



2023

ANN ARBOR

SPARK

Sector Report

Life Sciences

Ann Arbor, Michigan

Ann Arbor's life sciences sector has seen rapid growth over the past decade, but we've always been an innovator in the biotech industry. The heart-lung machine used in the first heart transplant was developed and manufactured here. Since then, the life sciences sector has expanded to include pharmaceuticals, medical devices, diagnostics, and bioinformatics. The sector includes 300+ firms and employs nearly 11,500 people in the region.

Population

119,875	City of Ann Arbor
366,376	Washtenaw County
2,031,853	45-Minute Drive

Median Age

27.5	City of Ann Arbor
34.1	Washtenaw County
38.4	United States

Median Household Income

\$73,276	City of Ann Arbor
\$79,198	Washtenaw County
\$69,021	United States

Education Level:

Bachelor's Degree or Higher

77.2%	City of Ann Arbor
57.2%	Washtenaw County
33.7%	United States

2023 Rankings

#1	Best Places to Live in America
#2	Best Places to Live in the Midwest
#1	Best Places to Live in Michigan
#1	Best Places to Live, Quality of Life
#1	Most Educated City in America
#2	Best Public Schools in America

<https://annarborusa.org/insights/communities/facts-rankings/>



The Midwest continues to cement its reputation as a pivotal hub for the life sciences industry in the United States. Central to this dynamic growth is Ann Arbor, a nexus where innovative businesses seamlessly collaborate with cutting-edge research institutions. The city is renowned for its forward-thinking professionals, robust financial infrastructure, proactive economic development strategies, and a diverse talent pool, making it an ideal locale for life sciences ventures.

Ann Arbor Business Community Profile

One way to reflect on a regional economy is to check out the top employers and their industries, including public and private organizations. Here's the [latest list](#) identifying the top employers in Washtenaw and Livingston counties compiled by Ann Arbor SPARK.

TOP REGIONAL EMPLOYERS

Company Name	Company Description	City	Employees
University of Michigan	Public university and health system	Ann Arbor	34,800+
Trinity Health Michigan	Health care system	Ann Arbor, Saline, Chelsea, Howell	5,900+
General Motors Proving Grounds	OEM research	Brighton Twp., Milford Twp.	5,500+
VA Ann Arbor Healthcare System	Health care system	Ann Arbor	3,500+
Ann Arbor Public Schools	Public School District	Ann Arbor	2,500+
IHA Health Services Corp.	Multi-specialty physician group practice	Ann Arbor	1600+
Toyota Motor North America Research and Development	OEM research	Ann Arbor, Saline	1,400+
Eastern Michigan University	Public university	Ypsilanti	1,300+
Washtenaw County Government	County government	Ann Arbor	1,200+
Faurecia Interior Systems (Forvia)	Automotive component manufacturer	Saline	1,100+
Thomson Reuters	Software and information services for professionals	Ann Arbor	1,100+
Domino's Pizza	Corporate headquarters	Ann Arbor	1,100+
Thai Summit America Corporation	Automotive component manufacturer	Howell	800+
Grupo Antolin Interiors USA	Automotive component manufacturer	Howell	800+
Brighton Area Schools	Public school district	Brighton	800+
RealTruck (formerly Truck Hero)	Automotive component manufacturer	Ann Arbor	700+
Gordon Food Service	Food distribution	Brighton	700+
City of Ann Arbor	City government	Ann Arbor	700+
Zingerman's Family of Businesses	Food production	Ann Arbor	700+
Citizens Insurance Company	Property and casualty insurance	Howell	700+
Merative	Data and information	Ann Arbor	700+
Terumo Cardiovascular Group	Medical device manufacturer	Ann Arbor	700+
Ford Rawsonville Plant	Automotive component manufacturer	Ypsilanti	600+
ProQuest	Data and information	Ann Arbor	600+
Howell Public School District	Public school district	Howell	600+

