



Numia Medical Technology, LLC.

The Numia Story:



Eric Flachbart, owner Numia Medical Technology, LLC.

“I came to Vermont to ski with hopes of making Vermont my home. With limited professional opportunities available I decided to open my own business and fulfill a life-long dream.”

Founder Eric Flachbart has spent the majority of his 30-year career working in the drug-infusion industry. In 2005, he established Numia Medical Technology with the idea of transforming ideas into viable medical devices. Since then, and with the help of the “Numians,” Eric has built a company with an excellent reputation as designers, developers and manufacturers of infusion devices.

Numia Medical Technology started as an engineering focused company helping other medical device companies create new products and re-engineer existing products to incorporate newer technology. Numia has also helped to guide numerous companies through the FDA clearance process. Numia’s focus has now shifted to providing their own line of high-quality syringe infusion devices.

“The Vermont State agencies, and Newport City officials, were all extremely helpful in guiding me through the process of opening up my own business in Newport. The assistance I received would not have been available anywhere else!”



Numia’s Offerings:

Numia Medical Technology, LLC specializes in the design, development and manufacture of medical devices for fluidic infusion and drug delivery by bringing cutting edge technology and an innovative approach to the infusion industry. Numia provides products and services to both



OEM and clinical end-user markets. Our goal is to exceed expectations of each client by offering excellent customer service, and a variety of options and technical expertise.

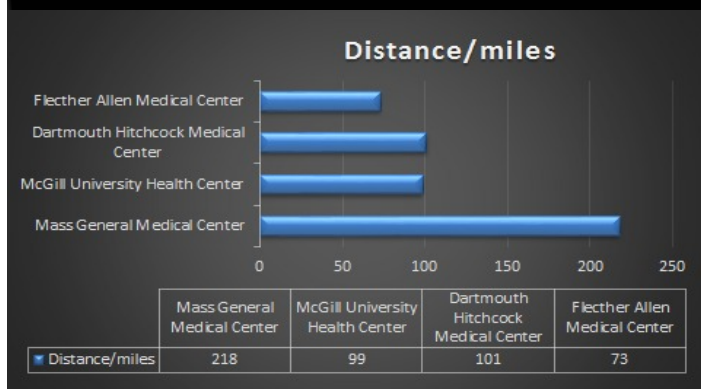
The rapid and continuing growth of Numia Medical Technology can be attributed to the commitment to excellence, hard work, and raw talent of Numia’s dedicated employees who strive to surpass expectations of customers and community alike.



Key factors in choosing Newport Vermont

Proximity to major medical centers is vital to those in the biomedical/biotechnical industry. *“Numia decided on Newport Vermont because the central location gives Numia a competitive advantage.” Eric Flachbart, Owner*

Newport's Proximity to Major Medical Centers



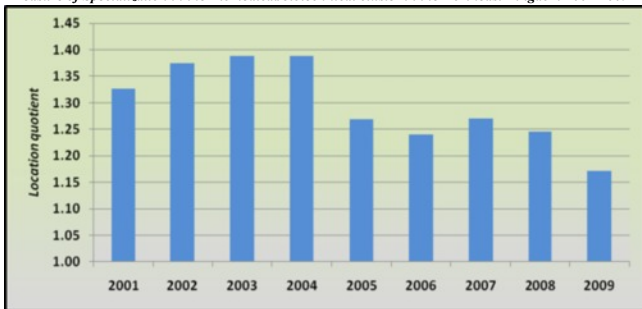
Financing, tax incentives, technical assistance: Numia benefited from a combination of low interest loans, tax incentives, and technical assistance that made the dream of owning a business in Vermont a reality!

- Numia qualified for Newport City's Tax Stabilization Program saving Numia thousands of dollars in property taxes!
- Numia took advantage of Vermont's low interest loan opportunities through the Vermont Economic Development Authority (VEDA) by securing several low interest loans for facilities and equipment
- Numia received funding to train employees through the Vermont's Department of Labor *Vermont Training and Workforce Education & Training* programs
- Numia received planning, permitting and technical assistance through Northeastern Vermont Development Association (NVDA)

Biomedical/Biotechnical (Life Sciences) Industry Cluster

Identified as one of the “opportunity” clusters in the Northeast Kingdom, the biomedical /biotechnical industry cluster is made up of biomedical oriented manufacturing sectors, equipment and supplies wholesalers, health and personal care stores, and ambulatory health care services. With a 2009 employment base of 1,600 workers, this industry cluster clearly represents an important part of the Northeast Kingdom economy. An additional 600 workers, classified as either non-employers or self-employed, are engaged in the broader industry. Combined, the 2009 employment base of the biomedical and biotechnical industry cluster is 2,200 workers. With respect to its export orientation, the regional biomedical/biotechnical cluster services markets beyond the Northeast Kingdom.

Measure of Specialization in the Biomedical/biotechnical cluster in the Northeast Kingdom 2001-2009



The addition of Numia Medical Technologies, LLC in 2010 has strengthened this industry cluster in the region.

Data from NVDA-Strategic Industries in the Northeast Kingdom, prepared by EPR, Economic & Policy

Industry	2009 Critical Mass NEK		Industrial Growth 2001-2009		Export Orientation		Regional
	Units	Jobs	NEK	US	2001	2009	Shift
Agribusiness & Food Processing	75	654	5.80%	-5.0%	1.07	1.28	43
Biomedical/Biotechnical	103	1,599	2.40%	21.50%	1.33	1.17	-297
Forestry & Wood Products	92	1,451	-42.2%	-29.1%	4.93	4.79	-175
Visitors & Tourism	78	976	4.70%	-2.6%	1.14	1.29	46



“We stand here today because Eric came up here from Massachusetts, saw a better place to live, a better place to raise a family, a better place to grow jobs, and had the vision to make it happen right here in Newport, VT.”

Governor Peter Shumlin

