



**Testimony by Colleen Floreck, M.S.
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Committee on Institutional Sustainability & Innovation

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501 N 3rd St, Harrisburg, PA 17120**

Good morning. I'd like to begin my testimony by thanking Chairman Farry, Chair Kearney, and the entire committee for inviting me to speak today and for addressing this important issue.

My name is Colleen Floreck, I serve as the Vice President of Marketing and Strategy at Ecolab Life Sciences. We're a division of Ecolab, a global leader in hygiene and water safety technologies and services. We protect people and vital resources of nearly 3 million customer locations in 170+ countries with nearly 50K associates globally. Our Life Sciences division is dedicated to supporting the pharmaceutical and biotech sectors with critical drug production, cleaning, disinfection, and contamination control solutions. We appreciate the chance to highlight how investment in the life sciences ecosystem—beyond the traditional pharmaceutical manufacturers—can help strengthen the full value chain of innovation, manufacturing, and public health readiness.

To start, I thought it would be helpful to provide brief background on the Ecolab's solutions that support the industry and our footprint in Pennsylvania. Ecolab has a strong and growing presence in Pennsylvania. We currently have six locations in the state and approx. 1,000 employees. This includes our Life Sciences HQ in King of Prussia. We serve a wide range of customers here—from global pharmaceutical brands to emerging biotech firms and suppliers—helping ensure safe, clean, and compliant operations with the goal of getting critical medicines to patients faster.

Our Life Sciences business is built on three critical pillars that enable pharmaceutical manufacturers to improve process quality, ensure regulatory compliance, and accelerate innovation:

- **Contamination Control Strategies:** We deliver measurable improvements in cleaning, disinfection, and decontamination processes, helping our customers build cleaner, safer manufacturing environments. Our technical expertise and compliant product portfolio reduce risk, enhance production performance, and support consistent product quality.
- **Water Optimization Solutions:** As the global leader in water treatment, Ecolab helps life sciences companies drive sustainability and operational efficiency. Our total water management programs ensure required water quality, reduce energy and water usage, and help meet stringent environmental and regulatory requirements.

- **High-Quality Resins for Drug Purification:** Through our Purolite brand, we provide high-performance chromatography resins used in the purification of monoclonal antibodies and biosimilars. These resins play a key role in helping companies achieve faster time to market, maintain high purity and recovery rates, and ensure reliable supply for clinical and commercial production.

One of the most important things I hope to convey today is that investments in life sciences ripple far beyond the companies at the center of drug development. A robust life sciences sector supports an ecosystem of suppliers, manufacturers, engineers, service providers, and logistics professionals—all of whom contribute to and benefit from industry growth.

Ecolab is one of those companies. When pharmaceutical manufacturing expands or R&D accelerates, we see a direct increase in demand for our solutions. And downstream, our suppliers and partners—from chemical producers to packaging vendors—see growth as well. The multiplier effect is real and measurable.

Moreover, supporting industries like ours are often the first to notice shifts in the pace of innovation. During the COVID-19 pandemic, the global life sciences industry saw an unprecedented surge in collaboration and investment. Ecolab was at the forefront, producing products like surface disinfectants to help keep workers safe while also helping clients ramp up sterile production. But in the years since, the slowdown in research funding and delayed approvals has had long-term effects across the ecosystem. We continue to see the impact—not just in our order books, but in a slowdown of drug development, stalled facility expansions, and reduced investment overall. Ecolab is not immune to these challenges.

This is why public investment in life sciences is so critical. It ensures continuity and stability, especially for the foundational work that supports long-term innovation. When the government invests in biotech incubators, manufacturing capacity, or academic research partnerships, the benefits cascade throughout the industry. Companies like Ecolab are better able to plan for growth, make targeted investments, and support customers with critical drug manufacturing scale-up.

Importantly, investment also builds resiliency. We've learned since 2020 that our life sciences infrastructure must be agile, scalable, and responsive. That means expanding our understanding of what the sector needs—not just new drugs, but also clean facilities, dual supplier validation, trained workers, sustainable processes, and cutting-edge tools for ensuring product safety. Ecolab is proud to provide those tools, and we do so in close partnership with our customers and public sector stakeholders. A prime example of this is our recent work with a global pharmaceutical company who, utilizing our full suite of solutions, was able to save 180 million gallons of water annually and cut nearly 203 metric tons of carbon annually, among other benefits. These outcomes not only result in a sustainability benefit but also saved the company approximately \$600,000+ annually.

As we look ahead, we urge policymakers to think broadly about what life sciences investment can achieve. It's not only about headline-grabbing pharmaceutical breakthroughs—it's about building a future-ready infrastructure for health, science, and economic growth.

That includes support for sustainable manufacturing practices, domestic supply chain resilience, and workforce development programs that prepare the next generation of lab technicians, engineers, and quality professionals. It means continuing to support regional innovation hubs where companies like ours can collaborate with academia, startups, and public agencies to develop the next generation of technologies.

Ecolab is committed to that vision. We are ready to grow alongside our partners in Pennsylvania and across the country, helping create a safer, healthier, and more innovative life sciences sector for all.

Thank you again for your time and the opportunity to share our perspective. I'm happy to answer any questions you may have.