

The background of the top half of the page is a blurred image of a microscope. On the left side, there is a graphic consisting of several overlapping hexagons in various colors: teal, light green, dark blue, and brown. The number '10' is visible on the side of the microscope's lens.

The MedicalCapital
CLEVELAND

Biomedical Labor Report

How Ohio Ranks Against Competing States

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One of the many reasons Northeast Ohio is known as a Medical Capital is because of its competitive labor costs. As a healthcare hub with more than 60 hospitals including the world-renowned Cleveland Clinic, Akron Children's Hospital, Rainbow Babies & Children's Hospital and University Hospitals, the Cleveland Plus region employs over 33,000 experienced biomedical experts.

See how Northeast Ohio's biomedical labor costs compare against competitors Minneapolis, San Francisco, and Boston.

OHIO BY THE NUMBERS



NORTHEAST OHIO IS HOME TO A

\$5.6 BILLION

BIOMEDICAL INDUSTRY

WITH

700+

COMPANIES.

FROM 2000 TO 2016,



GRP FOR THE REGION'S BIOMEDICAL INDUSTRY GREW BY

59%

CLEVELAND WAS NAMED ONE OF THE

TOP 10

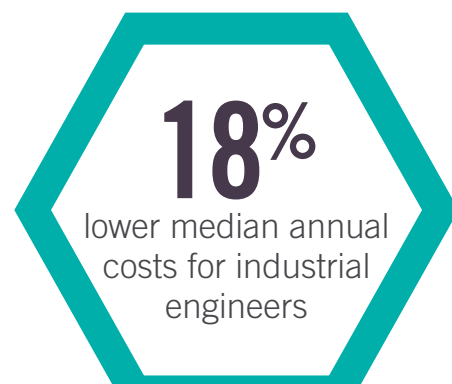
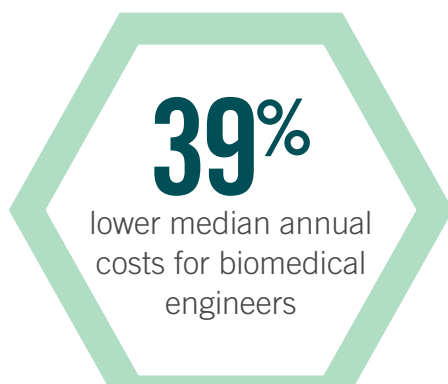


CITIES IN THE U.S. FOR MEDTECH INNOVATION BY QMED

Cleveland Plus vs. Minneapolis

The Cleveland Plus region offers more growth opportunities for biomedical companies than Minneapolis as a result of its affordable annual wages for positions like biomedical engineers and industrial engineers.

Top 20 Biomedical Occupations	Northeast Ohio		Minneapolis, MI	
	Median Annual Wage	Employment	Median Annual Wage	Employment
General and Operations Managers	\$88,000	29,711	\$96,200	31,206
Biomedical Engineers	\$68,700	247	\$95,300	535
Industrial Engineers	\$74,200	4,525	\$87,500	3,965
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	\$67,800	4,503	\$112,400	5,838
Customer Service Representatives	\$32,000	35,208	\$38,000	38,517
Shipping, Receiving, and Traffic Clerks	\$30,800	11,073	\$34,300	9,743
Office Clerks	\$28,200	39,943	\$34,200	41,641
Maintenance and Repair Workers	\$37,400	19,432	\$44,200	17,492
First-Line Supervisors of Production and Operating Workers	\$54,700	12,491	\$59,400	8,928
Team Assemblers	\$29,400	25,075	\$28,800	15,828
Assemblers and Fabricators, All Other	\$26,900	4,287	\$32,300	3,648
Machinists	\$38,000	11,249	\$48,000	7,541
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	\$29,600	4,271	\$35,200	2,390
Sewing Machine Operators	\$24,400	1,589	\$29,400	1,399
Inspectors, Testers, Sorters, Samplers, and Weighers	\$35,400	9,767	\$39,100	7,358
Dental Laboratory Technicians	\$39,400	559	\$35,000	1,470
Medical Appliance Technicians	\$27,900	212	\$35,500	490
Ophthalmic Laboratory Technicians	\$26,800	428	\$31,200	710
Helpers--Production Workers	\$25,200	7,960	\$22,200	6,119
Production Workers, All Other	\$24,400	4,142	\$33,400	3,332
Total for Top 20 Biomedical Occupations	\$41,600	226,671	\$49,400	208,147



30%

lower labor costs overall than San Francisco

61%

lower median annual costs for medical appliance technicians

32%

lower median annual costs for ophthalmic laboratory technicians

Cleveland Plus vs. San Francisco

With significantly more affordable labor costs than San Francisco, the Cleveland Plus region gives biomedical businesses the opportunity to thrive and become innovative leaders.

