

# Pennsylvania Manufacturing Facts

Manufacturers in Pennsylvania account for 11.7 percent of the total output in the state, employing 9.3 percent of the workforce. Total output from manufacturing was \$87.65 billion in 2017. In addition, there were 552,500 manufacturing employees in Pennsylvania in 2017, with an average annual compensation of \$72,151 in 2016.

## Manufacturing Output and Firms

Total Manufacturing Output (\$billions, 2017) \$87.65  
(Percent share of total gross state product) 11.7%

Manufacturing Firms in Pennsylvania (2015) 12,466

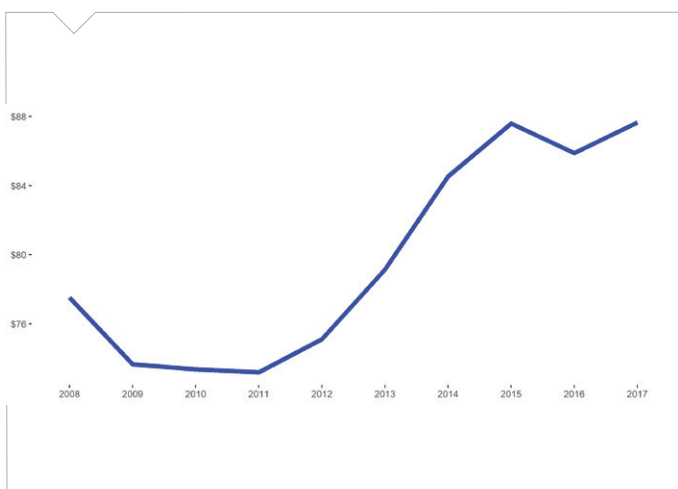
## Employment and Compensation

Manufacturing Employment (2017) 552,500  
(Percent share of nonfarm employment) 9.3%

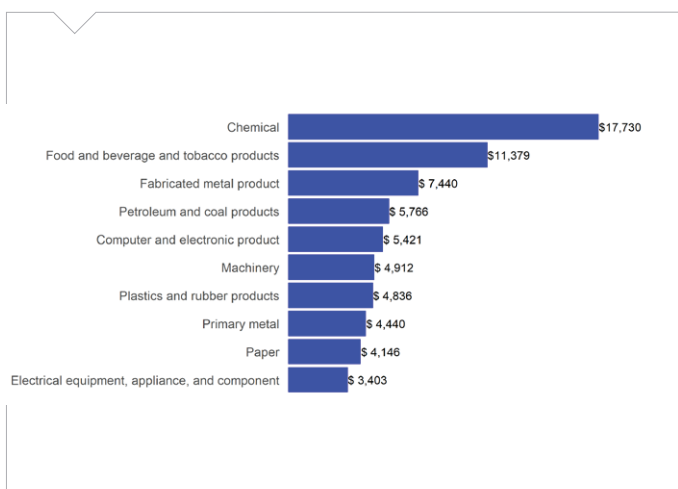
Average Annual Compensation (Manufacturing, 2016) \$72,151  
(Nonfarm Businesses, 2016) \$49,059

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

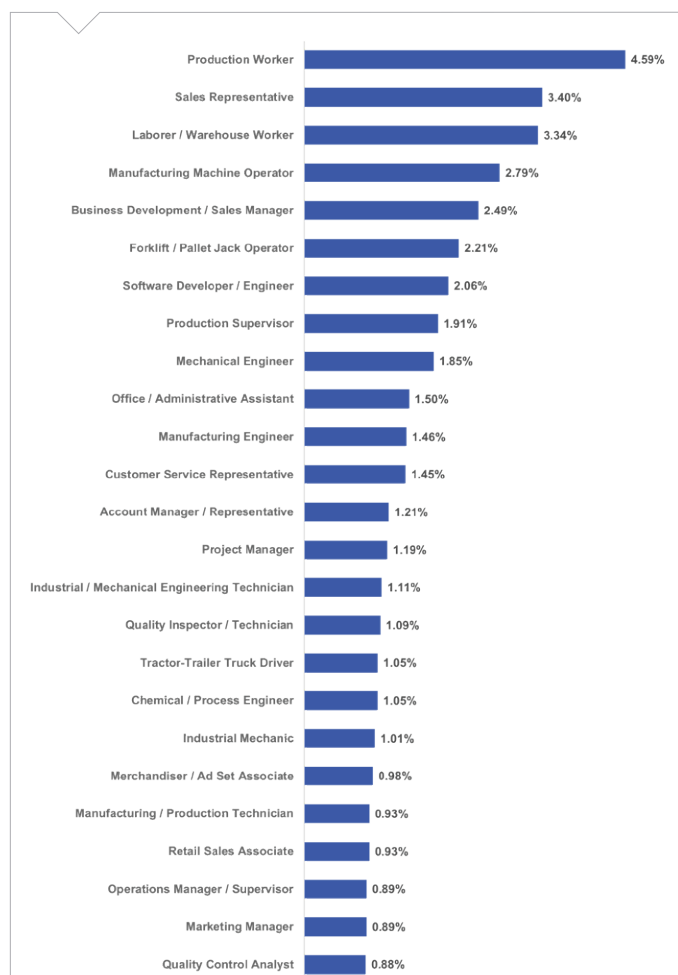
**Figure 1:** Pennsylvania Manufacturing Output, in Billions of Dollars, 2005–2017



