

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN MISSOURI



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 Missouri 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

854

TOTAL VENDOR SPENDING

\$1,023,189,686

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
3	3	\$151,725
6	1	\$3,951
11	1	\$13,475
12	1	\$18,000
13	4	\$67,545
14	5	\$11,512,073
15	1	\$570
16	2	\$5,240
17	1	\$67,185
18	26	\$73,407,284
19	8	\$723,873
21	1	\$38,623
23	27	\$2,743,625
24	40	\$53,220,025
25	15	\$4,390,906
26	3	\$1,273,644
27	3	\$1,002,134
28	1	\$39,012
30	1	\$2,500
31	4	\$156,737
33	4	\$94,227

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	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
34	6	\$1,809,112	88	1	\$1,628
36	3	\$3,868,577	89	24	\$56,923,273
37	7	\$8,541,911	90	8	\$145,187
43	2	\$3,976,767	91	8	\$305,400
44	1	\$42,150	92	1	\$96,758
45	6	\$4,895,614	93	3	\$490,273
47	5	\$80,110	95	2	\$80,657
50	5	\$15,483,104	96	14	\$6,783,640
55	5	\$166,650	97	1	\$5,152
56	2	\$79,282	98	5	\$30,136
59	5	\$189,820	99	116	\$60,362,694
60	6	\$164,760	100	2	\$4,120
61	2	\$1,870,223	101	20	\$2,704,105
63	1	\$142,831	102	15	\$1,014,928
65	1	\$5,031	103	1	\$117,746
66	1	\$84,115	104	2	\$116,505
68	1	\$6,000	105	4	\$106,641
69	5	\$1,340,102	106	2	\$379,860
70	19	\$110,745,752	107	1	\$9,268
71	33	\$129,205,829	108	4	\$80,645
72	11	\$20,259,952	109	3	\$5,268
73	13	\$65,795,802	110	8	\$152,355
74	15	\$169,643,635	111	2	\$1,750
76	11	\$7,952,444	119	1	\$79,500
77	33	\$7,154,771	122	1	\$25,000
78	63	\$71,384,973	128	1	\$500
79	46	\$55,272,891	130	9	\$5,417,943
80	1	\$261	131	4	\$636,579
82	7	\$3,434,670	132	6	\$1,063,958
83	10	\$161,038	133	8	\$866,151
84	10	\$1,383,051	134	1	\$32,125
86	10	\$117,560	135	23	\$3,362,621
87	42	\$43,882,817	136	3	\$2,925,877

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
137	2	\$225,568
138	3	\$400,160
143	1	\$375

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
147	2	\$1,050
155	1	\$5,950
157	1	\$154,381

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