



# STATE OF NEW HAMPSHIRE LIFE SCIENCES INDUSTRY ASSESSMENT AND STRATEGY



## Executive Report

In February 2023, the State of New Hampshire completed a Life Sciences Industry Assessment and Strategy that found the industry is driving high growth in economic output, jobs, and business creation across the United States. Much of this growth is based on emerging knowledge and technology that blends traditional life sciences with digital technology, advanced materials, and advanced manufacturing to create economic opportunities for workers, businesses, and investors.

**Life Sciences accounts for 1% of all jobs in the US but grew much faster over the past 10 years (23% compared to 16%) and has significantly higher average earnings (\$65,522 more per year on average) than the overall US economy.**

In New Hampshire, Life Sciences is a strong economic contributor, and the state has the foundational assets and competitive factors to continue growing the industry. While the state's proximity to the world's largest Life Sciences cluster in Boston amplifies opportunities, New Hampshire's Life Sciences assets represent subindustries that are well-suited to leverage industry dynamics and continue growth trajectories in the state.

## New Hampshire Industry Economic Highlights

Life Sciences has made a strong contribution to the state's economic growth in the last decade and continues to demonstrate a positive trajectory.

**11,290**  
jobs in 2021, or  
**1.5%**  
of the state's total employment



**1,484**  
net jobs added in 2012-2021,  
which is an increase of

**15.1%**  
and represents  
**3.8%**  
of the state's total job  
growth during this period

In 2021, the average earnings  
of a Life Sciences worker in  
New Hampshire was

**\$130,848/year,**

which is higher than the  
state average for all  
industries (\$82,113)



**612**  
payrolled Life Sciences  
businesses in the  
state in 2021, averaging

**25**  
jobs per business

The Life Sciences  
cluster contributed  
**\$2.8 billion**  
to New Hampshire's Gross  
Regional Product (**3%**) in 2021