Regional Life Science Companies

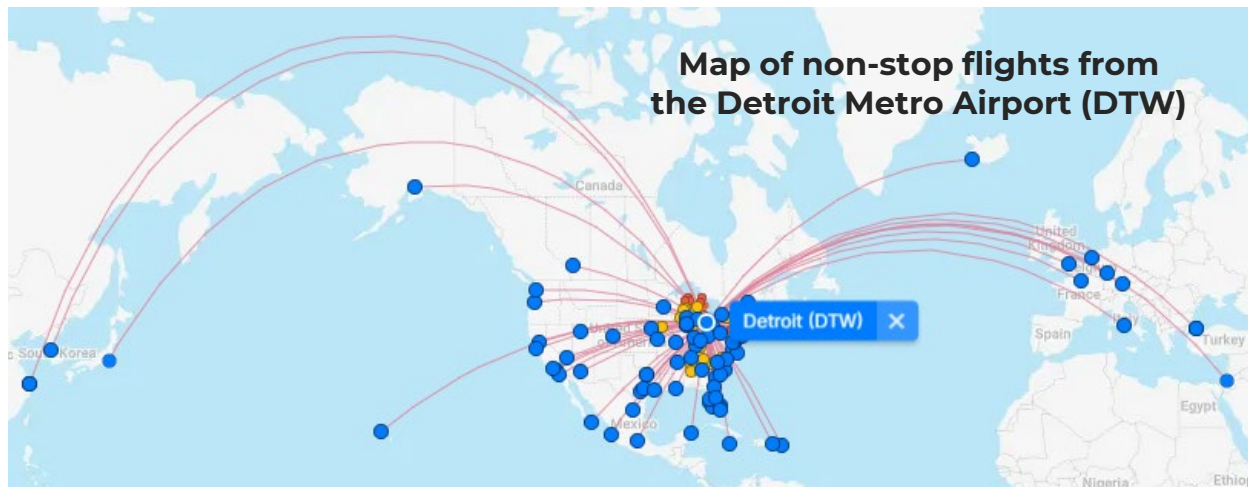
Over 300 life sciences firms are in the Ann Arbor region. The largest sectors are those related to medical device manufacture and pharmaceutical development. Service providers, including CROs, software development, and prototyping, are also found in the Ann Arbor area. The University of Michigan's Medical Innovation Center and Eastern Michigan University's Coatings Research Institute also partner with life science firms to develop innovative solutions.

SAMPLING OF ANN ARBOR LIFE SCIENCE COMPANIES

Company Name	Company Description	Employees
Saint Joseph Mercy Health System	Health care service provider	5,500+
Merative	Cognitive health systems-information, software, data	700+
Terumo Cardiovascular Group	Develop, manufacture and distribute medical devices for cardiac and vascular surgery	700+
University of Michigan Life Sciences Institute	Life sciences research institute	450+
Cayman Chemical Company	Biomedical products supplier	290+
Sartorius AG	Pharmaceutical instruments	160+
Syneos	Clinical research and testing; providing staffing services to large pharma	150+
Warde Medical Laboratory	Esoteric health care testing	140+
Forest Health	Hospital	130+
Genomenon, Inc.	Data processing algorithms and curated genetic database software as a service	120+
Orchid MacDee, Inc.	Precision machining, molding of plastic devices	115+
MC3 Cardiopulmonary	Cardiopulmonary support devices	115+
NuStep	Cardiopulmonary rehab equipment	100+
Strata Oncology, Inc.	Expand late-stage cancer patients' access to tumor sequencing and precision medicine trials and medicine	100+
Covance	Small animal in vivo multi-modality imaging services	85+
Element Materials Technology	Custom chemical analysis for manufacturing products and pharmaceuticals	80+
Esperion Therapeutics, Inc.	Biotherapies to increase HDL	70+
Siemens Healthineers	Medical diagnostic ultrasound/image management	65+
Xoran Technologies	Medical imaging mini-cat	65+
Bio-Rad Laboratories	Single cell analysis microfluidic device	55+
SurgiTel	Dental and surgical precision optics	55+
Swift BioSciences Inc.	Genetic test kits for biological research and diagnostics	45+

International Airport Connectivity

Detroit Metropolitan Airport (DTW) is less than 30 miles from downtown Ann Arbor. DTW is ranked #1 in customer satisfaction for mega airports and is one of the world's leading air transportation hubs with more than 1,100 flights per day to and from four continents. DTW has non-stop passenger flights scheduled to 140+ destinations in nearly 20 countries and serves 36.7 million passengers annually.



