BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN MINNESOTA

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

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total vendor spending \$397,091,867

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
01A	2	\$7,466
O1B	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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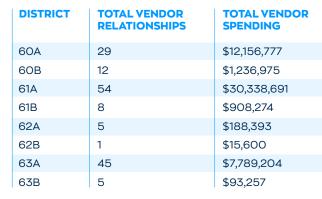


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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
64A	4	\$54,788
64B	8	\$12,591,976
65A	3	\$485,244
65B	29	\$9,417,454
66A	18	\$3,130,761
66B	9	\$1,086,073
67A	2	\$133,575
67B	1	\$97,433

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