**Figure 2:** Top 10 Pennsylvania Manufacturing Sectors, in Millions of Dollars, 2016



**Figure 3:** Top 25 Manufacturing Job Titles over the Past 12 Months in Pennsylvania



Source: Burning Glass Technologies, Labor Insights

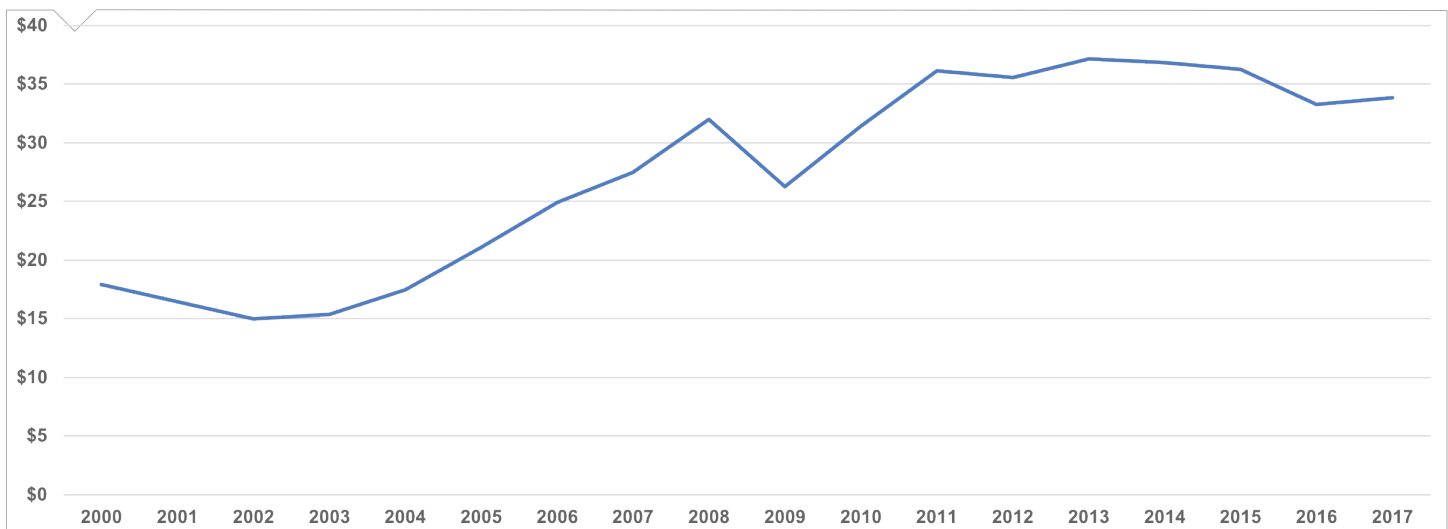
# Pennsylvania Export Facts

Manufacturers help to drive Pennsylvania's economy, with \$33.86 billion in manufactured goods exports in 2017. That same year, \$16.96 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and 19 percent of its employment stemmed from exports in 2011. Small businesses comprised 89 percent of all exporters in Pennsylvania.

Manufactured Goods Exports (\$billions, 2017) (Percent share of total goods exports)	\$33.86 87.5%	Manufactured Goods to Free Trade Agreement Partners (\$billions, 2017) (Percent of total exports, 2017)	\$16.96 50.1%
Growth in Manufactured Goods Exports (2010–2017)	7.7%	Total Manufactured Goods Exports to Canada and Mexico (NAFTA, 2017)	\$13.77
U.S. Jobs Supported by Goods Exports (2016)	161,649	Top Five Export Markets (Percent of total manufactured goods exports, 2017)	56.4%
Employment from Manufacturing Exports (Export share of manufacturing jobs, 2011)	19%	<ul style="list-style-type: none"> <li>• Canada (28.83%)</li> <li>• Mexico (11.85%)</li> <li>• China (6.23%)</li> <li>• United Kingdom (5.38%)</li> <li>• Germany (4.06%)</li> </ul>	
Small Business Share of Total Exporters (2015)	89%		

Sources: International Trade Administration, U.S. Census Bureau

**Figure 4:** Pennsylvania's Manufactured Goods Exports, in Billions of Dollars, 2000-2017



## Additional Trade Facts

- The 20 U.S. FTA partners purchased nearly 48 percent (\$637.5 billion) of U.S. manufactured goods exports in 2017 – even though these countries represent only six percent of the world's population and 10 percent of GDP.
- FTA countries: Australia, Bahrain, Canada, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Panama, Peru, Singapore and South Korea.
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