Sampling of Domestic and International Destinations	# of daily non-stop flights from DTW
New York (LGA and EWR)	22-32
Chicago (ORD and MDW)	19-31
Atlanta (ATL)	14-19
Las Vegas (LAS)	12-17
Orlando (MCO)	10-15
Charlotte (CLT)	10-13
Dallas (DFW)	10-13
Denver (DEN)	9-12
Washington (DCA)	7-11
Los Angeles (LAX)	8-10
Toronto (YYZ)	6
Amsterdam (AMS)	4
Paris (CDG)	2-3
Frankfurt (FRA)	2

LOCAL LIFE SCIENCES INDUSTRY CLUSTER



Diverse Selection of Life Science Companies

The Ann Arbor region contains a large Life Sciences industry that represents nearly 11,500 employees. Of all the life science companies based in the area, Integrated Health Associates provides the largest employee base accounting for over 20% of the area's industry. While IHA falls into the healthcare services sub-sector, the region has a particularly large presence of medical device companies. The medical device sub-sector accounts for nearly 40% of the industry's FTE jobs with Terumo Cardiovascular Group at over 1,000 full time employees. Aside from medical devices and healthcare services, the region is also home to a vast array of pharmaceutical, digital health, and biotechnology companies.

SARTORIUS

Industry Spotlight: Sartorius, an international life science support company with operations across the globe, selected Ann Arbor to serve as the hub of their North American R&D operations. Their brand new 130,000 square foot facility in the City of Ann Arbor — a \$60+ million project — will add 160 new people. The company develops products for life science research and the biopharmaceutical industry, including contributing to the development of COVID-19 vaccines.

An Educational Powerhouse

Ann Arbor’s life sciences community benefits from regional colleges and universities, foremost of which is the University of Michigan.

University of Michigan

The University of Michigan ranks among the world’s top universities and its graduate and professional programs are consistently listed among the nation’s top ten.

The University houses many research institutes:

- Life Sciences Institute
- Kellogg Eye Center
- Biomechanics Research Laboratory
- Biomedical Research Core Facility

In addition, the North Campus Research Institute and the Medical School are centers of life science research.

Eastern Michigan University

The College of Technology at Eastern Michigan University, located in downtown Ypsilanti, offers four-year degrees in areas of biology and clinical research.

Regional Universities

In addition to University of Michigan and Eastern Michigan University, Ann Arbor area employers can recruit from universities within an hour’s drive of Ann Arbor—Wayne State University, Lawrence Tech, Kettering, and Michigan State University. All four have degree programs in life science-related disciplines.

 **University of Michigan ranks as the #3 Public Research University in the US.**

Source: National Science Foundation

University of Michigan Annual Research Spending

\$1.64 billion

#3 in the U.S.

University Graduates

University of Michigan	Number of Graduates
Total graduates	14,880
Biological and Biomedical Sciences	1,210
Engineering	2,561

Eastern Michigan University	Number of Graduates
Total graduates	4,034
Biological and Biomedical Sciences	138
Engineering and Engineering-related Technologies	159

Washtenaw Community College Enrollment	19,343
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University Graduate Retention Rates



40%

of U-M Alumni live in Michigan

Represents over
200,000 grads



33%

of U-M College of Engineering master's grads remain in Michigan

Up from 24% in 2010
and growing



65%

of MSU grads stay in MI

Represents over
325,000 grads



72%

of Eastern Michigan University Alumni remain in Michigan

Represents over
100,000 grads

Commercial Real Estate in Ann Arbor

Commercial real estate in Ann Arbor is segmented into sub-markets, with demand spread out around all of town, with concentrations in the south and west.

14.8%

Commercial vacancy rate for downtown Ann Arbor

8.6%

Commercial vacancy rate for north Ann Arbor

12.3%

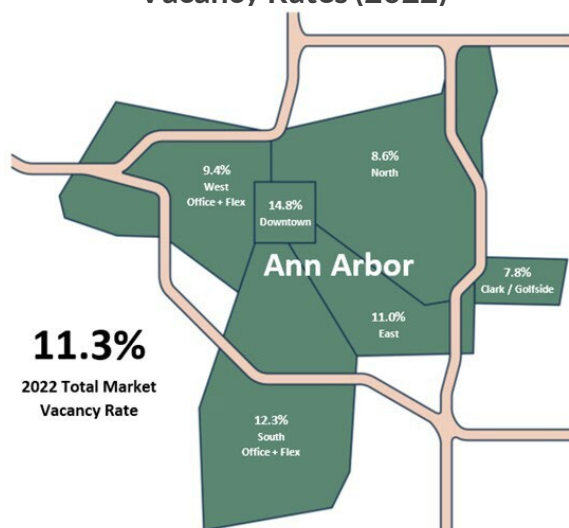
Commercial vacancy rate for south Ann Arbor

9.4%

Commercial vacancy rate for west Ann Arbor

Ann Arbor has a diverse commercial real estate portfolio, and companies considering expansion should take into account the market as a whole before settling on one area in particular.

