

All IRIS Member Universities Vendor Profile Report

About this report: The Vendor Profile Report examines All IRIS Member Universities' impact on vendors and subcontractors that provide research-related goods and services. This report uses data provided by All IRIS Member Universities to IRIS to explore how direct purchases and subawards made on federal and non-federal research awards supported a variety of businesses and industries. Payments to individuals or to businesses outside the United States were excluded.

The **Vendor Profile** page summarizes total spending and the number of establishments supported nationally, in-state, and among small businesses, and tracks how these figures change over time. The **Industry Revenue Analysis** page highlights the distribution of spending by industry. The **Methodology** page provides details on the data and report production process.

Highlights

All IRIS Member Universities spent \$15.92B in research funding with establishments in the United States between fiscal years 2020 - 2024.

Vendor Impact FY2020 - 2024

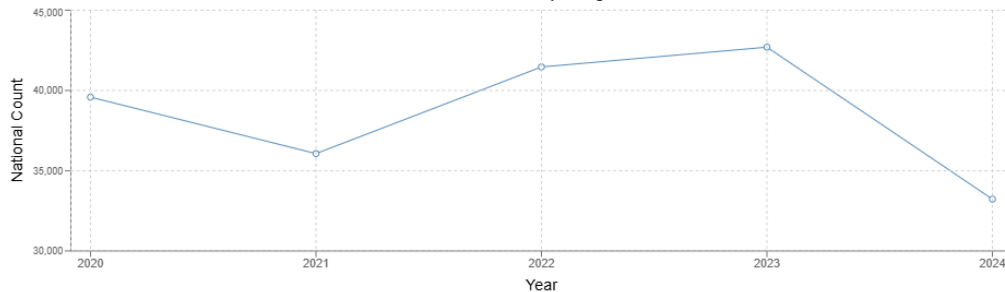
- 115,966 vendors and subcontractors received \$15.92B in research spending
- 30,844 in-state vendors and subcontractors received \$5.42B in research spending
- 17,685 small businesses received \$2.58B in research spending

Vendor Impact 2024

- 33,227 vendors and subcontractors received \$2.67B in research spending
- 9,851 in-state vendors and subcontractors received \$819.03M in research spending
- 6,241 small businesses received \$308.9M in research spending

