



MANUFACTURING IN PENNSYLVANIA

2008 INDUSTRY REPORT

> ready > set > innovate

Manufacturing is an important foundation for Pennsylvania's economy--critical in securing economic prosperity. In the past several decades manufacturing has witnessed dramatic increases in technology and innovation. To adapt, manufacturers are successfully redefining core business, developing new technologies, adopting production process innovation, and breaking into new markets.

Pennsylvania offers many programs to support the manufacturing sector through financing resources, expert technical assistance, access to international markets and education and training. Together, we will lead in creating the future of manufacturing in the Commonwealth of Pennsylvania.

- Edward G. Rendell, Governor

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INTRODUCTION

Manufacturing is a critical sector in Pennsylvania's economy - still the state's most significant industry, contributing over 15% to the Gross state Product and employing more than 658,000 Pennsylvanians.

Measuring Pennsylvania's position in manufacturing innovation provides the basis of strategies for continued improvement. To determine our competitive status, we compare the commonwealth to other states with similar economies -- those built on traditional manufacturing that are retooling and innovating in order to compete in the global economy. Benchmark states used for comparison in this report are Illinois, Maryland, Massachusetts, Michigan, New Jersey, New York, North Carolina, Ohio and West Virginia.

Areas of measurement include:

- > Manufacturing Value Added
- > Manufacturing Gross State Product
- > Manufacturing Employment/Compensation
- > Exports/World Trade Investments
- > R&D Expenditures
- > Manufacturing Investment/Venture Capital

For more information on the programs highlighted in this report, visit newPA.com or call 866.GO.NEWPA.com.

Pennsylvania and the surrounding region are rich with talent, infrastructure and industry.



Did you know that more than 40 percent of the U.S. and Canadian populations are within 500 miles of Pennsylvania? 40 percent of the nation's manufacturers and service industries also are located in this region, providing a key location advantage to the Pennsylvania manufacturers.