Ann Arbor's Commercial Vacancy Rates (2022)



Source: Swisher 2022 Year-End Vacancy Report

Ann Arbor's commercial real estate landscape, as outlined by Swisher's 2022 Year-End Vacancy report, indicates a vacancy rate of 11.3%, up from 10.3% the previous year. Despite this, the continued demand for flex spaces highlights the region's adaptability and innovative spirit, making it an attractive destination for businesses. The local market offers opportunities, with several spaces being creatively repurposed to meet contemporary needs. Notably, a trend towards converting commercial spaces into housing could benefit businesses looking for mixed-use environments. As the region evolves in 2023, Ann Arbor SPARK remains dedicated to aiding businesses in finding the ideal space, ensuring seamless integration into the local economy.

Explore the region's commercial listings on our website:
<https://annarborusa.org/commercial-listings/>

TALENT

Your business success begins with [strategic talent acquisition](#) and training. Through dynamic partnerships with institutions like the University of Michigan, Eastern Michigan University, and Michigan Works!, SPARK offers an unparalleled network to identify and onboard top talent. Explore how SPARK can help amplify your talent strategies:

The SPARK Talent Portal: A free online job posting system that spotlights executive and knowledge-based positions as well as internships and entry level positions. Employers can view resumes submitted by becoming a [“job manager” here](#).

MichBio Job Board: The state level membership organization hosts a [job board](#), comprising over 200 employers, nearly 5,000 job seekers, and nearly 1,000 open positions.

Training Grants: SPARK will work closely with you to maximize utilization of worker training programs and funds that are available for companies in our region. Learn more about the programs [here](#).

Academic Relationships: There are great business “front door” organizations like [U-M's Business Engagement Center](#) or [EMU's BusinessLink](#) programs. Be sure to check in with [Washtenaw Community College](#), [Michigan Tech, Kettering](#), and [MSU](#). Make the most of your [Handshake](#) profile, as most colleges use it for recruiting and events. Read more about building these relationships [here](#).

Ann Arbor Tech Homecoming: On the Wednesday before Thanksgiving, job seekers and companies mingle over delicious food and great conversation. A great opportunity in a casual setting for local and out-of-town talent to learn about careers in the vibrant Ann Arbor tech ecosystem.

Tech[inclusive]: [Tech Inclusive](#) is dedicated to empowering underrepresented people in tech, and empowering allies to become advocates.

University of Michigan Startup Career Fair: This [annual event](#) connects 750+ entrepreneurially-minded students in all majors to internships and full-time opportunities at 45+ high-growth startups from across the country.

Pricing Talent: SPARK can do a review using [PayScale](#) to determine wage data in specific job categories. We recommend continuously benchmarking and adjusting pay structures and benefits (when necessary). Pricing can vary depending on skill set, experience and other factors.



2022 JOB PORTAL STATS

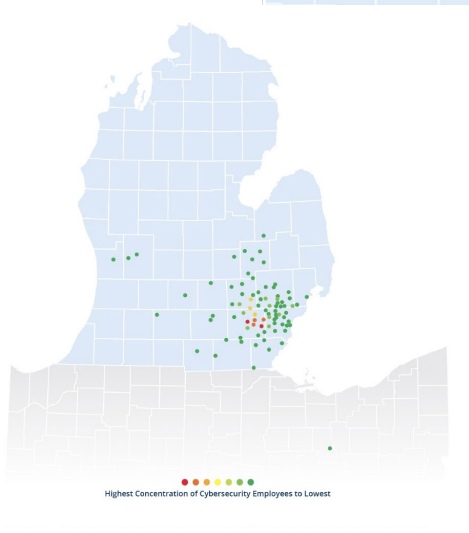
128 new employers signed up
767 jobs posted
32,584 job views
each viewed ~43 times
1,222 apply links clicked
680 job applications submitted
154 jobs filled
328 new Job Seeker
newsletter subscribers

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OUR TALENT REACH

Ann Arbor's talent pool spans a much larger geography than you might think. According to research conducted by the Chicago Booth School of Business, Ann Arbor ranks #11 for remote work nationally. According to this research, 37% of US jobs can plausibly be performed at home (accounting for 46% of all wages). This ranking indicates a "readiness" to shift to remote work, with a high concentration of remote-ready employees in a relatively small population.



A surgical and medical instruments company located in Ann Arbor employs more than 1,200 people living in Washtenaw County and throughout Michigan and surrounding states.

