



For Immediate Release

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IHIF Releases Regional Strategies for Life Science Industry Growth in Indiana

Indianapolis, IN (July 29, 2008) – The Indiana Health Industry Forum (IHIF) today announced that the second phase of its Statewide Asset Mapping and Strategic Planning project is completed, resulting in ten regional reports detailing recommended strategies for growth and development of the life science industry in Indiana.

Each of the ten regional reports includes an analysis of the existing life science industry in the area, including a visual representation or asset map. Strengths and gaps are discussed, and strategy recommendations are provided. These strategy recommendations can be used by local economic development officials to craft business retention, attraction and organic growth initiatives. The complete regional reports are available at www.ihif.org.

“One goal of this project was to take a fresh look at Indiana’s life sciences assets and how they interrelate. We have found that the industry is truly robust throughout the state. Looking forward, we need to stay ahead of the industry trends and ensure that Indiana companies have the best environment possible to meet their potential,” said Mike Brooks, IHIF President and CEO.

The findings of the report point out several areas of strength and potential growth throughout the state.

Pharmaceuticals - The pharmaceutical industry is strong not only in Central Indiana, but along the entire western border of the state in an area stretching roughly from Chicago, through Indianapolis and south to Evansville. Communities in these regions have opportunities specifically related to production of generic and over-the-counter products due to the tax structure and operating environment in the U.S. Contract production of drug formulations for prescription products could also be a strong target.

Medical devices – The medical device industry, centered in North Central Indiana, impacts the northern two-thirds of the state. Indiana has strengths in all aspects of production of medical devices, including design, prototyping, short-run production, manufacturing and distribution. There has been significant crossover between the automotive industry and the medical device industry, especially in the areas of engineering, plastics and metals. This activity provides critical diversity to Indiana’s economy. Increased research and development activity through both universities and private sector companies would strengthen the industry even more.

Vaccines – Research and production of both human and animal vaccines is an important target industry for Indiana, particularly the west, central and northwest regions of the state. Expertise and capacity for large scale fermentation operations exists in the area, which is vital for the development and production of microbial or cell-based vaccines. Additionally, vaccines are important to national security and health, making onshore production a necessity and securing this market for long-term production.

Nutraceuticals, enriched foods, nutritionals, enriched animal feeds – This sector of the life science industry leverages Indiana’s strengths in both agriculture and pharmaceutical research and production. Communities across the southern third of the state, stretching from Evansville to New Albany and north to Muncie and Richmond, have particular potential in this area. Abundant resources such as water and electricity, as well as a skilled workforce, are available in this area to support nutraceutical production.

Electronic medical / research laboratory and testing equipment – This industry area is involved in the development of electromedical equipment to target research and production of new technologies for the analysis of drug candidates, their efficacy in cell structures and analysis of their geometries. This sector shows strong potential in the north central and north eastern areas of Indiana due to strong engineering programs, university research and pharmacy programs.

Other target areas – Unique areas of strength were also identified in distinct geographic areas.

- North Central Indiana has potential for development of in-vitro diagnostic substances, which are used in the testing and detection of diseases, due to the growing integration between drug and medical device manufacturers to bring new drug and diagnostic tests to market at the same time.
- Southwestern Indiana, particularly in the area surrounding Jasper, has strong assets related to agriculture and veterinary research. The presence of both university and private-sector research is important.
- The Evansville area has a strong cluster of contract research organizations performing a full range of clinical trials for drug development. Clinical trials are a very important step in the process of bringing a new drug to market.
- Information technology related to life sciences and patient care is a strength in both central and northeast Indiana. Strong computer engineering programs, combined with assets such as the Regenstrief Institute, support this sector.
- Hospitals and other patient care facilities were identified as a source of entrepreneurship in communities throughout Indiana. New ideas and products are generated through clinical research, clinical trials and other innovative programs.

The project, which was kicked off last January, involved the collection of comprehensive data about all aspects of the life science industry, including healthcare delivery, medical devices and equipment, pharmaceuticals, agriculture and veterinary products, private sector and university research, and support services. Data was collected from companies, colleges and universities, hospitals and communities through surveys and focus groups. In total, data was included from 1,571 entities in Indiana. The data was then compiled in a series of asset maps which were used to analyze the industry and create proactive regional strategy recommendations.

The team of Cushman & Wakefield Global Consulting Group (C&W) and Bingham Economic Development Advisors, LLC (BEDA) directed the project for IHIF. “Indiana has a strong, diverse base of life science assets,” said J. Wood Hydrick, Associate Principal Consultant with Cushman & Wakefield. “With depth in manufacturing of medical devices and pharmaceuticals, strong research universities, and emerging strength in health IT, Indiana is becoming one of the up and coming locations for growing life science companies. With the maturing of some of the more traditional life science clusters in the country, we are often asked by our clients ‘What other markets should we consider?’ Based upon this investigation, we can now say, ‘Have you considered Indiana?’”

The initiative was funded by a combination of grants and other financial support. Contributors include the Indiana Economic Development Corporation, utilities, private sector firms and communities.

About IHIF

The Indiana Health Industry Forum (IHIF) is a not-for-profit, private sector organization with members that represent a private/public alliance of manufacturers, healthcare providers, suppliers, educational institutions, service providers and government officials. Its mission is to create an environment where Indiana is a premier location for the creation and growth of health industry enterprises. To learn more, please visit www.ihif.org or contact IHIF at 317.278-9970.