

October  
2015

# UNDERSTANDING CONNECTICUT'S HEALTH CARE INDUSTRY

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An exploration of the unique characteristics of the healthcare industry in Connecticut.

Prepared for Connecticut Health Council  
Prepared by Connecticut Economic Resource Center, Inc.



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Economic  
Resource Center

*Collaboration at Work*

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## Introduction

The healthcare industry in Connecticut has grown considerably over the years and is expected to continue its steady growth trajectory. According to the Connecticut Department of Labor's employment projections, the healthcare industry is expected to employ upwards of 60,000 people in 2022, 15.9% more than in 2012<sup>1</sup>. With over 20,000 registered healthcare employers currently in the state<sup>2</sup>, it is clear that healthcare is a major industry in Connecticut. What remains to be highlighted is the expansiveness of its reach and its impact.

### A Unique and Innovative Industry Mix

*Healthcare industry*, most narrowly defined by national and state statistical agencies, encompasses occupations directly related to healthcare: service providers, practitioners, technicians, etc. In Connecticut however, "healthcare" has grown to include a unique and innovative industry mix. Investment coupled with Connecticut's existing strengths have created an inviting landscape for innovation. Factors such as a strong advanced manufacturing sector and a workforce with educational credentials exceeding the national average have primed Connecticut for success in pharmaceutical manufacturing and medical equipment. A concentration of health sector businesses in the metro Hartford region has allowed for positive returns and collaboration in research and development, cutting-edge care, and payment systems. For instance, SCIO Health Analytics, located in West Hartford, is in the top 10 Connecticut companies on *Inc.*'s 5000 List<sup>3</sup>. This information services firm uses predictive analytics, data, and expert advisors to help healthcare industry clients maximize returns and improve health outcomes.

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<sup>1</sup> Connecticut Department of Labor. 2015. "Healthcare Support Occupations-Employment Projections 2012-2022", <http://www1.ctdol.state.ct.us/lmi/projections2012.asp#healthprac>

<sup>2</sup> Connecticut Department of Labor; Employer List by Industry (Accessed October 2015)

<sup>3</sup> <http://www.inc.com/profile/scio-health-analytics>



## Higher Wages for Healthcare Industry Workers

- The average annual wage in 2014 for healthcare industry workers in Connecticut as defined by the Connecticut Department of Labor (DOL) was \$50,052 ([CT Department of Labor](#))
  - Using an aggregate of two U.S. Bureau of Labor Statistics (BLS) occupational codes (Healthcare Practitioners/Technical Occupations and Healthcare Support Occupations), the average annual wage in 2014 was \$58,880 – 11% higher than the national average wage for the same aggregate ([Bureau of Labor Statistics](#))
  - Of these workers, according to 2014 BLS, Healthcare Practitioners and Technical Occupations have the 4th highest mean annual wage of all occupations in Connecticut. ([Bureau of Labor Statistics](#))
- Both practitioners and healthcare support workers in Connecticut make more than the national average
  - Connecticut Healthcare Practitioners and Technical Occupations workers earn \$83,910 on average compared with \$76,010 nationally
  - Connecticut Healthcare Support Operations workers earn \$33,850 on average compared with \$28,820 nationally ([CT Department of Labor](#))

## Stable and Growing Healthcare Employment

- In 2014, Healthcare Practitioners and Technical Occupations employment category was the 6th largest employment category in Connecticut; combined with Healthcare Support Operations, this healthcare industry aggregate becomes the 3rd largest employment category in the state of Connecticut ([Bureau of Labor Statistics](#))
- Besides Educational Services, Healthcare and Social Services was the most stable major industry category in Connecticut during the recession ([CT Department of Labor](#))
- Educational and Health Services contributed 21.6% growth in job creation to the state economy over 10 years, making it the most stable industry sector in Connecticut during the recession ([CT Department of Labor](#))
- Healthcare in Connecticut actually employed 6.4% more people at the end of the latest recession in 2010 than at the start of the recession in 2007 ([CT Department of Labor](#))
- From 2007 to 2014, Healthcare and Social Services was the 4th fastest growing employment category in the state ([CT Department of Labor](#))
  - Since 2007, healthcare employment in Connecticut has grown by 12.5%
  - In September 2015 the healthcare industry in Connecticut employed 266,400 people, accounting for 80% of the employment in the “Education and Health

