## Competitive Landscape - Life Science Sector*

<table>
<thead>
<tr>
<th></th>
<th>WASHINGTON</th>
<th>CALIFORNIA</th>
<th>FLORIDA</th>
<th>MASSACHUSETTS</th>
<th>NORTH CAROLINA</th>
<th>TEXAS</th>
</tr>
</thead>
<tbody>
<tr>
<td># of State Incentives</td>
<td>2</td>
<td>6</td>
<td>7</td>
<td>7</td>
<td>7</td>
<td>6</td>
</tr>
<tr>
<td>% Growth ’03-'13</td>
<td>2.63%</td>
<td>18.25%</td>
<td>8.42%</td>
<td>15.21%</td>
<td>19.71%</td>
<td>15.61%</td>
</tr>
</tbody>
</table>

### Baseline

- **R&D Tax Credit**: EXPIRED
- **R&D Sales Tax Deferral**: EXPIRED

### Ecosystem

- **Research Incentive**: X
- **Technology Transfer Incentive**: ELIMINATED
- **Early Stage Capital Incentive**: X
- **Business Climate Incentive**: X**
- **Workforce Incentive**: X

*As of October 2015

** Washington’s biotechnology & medical device manufacturing sales & use tax deferral/waiver set to expire January 1, 2017

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State-by-State Comparison of Life Science Incentive

**Washington’s Competitiveness**

Washington State’s life science and global health sector is built on billions of dollars of federal funding that flows to our globally recognized universities and non-profit research institutes. State policy plays a central role in translating that research funding into vibrant local companies and jobs. Our analysis indicates that states that provide: 1) baseline R&D tax incentives; and 2) support programs or public-private partnerships in at least 3 out of 5 key ecosystem areas expand employment at dramatically higher rates than state that don’t.

**Baseline Incentives, R&D Tax Credit and R&D Sales Tax Deferral**

In Washington, the research & development tax credit and research & development sales tax deferral expired on December 31, 2014.

**Targeted Incentives**

What sets the competitor states apart from the 25 other states that have invested in the baseline incentives is their proactive targeted incentive investment in at least 3 of the 5 categories identified to support this sector—research, technology transfer, early stage capital, business climate, and workforce.

**The following states do not have sales tax:** Alaska, Montana, New Hampshire, Delaware, Oregon