**\$4.3 billion**  
in total sales in 2021



**73.8%**  
of sales are export-oriented,  
occurring outside the state

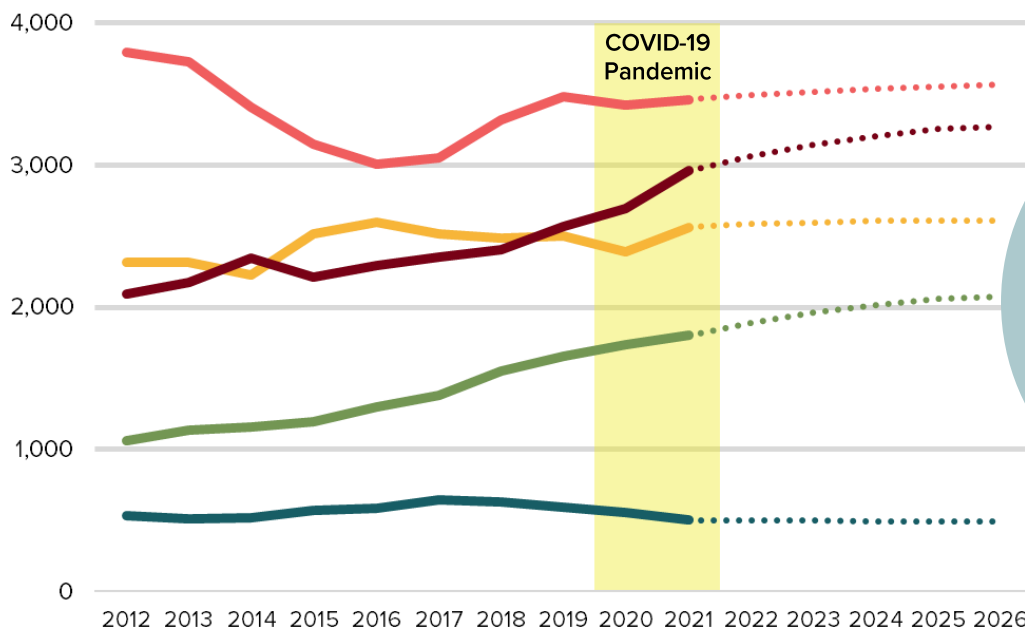


New Hampshire Department of  
**BUSINESS AND  
ECONOMIC AFFAIRS**



# New Hampshire Life Sciences Jobs by Industry Group

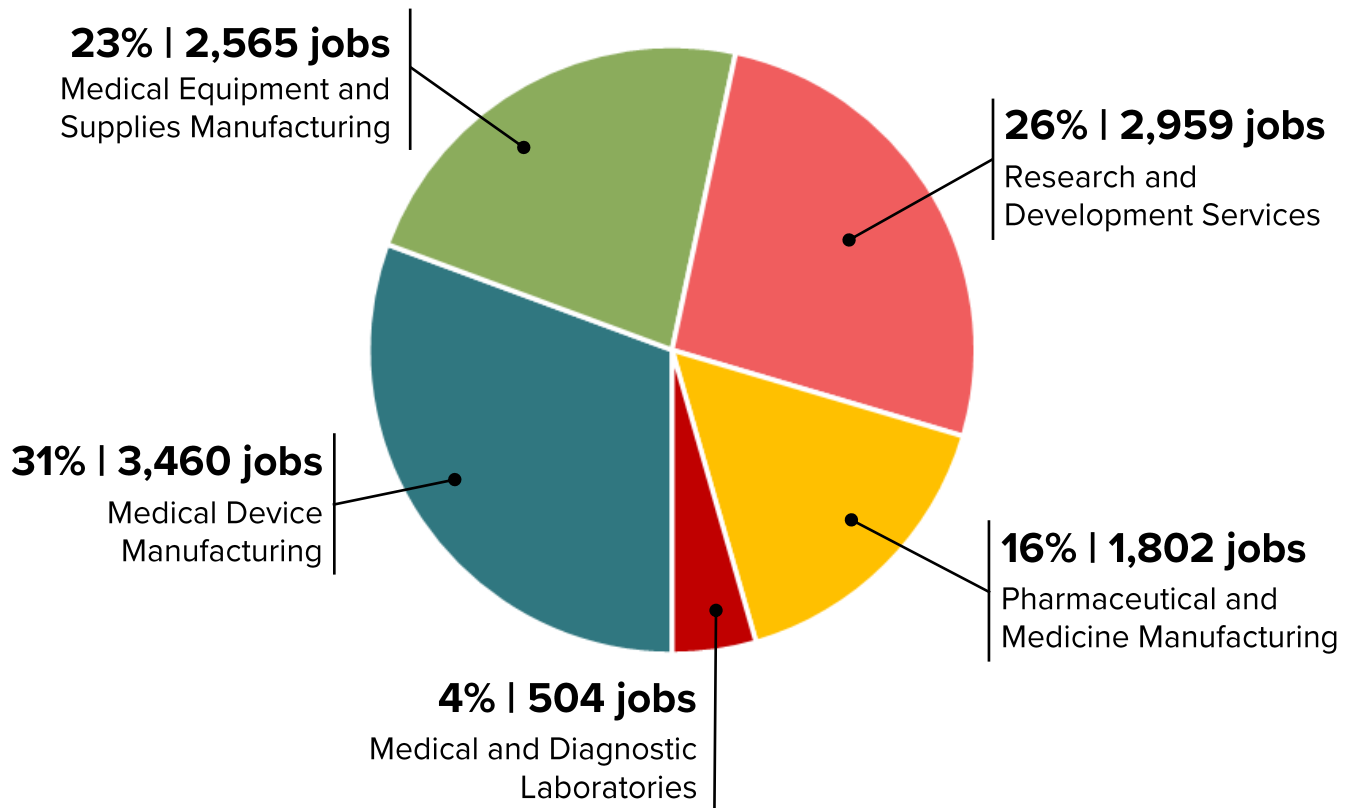
Lightcast Projection, 2022-2026



**Growth in Life Sciences**  
 New Hampshire Life Sciences jobs grew by **15%** between 2012-2021, accounting for **1,484 jobs**. Another **727 jobs** are anticipated between 2021-2026, a growth rate of **6%**.

- Medical Device Manufacturing
- Medical Equipment and Supplies Manufacturing
- Research and Development Services
- Pharmaceutical and Medicine Manufacturing
- Medical and Diagnostic Laboratories

## New Hampshire Life Sciences Industry Groups by Percent (2021)



# Life Sciences Strengths in New Hampshire

With strategic investment, resources, and support, the State of New Hampshire has the potential to encourage growth in some of the leading subsectors within the Life Sciences industry. The state has distinct strengths and assets in three major categories:



## Existing Industry Base

- The state's **industry leadership is creating a statewide organization** for industry-driven initiatives, a best practice for economic growth.
- There are **strong companies with a national and global presence** across New Hampshire, as well as a growing presence of small- to medium-sized companies.
- New Hampshire has **advantageous connections to a national and global Life Sciences cluster** (Boston, MA MSA) as well as other hubs in New England.