Top 20 Biomedical Occupations	Northeast Ohio		San Francisco, CA	
	Median Annual Wage	Employment	Median Annual Wage	Employment
General and Operations Managers	\$88,000	29,711	\$123,900	38,875
Biomedical Engineers	\$68,700	247	\$101,800	694
Industrial Engineers	\$74,200	4,525	\$100,700	3,932
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	\$67,800	4,503	\$94,300	7,642
Customer Service Representatives	\$32,000	35,208	\$43,400	45,001
Shipping, Receiving, and Traffic Clerks	\$30,800	11,073	\$36,000	9,434
Office Clerks	\$28,200	39,943	\$39,700	51,291
Maintenance and Repair Workers	\$37,400	19,432	\$47,200	20,898
First-Line Supervisors of Production and Operating Workers	\$54,700	12,491	\$62,900	7,130
Team Assemblers	\$29,400	25,075	\$34,500	13,160
Assemblers and Fabricators, All Other	\$26,900	4,287	\$29,100	2,981
Machinists	\$38,000	11,249	\$54,100	3,751
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	\$29,600	4,271	\$34,000	920
Sewing Machine Operators	\$24,400	1,589	\$24,700	1,939
Inspectors, Testers, Sorters, Samplers, and Weighers	\$35,400	9,767	\$42,300	6,292
Dental Laboratory Technicians	\$39,400	559	\$43,800	727
Medical Appliance Technicians	\$27,900	212	\$44,900	278
Ophthalmic Laboratory Technicians	\$26,800	428	\$35,500	487
Helpers--Production Workers	\$25,200	7,960	\$25,800	4,353
Production Workers, All Other	\$24,400	4,142	\$26,100	3,070
Total for Top 20 Biomedical Occupations	\$41,600	226,671	\$59,300	222,855

Cleveland Plus vs. Boston

Compared to Boston, biomedical companies have more opportunity to expand and succeed in the Cleveland Plus region because of lower labor costs.

Top 20 Biomedical Occupations	Northeast Ohio		Boston, MA	
	Median Annual Wage	Employment	Median Annual Wage	Employment
General and Operations Managers	\$88,000	29,711	\$118,500	41,506
Biomedical Engineers	\$68,700	247	\$93,100	814
Industrial Engineers	\$74,200	4,525	\$96,100	4,966
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	\$67,800	4,503	\$93,300	8,513
Customer Service Representatives	\$32,000	35,208	\$40,100	47,835
Shipping, Receiving, and Traffic Clerks	\$30,800	11,073	\$36,700	10,490
Office Clerks	\$28,200	39,943	\$36,200	56,049
Maintenance and Repair Workers	\$37,400	19,432	\$45,200	21,968
First-Line Supervisors of Production and Operating Workers	\$54,700	12,491	\$63,700	8,371
Team Assemblers	\$29,400	25,075	\$31,500	12,797
Assemblers and Fabricators, All Other	\$26,900	4,287	\$38,300	3,237
Machinists	\$38,000	11,249	\$50,300	5,938
Molding, Coremaking, and Casting Machine Setters, Operators, and Tenders, Metal and Plastic	\$29,600	4,271	\$33,000	1,390
Sewing Machine Operators	\$24,400	1,589	\$27,600	1,864
Inspectors, Testers, Sorters, Samplers, and Weighers	\$35,400	9,767	\$44,500	7,693
Dental Laboratory Technicians	\$39,400	559	\$48,100	876
Medical Appliance Technicians	\$27,900	212	\$42,200	365
Ophthalmic Laboratory Technicians	\$26,800	428	\$32,300	560
Helpers--Production Workers	\$25,200	7,960	\$25,000	5,297
Production Workers, All Other	\$24,400	4,142	\$33,700	3,142
Total for Top 20 Biomedical Occupations	\$41,600	226,671	\$56,300	243,669

