

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN MINNESOTA

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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 Minnesota 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

840

TOTAL VENDOR SPENDING

\$397,091,867

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	3	\$14,821
2	2	\$47,359
3	1	\$600
4	1	\$1,202
6	4	\$246,934
8	1	\$63,577
11	1	\$6,525
12	6	\$440,702
13	4	\$2,074,155
14	14	\$1,493,266
15	5	\$349,454
16	2	\$260,578
17	5	\$1,600,705
18	5	\$150,959
19	2	\$21,404
20	13	\$3,102,625
22	1	\$110
23	3	\$97,650
24	14	\$1,886,901
25	30	\$3,116,013
26	3	\$78,145

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
27	3	\$3,160
30	1	\$80,951
31	5	\$305,564
32	11	\$9,383,443
33	12	\$5,341,130
34	24	\$8,524,343
35	1	\$82,270
36	7	\$219,504
37	27	\$9,233,088
38	12	\$845,747
39	19	\$3,494,950
40	33	\$19,137,586
41	5	\$360,617
42	22	\$4,670,729
43	15	\$685,512
44	4	\$2,310,489
45	26	\$8,162,089
46	22	\$24,430,902
47	6	\$507,557

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
48	12	\$540,823
49	68	\$167,624,790
50	28	\$8,015,904
51	14	\$15,107,405
52	18	\$895,903
53	4	\$205,535
54	5	\$587,364
55	9	\$387,351
56	5	\$38,761
57	1	\$6,573
58	2	\$78,765
59	113	\$48,446,941
60	47	\$13,477,985
61	45	\$8,400,028
62	6	\$38,298
63	41	\$7,435,433
64	7	\$95,611
65	30	\$9,819,880
66	10	\$3,055,201

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