## Talent and Workforce

- The state has a **high proportion of STEM occupations** in the overall economy.
- The state has a **strong presence of high-tech industry employment**.
- The state's **historic strengths in manufacturing** provide continued opportunities for Life Sciences manufacturing.



## Innovation

- In addition to a strong base, there was **strong growth in total R&D expenditures** over the last decade.
- There is a **substantial R&D ecosystem at the state's educational institutions**, including unique research strengths at Dartmouth, University of New Hampshire, and Keene State College.
- New Hampshire produces a **relatively high value of SBIR/STTR awards** in the state.

## Opportunities in Emerging Sectors

With strategic investment, resources, and support, the State of New Hampshire has the potential to encourage growth in some of these leading subsectors within the Life Sciences industry.



Life Sciences Manufacturing and a broader connection to Advanced Manufacturing



Digital Technology and the growth of MedTech



Advanced Materials, including Regenerative Manufacturing



Personalized Medicine

# Strategies to Support and Grow New Hampshire's Life Sciences Industry

## An Industry-Driven Approach

**Actively support the Life Sciences statewide industry organization and partnership opportunities.** While BEA and its partners have a valuable role to play in directly supporting Life Sciences, it is critically important to continue the state's approach of enabling economic growth by providing a competitive business environment.

This includes reducing burdens on business and industry and supporting industry-driven strategies. Industry-driven initiatives play a unique role in economic growth and are critical for businesses to respond to challenges or opportunities in a way that matches their highest needs.

**Continue to grow the concentration of businesses that fit within the opportunity sectors through attraction.** There are several areas to target with a tailored message about the State's assets and opportunities for business.

**Organize the BEA to play the role of network builder and facilitator and where appropriate, provide direct support and services.** As the BEA seeks to continue to build internal relations with its business community, it is imperative that the State operate with a high degree of transparency and accountability with their intentions. This may include but is not limited to sharing relevant market data, business attraction goals, or other mutually beneficial information.

## New Hampshire Industry and Research Strengths to Promote and Leverage

- Biotherapeutics
- Quantitative Biology and Bioinformatics
- MedTech/Medical IT
- Environmental Remote Sensing
- Each has significant and relevant facilities and equipment

## Workforce, Talent, and Entrepreneurship

**Implement cross-industry workforce partnerships to support occupations that have a substantial impact on the economy.** The workforce analysis revealed that the industry is primarily comprised of Production occupations, followed by Engineering and Management. This further stresses the importance and connection between manufacturing and the Life Sciences industry.

**Continue to pursue public-private-philanthropic partnerships in workforce development efforts.** Workforce is a pressing issue across all industries in New Hampshire and to successfully grow the Life Sciences industry, strategic partnerships with the private sector and educational institutions will be necessary to support the spectrum of positions that currently stand unfilled and those that will evolve as the cluster grows.

**Support workforce initiatives that highlight opportunities to grow from within the state and from outside attraction.** In line with the state Workforce Assessment that was completed in August 2022, the State must tackle the workforce challenges through both attraction and growth from within.

**Address gaps in the statewide entrepreneurial resource system.** The realm of entrepreneurship was identified as a weakness within the EPSCoR report and in business interviews. This strategy is an opportunity to address this gap, particularly within the growing and emerging connection to R&D strengths. This will include actions like incubation, acceleration, and supporting a SBIR/STTR match program.



## Marketing, Communication, and Attraction

**Expand BEA's digital presence and usage of communication channels in attraction efforts.** BEA's communication needs to reflect the latest labor market statistics, along with coordinating strengths and assets identified in the New Hampshire Life Science Strategy.

**Build awareness about the state's extensive Life Sciences market and proximity to regional assets.** An external marketing campaign with the objective of growing the awareness of the size and scale of the Life Sciences industry in the State of New Hampshire is necessary to showcase the assets, existing industry mix, and prospects for expansion or relocation in the state.

**Expand messaging for attraction to include industry-specific data and targeted messages.** The awareness and marketing effort must go beyond the baseline of the State's advantageous business environment, the State's quality of life, or general promotion of "live, work and play."

**Facilitate communication and resource sharing with existing businesses in New Hampshire.** Within a relatively small state like New Hampshire, there are substantial opportunities to make personal connections, problem solve business concerns, and elevate the voices of regional businesses.



### About the Report

Camoin Associates completed the State of New Hampshire Life Sciences Assessment and Strategy in February 2023.

To view the full report, please visit [www.nheconomy.com](http://www.nheconomy.com).