

PA IRCs - Driving Manufacturing Growth

MANUFACTURING'S IMPORTANCE TO PENNSYLVANIA'S ECONOMY

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

561,774 Employees **9.3%** Of non-farm employment
\$61,111 Average wages **13.2%** Above state average



MANUFACTURING FIRMS & OUTPUT

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

14,414 PA manufacturing firms **95%** Are small to mid-sized firms with < 500 employees
\$88.3 Billion in annual output **8th** Largest mfg. state in the nation

PA IRCs' ECONOMIC IMPACTS - FYE 2018

Assisted over

1,000
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



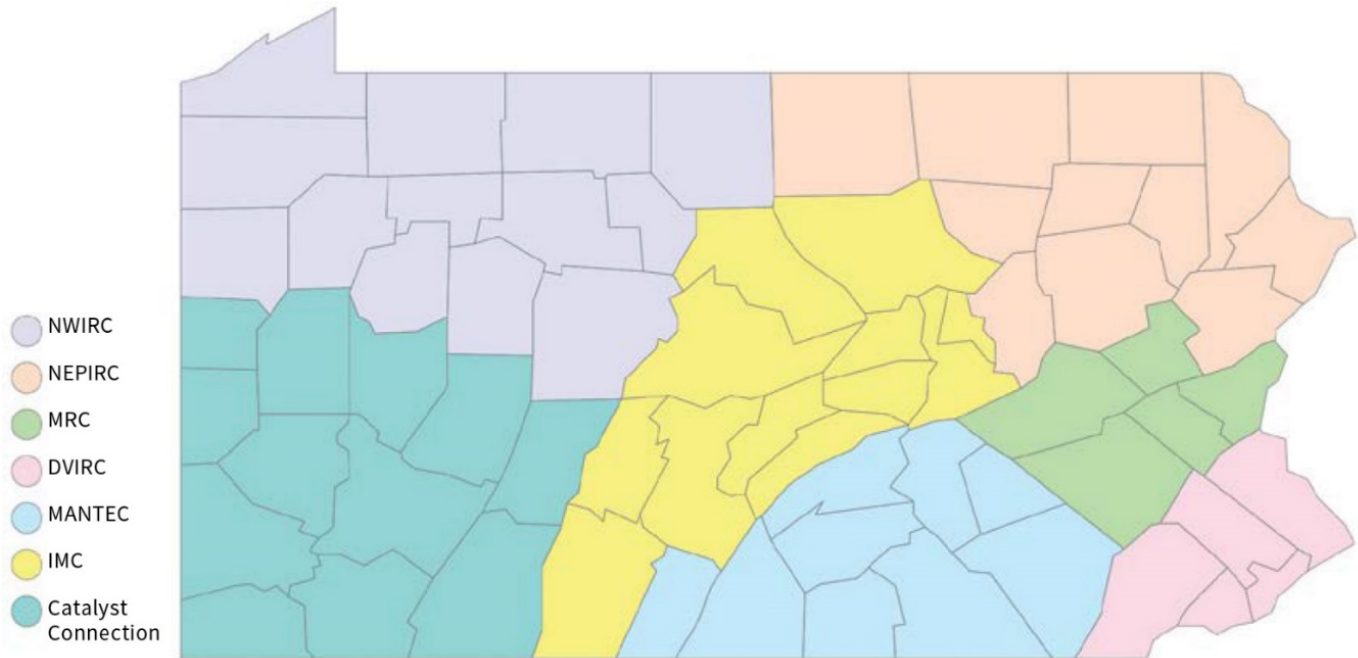
Cost of Services & Return on Investment



Reputation for Results

PA IRCs - Driving Manufacturing Growth

PA IRC Regions



Catalyst Connection

Petra Mitchell, President
Pittsburgh Technology Center
2000 Technology Drive
Pittsburgh, PA 15219
(phone) 412-918-4300
(web) www.catalystconnection.org

DVIRC

Barry Miller, President & CEO
2905 Southampton Road
Philadelphia, PA 19154
(phone) 215-464-8550
(web) www.dvirc.org

IMC, Inc.

Dan Manetta, Exec. Dir. & CEO
One College Avenue, DIF 32
Williamsport, PA 17701
(phone) 570-329-3200
(web) www.imcpa.com

MANTEC

John Lloyd, President
600 North Hartley St., Ste. 100
York, PA 17404
(phone) 717-843-5054
(web) www.mantec.org

Manufacturers Resource Center (MRC)

Jack Pfunder, Exec. Dir.
961 Marcon Boulevard, Suite 200
Allentown, PA 18109
(phone) 610-628-4640
(web) www.mrcpa.org

NEPIRC

Eric Esoda, President & CEO
75 Young Street
Hanover Twp., PA 18706
(phone) 570-819-8966
(web) www.nepirc.com

NWIRC

Robert Zaruta, President & CEO
8425 Peach Street
Erie, PA 16509
(phone) 814-217-6060
(web) www.nwirc.org

Part of:

Manufacturing PA

