



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

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### **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 12,931 companies exported from Pennsylvania locations in 2010. Of those, 11,618 (90 percent) were small and medium-sized enterprises with fewer than 500 employees.

Small and medium-sized firms generated one-third (33 percent) of Pennsylvania's total exports of merchandise in 2010.

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

In 2010, foreign-controlled companies employed 251,000 Pennsylvania workers. Major sources of foreign investment in Pennsylvania in 2010 included United Kingdom, Netherlands, Germany, and France.

Foreign investment in Pennsylvania was responsible for 5.1 percent of the state's total private-industry employment in 2010.

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

Pennsylvania's export shipments of merchandise in 2012 totaled \$38.9 billion.

The state's largest market was Canada. Pennsylvania posted merchandise exports of \$11.4 billion to Canada in 2012, 29.3 percent of the state's total merchandise exports.

Canada was followed by China (\$2.9 billion), Mexico (\$2.8 billion), Germany (\$1.8 billion), and United Kingdom (\$1.5 billion).

The state's largest merchandise export category is Chemicals, which accounted for \$7.8 billion of Pennsylvania's total merchandise exports in 2012. Other top merchandise exports are Machinery, Except Electrical (\$4.9 billion), Primary Metal Manufactures (\$3.8 billion), Computer & Electronic Products (\$3.8 billion), and Transportation Equipment (\$3.1 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 Philadelphia-Camden-Wilmington (\$26.2 billion, portions of this MSA are shared with one or more other states).

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.