

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN VIRGINIA



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 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

1,242

TOTAL VENDOR SPENDING

\$723,109,964

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	34	\$5,739,644
2	94	\$16,474,243
3	11	\$688,104
4	8	\$61,511
5	113	\$28,310,662
6	37	\$17,964,621
7	92	\$79,845,390
8	45	\$20,100,645
9	27	\$18,739,376
10	2	\$41,950
11	25	\$6,648,155
12	70	\$71,743,075
13	13	\$776,317
14	12	\$166,998,147
15	3	\$12,632
16	8	\$75,524
17	12	\$2,248,197
18	7	\$1,003,395
19	2	\$329,362
20	4	\$391,071
21	19	\$2,356,234
22	5	\$3,078,982

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.

**BIOPHARMACEUTICAL INDUSTRY VENDOR
& SUPPLIER ECONOMIC IMPACT IN**

VIRGINIA



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
23	1	\$58,402	61	4	\$29,325
24	2	\$404,367	62	5	\$637,276
25	1	\$56,000	63	5	\$440,570
26	4	\$1,121,949	64	3	\$981,480
27	21	\$11,131,532	65	5	\$2,348,029
28	21	\$13,098,665	66	1	\$2,000
29	10	\$248,353	68	2	\$137,907
30	4	\$153,000	69	14	\$29,573,922
31	3	\$20,038	70	6	\$1,206,872
32	7	\$261,020	71	2	\$82,454
33	13	\$1,977,302	72	11	\$755,544
34	12	\$4,024,335	73	5	\$92,072
35	9	\$2,119,002	74	4	\$366,976
36	4	\$14,578,584	75	5	\$3,158,861
37	3	\$1,406,162	76	1	\$290,957
38	18	\$5,867,558	77	13	\$2,219,319
39	4	\$467,728	78	43	\$27,488,766
40	9	\$7,699,106	79	11	\$4,520,971
41	17	\$2,692,505	80	12	\$1,199,094
42	5	\$223,788	81	15	\$2,628,738
47	1	\$6,500	82	1	\$350
48	1	\$1,110	85	4	\$327,396
49	6	\$1,536,017	87	2	\$4,075
50	2	\$225,115	88	2	\$33,000
51	3	\$940,797	89	2	\$2,815
52	4	\$54,702	91	9	\$242,630
53	3	\$2,001,560	92	11	\$674,028
54	57	\$9,938,496	93	7	\$154,952
55	20	\$1,206,562	95	10	\$305,978
56	5	\$726,913	96	4	\$324,723
57	24	\$14,890,816	97	18	\$1,907,200
58	21	\$95,648,595	98	2	\$119,411
59	24	\$1,911,849	99	15	\$455,615
60	4	\$63,993	100	2	\$7,000

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