverse and highly technical medical device industry with precision manufacturing capabilities

Connecticut's Medical Device Sector is vibrant (2008 statistics):

- total sales of nearly \$3.5 billion
- value added of \$1.6 billion
- employ more than 9,000 workers
- payroll of \$588.5 million
- more than 200 companies
- exports more than \$935 million

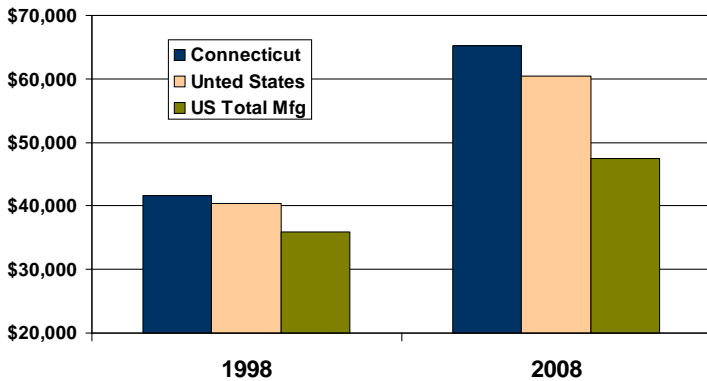
The technology used in this sector typically requires a highly skilled and well trained workforce enabling employees in this industry to receive a premium wage.

- Average wages in Connecticut for workers in this industry were slightly more than \$65,200 in 2008.
- Employees in Connecticut's Medical Device manufacturing companies earned an 11% premium over average workers in the state's manufacturing industry.
- Connecticut employees in the Medical Device industry earned 8% more than the national average of employees in the same industry.
- More than 2,000 of Connecticut's employees in the highly technical apparatus and instrument manufacturing industries within the Medical Device sector earned an average of \$96,250 in 2008.
- Wages in Connecticut's Medical Device manufacturing industries increased by 57% between 1998 and 2008. This increase significantly exceeded the 35% increase observed for all manufacturing industries in the state. This indicates the workforce and their companies are globally competitive.

Nearly 30% of Connecticut's Medical Device manufacturing companies employ between 20 and 100 workers. Companies in this range are often leaders in innovation and growth. Nationally, only 17% of Medical Technology companies are this size.

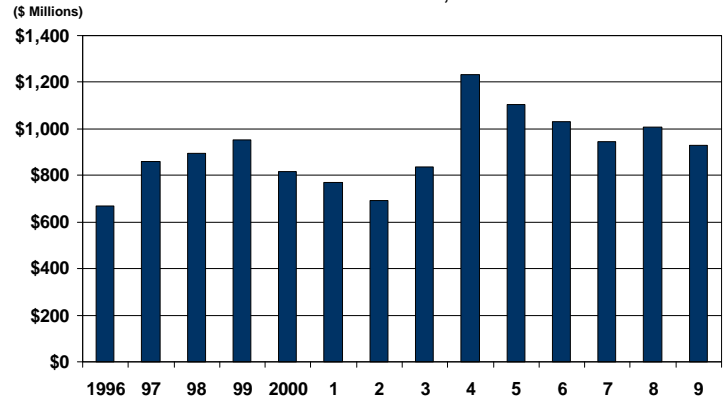


Connecticut and United States Average Annual Pay for Medical Device Manufacturing Industry



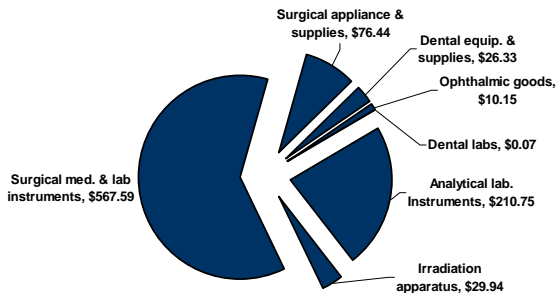
Source: U.S. Census Bureau, County Business Patterns

Trend in Connecticut Exports for Selected Medical and Technical Instruments, 1996-2009



Source: WISER Trade Data

Medical Device Exports by Industry, 2008



Source: MIG-IMPLAN, 2008 Data matrix

An average job in Connecticut's Medical Device Manufacturing sector results estimated increases to the state's economy of:

- 1.5 additional jobs
- \$235,500 in labor income
- \$350,500 in additional gross state product
- \$672,700 in additional output

Source: IMPLAN Impact Analysis, 2008 Data

Learn More

Connecticut has many resources available to assist medical device manufacturing companies.

- **BEACON** - Biomedical Engineering Alliance & Consortium
- **CCAT** - Connecticut Center for Advanced Technology
- **CONNSTEP**
- **MAC** - Manufacturing Alliance of Connecticut
- **CDA** - Connecticut Development Authority
- **ITBD** - Institute of Technology & Business Development
- **CT DECD** - Dept. of Economic & Community Development
- Energy Conservation Programs from
 - Connecticut Light & Power &
 - The United Illuminating Company
- **CERC** - The Connecticut Economic Resource Center

A selection of Connecticut companies developing and manufacturing medical devices

- Covidien Surgical Devices
- Cable Components
- CAS Medical
- Focus Medical
- Orchid Orthopedic Solutions
- Pioneer Optics, Co.
- PolyMedex Discovery Group
- RAM Technologies
- Dymax Corporation
- Ivy Biomedical
- Ahlstrom Non-Wovens

