

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
- More than 9,000 workers employed
- Payroll of \$588.5 million
- Home to more than 200 companies
- Exports of more than \$935 million

The technology used to produce medical devices requires a highly skilled and well trained workforce.

- Wages in Connecticut in this industry averaged more than \$65,200 in 2008.
- Employees in Connecticut's medical device manufacturing companies earned an 11% premium over the workers in the state's manufacturing industry.
- Connecticut employees 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, indicating that 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 device companies are this size. (IMPLAN)

An average job in Connecticut's medical device manufacturing sector results in estimated increases to the state's economy of:

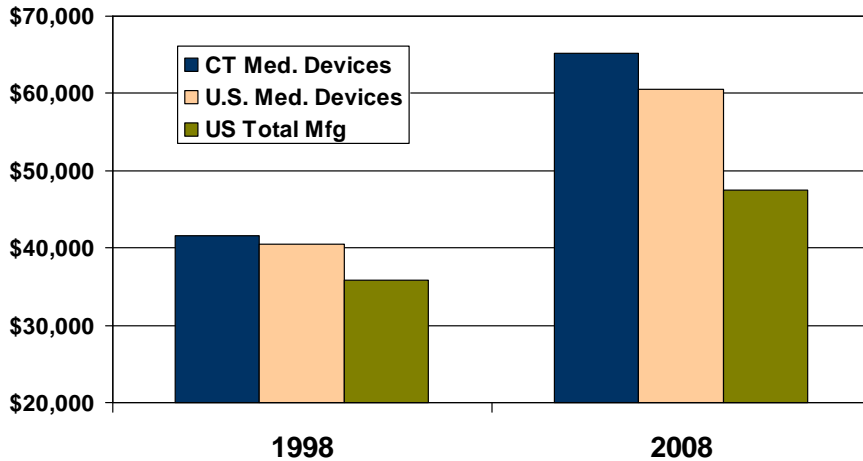
- 1.5 additional jobs
- \$235,500 in labor income
- \$350,500 in additional gross state product
- \$672,700 in additional output

Source: IMPLAN Impact Analysis, 2008 Data

A selection of Connecticut companies developing and manufacturing medical devices:

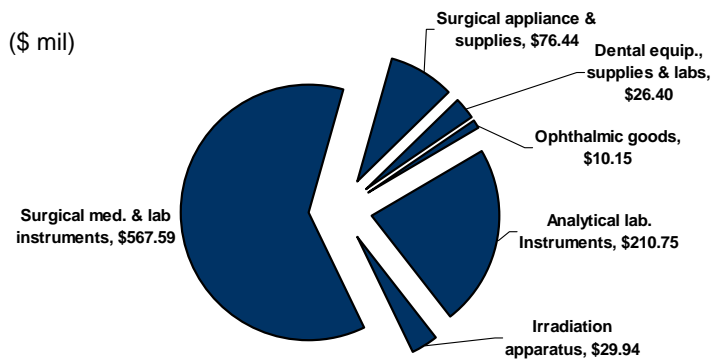
- Covidien Surgical Devices
- Cable Components
- CAS Medical
- Focus Medical
- Orchid Orthopedic Solutions
- Pioneer Optics, Co.
- PolyMedex Discovery Group
- RAM Technologies
- Dymax Corporation
- Ivy Biomedical
- Ahlstrom Non-Wovens

Connecticut and U.S. Average Annual Pay for Medical Device Manufacturing Industry



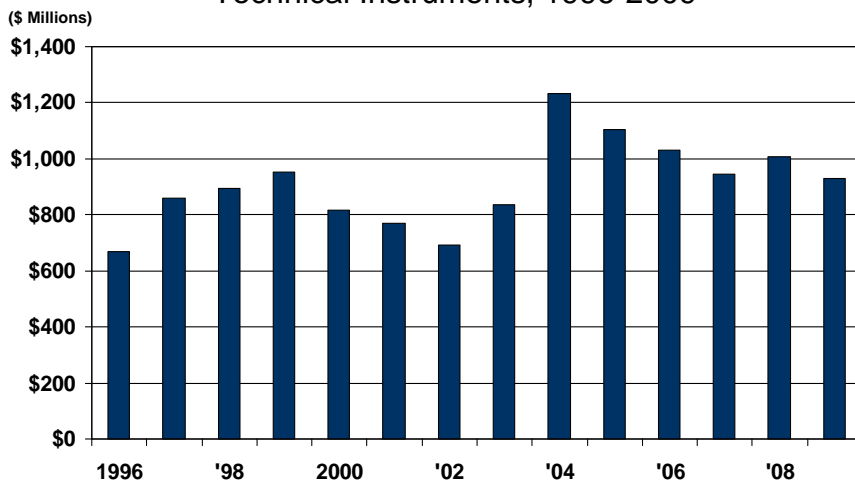
Source: U.S. Census Bureau, County Business Patterns

Medical Device Exports from Connecticut by Industry, 2008



Source: IMPLAN, 2008 Data

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



Source: WISER Trade 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
- CERC—Connecticut Economic Resource Center, Inc.
- DECD—Department of Economic & Community Development
- ITBD—Institute of Technology & Business Development
- MAC—Manufacturing Alliance of Connecticut
- Energy conservation programs from:
 - Connecticut Light & Power
 - The United Illuminating Company

Data Compiled by: 
 Connecticut Economic Resource Center, Inc.
www.cerc.com