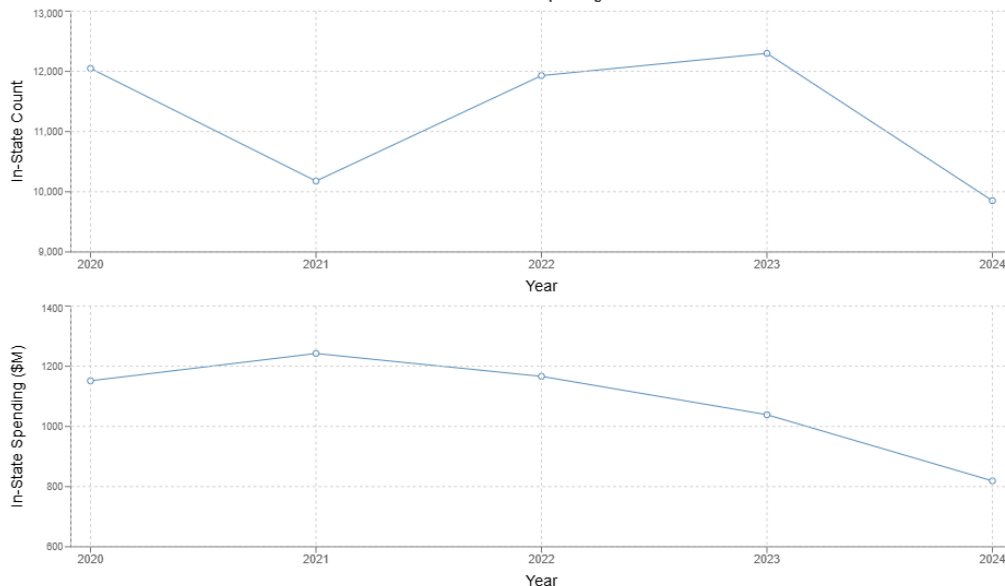
National Impact

National Establishments and Spending Over Time



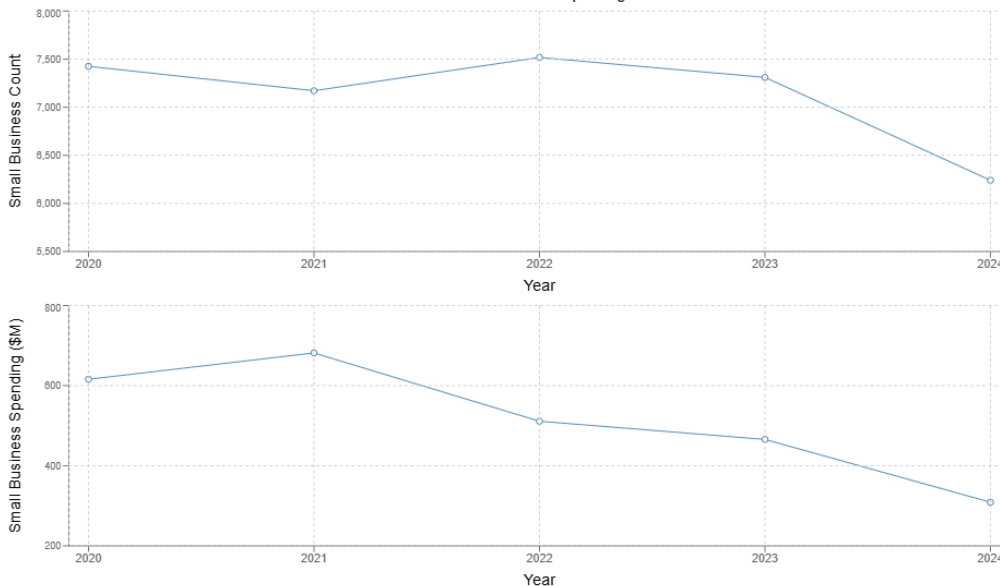
In-State Impact

In-State Establishments and Spending Over Time



Small Business Impact

Small Business Establishments and Spending Over Time



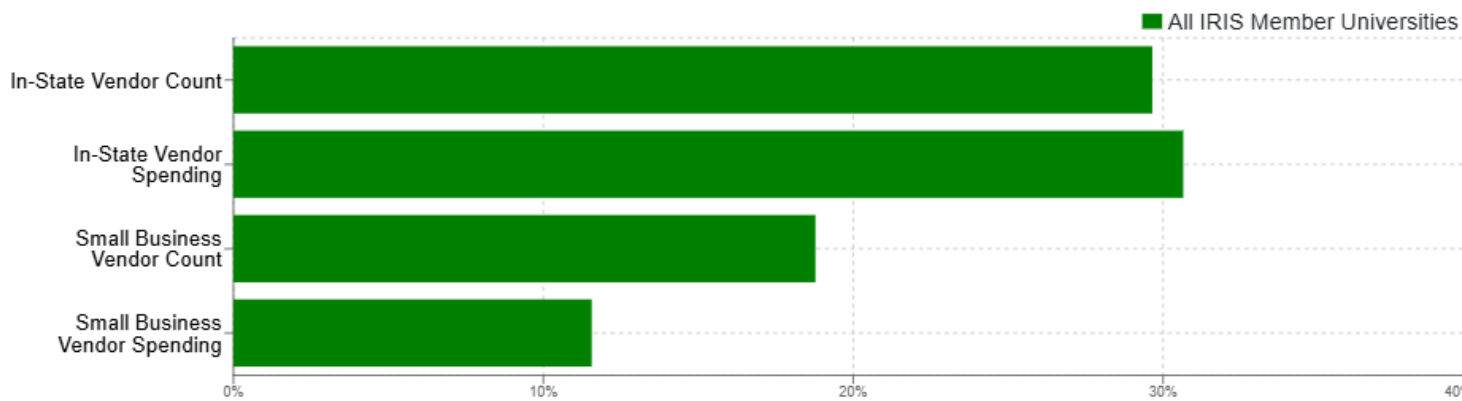
IRIS Member Benchmarking

These graphs show the percentages of spending totals and vendor types.

