

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# IOWA

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 Iowa 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

# 182

## TOTAL VENDOR SPENDING

# \$163,092,474

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
2	1	\$3,826
3	1	\$66,798
4	2	\$2,159,449
14	1	\$6,371,704
15	1	\$52,000
19	1	\$49,540
23	1	\$1,500
27	2	\$38,000
28	5	\$136,015
30	1	\$37,424
31	5	\$34,670,757
32	2	\$222,699
33	4	\$9,000
34	2	\$309,322
36	18	\$2,974,266
42	9	\$4,321,637
44	6	\$179,443
46	2	\$21,954
48	7	\$1,420,142
49	9	\$603,267
50	2	\$5,871

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**

**IOWA**



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
51	4	\$118,847
58	2	\$34,843,814
59	3	\$8,199
69	1	\$200,475
71	2	\$98,297
73	1	\$4,073
74	3	\$615,336
75	1	\$350
77	1	\$247,422
78	2	\$15,775
80	3	\$10,752
83	1	\$540
84	2	\$442,276

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
85	12	\$6,051,095
86	21	\$10,806,262
87	1	\$444,832
89	6	\$52,228
90	15	\$3,334,209
91	1	\$1,370
93	4	\$113,587
94	4	\$37,891,453
95	1	\$875
96	1	\$112,471
97	1	\$2,500
99	2	\$136,000
100	5	\$13,884,822

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.