

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# MARYLAND

WE  
WORK  
FOR  
HEALTH

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 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

# 1,512

## TOTAL VENDOR SPENDING

# \$1,230,264,825

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
01A	2	\$52,105
01B	1	\$9,000
02A	2	\$244,492
02B	2	\$78,780
3	53	\$10,727,550
03B	9	\$414,798
4	24	\$10,151,928
5	5	\$3,292,250
6	6	\$688,840
07A	3	\$107,937
07B	2	\$382,860
8	5	\$289,072
09A	8	\$563,491
09B	15	\$1,156,720
10	11	\$1,038,619
11	13	\$5,818,086
11A	12	\$347,241
11B	25	\$74,620,562
12	14	\$13,052,646
12A	38	\$16,374,957
12B	3	\$891,503

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.

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

**MARYLAND**



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
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
21	23	\$2,447,471
22	6	\$472,177
23	21	\$6,435,345
23A	9	\$1,091,283
24	8	\$136,819
25	5	\$614,173
26	4	\$925,156
27A	2	\$122,292
27B	4	\$33,175
27C	1	\$490
28	3	\$27,410
29B	1	\$3,750
29C	1	\$120,000
30A	28	\$4,207,459
30B	13	\$14,013,471
31	5	\$30,623
32	40	\$25,866,747

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
33	9	\$746,198
33B	2	\$69,735
33C	17	\$1,708,976
34A	4	\$3,513,489
34B	1	\$12,025
35A	4	\$1,538,177
35B	2	\$71,140
36	6	\$2,572,753
37A	3	\$85,552
37B	9	\$473,761
39	33	\$35,946,545
40	41	\$20,117,415
41	31	\$1,465,385
42A	28	\$38,980,221
42B	1	\$450
42C	1	\$360,779
43	13	\$1,044,602
43A	22	\$9,673,310
43B	7	\$1,292,974
44A	12	\$2,285,913
44B	6	\$2,164,881
45	11	\$1,346,441
46	144	\$102,247,107
47A	3	\$75,000
47B	1	\$275,000

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.