



## 2020 State Priorities

### BioNJ Background

BioNJ is New Jersey's life sciences trade association, representing nearly 400 research-based life sciences companies, academic institutions, Patient advocacy organizations and other stakeholder members. New Jersey's life sciences ecosystem has consistently been a global leader in innovation in biopharmaceutical research, development and manufacturing. The State's life sciences sector is comprised of nearly 3,300 life sciences establishments with more than 1,000 drugs in development. More than 50 percent of all FDA new drug approvals in 2019 were developed by firms with a New Jersey presence. New Jersey's life sciences community has nearly 430,000 direct, indirect and induced employees in the State and is a critical cog to the State's economy as well as to bringing new therapies and cures to the Patients who need them.

### Focus: Protect Patient Access to Health Care Innovation

BioNJ strongly supports measures that enhance Patient access to innovations in health care. We believe that Patients should have access to the right treatments at the right time – Because Patients Can't Wait®. As groundbreaking and lifesaving cures are developed, timely Patient access to these treatments is critically important.

### Step Therapy

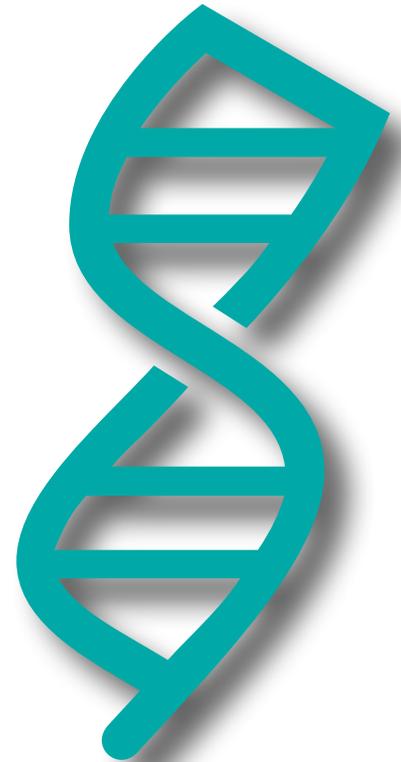
Health plans continue to utilize tools that can result in slowed Patient access to treatments when they're needed most. The use of step therapy is an alarming trend in health coverage. Step therapy – also known as “fail first” – is a utilization management tool that requires Patients to try and fail with one or more treatments before gaining access to the treatment prescribed by the Patient's health practitioner.

BioNJ believes, in many instances, step therapy results in delaying Patient access to necessary and lifesaving therapies. In fact, studies show that more than 50 percent of Patients are required to try two or more treatments before receiving authorization to get the treatment originally prescribed by their physician. While step therapy may be appropriate for certain Patients, Patients with cancer, HIV, mental illness, epilepsy and many other disease states simply cannot wait for the right therapy. Other states around the country have developed guidelines for the appropriate use of step therapy. These guidelines are clinical and developed by independent experts. New Jersey should similarly provide guidelines for the use of step therapy, and BioNJ looks forward to this becoming a reality in 2020.

### Economic Development

2019 included several notable initiatives aimed at maintaining and growing the biopharma industry in the Garden State. The revitalized Commission on Science, Innovation and Technology hired an executive director and moved forward with efforts to help innovators better access federal small business grant opportunities. Governor Murphy signed into law legislation to improve the State's Angel Investor Tax Credit Program, placing the program on par with other states in the Mid-Atlantic. But our policymakers must continue to remain vigilant to ensure New Jersey remains a national leader in biopharma research, development, and manufacturing.

Early investment in nascent life sciences organization is critical for the long-term success of these companies. New Jersey has long supported start-up life sciences and other technology companies through programs such as the New Jersey Economic Development Authority's net operating losses (NOL) program, the Angel Investor Tax Credit Program and small business assistance offered through the Commission on Science, Innovation and Technology. However, more needs to be done to keep pace with other states in the region where life sciences are also a priority.



To this end, the Grow NJ incentive program helped keep thousands of life sciences jobs right here in the State of New Jersey. Unfortunately, the program was allowed to expire in mid-2019 as policymakers deliberated the next steps for incentives in New Jersey. BioNJ believes incentives can be an important tool in the State's toolbox for encouraging companies to grow and thrive in New Jersey. We continue to encourage Governor Murphy and our State's legislative leadership to come to consensus on the next generation of incentive programs. BioNJ supports elements of the Governor's Economic Development plan, including the Evergreen Innovation Fund to provide early investment opportunities for emerging life sciences companies. We also support elements of Senate President Sweeney's Path to Progress to make New Jersey more business compatible. Continuing and improving our State's incentive programs will allow New Jersey to remain a global hub for biopharma research and development of tomorrow's cures.

### Pharmacogenomics

New Jersey has the opportunity to become a national leader in pharmacogenomics, the study of how a person's genes impact the person's response to a given treatment. Legislation has worked its way through the legislature in 2019 to create a state commission on pharmacogenomics. A pharmacogenomics commission would be the first of its kind in the nation, allowing NJ to explore ways our State can amplify our efforts to be certain the right treatment reaches the right Patient at the right time. New Jersey can become a national leader in bringing pharmacogenomics to the forefront. We support resolutions to make the commission a reality, and we look forward to working with the legislature to pass this important legislation.

### The Value of Medical Innovation

New Jersey's biotech industry is working hard to discover tomorrow's cures...cures that will not only save Patient lives but improve quality of life for Patients and their caregivers while saving system costs through reduced reliance on expensive institutional care. These investments into cures have worked, resulting in a 30-year decline in cancer death rates, a cure for Hepatitis C, advances in vaccines and more.

As policymakers consider new care models that look to reward health care innovation and contain costs, we must be cautious in keeping the value of these innovations at the forefront. In particular, BioNJ is concerned with "value" assessments that rely strictly on cost consideration – rather than the overall value to the Patient and health care system – to assess coverage of a particular treatment. Innovative medicines help people lead longer, healthier lives and positively impact society – providing economic value far beyond their costs. BioNJ is committed to working closely with our State elected officials in support of access to medicines. We must protect Patient access to new and lifesaving therapies here in the Garden State. Because Patients Can't Wait®.

### Promote Innovation, Protect Patients

BioNJ is proud to represent the entirety of New Jersey's life sciences industry. We stand committed to working with Governor Murphy and the New Jersey Legislature to promote policies that both protect Patient access to biopharmaceuticals and continue to spur innovation in new and novel treatments.

Debbie Hart  
*President and CEO*  
[DHart@BioNJ.org](mailto:DHart@BioNJ.org)

John Slotman  
*Vice President, Government Affairs*  
[JSlotman@BioNJ.org](mailto:JSlotman@BioNJ.org)