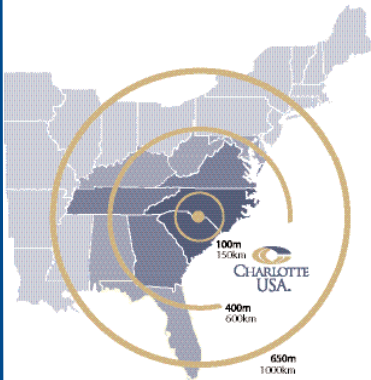


What is Charlotte USA?



The Charlotte region continues to strengthen its position as one of the most dynamic and diversified locations in North America. This 16-county region – 12 in North Carolina and four in South Carolina – is home to more than 750 foreign-owned firms, eight FORTUNE 500 company headquarters and a growing population of over 2.5 million residents.



Pharmaceutical/Medical Equipment Mfg Highlights

- Largest concentration of medical device manufacturing in the Carolinas; more than 200 pharmaceutical/medical equipment manufacturing companies have facilities within the Charlotte region
- More than 7,600 workers are employed in the pharmaceutical/medical equipment manufacturing sector within the Charlotte region
- Growing pharmaceutical/medical equipment mfg industry driven by innovative and aggressive local research programs in precision metrology, optoelectronics and nanotechnology
- Home to Carolinas Healthcare System, the largest healthcare system in the Carolinas, 3rd largest healthcare system in the U.S.
- North Carolina Research Campus, a \$1 billion 350-acre biotech campus in Kannapolis, home to research programs of private biotechnology companies, healthcare companies and all research universities in the UNC system
- Blumenthal, Presbyterian and Batte Cancer Centers are actively engaged in national clinical trials for promising new cancer treatments; they leverage the region's large patient base into important clinical research

Unparalleled Accessibility

- 62% of the U.S. industrial base and over 52% of the U.S. population is accessible within 650 miles/1,000 kilometers of Charlotte USA within one day's travel
- Served by four major interstate highways (I-40, I-77, I-485, I-85)
- Charlotte Douglas International Airport ranks 9th nationwide in operations; 30th nationwide in cargo
- 626 daily departures with nonstop service to 134 destinations; daily international flights include Munich, Frankfurt, Paris (starting April 2009), London, Toronto, and Mexico City, among others
- Within 200 miles of three major seaports, including the 2nd largest on the eastern coast of the U.S. – Charleston, SC

Recent Activity in the Pharmaceutical Medical Device Sector

- Diagnostic Devices Inc, a medical device manufacturer specializing in blood glucose meters, moving production operations from China to Charlotte, creating 100+ high-tech positions by end of 2010
- Groninger USA LLC, a German owned manufacturer of high-precision filling machines for the pharmaceutical and cosmetic industries, relocated U.S. operations from New Jersey to Charlotte

Largest Regional Pharmaceutical Medical Device Firms

Actavis Inc.	Pharmaceutical Preparations	DePuy	Orthopedic Devices & Supplies
Apothecary Herbs	Herbal Dietary Supplements	Fleming Laboratories Inc	Animal Health Products
Altiva	Spinal Implant Devices	FSC Laboratories	Medical Devices for Pediatrics
American Bio Labs	Pharmaceutical Preparations	Greer Laboratories	Allergy Immunotherapy Products
BSN-Jobst	Medical Supplies Manufacturer	Greiner Bio-One	Laboratory Devices & Technology
Catalent	Inhalation Product Development	Heart Care Inc	Pharmaceutical Preparations
CEM Corp	Laboratory Instrumentation	Microban Products Company	Antimicrobial Products
Crompton Manufacturing	Medicinals & Botanicals	Scott Health & Safety	Medical Supplies Manufacturer
Daily Manufacturing Inc	Pharmaceutical Preparations	Structural Medical Inc.	Orthopedic Implant Manufacturer
Camstar	Medical Device Manufacturer		

Pharmaceutical, Medical Device & Equipment

Growing and Talented Workforce

- North Carolina and South Carolina have the lowest percentage (3.5% and 3.9% respectively) of unionized workers in the U.S. (2008)
- Charlotte recently ranked as 9th fastest growing city in the U.S. (Census, 2008)
- Charlotte region is home to 20 colleges and universities and 17 community and technical colleges with customized workforce development programs
- Over 40,000 degrees awarded in science, engineering, technology disciplines in North and South Carolina's public universities including University of North Carolina, University of South Carolina, Duke University and Clemson University among others.