FY 2024 Highlights

At All IRIS Member Universities, 29.65% of vendors and 30.65% of total research spending were in-state. Small businesses made up 18.78% of vendors and received 11.56% of spending.

Percentage of Vendors and Spending by In-State and Small Businesses



Industry Revenue Analysis

This page classifies All IRIS Member Universities' research-related spending from fiscal years 2020-2024 into primary industries, based on the revenue vendors and subcontractors generate in those sectors. **IRIS identified the primary industries for 45,426 vendors and subcontractors, accounting for \$10.2B of spending, using business directory data.**

Since many establishments operate across multiple industries, this approach highlights the industries where research-related spending has the greatest economic impact. This page also reports the share of research spending directed to in-state and to small businesses within each industry. Spending totals are expressed in constant 2024 dollars. Some additional spending data is not displayed because it could not be classified into industries; see the methodology for additional information.

Highlights

- The top five industries receiving research spending from All IRIS Member Universities between 2020 and 2024, as measured by individual business revenue, were:
 - Health Care and Social Assistance
 - Educational Services
 - Professional, Scientific, and Technical Services
 - Manufacturing
 - Other Services (except Public Administration)
- In the Health Care and Social Assistance industry, research spending included \$1.43B spent with 3356 in-state businesses and \$775.74M with 2829 small businesses

Industry NAICS Title	Total Funds Received (-)
Health Care and Social Assistance	\$2.56B
Educational Services	\$2.13B
Professional, Scientific, and Technical Services	\$1.2B
Manufacturing	\$1.02B
Other Services (except Public Administration)	\$650.7M
Retail Trade	\$337.17M
Wholesale Trade	\$307.66M
Finance and Insurance	\$214.76M
Public Administration	\$196.15M
Construction	\$190.11M
Information	\$174.36M
Administrative and Support And Waste Management And Remediation Services	\$140.59M
Accommodation and Food Services	\$111.85M
Real Estate and Rental And Leasing	\$86.37M
Transportation and Warehousing	\$74.04M
Arts, Entertainment, and Recreation	\$67.49M
Agriculture, Forestry, Fishing and Hunting	\$19.35M
Mining, Quarrying, and Oil And Gas Extraction	\$13.05M
Utilities	\$3.8M
Management of Companies and Enterprises	\$1.9M

Vendor Profile Report Methodology

Details on how the reports are created, what they show, and the process of matching different datasets

Introduction

The IRIS Vendor Profile Report demonstrates the economic impact of universities' research spending by describing the industries, geographic areas, and types of businesses that receive contracts and subawards for goods and services through research grants. The report shows the dollars of research funding spent; the number and types of establishments receiving funding, including national, in-state, and small businesses; and whether these figures change from year to year. Data include both federal and non-federal research expenditures. This report includes data from universities that are members of IRIS and that have submitted the relevant data for FY2020-2024: Pennsylvania State University, Michigan State University, University of Kansas, University of Missouri, Boston University, Stony Brook University, Rutgers University, The University of Texas at Arlington, University of Michigan, New York University, University of Wisconsin, Texas State University, Georgia Tech, University of Kentucky, University of Minnesota, University of Texas at San Antonio, University of Utah, University of Texas at Dallas, Emory University, Ohio State University, Arizona State University, Texas A&M University, University of North Texas, Wayne State University, University of Pittsburgh, Princeton University, and University of California – Riverside.

How to understand the results

The Vendor Profile Tab

This section provides an overview of the economic impacts of research spending by showing direct expenditures to internal university units and outside vendors and subcontractors. This section shows such spending at the national level, as well as with vendors classified as in-state and small businesses.

Yearly spending, including both vendor spending and subawards, is included on the line graphs for the last five fiscal years for which your university has sent complete data. Research spending and establishments are displayed separately for national, in-state, and small businesses. The bar chart shows how the distribution of your university's research expenditures with in-state and small businesses compares with all other IRIS universities in the selected year.