Services” aggregate. This is the largest employing industry aggregate in the state ([CT Department of Labor CES](#))

- The Hartford Labor Market Area is the largest and fastest growing healthcare employer by district, with more than 93,700 workers employed in August 2015. From 2014 to 2015, healthcare employment in Hartford grew by 2,800 people([CT Department of Labor](#))
- According to the Connecticut DOL, there are 20,434 registered healthcare employers in the state ([CT Department of Labor](#))
  - Of Connecticut's Top 25 Employers, 13 are in healthcare related industries
  - Seven of Connecticut's Top 25 employers are healthcare related industries located in Hartford, making the city a healthcare hub.

### Large and Growing Healthcare Industry

- In 2012, Connecticut had over 10,315 establishments in the healthcare industry, with a total estimated before-tax revenue of \$29.6 billion dollars ([U.S. Census Bureau](#))
  - Given the breadth of the healthcare industry in Connecticut, other industries ranked higher by revenue are also likely to have healthcare related operations such as Finance & Insurance and Professional, Scientific and Technical Services.
- The healthcare industry has the 5<sup>th</sup> highest number of sole proprietorships of any industry in the state, with the 7<sup>th</sup> highest revenues ([U.S. Census Bureau](#))
- In 2014, the healthcare industry comprised 8% of the state's gross domestic product (GDP). In real terms, this is \$20.2 billion in output. ([Bureau of Economic Analysis](#))
- Three of the top 10 fastest growing companies headquartered in Connecticut in 2014 according to the *Inc.* 5000 List are healthcare related companies, in contrast to 2007, when only one company was in healthcare ([INC.com](#))
  - Cornerstone Advisors Group: Located in Georgetown, this firm provides health information technology consulting and executive advisory services to healthcare industry clients
  - Synowledge: Located in Stamford, this management consulting, technology services and outsourcing company serves life science and healthcare firms navigating the drug development life cycle.
  - SCIO Health Analytics: Located in West Hartford, this information services firm uses predictive analytics, data and expert advisors to help healthcare industry clients maximize returns and improve health outcomes

## A Well-Educated Workforce

- Compared with the United States as a whole, Connecticut has a higher rate of post-graduate educational attainment. Further breakdown of educational attainment within Connecticut shows that healthcare professions and related programs were the 4th most prevalent course of study pursued by Masters students in 2012. This is consistent with the *Occupational Projections* released by the Connecticut Department of Labor. Healthcare practitioners require higher education on average than support functions. ([National Center for Education Statistics](#))

## Conclusion

As is illustrated by the above statistics and Connecticut Health Council's roster of partners and affiliates, this mixture of functional groups serving the healthcare industry is common across the state. Beyond exceptional performance and a definite geographical stronghold, innovation and industry synergies are what truly make the Connecticut healthcare industry unique.

## References

National Center for Education Statistics

Connecticut Department of Labor

Bureau of Labor Statistics

United States Census Bureau

Bureau of Economic Analysis

Inc.com

## Appendix: Connecticut Health Council Founding Partners

### About Connecticut Health Council

The Council's primary mission is to establish an annual series of programs that focus on the wide range of health sector topics and that are addressed by speakers of regional, national, and international renown. The series will serve as a catalyst for a robust network of experts, professionals, and other parties interested in leveraging and promoting Connecticut's considerable health sector assets as a primary driver of economic and employment growth in Connecticut.

