



ANTHONY J. DENNIS, PH.D., President, BioOhio, explains why Ohio offers an ideal package for taking products to market

When San Diego-based Amylin Pharmaceuticals Inc. sought to build a \$70 million biomedical manufacturing plant in 2005, they considered several states. Ohio was their ultimate choice — a testament to the growing hub of pharmaceutical companies and their suppliers locating here to take their products to market.

Amylin recognized what Ohio pharmaceutical companies like Boehringer Ingelheim already knew: Nestled in the Midwest lies a hotbed of pharmaceutical activity that may be surprising at first, but upon closer look makes perfect sense for companies in this industry.

According to Reed Vickerman, Vice President

of Corporate Services for Amylin, the region's qualified workforce and its close proximity to suppliers were two primary selling points. "Between Cincinnati and Dayton, there seems to be a hub or corridor developing of life sciences and high-tech expertise," Mr. Vickerman said. "Plus, our partner Alkermes is in Wilmington, and we wanted to be close to them."

THE RIGHT PARTNERS

From businesses in the supply chain to world-renowned hospitals like the Cleveland Clinic and Cincinnati Children's Hospital to a host of leading academic institutions, Ohio supports the pharmaceutical industry in a way no other state can.

In Ohio, the promise of collaboration between researchers and business developers is a reality. Industry and academia join forces to accelerate the development of breakthrough technologies and then take them to market.

BioOhio, a non-profit organization designed to build and accelerate bioscience industry, research and education in Ohio, released its latest Bioscience Resource Directory in September, 2009. The directory counts more than 1,900 bioscience-related entities, including market-facing companies, value-chain suppliers, research organizations and B2B service providers.

In addition to the pharmaceutical companies in Ohio, businesses like Alkermes in Wilmington,

“OHIO’S \$1.6 BILLION OHIO THIRD FRONTIER INITIATIVE IS A COMPREHENSIVE EFFORT TO BUILD WORLD-CLASS RESEARCH CAPACITY, PROMOTE INTERACTION BETWEEN RESEARCH AND INDUSTRY AND COMMERCIALIZE R&D.”

Battelle in Columbus and Kendle in Cincinnati stand at the ready to assist in the development process. InVentiv Communications, the largest privately held marketing organization focused on the pharmaceutical industry, also calls Ohio home.

LOCATION

As more companies in the pharmaceutical supply chain flock to Ohio, others follow to take advantage of the state’s location and close proximity to supply-chain partners. Companies involved in the manufacturing of ingredients and delivery like Girindus, America, Inc. in Cincinnati and Eurand in Vandalia, Ohio, recognize the many benefits of locating in the state.

Ideally situated within 600 miles of 60 percent of the U.S. population, Ohio offers unbeatable access to Midwestern, Central Canadian and Mid-Atlantic markets, and its sophisticated transportation infrastructure represents a strong platform to route goods and services to anywhere in the world.

ABUNDANT TALENT

Ohio’s university system supplies a strong pool of high-tech and specialized talent. As the industry grows, it creates opportunities for both talented professionals and entry-level workers. The state’s strong history in manufacturing and logistics also feeds a pool of labor essential for taking

products to market.

And the Midwest work ethic is thriving in Ohio. Companies benefit from skilled and specialized workers who recognize the value of putting in a hard day’s work and still having time to spend with their families.

BUSINESS-FRIENDLY ENVIRONMENT

Ohio’s \$1.6 billion Ohio Third Frontier initiative is a comprehensive effort to build world-class research capacity, promote interaction between research and industry and commercialize R&D. The program helps companies access capital and improves the commercial viability of emerging products and services.

To further support business expansion, Ohio’s 2007 tax reform eliminates tax on machinery and sales outside the state. This tax reform, designed to help companies compete in the global market, was a deciding factor for Amylin’s decision to expand its manufacturing facility to develop a compound for the treatment of type 2 diabetes, a once-weekly version of exenatide.

“Ohio continues to improve on its world-class business climate, and the recent tax reform is another example of how the Buckeye State provides an inviting and collaborative environment to help businesses succeed,” said Daniel M. Bradbury, president and CEO of Amylin

Pharmaceuticals Inc.

The supportive business environment in Ohio has helped Girindus, a manufacturing and development company serving the pharmaceutical and cosmetic industries, with tax abatement packages and training grants. “Any time I’ve needed anything, the state, the county and the city of Reading have been very helpful in moving us along,” said president and COO Dr. Mark Laskovics.

A BALANCED LIFESTYLE

When people come to Ohio, they want to stay here. Ohio’s reasonable cost of living and access to a variety of leisure activities offer a relaxed and attractive lifestyle, keeping valuable employees in the state. Executives who have lived in states that boast pharmaceutical clusters are pleasantly surprised that they no longer have to fight traffic and long commutes. This extra time provides Ohioans more balance in their lives, ample family time and the opportunity to pursue personal passions outside of work.

Across the United States, companies are researching and developing the pharmaceuticals that help the world live healthier and longer lives. For companies ready to succeed in the marketplace, Ohio offers unmatched opportunities in location, business-friendly environment, access to partners, rich talent and balanced lifestyle. **FP**



ANTHONY J. DENNIS, PH.D., a microbiologist, entrepreneur, technology advocate and native Ohioan, is president of BioOhio, a non-profit organization designed to build and accelerate bioscience industry, research, and education in Ohio. Prior to joining BioOhio in 2002, Dr. Dennis worked for both established and start-up bio companies including Battelle, IntraCel and Tastemaker (now Givaudan, a division of Roche) as well as two companies he co-founded: Nutri-Logics, Inc. and BIO-NOVA. Dr. Dennis is an expert in innovation and creativity in research, particularly as it applies to the development and commercialization of new products.