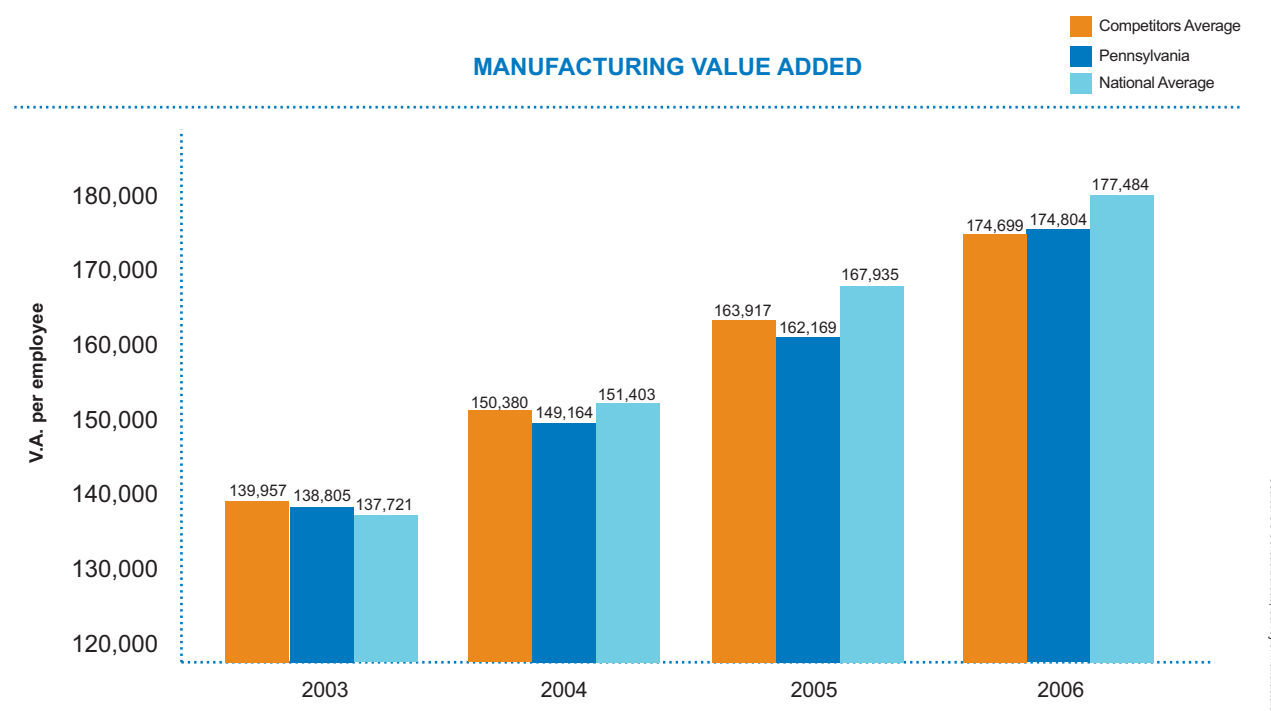
MANUFACTURING VALUE ADDED

Manufacturing value added is one method of measuring the productivity of labor and capital; it represents the increase in raw materials after they become finished products. High Value Added suggests the presence of a skilled, higher-wage workforce – firms with higher productivity or capital intensive manufacturing firms.

Pennsylvania's manufacturing value added per employee continues to rise as the manufacturing sector transitions from commodity production to high value added products and markets. The figure remains slightly below the national average, but, in recent years, it has gained momentum. It has increased substantially, closing the gap between 2005 and 2006 by growing almost 50% faster than the national average (while exceeding competitor state averages).

Significant contributions to Pennsylvania's value added comes from the Pharmaceutical manufacturing sector, due to its high value products with significant market demand - which ranks Pennsylvania 4th in the nation. Commodity-based manufacturing results in more price competition and a lower value added position.

MANUFACTURING VALUE ADDED



Source: US Census Bureau, Survey of Manufacturers

MANUFACTURING GROSS STATE PRODUCT (GSP)

> > > CASE STUDY: WEST PHARMACEUTICAL SERVICES, INC.

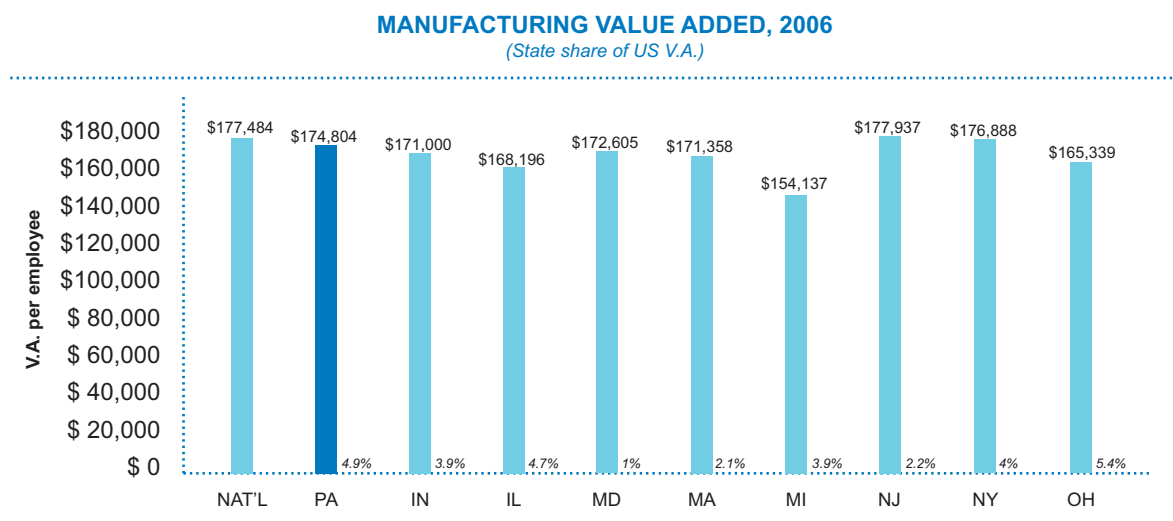
West is a global pharmaceutical technology company that demonstrates manufacturing value added by employing a skilled workforce that contributes substantially to the local economy. The company applies proprietary material-science, manufacturing innovation and research to advance the quality, therapeutic value, development speed and rapid market availability of pharmaceuticals, biologics and consumer health care products. West is the world's premiere provider of standard-setting systems and components for injectable medicines.