### Founding Partners

AbbVie	<a href="http://www.abbvie.com">www.abbvie.com</a>
Access Health CT	<a href="http://www.ct.gov/hix">www.ct.gov/hix</a>
Achillion Pharmaceuticals Inc.	<a href="http://www.achillion.com">www.achillion.com</a>
Aetna Inc.	<a href="http://www.aetna.com">www.aetna.com</a>
Andrew Associates	<a href="http://www.andrewdm.com">www.andrewdm.com</a>
Anthem BlueCross BlueShield	<a href="http://www.anthem.com">www.anthem.com</a>
Bristol Hospital and Health Care Group Inc.	<a href="http://www.bristolhospital.org">www.bristolhospital.org</a>
CareCentrix	<a href="http://www.carecentrix.com">www.carecentrix.com</a>
Carlton Fields Jordan Burt	<a href="http://www.cfjblaw.com">www.cfjblaw.com</a>
Central Connecticut State University	<a href="http://www.ccsu.edu">www.ccsu.edu</a>
CGI	<a href="http://www.cgi.com">www.cgi.com</a>
Charter Oak State College	<a href="http://www.charteroak.edu">www.charteroak.edu</a>
CHR	<a href="http://www.chrhealth.org">www.chrhealth.org</a>
ConnectiCare Inc. & Affiliates	<a href="http://www.connecticare.com">www.connecticare.com</a>
Connecticut Center for Advanced Technology	<a href="http://www.ccat.us">www.ccat.us</a>
Connecticut Children's Medical Center	<a href="http://www.ccmckids.org">www.ccmckids.org</a>
Connecticut Community Care Inc.	<a href="http://www.ctcommunitycare.org">www.ctcommunitycare.org</a>
Connecticut Community Providers Association	<a href="http://www.ccpa-inc.org">www.ccpa-inc.org</a>
Connecticut Hospital Association	<a href="http://www.chime.org">www.chime.org</a>
Connecticut Joint Replacement Surgeons LLC	
CSMS-IPA Inc.	<a href="http://www.csms.org">www.csms.org</a>
CT Sinus Center	<a href="http://ctsinuscenter.com">ctsinuscenter.com</a>
Day Pitney LLP	<a href="http://www.daypitney.com">www.daypitney.com</a>
Deloitte	<a href="http://www.deloitte.com">www.deloitte.com</a>
Delta Dental of New Jersey Inc.	<a href="http://www.deltadentalnj.com">www.deltadentalnj.com</a>
Dept. of Economic and Community Development	<a href="http://www.ct.gov/ecd/site">www.ct.gov/ecd/site</a>
Filomeno & Company P.C.	<a href="http://www.filomeno.com">www.filomeno.com</a>
First Niagara	<a href="http://www.firstniagara.com">www.firstniagara.com</a>
GEM Advertising	<a href="http://www.GEM-Advertising.com">www.GEM-Advertising.com</a>



