

# WHY THEY ARE COMING

## CALIFORNIA COMPANY LIKES INDIANA CLIMATE

**B**eckman Coulter recognizes a good thing. The global manufacturer of biomedical testing instrument systems that simplify laboratory processes will be adding to its presence in the Indianapolis area come September 2008.

At that time, Beckman Coulter's centrifuge operations – which involve a basic tool used for sample separation in life science research and diagnostic testing – and its 200 jobs will be housed in northwest Marion County, in the Park 100 area. Currently, this division is located in Palo Alto, Calif.

The high-tech positions will be a “mixed blend between product development, some scientific activities, some engineering – both in process and manufacturing engineering, assembly and testing,” shares Jac Price, Beckman Coulter vice president of supply chain management, who is based in Indianapolis. “The jobs really run the gamut of what I would consider traditional instrument manufacturing.”

As for the move itself, in addition to being able to lower its overall costs, Price says many factors led to the decision.

“We're very compelled by the life sciences initiative that Indiana has – from the government sector, plus the academic and private sectors. That was huge,” says Price.

He adds, “We have an existing operation mostly focused in product development here in Indianapolis, so we had some existing infrastructure and basis to build from. We've also found that Indiana is very manufacturing friendly, and that was a big draw. The access to talent was another motivator – we are pleased with the quality of workforce in the state.”

The red carpet treatment from the governor's office, as well as from local government entities the company has spoken to, served to reaffirm Indiana's commitment, Price notes.

“Probably the last factor – and one that is near and dear to me – is the advanced manufacturing initiative of the state and Purdue University, the main driver of it,” Price acknowledges. “So we see a lot of convergence among the life sciences and related areas in Indiana.”

Beckman Coulter systems operate in over 200,000 laboratories around the world, supplying critical information for improving patient health and reducing the cost of care. The company is headquartered in Fullerton, Calif. and has more than 10,000 employees in over 130 countries. In the U.S., Beckman Coulter's primary operations are in California, Florida and Minnesota. For 2006, the company reported annual revenue of \$2.53 billion.



The Allegra® X-15R benchtop centrifuge — part of the product line to be manufactured in Indianapolis — can be used for, among other things, DNA sample preparation.

### INFORMATION LINK

**Resource:** Jac Price, Beckman Coulter, at (317) 808-4257 or [www.beckman.com](http://www.beckman.com)

### Business Costs — Indiana vs. Other Life Sciences States

	Indiana	Illinois	N. Carolina	Mass.	California
Total State Business Taxes*	\$169,739	\$267,448	\$183,993	\$268,336	\$568,714
Corporate State Income Tax**	\$85,000	\$73,000	\$69,000	\$95,000	\$88,400
Avg. Workers' Compensation Annual Premium (based on 100 employees)	\$65,839	\$167,048	\$94,193	\$135,536	\$456,514
Avg. Workers' Compensation Rate	\$1.97	\$3.82	\$2.79	\$2.87	\$10.55
Avg. Unemployment Insurance (based on 100 employees)	\$18,900	\$37,400	\$20,800	\$37,800	\$23,800

\* Sum of corporate state income tax, workers' compensation insurance and unemployment insurance

\*\* Due per net taxable income of \$1,000,000

Source: 2006 data from Indiana Economic Development Corporation