

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 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

840

TOTAL VENDOR SPENDING

\$397,091,867

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
01A	2	\$7,466
01B	1	\$7,355
02A	1	\$127
02B	1	\$47,232
03B	1	\$600
04A	1	\$1,202
06A	3	\$239,836
06B	1	\$7,098
08A	1	\$63,577
11A	1	\$6,525
12A	1	\$39,262
12B	5	\$401,440
13A	1	\$990,416
14B	17	\$2,577,005
16B	2	\$260,578
18A	6	\$425,709
18B	1	\$250
19B	2	\$21,404
20A	4	\$230,296
21A	1	\$16,200
22A	1	\$57,700

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
22B	4	\$210,706	43A	8	\$7,107,696
23A	2	\$73,650	43B	10	\$299,340
23B	1	\$24,000	44A	4	\$192,351
24A	1	\$1,815,471	44B	6	\$3,730,370
24B	6	\$55,345	45A	3	\$360,003
25A	14	\$1,569,979	45B	22	\$10,442,655
25B	29	\$1,826,878	46A	11	\$1,077,331
26A	6	\$2,685,715	46B	3	\$578,041
27A	1	\$1,200	47A	5	\$502,807
31A	4	\$182,564	47B	2	\$131,000
31B	2	\$123,600	48B	12	\$540,823
32A	2	\$8,120,897	49A	48	\$67,980,233
32B	3	\$145,695	49B	28	\$100,513,486
33A	1	\$31,518	50A	25	\$9,177,869
33B	7	\$3,673,481	50B	11	\$23,306,683
34A	2	\$79,096	51A	1	\$4,235
34B	11	\$129,830	51B	7	\$2,459,047
35A	1	\$1,360	52A	6	\$358,896
35B	1	\$82,270	52B	9	\$276,663
36A	1	\$903	53A	5	\$227,930
36B	3	\$83,556	53B	1	\$220,848
37A	5	\$146,055	54A	2	\$14,149
37B	14	\$3,699,260	54B	2	\$10,596
38A	16	\$2,184,994	55A	4	\$2,045,655
38B	1	\$400	55B	7	\$294,189
39A	5	\$1,826,331	56A	5	\$93,958
39B	7	\$1,033,038	56B	3	\$260,192
40A	12	\$6,894,300	57A	1	\$6,573
40B	25	\$13,259,256	57B	1	\$61,158
41A	2	\$11,251	58A	4	\$647,214
41B	1	\$31,085	58B	1	\$32,004
42A	11	\$1,960,844	59A	1	\$8,797
42B	6	\$2,214,952	59B	88	\$24,823,842

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
60A	29	\$12,156,777
60B	12	\$1,236,975
61A	54	\$30,338,691
61B	8	\$908,274
62A	5	\$188,393
62B	1	\$15,600
63A	45	\$7,789,204
63B	5	\$93,257

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
64A	4	\$54,788
64B	8	\$12,591,976
65A	3	\$485,244
65B	29	\$9,417,454
66A	18	\$3,130,761
66B	9	\$1,086,073
67A	2	\$133,575
67B	1	\$97,433

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