



## **Pennsylvania: Exports, Jobs, and Foreign Investment**

**September 2012**

### **Exports Support Jobs for Pennsylvania's Workers**

Export-supported jobs linked to manufacturing account for an estimated 3.8 percent of Pennsylvania's total private-sector employment. Over one-sixth (17.4 percent) of all manufacturing workers in Pennsylvania depend on exports for their jobs (2009 data latest available).

### **Exports Sustain Thousands of Pennsylvania Businesses**

A total of 12,321 companies exported from Pennsylvania locations in 2009. Of those, 11,013 (89 percent) were small and medium-sized enterprises with fewer than 500 employees.

Small and medium-sized firms generated nearly one-third (30 percent) of Pennsylvania's total exports of merchandise in 2009.

### **Foreign Investment Creates Jobs in Pennsylvania**

In 2009, foreign-controlled companies employed 255,000 Pennsylvania workers. Major sources of foreign investment in Pennsylvania in 2009 included the United Kingdom, the Netherlands, Germany, and France.

Foreign investment in Pennsylvania was responsible for 5.2 percent of the state's total private-industry employment in 2009.

### **Pennsylvania Depends on World Markets**

Pennsylvania's export shipments of merchandise in 2011 totaled \$41 billion.

The state's largest market was Canada. Pennsylvania posted merchandise exports of \$11.4 billion to Canada in 2011, 27.7 percent of the state's total merchandise exports. Canada was followed by China (\$3.5 billion), Mexico (\$2.6 billion), Japan (\$2.1 billion), and Germany (\$1.8 billion).

The state's largest merchandise export category is chemicals, which accounted for \$7.9 billion of Pennsylvania's total merchandise exports in 2011. Other top merchandise exports are machinery (\$4.8 billion), primary metal manufactures (\$4.2 billion), computers and electronic products (\$4.1 billion), and transportation equipment (\$3.3 billion).

### **Pennsylvania's Metropolitan Exports**

In 2011, the following metropolitan areas in Pennsylvania recorded merchandise exports: Pittsburgh (\$15.2 billion), Harrisburg-Carlisle (\$2.6 billion), York-Hanover (\$2.1 billion), Reading (\$1.6 billion), Erie (\$1.6 billion), Scranton--Wilkes-Barre (\$1.2 billion), Lancaster (\$1.1 billion), Lebanon (\$436 million), Altoona (\$272 million), Williamsport (\$265 million), State College (\$225 million), and Johnstown (\$106 million). New York-Northern New Jersey-Long Island (including some parts of New York, New Jersey, and Pennsylvania) exported \$105.1 billion, while Philadelphia-Camden-Wilmington (including some parts of New Jersey, Delaware, and Maryland) exported \$26.2 billion, Allentown-Bethlehem-Easton (including some parts of New Jersey) exported \$3.0 billion, and Youngstown-Warren-Boardman (including some parts of Ohio) exported \$1.2 billion.

Prepared by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce. For more resources please see [www.trade.gov/mas/ian](http://www.trade.gov/mas/ian).

Sources include resources from the U.S. Department of Commerce's International Trade Administration, Bureau of the Census, and Bureau of Economic Analysis. For detailed information on each section, please see our footnotes.