

# BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN MARYLAND

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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 Maryland in 2022<sup>1</sup>. 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 2022<sup>2</sup>.

#### 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

# 1,512

## TOTAL VENDOR SPENDING

# \$1,230,264,825

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	3	\$61,105
2	4	\$323,272
3	62	\$11,142,348
4	24	\$10,151,928
5	5	\$3,292,250
6	6	\$688,840
7	5	\$490,797
8	5	\$289,072
9	23	\$1,720,211
10	11	\$1,038,619
11	50	\$80,785,889
12	55	\$30,319,106
13	81	\$36,283,301
14	8	\$363,671
15	99	\$238,138,281
16	168	\$95,856,735
17	191	\$363,255,156
18	77	\$54,206,523
19	24	\$1,470,933
20	26	\$15,771,118

Additional information available at [www.weworkforhealth.org](http://www.weworkforhealth.org)

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

<sup>2</sup> 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
21	23	\$2,447,471
22	6	\$472,177
23	30	\$7,526,628
24	8	\$136,819
25	5	\$614,173
26	4	\$925,156
27	7	\$155,957
28	3	\$27,410
29	2	\$123,750
30	41	\$18,220,930
31	5	\$30,623
32	40	\$25,866,747
33	28	\$2,524,909

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
34	5	\$3,525,514
35	6	\$1,609,317
36	6	\$2,572,753
37	12	\$559,313
39	33	\$35,946,545
40	41	\$20,117,415
41	31	\$1,465,385
42	30	\$39,341,450
43	42	\$12,010,886
44	18	\$4,450,794
45	11	\$1,346,441
46	144	\$102,247,107
47	4	\$350,000

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