

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN CALIFORNIA

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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 California 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 assembly 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

7,672

TOTAL VENDOR SPENDING

\$7,179,757,191

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	15	\$606,621
2	18	\$1,097,972
3	1	\$144,950
4	51	\$5,080,551
5	50	\$17,403,978
6	62	\$30,143,011
7	43	\$157,555,626
8	13	\$1,676,934
9	7	\$251,234
10	10	\$918,892
11	12	\$7,788,894
12	99	\$22,551,563
13	6	\$567,656
14	120	\$99,088,437
15	46	\$8,681,636
16	190	\$300,898,476
17	777	\$1,194,791,400
18	131	\$83,164,415
19	89	\$11,348,724
20	127	\$216,818,058

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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CALIFORNIA



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
21	587	\$945,346,124	51	225	\$139,469,510
22	4	\$467,890	52	41	\$28,311,081
23	405	\$360,796,701	53	66	\$16,575,695
24	232	\$144,351,299	54	138	\$247,579,107
25	80	\$56,654,046	55	112	\$33,362,965
26	257	\$242,850,464	56	48	\$25,493,242
27	2	\$58,004	57	212	\$252,939,280
28	63	\$9,240,664	58	16	\$1,488,528
29	9	\$49,063	59	94	\$39,904,270
30	34	\$2,269,010	60	2	\$73,558
31	14	\$566,828	61	54	\$27,672,590
32	6	\$3,255,274	62	10	\$1,004,794
33	2	\$160,190	63	10	\$469,192
34	7	\$646,052	64	26	\$2,848,866
35	3	\$25,642	65	39	\$21,070,934
36	4	\$26,100	66	96	\$243,099,248
37	62	\$34,208,202	67	59	\$13,414,468
38	72	\$32,774,786	68	99	\$47,094,985
39	14	\$8,945,091	69	31	\$6,774,219
40	60	\$18,410,715	70	29	\$3,443,298
41	249	\$277,445,169	71	44	\$8,846,487
42	241	\$159,523,596	72	110	\$97,298,710
43	17	\$4,648,241	73	223	\$246,003,573
44	73	\$84,062,812	74	68	\$10,419,086
45	6	\$8,695,997	75	69	\$7,562,341
46	75	\$15,161,579	76	151	\$97,904,361
47	19	\$956,692	77	483	\$557,839,650
48	36	\$3,340,986	78	479	\$380,381,486
49	57	\$41,016,459	79	27	\$644,486
50	31	\$1,815,582	80	23	\$2,418,895

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