

## Industry Clusters Targeted for State Plan

The four targeted industry clusters make up approximately 30 percent of all industry employment in the state. See table below.

### Industry Cluster Employment and Wages 2009 Annual Averages

Industry Cluster	Establishments	Employment	Average Wages	Total Wages	Percent of NJ Employment
Financial Services	12,539	189,914	\$97,367	\$18,491,386,287	6.0%
Technology	24,922	254,862	\$92,001	\$23,447,580,144	8.1%
Trans., Logistics and Dist.	26,049	364,429	\$62,736	\$22,862,807,893	11.5%
Biopharma & Life Science	3,108	125,965	\$111,406	\$14,033,317,000	4.0%
All Industries, NJ	260,162	3,157,716	\$54,541	\$172,226,079,123	100.0%

Source: New Jersey Department of Labor & Workforce Development, Quarterly Census of Employment & Wages (QCEW) 2009 Annual Averages

Prepared by: NJLWD, Division of Labor Market & Demographic Research, Bureau of Labor Market Information, May 2011

### Biopharma & Life Sciences

New Jersey's Biopharmaceutical & Life-Science Cluster consists of three key industry components; Pharmaceutical, Medical Devices, and Biotech. The pharmaceutical component consists of establishments primarily engaged in either manufacturing or distribution of drug related products. The medical device component consists of establishments that are engaged in manufacturing medical equipment and supplies. The BioTech component is comprised of establishments that are engaged in services related to scientific research & development or analytic & diagnostics.

Based upon the North American Industry Classification System (NAICS), the codes used to identify companies for this cluster are as follows:

Biopharmaceutical & Life Science Cluster	NAICS
<b>Pharmaceuticals</b>	
Pharmaceutical & Medicine Mfg.	3254
Compounds & Toilet Prep. Mfg.	3256
Drug Sundries Wholesalers	4242
<b>Medical Devices</b>	
Electromedical & Control Inst. Mfg.	3345
Medical Equipment & Supplies Mfg.	3391
<b>BioTech</b>	
Scientific R&D Services	5417
Medical & Diagnostic Labs.	6215

## **Financial Activities**

The finance cluster encompasses a broad range of organizations that deal with the management of money. It is comprised of three main sectors: The banking, securities and commodities, and insurance sectors. NAICS Sector 52.

Among the organizations in these sectors are banks, credit card companies, insurance companies, consumer finance companies, stock and commodity brokerages, investment funds and some government sponsored enterprises.

The industry handles financial transactions such as creation, liquidation, or change in ownership of financial assets. The main activities in this industry include taking deposits and/or issuing securities, handling financial risk by underwriting and annuities, and supporting and facilitating programs like insurance and employee benefits.

## **Transportation, Logistics & Distribution**

The transportation, logistics and distribution (TLD) industry cluster is responsible for the movement of products from the place of production to the point of consumption or sale. Also included are businesses that move passengers from one point to another. This industry cluster is divided into two main industries, which are transportation and distribution. Transportation includes those businesses which move people or goods by air, rail, water, rail or pipeline. The distribution industry includes businesses that store and route goods toward their destinations. These businesses may also be engaged in selling the products that they distribute. Examples of distribution businesses include wholesalers that sell merchandise to other businesses, general warehouses that store merchandise for others, and as well retailer-owned distribution centers that ship products to the company's own stores.

The Transportation, Logistics and Distribution industry cluster as a whole includes the following NAICS codes:

42 Wholesale Trade

48-49 Transportation and Warehousing, except Postal Service

## **Information/Communication/Technology (ITC)**

This cluster cuts across several traditional industry sectors and focuses on new economy industries including data processing and hosting, internet providers, telecommunications, advanced manufacturing and research and development of new technologies.

NAICS Industry

33411 Computer and Peripheral Equipment Manufacturing

33422 Radio and Television Broadcasting & Wireless Communications Equipment  
Manufacturing

33429 Other Communications Equipment Manufacturing

33441 Semiconductor and Other Electronic Component Manufacturing  
33451 Navigational, Measuring, Electromedical, and Control Instruments Manufacturing  
33461 Manufacturing and Reproducing Magnetic and Optical Media  
33592 Communication and Energy Wire and Cable Manufacturing  
51121 Software Publishers  
51711 Wired Telecommunications Carriers  
51721 Wireless Telecommunications Carriers (except Satellite)  
51791 Other Telecommunications  
51821 Data Processing, Hosting, and Related Services  
51919 All Other Information Services  
54133 Engineering Services  
54142 Industrial Design Services  
54151 Computer Systems Design and Related Services  
54169 Other Scientific and Technical Consulting Services  
54171 Research and Development in the Physical, Engineering, and Life Sciences  
81121 Electronic and Precision Equipment Repair and Maintenance