West is positioned to serve a global customer base, with headquarters in Lionville, PA, and sales, manufacturing, research and development and laboratory service centers in Pennsylvania and other locations in Asia and Australia, Europe and North and South America.

With sales of more than \$1 billion in 2007, West has focused on two strategic initiatives – lean manufacturing and six sigma – in an effort to continue driving cost out of the manufacturing process to be more competitive in the markets it serves. According to David Bergerstock, Director of Operations, “West has utilized customized courses from the Industrial Modernization Center (IMC) – an economic development organization focused on manufacturers – to accomplish the training that supports the ultimate execution of our facilities engineering and management teams’ efforts to reduce cost within our operation. The participants have often praised the instructors’ knowledge and talent, the process and the follow-up to the specific courses by the IMC.”

Further, West constantly evaluates areas and regions for potential expansion; the relationship between West and the IMC keeps the company rooted in the Northeastern PA area.

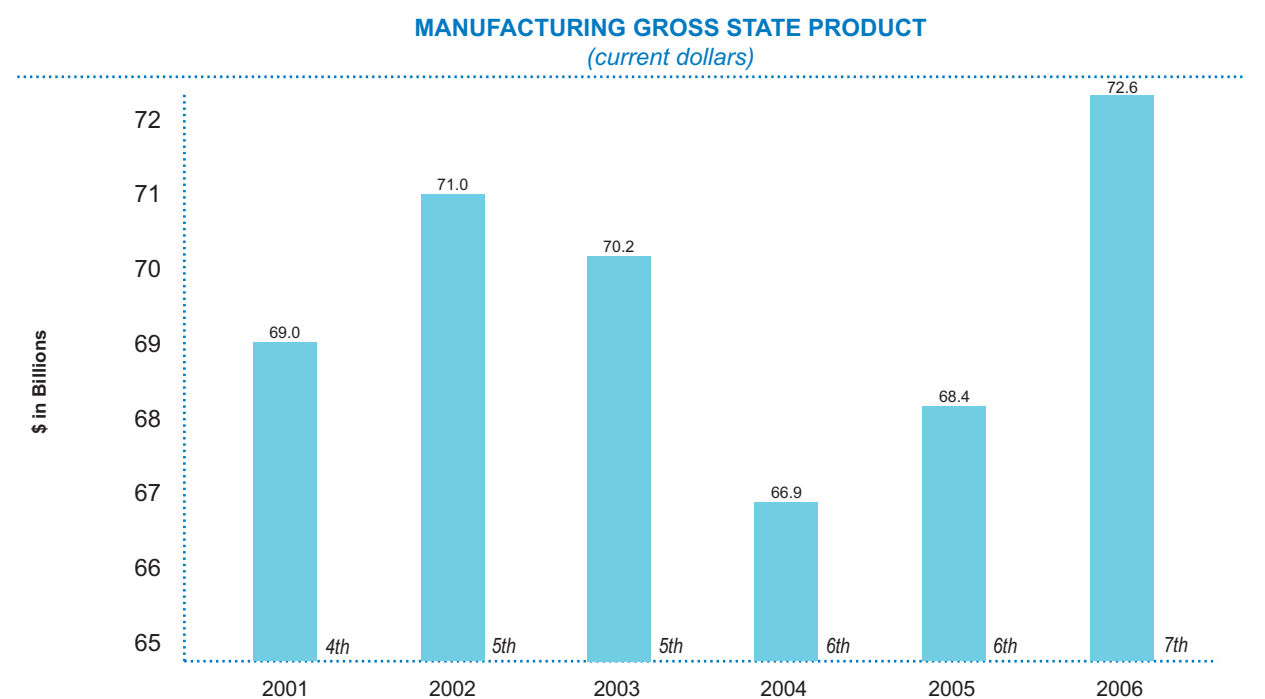
This referenced group of states (including Pennsylvania) is responsible for fully one-third of the nation’s manufacturing output, as measured by value added. Pennsylvania currently ranks fourth, up from fifth in the nation for total manufacturing value added.