Community Engagement

LOCAL LIFE SCIENCES COMMUNITY NETWORKING AND EVENTS

The local life sciences community and universities have hosted several groups, hackathons and conferences for the further development of skills and connections.

A few examples are below:

MichBio

The state-level membership organization for bio-industries. Their mission encompasses broad industry sub-sector representation including pharmaceuticals and therapeutics (human and animal health, generics and OTCs), medical devices, diagnostics, research tools, informatics (healthcare and bio-informatics), nutritional health (nutriceuticals), clinical research, industrial biotechnology, and bio-fuels and bio-agriculture. <https://www.michbio.org/>

A2 BioSocial

miLEAD, along with Ann Arbor Spark and MichBio, is happy to announce the introduction of Ann Arbor's newest social event for Ann Arbor's biotech scene, the A2 BioSocial. This event is aimed to bring together Ann Arbor's innovators, entrepreneurs, scientists, and industry leaders in an informal social setting. This is a fantastic opportunity to learn about all of the exciting work being done in Ann Arbor and will be great for students, entrepreneurs, people looking for a job, and anyone generally curious about Ann Arbor's bio-industry scene.

a2geeks

Nonprofit organization dedicated to making Ann Arbor a great place for creative and innovative people to live and work by opening the tech culture to everyone. A2Geeks is a nonprofit dedicated to making southeast Michigan and Ann Arbor in particular, a great place for geeks and creatives to live, work, and play. We support individuals and groups seeking to build community around issues or projects they are passionate about and to educate others in the area.

Incubators, Accelerators, and Coworking spaces in the Ann Arbor Region

Ann Arbor has a flourishing networking of incubators, accelerators, and coworking spaces. There's something for everyone. View a full list of incubators and coworking spaces [here](#).



Community Engagement

MICHIGAN INNOVATION HEADQUARTERS (MI-HQ)

Home to more than 40 companies, MI-HQ is the Ann Arbor region's premier biotech incubator and wet lab facility. In 2019, MI-HQ expanded, adding a new 35,000-square-foot building on its campus. The organization invested \$2.5 million in the expansion, which brought its total size to 160,000 square feet. MI-HQ now boasts the largest concentration of life science companies in the region. Learn more [here](#).



MI-HQ is a high-energy, cooperative entrepreneurial community with 160,000+ square feet on Ann Arbor's west side. They provide functional, affordable space in a collaborative environment that fosters acceleration.

MI-HQ is proud to be home to a vibrant and diverse group of companies across multiple sectors and disciplines, all of whom are looking to put down roots in our community so they can grow and branch out. After all, when you innovate locally, you can make an impact globally.

MI-HQ offers affordable, customizable spaces that can expand to meet your needs as your company grows.

Types of Spaces offered:

- Turn-key Offices
- Dry labs
- Wet Labs (up to BSL2 safety rating)
- Production Areas
- Manufacturing Areas
- Specialty Work Areas
- Collaborative Workspaces
- Warehouse Storage
- Co-Work Areas
- Shared Kitchenettes and Dining areas
- Multiple Conference Rooms



a2TECH360



A Week-long Celebration of Innovation

A series of events bringing together entrepreneurs, researchers, investors, businesses, academic institutions, and job seekers. Discover the latest in innovation and collaborate with like-minded tech enthusiasts!



Visit **a2Tech360.com**
to learn more.

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Local Development Finance Authority

Destination Ann Arbor

Every community offers something unique to its residents, but the Ann Arbor area offers much more than the usual quality of life indicators. From recreation to culture, we offer large city amenities with a small-town feel. Read on to learn more about living here.



Recreation

In Michigan, you're never more than a few miles from water. In Washtenaw County, we can top that by saying you're never more than a few miles from a lake, river, park, golf course, cross-country trail, or other recreational option.

Washtenaw County boasts 4,000 acres of parkland, of which 2200 acres are natural areas ideal for hiking, bird watching, or mountain biking. The Border-to-Border trail, kayaking liveries, and golf courses add to the county's recreation inventory.

The city of Ann Arbor has 157 parks totaling 2,090 acres, 1,200 acres of which are natural areas. An additional 2,000 acres of farmland and open space surround the city of Ann Arbor, purchased with a Greenbelt millage.

