

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN MICHIGAN

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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 Michigan 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 senate 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

1,036

TOTAL VENDOR SPENDING

\$672,786,766

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	62	\$23,907,949
2	5	\$17,946
3	79	\$10,296,666
4	6	\$6,080,782
5	20	\$13,864,534
6	24	\$9,453,026
7	48	\$13,969,508
8	28	\$8,903,354
9	58	\$133,601,416
10	4	\$55,762
11	6	\$708,975
12	8	\$721,372
13	41	\$834,557
14	59	\$6,444,998
15	105	\$33,434,154
16	1	\$1,650
17	4	\$15,736,409
18	25	\$2,874,551
19	128	\$147,150,931
20	20	\$1,569,442
21	48	\$10,574,322

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.

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
22	19	\$2,910,833
23	11	\$441,915
24	14	\$1,843,418
25	2	\$97,500
26	3	\$458,322
27	9	\$637,380
28	27	\$2,029,286
29	43	\$5,361,691

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
30	61	\$169,958,339
31	25	\$32,216,222
32	9	\$4,962,155
33	3	\$83,363
34	6	\$3,987,524
35	16	\$3,599,001
37	8	\$3,997,000
38	1	\$513

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