

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

565,225 employees **9.2%** of non-farm employment
\$77,019 average earnings **24%** above the state average



MANUFACTURING FIRMS & OUTPUT

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

14,400 PA manufacturing firms **92%** are small to mid-sized companies with < 500 employees
\$87 Billion in annual output **11.7%** of total Gross State Product

PA MEP's ECONOMIC IMPACTS - FYE 2018

Assisted over
1007
 Manufacturers



\$751.5 Million
New & Retained Sales



\$182 Million
Invested in Expansion & Modernization



6,113
Jobs Created & Retained



\$71.3 Million
Operating Cost Savings



Based upon client-reported new sales in FY 17-18, PA MEP provided a 35:1 return on its \$5.3 million federal investment while creating and retaining one manufacturing job for each \$867 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'S TOP CHALLENGES



Employee Recruitment & Retention



Ongoing Continuous Improvement



Identifying Growth Opportunities

WHY CLIENTS CHOOSE PA MEP



Staff Technical Expertise & Experience



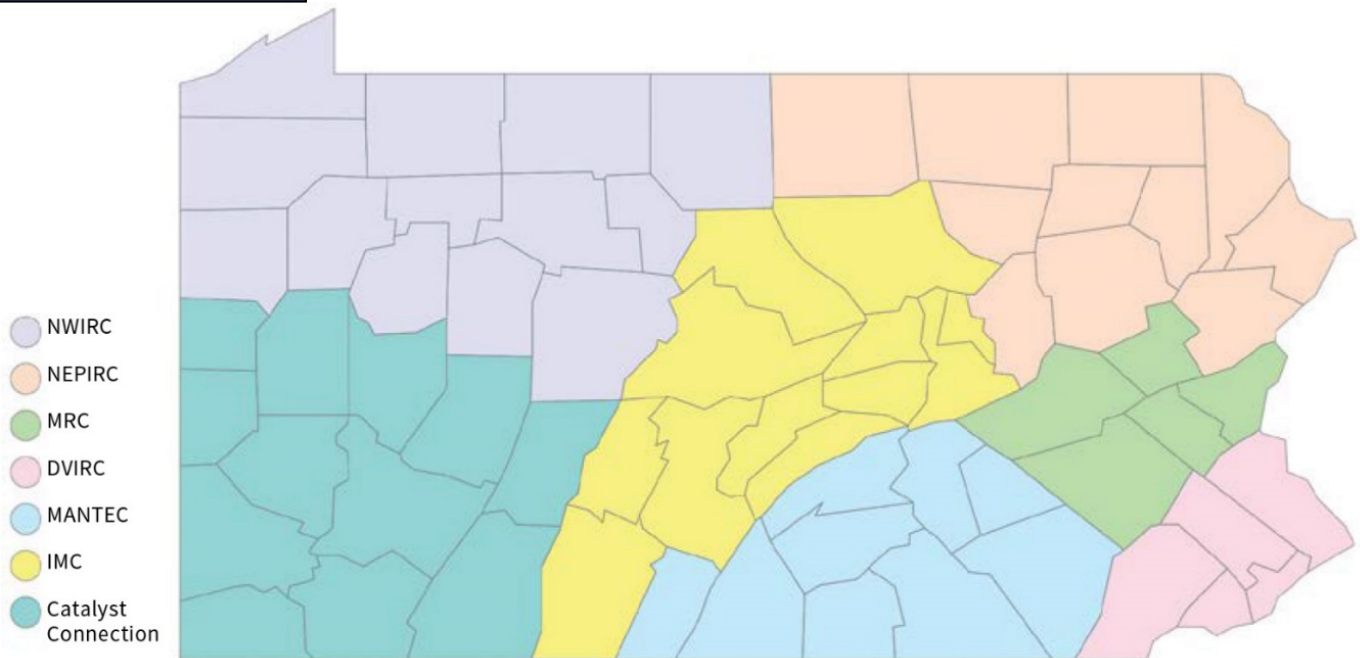
Cost of Services & Return on Investment



Reputation for Results

Through its network of regional and national partners, PA MEP helps manufacturers improve their competitiveness, build a stronger workforce and secure communities.

PA MEP Regions



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