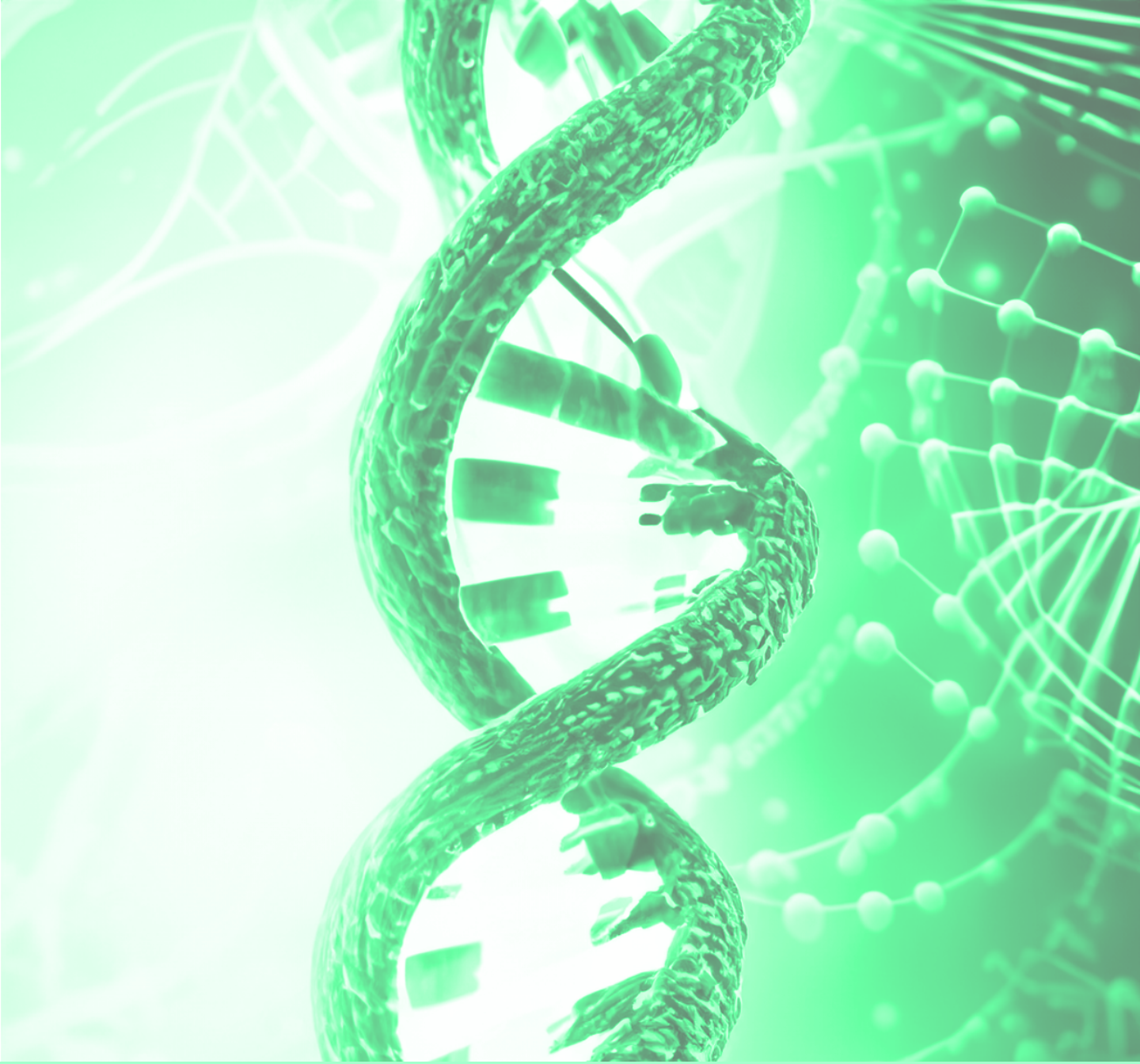
Ann Arbor parks offer baseball and softball diamonds and leagues, soccer fields, disc golf, ice skating, and an excellent skateboard park.

Housing

County residents can find multiple housing options and locations: cities, towns, country, and suburban. Housing options include single family houses, downtown lofts, condos, and apartments. Housing costs in Washtenaw County are lower than east and west coast housing: The median sale price of single-family house in Washtenaw County is \$316,558 (source: [Zillow](#)).

Schools

Public, charter, and private schools are found in Washtenaw County. A list of recent test scores by school and district is found [here](#).



Contact Details

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<https://annarborusa.org/>



Ann Arbor SPARK will advance the economy of the Ann Arbor region by establishing it as a desired place for innovation, business location and growth, and for talented people to live and work. The Ann Arbor region will be recognized for its academic, business, and community resources, and its collaborative culture.