

PA IRCs - Driving Manufacturing Growth

MANUFACTURING'S IMPORTANCE TO PENNSYLVANIA'S ECONOMY

In FY 16-17, Manufacturing contributed **\$1.8 Billion or 6% to Pennsylvania's total tax revenue.**
PA Department of Revenue.

For every \$1.00 spent in manufacturing, another \$1.89 is added to the economy. For every **1 additional manufacturing employee**, another **4 employees are hired elsewhere.**
National Association of Manufacturers (NAM)



EMPLOYMENT AND COMPENSATION

552,500 employees **9.3%** of non-farm employment
\$72,151 average compensation **47%** above state non-farm average



MANUFACTURING FIRMS & OUTPUT

U.S Bureau of Economic Analysis and the U.S Census

12,466 PA manufacturing firms **99%** are small to mid-sized companies with < 500 employees
\$87.65 Billion in annual output **11.7%** of total Gross State Product

PA IRCs' ECONOMIC IMPACTS - FYE 2018

Assisted over
830
 manufacturers.



\$733 Million
 New & Retained Sales



\$161 Million
 Invested in Expansion & Modernization



5,156
 Jobs Created & Retained



\$58 Million
 Operating Cost Savings



Based upon client-reported new sales in FY 17-18, statewide the Industrial Resource Centers (IRCs) provided a 35:1 return on its \$5.3 million state investment while creating and retaining one manufacturing job for each \$1,027 invested in the program.

All impact results are gathered from clients through a voluntary client survey process administered by an independent third-party (the Fors Marsh Group) under contract with the U.S. Department of Commerce.

MANUFACTURER TOP CHALLENGES



Employee Recruitment & Retention



Ongoing Continuous Improvement



Identifying Growth Opportunities

WHY CLIENTS CHOOSE PA IRCs



Staff Technical Expertise & Experience



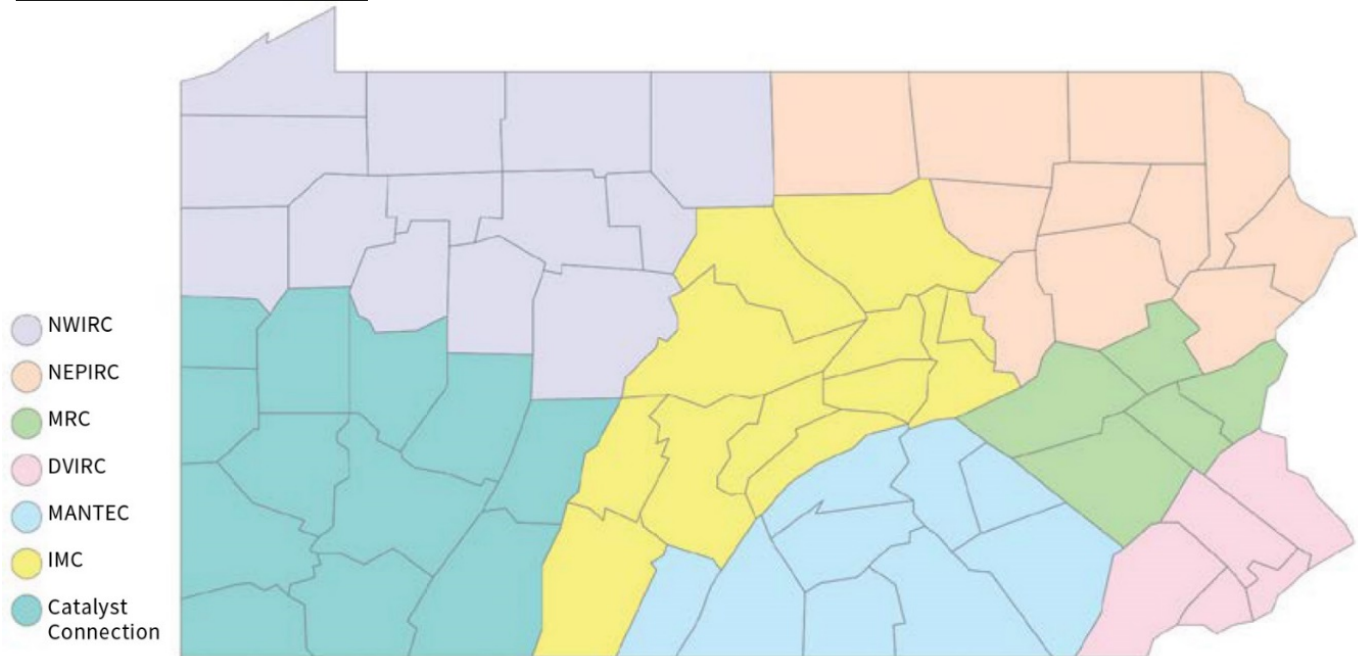
Cost of Services & Return on Investment



Reputation for Results

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PA IRC Regions



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