

The Kansas City Region

A Proven Concept—Unlimited Potential

The Kansas City region is a leader in biotech innovation, production and research. Specific industry strengths, education and research assets, in addition to innovative incentives, create an ideal climate for biotech companies.

◆ **Industry Strengths**

The Kansas City region’s 200 biotech companies employ more than 20,000 people.

Industry strengths:

- Animal health
- Clinical Research
- Pharmaceutical development
- Comparative medicine

Workforce expertise:

- Animal health and nutrition
- Cardiology
- Oncology
- Neurology

◆ **Education**

Twenty universities throughout the region offer undergraduate, graduate and post-doctorate degrees. These include the University of Kansas, University of Kansas Medical Center, University of Missouri-Kansas City and the Kansas City University of Medicine and Biosciences. **Three community college systems** offer associate-level degrees in the biosciences in various locations around the region.

◆ **Research**

\$400 million in facility construction currently underway in **12 new research** facilities throughout the Kansas City region.

New facilities and more competitive research teams are fueling research spending. Area public institutions spent **\$531 million** on research in 2007 with a 19.7% increase of NIH funds. Life science companies in the KC area spend an estimated **\$638 million** on research annually.

The \$300 million Stowers Institute for Medical Research is the region’s biotech crown jewel. Eight out of every 10 researchers accept the offer to work for Stowers. More than 500 scientists study a variety of genetic diseases in its labs. Its \$2 billion endowment makes it one of the most well funded and highly regarded research facilities in the world.

◆ **Select Incentives**

The **Kansas Bioscience Authority (KBA)** is a funding engine that will generate more than **\$580 million** over the next 10 to 15 years for the purpose of growing the bioscience industry in the state of Kansas. The KBA is looking to selectively invest and incentivize in existing Kansas bioscience companies, progressive out-of-state companies seeking to relocate, commercialization-promising university-related bioscience projects, and entrepreneurial start-up companies in the bioscience field.

The **Missouri Quality Jobs Program** allows for the retention of Missouri state withholding tax. Allowances are up to 5% per employee on new jobs and state income tax credits, and are refundable and/or sellable.

Several other innovative initiative programs are available at the state and local level.

Global Leader in Animal Health

“Kansas City has the largest concentration of the animal health industry in the world.”

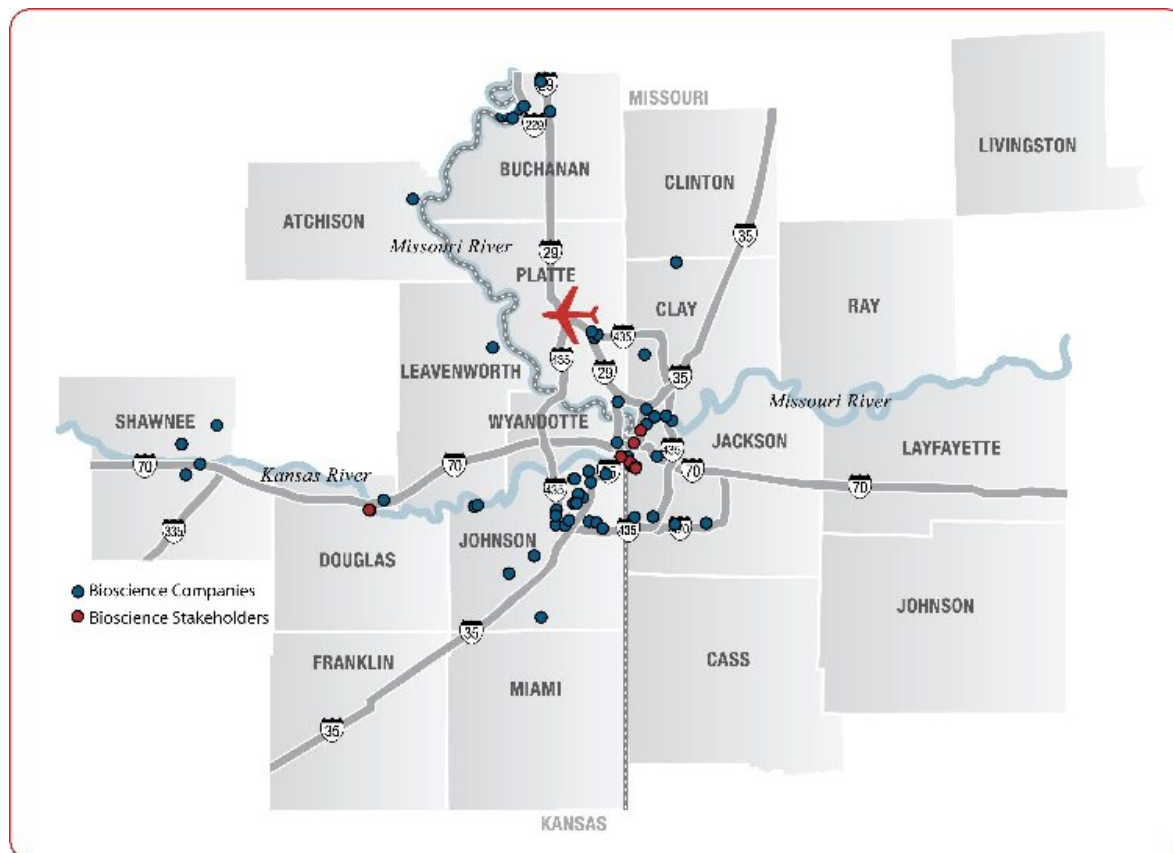
- **220+ companies** involved in the industry
 - **32% of the total global sales**
 - **70 Global or U.S. HQ of industry companies**
 - **4 of the 10 largest global animal health companies**
 - **3 of the 5 largest global pet food companies**
 - **13,000 trained employees**
- Brakke Consulting
2009**

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BIO SCIENCES REGIONAL SNAPSHOT



Select Major Bioscience-Related Employers

- Aetna Rx Home Delivery
- Aptuit, Inc.
- Bayer HealthCare, Animal Health Division
- Bayer CropScience, Core Technologies Center
- Boehringer Ingelheim Vetmedica
- Cerner Corporation
- CEVA Biomune
- Clinical Reference Laboratory
- CVS CareMark
- Hill's Pet Nutrition, Inc.
- Intervet/Schering Plough Corp.
- Laboratory Corporation of America
- Mars Petcare U.S.
- Midwest Research Institute
- Physicians Reference Laboratory
- PRA International
- Prescription Solutions
- Quest Diagnostics
- Quintiles Transnational Corp.
- Remel, Inc.
- SAFC Biosciences
- ScriptPro
- Teva Animal Health
- Teva Neuroscience

Bioscience Stakeholders

- Children's Mercy Hospitals and Clinics
- K.C. Univ. of Medicine & Biosciences
- Midwest Research Institute
- Saint Luke's Health System
- The Stowers Institute for Medical Research
- University of Kansas
- University of Kansas Medical Center
- University of Missouri-K.C.

"Kansas City is emerging as a leading player in the bio/pharmaceutical enterprises of the 21st century."

*Pharmaceutical
Technology*