Halloran & Sage LLP	<a href="http://www.halloransage.com">www.halloransage.com</a>
Hartford Courant	<a href="http://www.ctnow.com">www.ctnow.com</a>
Hartford Dispensary	
Hartford HealthCare	<a href="http://www.hartfordhealthcare.org">www.hartfordhealthcare.org</a>
Harvard Pilgrim Health Care	<a href="http://www.harvardpilgrim.org">www.harvardpilgrim.org</a>
Health New England	<a href="http://www.healthnewengland.com">www.healthnewengland.com</a>
HealthyCT	<a href="http://www.healthyct.org">www.healthyct.org</a>
Hinckley Allen	<a href="http://www.hinckleyallen.com">www.hinckleyallen.com</a>
Horton International LLC	<a href="http://www.hortoninternational.com">www.hortoninternational.com</a>
Hospital for Special Care	<a href="http://www.hfsc.org">www.hfsc.org</a>
InterCommunity Inc. Health Care for the Whole Person	<a href="http://www.intercommunityct.org">www.intercommunityct.org</a>
JCJ Architecture	<a href="http://www.jcj.com">www.jcj.com</a>
KBE Building Corporation	<a href="http://www.kbebuilding.com">www.kbebuilding.com</a>
Marcum LLP	<a href="http://www.marcumllp.com">www.marcumllp.com</a>
May Bonee & Walsh	<a href="http://www.mayboneewalsh.com">www.mayboneewalsh.com</a>
Minuteman Press	<a href="http://www.hartford.minutemanpress.com">www.hartford.minutemanpress.com</a>
Murtha Cullina LLP	<a href="http://www.murthalaw.com">www.murthalaw.com</a>
Novo Nordisk Inc.	<a href="http://www.novonordisk-us.com">www.novonordisk-us.com</a>
Oak Hill	<a href="http://www.ciboakhill.org">www.ciboakhill.org</a>
OFI	<a href="http://www.myofi.com">www.myofi.com</a>
Ovation Now a Digital Benefit Advisors Company	<a href="http://www.ovationbenefits.com">www.ovationbenefits.com</a>
Pfizer	<a href="http://www.pfizer.com">www.pfizer.com</a>
ProHealth Physicians Inc.	<a href="http://www.prohealthmd.com/">www.prohealthmd.com/</a>
Protein Sciences Corporation	<a href="http://www.proteinsciences.com/">www.proteinsciences.com/</a>
Pullman & Comley LLC	<a href="http://www.pullcom.com">www.pullcom.com</a>
PwC	<a href="http://www.pwc.com">www.pwc.com</a>
Qualidigm	<a href="http://www.qualidigm.org">www.qualidigm.org</a>
Quinnipiac University Frank H. Netter M.D. School of Medicine	<a href="http://www.quinnipiac.edu/">www.quinnipiac.edu/</a>
Red Thread	<a href="http://www.red-thread.com">www.red-thread.com</a>
Reid and Riege P.C.	<a href="http://www.rrlawpc.com">www.rrlawpc.com</a>
Robinson & Cole LLP	<a href="http://www.rc.com">www.rc.com</a>
Saint Francis Care	<a href="http://www.saintfranciscare.org">www.saintfranciscare.org</a>
Saint Francis HealthCare Partners	<a href="http://www.saintfrancishealthcarepartners.org">www.saintfrancishealthcarepartners.org</a>
Shipman & Goodwin LLP	<a href="http://www.shipmangoodwin.com">www.shipmangoodwin.com</a>
Six-Point Creative Works	<a href="http://sixpointcreative.com">sixpointcreative.com</a>
SMC Partners LLC	<a href="http://www.gosmcpartners.com">www.gosmcpartners.com</a>
St. Vincent's Medical Center	<a href="http://www.stvincents.org">www.stvincents.org</a>
Stamford Hospital	<a href="http://www.stamfordhospital.org/">www.stamfordhospital.org/</a>
Tecton Architects p.c.	<a href="http://www.tectonarchitects.com">www.tectonarchitects.com</a>



The Jackson Laboratory  
The Perfect Promotion LLC  
The Walker Group  
Trinity College  
UnitedHealthcare  
University of Connecticut  
University of Saint Joseph  
USI Insurance Services LLC  
Webster Bank  
Wheeler Clinic  
Wiggin and Dana  
Women's Health USA  
Yale New Haven Health System

[www.jax.org](http://www.jax.org)  
[www.theperfectpromotion.net](http://www.theperfectpromotion.net)  
[www.thewalkergroup.com](http://www.thewalkergroup.com)  
[www.trincoll.edu](http://www.trincoll.edu)  
[www.optum.com](http://www.optum.com)  
[www.uconn.edu](http://www.uconn.edu)  
[www.usj.edu](http://www.usj.edu)  
[www.usi.biz](http://www.usi.biz)  
[www.websterbank.com](http://www.websterbank.com)  
[www.wheelerclinic.org](http://www.wheelerclinic.org)  
[www.wiggin.com](http://www.wiggin.com)  
[www.womenshealthusa.com](http://www.womenshealthusa.com)  
[www.yalenewhavenhealth.org/](http://www.yalenewhavenhealth.org/)