The Industry Revenue Analysis Tab

The sunburst display shows industry spending as represented by the vendors' NAICS codes, over the five fiscal years of complete university data (see below for a description of NAICS codes). In this visualization, NAICS codes are assigned to organizations based on the NAICS of the establishment(s) with the largest revenue. You can view spending by NAICS industry sector, sub-sector, or group. Some additional spending is not displayed in this tab because it could not be matched with NAICS codes. Please see the Data Matching section for more details.

How the reports are created

Building the vendor report is a multi-step process that begins with the vendor and subawardee name and address information submitted by universities.

Data Cleaning

IRIS removes names of individual people, standardizes business names and addresses to correct common data entry errors, and generates a unique list of vendor and subawardee records. Quality checks ensure valid disambiguated names, reasonable transaction dates, and that vendors are located in the United States. All spending metrics are expressed in real 2024 dollars.

Entity Resolution

Vendors and subawardees are grouped based on name similarity and geographic proximity. A single canonical vendor or subawardee name is assigned to all the vendors within each group using string similarity and payment volume. A single canonical location is also assigned within each group. This ensures consistent identification and counts of unique vendors and subawardees despite minor name variations.

Data Matching

To classify vendors by industry and business size, IRIS matches standardized vendor records to internal business directory data. Matches are limited to vendors within the same ZIP code, and name similarity is evaluated using the Jaro-Winkler method. If multiple candidates exceed the similarity threshold, the one with the highest score is selected. Matched directory records provide industry classification (see NAICS code

section below), annual revenue, and employee counts. This additional information is used to identify small businesses and classify vendor spending by industry. To determine a small business, the measures of annual revenue and number of employees are compared to the cutpoints/standards per NAICS code that are published by the U.S. Small Business Administration (<https://www.sba.gov/document/support-table-size-standards>).

Summary of Vendor Coverage and Match Results

For this report, metrics are based on data All IRIS member universities submitted as of 2025-05-15. Of 324,874 unique vendors and subawardees, 92% or 297,425 were in the U.S., accounting for 93% or \$16.83B of All IRIS member universities' spending. Of that U.S. based spending, 95% or \$15.92B went to 115,966 organizations rather than individual people. Name and address-based matching linked 39% or 45,426 of these U.S. organizations, accounting for 64% (\$10.2B) of spending, to IRIS business directory data.

NAICS Codes

The North American Industry Classification System (NAICS) is a system for classifying establishments (individual business locations). For this report, NAICS codes are used to classify businesses according to the types of economic production in which they participate. The codes are organized into broad industry sectors and more specific groupings. The first two digits of a NAICS code represent general categories of economic activities. Nested within the two-digit codes, a third digit represents the subsector, and within that, a fourth digit represents the industry group. IRIS matches payments to vendors and subawardees at the four-digit NAICS level. For this report, we use the 2022 NAICS codes. The codes are revised every five years. The retail and publishing sectors saw some of the most significant changes in the latest revision. A summary of the differences between the 2022 and 2017 codes can be found on the Bureau of Labor Statistics website (<https://www.bls.gov/sae/additional-resources/details-on-the-conversion-to-the-2022-north-american-industry-classification-system-naics-from-2017-naics.htm>).

LIMITATIONS

Only vendors and subawardees with U.S. addresses are included in this report. This is done to ensure a consistent basis across all metrics, since some metrics, such as NAICS codes, cannot be applied to spending in other countries.

A vendor address in administrative records may be an out-of-state billing address rather than the address of a local establishment that provided a service. To the extent that this occurs, local spending will be underestimated because the spending will be attributed to the out-of-state billing address.

We continue to work to improve the quality of matching and data production in order to address these limitations.

Payments to individual people were not included in this report. The data underlying this report represent research funding from federal and non-federal sources. You may download the underlying data by clicking the "Download Data" link at the top and bottom of the report. The report can be shared by clicking the "Share Report" link at the top of the report.

CITATION

Vendor Profile Report, Institute for Research on Innovation and Science (IRIS), September 2025