

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

NEW HAMPSHIRE

WE
WORK
FOR
HEALTH

The economic footprint of the biopharmaceutical industry can be measured not only by the traditional indicators of employment and output, but also in part by its impact on the vendors, large and small, that provide services or supplies to America's biopharmaceutical research companies.

The following is a summary of data from 15 biopharmaceutical companies regarding their business relationships with vendors and the total expenditures paid to vendors in New Hampshire in 2022¹. While data was collected across 15 companies, the number of companies with vendor relationships in a particular state varies.

What does "Total Vendor Relationships" mean?

A vendor relationship is a business relationship between a biopharmaceutical company and a vendor and/or a supplier whose monetary value totals more than \$100 in 2022².

What is "Total Vendor Spending?"

Total vendor spending reflects the total amount of expenditures by 15 innovative biopharmaceutical companies in calendar year 2022 made to vendors and suppliers in the selected state house district.

Vendors and suppliers to the industry include but are not limited to the following:

TOTAL VENDOR SPENDING:

- Clinical trials and regulatory support services
- Instruments and analytical equipment
- Finance, insurance and real estate services
- Manufacturing technologies and equipment
- Contract manufacturing
- Sales, advertising and marketing services
- Transportation and logistics services
- General business services and supplies

TOTAL VENDOR RELATIONSHIPS

308

TOTAL VENDOR SPENDING

\$123,948,860

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
Belknap 2	2	\$25,641
Carroll 2	1	\$16,135
Cheshire 10	1	\$502
Cheshire 15	8	\$1,500,834
Cheshire 16	2	\$53,200
Cheshire 17	1	\$774,073
Cheshire 1	1	\$2,097
Cheshire 12	1	\$203,092
Grafton 12	6	\$63,448
Grafton 14	3	\$612,792
Grafton 15	3	\$9,885
Grafton 17	10	\$2,521,008
Hillsborough 1	1	\$118,291
Hillsborough 11	5	\$2,273,312
Hillsborough 12	2	\$336,254
Hillsborough 13	1	\$23,452
Hillsborough 2	10	\$18,422,773
Hillsborough 26	1	\$10,000
Hillsborough 3	5	\$72,891
Hillsborough 30	1	\$34,598
Hillsborough 33	3	\$93,140

Additional information available at www.weworkforhealth.org

¹ Note: For some vendors, payments made may be attributed to a centralized location for processing.

² Note: Multiple companies may share common vendors, just as vendors may have multiple contracts for work with an individual biopharmaceutical company.

**BIOPHARMACEUTICAL INDUSTRY VENDOR
& SUPPLIER ECONOMIC IMPACT IN**

NEW HAMPSHIRE



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
Hillsborough 35	8	\$1,329,598
Hillsborough 37	1	\$13,035
Hillsborough 38	22	\$13,118,501
Hillsborough 39	7	\$181,902
Hillsborough 4	4	\$1,763,683
Hillsborough 40	2	\$871,283
Hillsborough 41	1	\$3,725
Hillsborough 42	4	\$1,766,209
Hillsborough 43	1	\$11,665
Hillsborough 45	7	\$3,751,778
Hillsborough 5	4	\$82,181
Hillsborough 7	2	\$267,773
Hillsborough 8	2	\$152,754
Merrimack 13	1	\$38,097
Merrimack 24	5	\$414,970
Merrimack 26	1	\$26,078
Merrimack 27	2	\$436,006
Merrimack 29	1	\$213,714
Merrimack 30	2	\$64,170
Merrimack 6	1	\$4,030
Merrimack 7	1	\$69,458
Merrimack 8	3	\$18,032
Merrimack 9	3	\$96,657
Rockingham 11	1	\$16,604

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
Rockingham 13	2	\$77,446
Rockingham 17	4	\$106,800
Rockingham 18	2	\$7,942
Rockingham 25	36	\$17,265,270
Rockingham 29	1	\$4,445
Rockingham 30	2	\$13,376
Rockingham 31	3	\$1,025,618
Rockingham 32	2	\$42,875
Rockingham 33	9	\$828,644
Rockingham 34	2	\$13,437
Rockingham 35	19	\$1,365,353
Rockingham 36	5	\$2,972,929
Rockingham 37	15	\$2,249,707
Rockingham 38	3	\$72,340
Rockingham 39	15	\$15,622,445
Rockingham 40	13	\$5,201,968
Rockingham 5	2	\$78,514
Strafford 16	8	\$22,810,058
Strafford 18	2	\$15,598
Strafford 21	3	\$1,832
Strafford 4	1	\$1,280
Sullivan 2	3	\$2,233,515
Sullivan 6	1	\$53,797
Sullivan 8	1	\$4,350

Additional information available at www.weworkforhealth.org

¹ Note: For some vendors, payments made may be attributed to a centralized location for processing.

² Note: Multiple companies may share common vendors, just as vendors may have multiple contracts for work with an individual biopharmaceutical company.