

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN VIRGINIA

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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 Virginia 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

1,242

TOTAL VENDOR SPENDING

\$723,109,964

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	18	\$891,987
2	25	\$7,453,129
3	11	\$21,630,078
4	30	\$4,252,288
5	15	\$2,618,780
7	2	\$2,828,546
8	10	\$1,533,314
9	9	\$1,762,242
10	24	\$1,914,015
11	80	\$14,221,042
12	27	\$1,682,621
13	11	\$1,836,353
14	58	\$32,267,309
15	15	\$5,797,183
16	60	\$112,402,340
17	2	\$59,581
18	11	\$275,095
19	3	\$119,761
20	28	\$2,166,210
21	25	\$900,968
22	14	\$762,318

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
23	6	\$331,471
24	18	\$27,508,580
25	2	\$12,125
26	9	\$3,546,443
27	9	\$3,387,911
28	14	\$1,107,171
29	5	\$3,335,470
30	25	\$2,895,184
31	15	\$424,793

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
32	45	\$25,328,706
33	4	\$318,341
34	24	\$3,363,339
35	23	\$168,803,281
36	44	\$25,041,652
37	95	\$71,920,140
38	166	\$117,136,033
39	146	\$30,124,918
40	114	\$21,149,246

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