

# 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 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 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

# 1,036

## TOTAL VENDOR SPENDING

# \$672,786,766

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	23	\$7,840,205
3	3	\$15,726
4	1	\$720
5	9	\$4,361,798
6	8	\$90,243
7	8	\$3,312,276
8	27	\$2,320,518
9	19	\$962,968
10	71	\$22,480,431
11	1	\$389,560
12	2	\$291,985
13	2	\$14,401
14	2	\$1,405,883
15	1	\$1,500
16	2	\$48,000
17	9	\$5,596,933
18	15	\$4,604,493
19	20	\$8,958,091
20	8	\$77,465
21	13	\$464,830
22	18	\$3,782,144

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	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
23	35	\$5,117,174	61	3	\$545,452
24	15	\$13,804,443	62	3	\$54,693
25	2	\$9,600	63	3	\$144,100
26	1	\$2,491	64	1	\$96,000
27	5	\$6,041,832	65	1	\$676
29	3	\$9,150	66	8	\$1,128,754
31	1	\$38,950	67	1	\$8,279
32	4	\$81,886	68	6	\$495,077
33	81	\$29,277,380	69	3	\$132,745
36	3	\$15,731,909	70	1	\$17,000
37	1	\$4,500	71	2	\$12,000
38	8	\$464,207	72	4	\$2,307,439
39	8	\$1,117,447	73	20	\$595,383
40	59	\$110,254,799	74	7	\$25,237
41	52	\$24,575,274	75	3	\$31,424
42	18	\$13,024,758	76	4	\$23,981
43	4	\$53,003	77	39	\$11,932,381
44	8	\$634,136	78	2	\$80,308
45	6	\$594,594	79	10	\$888,999
46	10	\$2,067,560	80	24	\$8,697,948
47	12	\$620,453	81	13	\$28,026,567
48	22	\$2,714,699	82	11	\$929,681
49	27	\$1,107,241	83	14	\$683,817
50	1	\$53,464	84	34	\$136,345,487
52	5	\$112,910	85	9	\$1,620,162
53	3	\$53,203	86	9	\$6,530,131
54	20	\$1,088,312	87	3	\$1,911,127
55	9	\$8,353,168	88	9	\$27,105,038
56	38	\$115,835,805	89	3	\$40,805
57	13	\$9,781,171	90	6	\$508,080
58	2	\$41,361	92	3	\$107,418
59	3	\$26,717	93	2	\$450,043
60	1	\$3,434	94	3	\$1,853,816

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
95	11	\$5,164,236
96	4	\$387,940
97	1	\$73,115
101	1	\$79,407
102	2	\$5,215

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
103	5	\$50,552
104	2	\$6,703
106	1	\$26,387
107	2	\$3,945,449
109	1	\$513

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