Source: National Center for Education Statistics, 2007

Average Wage by Industry, as percent of U.S. average wage

	Medical Equipment % of U.S. Avg.	Pharmaceutical % of U.S. Avg.
South Carolina	69%	53%
North Carolina	84%	93%
Connecticut	94%	128%
California	126%	114%
Illinois	143%	115%
New Jersey	146%	129%
United States	100%	100%

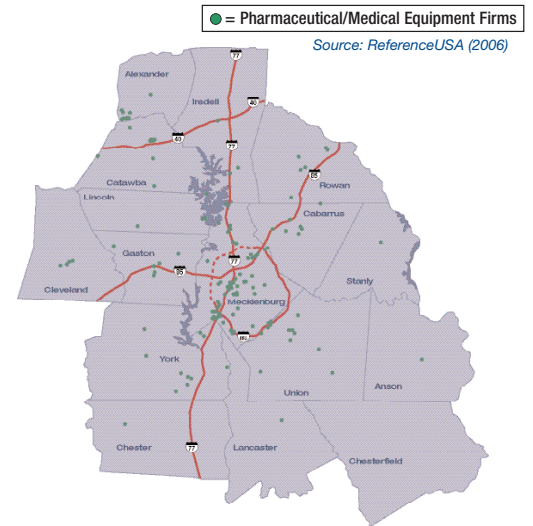
Source: Bureau of Labor Statistics (2007)

Regional Research Programs

- University of North Carolina's Charlotte Research Institute (CRI) combines cutting-edge technology and research facilities with local resources to provide employers a skilled workforce equipped with the latest industry trends and applications.
 - Center for Precision Metrology at CRI:
 - Nationally recognized programs at CPM concentrate on intelligent manufacturing, precise machining measurements, metrology instrumentation, nanotechnology, and subatomic measurement.
 - Projects funded by NASA, NIST and the U.S. Army, among others.
 - Center for Opto Electronics and Optical Communications at CRI:
 - Research areas include optoelectronics and optical device fabrication, optical metrology, optical communication infrastructure and optical imaging.
- The University of North Carolina at Charlotte's Office of Technology Transfer ranked nationwide:
 - 1st in start-ups formed
 - 2nd in invention disclosures received
 - 2nd in patent applications
 - 3rd in patents issued
 - 5th in licenses executed
 - 20th in licenses and options yielding income.

Source: Association of University Technology Managers (AUTM) Survey of American universities using equivalent footing by normalizing results per \$10 million of research expenditures, FY2001.

Regional Pharmaceutical/Medical Equipment Manufacturing Firms Map



Source: ReferenceUSA (2006)

Competitive Business Costs

- State and local tax incentives for job creation and capital investment
- State and local infrastructure development incentives
- Utility cost economic development incentives available
- Average asking lease rate (\$/psf/yr) is \$4.58 for industrial space in the Charlotte market. (CBRE, 2008Q4)
- Among the most competitive utility rates in the U.S.
- R&D tax credits available in North Carolina
- Venture Capital funds and numerous tax credits available for life science and pharmaceutical firms.

Outstanding Business Climate

- North Carolina ranked 1st, South Carolina ranked 14th on Site Selection's *Most Favorable Business Climate* (2008)
- North Carolina ranked 1st, South Carolina ranked 4th on Pollina Corporate Real Estate's *Top 10 Pro-Business States* (2008)
- South Carolina ranked 4th, North Carolina ranked 5th in *Expansion Management* magazine's Top States with the Best Workforce Training Programs (2007)
- City of Charlotte ranked 5th on *Forbe's* list of America's Best Bang for the Buck Cities (2008)
- City of Charlotte ranked 8th on Top 100 Best Places to Live and Launch a Business, by *CNN Money* (2008)

Industry Resources

University of North Carolina at Charlotte, Charlotte Research Institute
<http://www.research.uncc.edu/site/charlotteresearchinst.html>
 University of North Carolina at Charlotte
<http://www.uncc.edu>
 Clemson University
<http://www.clemson.edu>
 Southeast Medical Device Association
jyates@mmmlaw.com or 404.504.5444

For more information, call 800.554.4373 or 704.347.8942

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