Pennsylvania is ranked 7th nationally for Gross State Product (GSP) and has increased from 2004 to 2006; within the durable goods sector, the state has seen dramatic increases that have accounted for most of the growth in manufacturing. Certainly, federal defense spending has impacted the durable goods sector. Durable goods are those manufactured products that typically last at least three years.

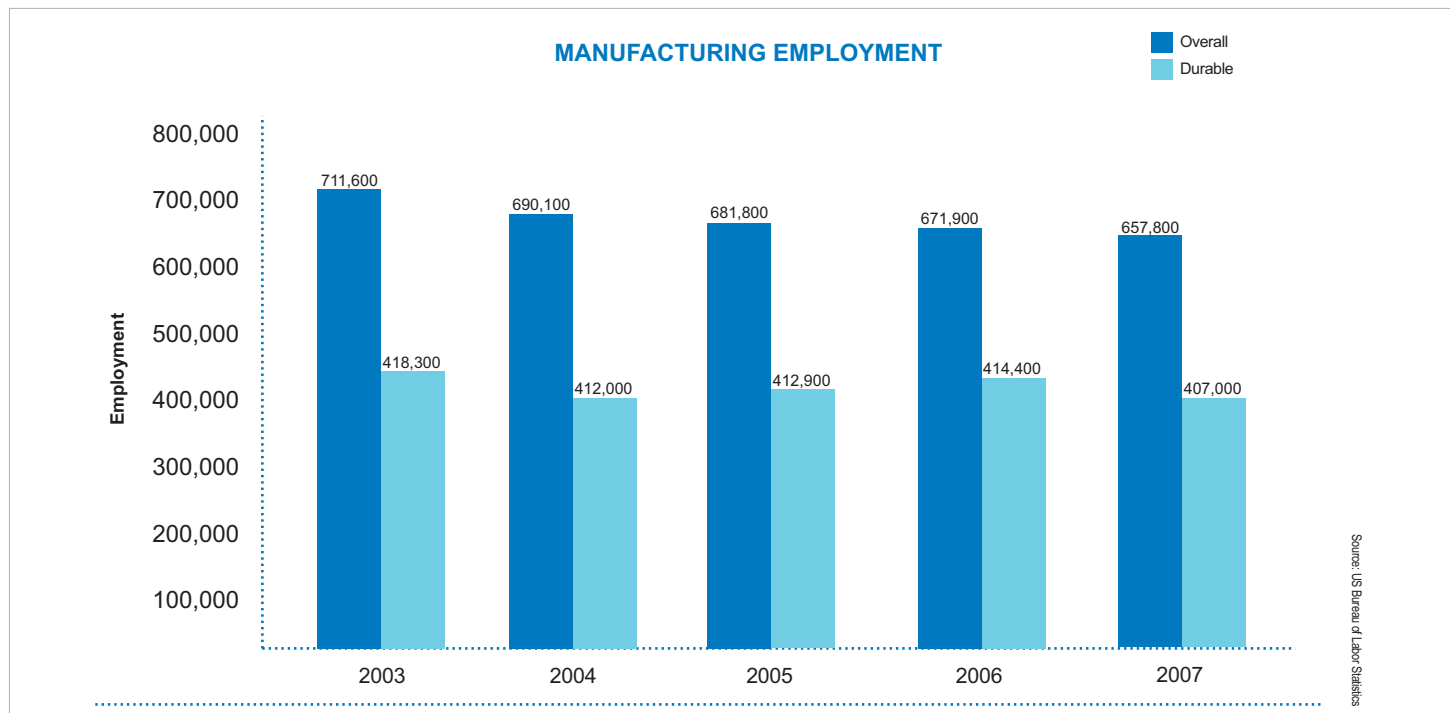
The commonwealth has taken several steps to provide manufacturers with tools to become more innovative. The Governor’s Manufacturing Strategy and the Economic Stimulus Package, continue to take hold and produce results by allowing our traditional industries, especially manufacturing, to access new technology to enhance their productivity and global competitiveness.

The durable goods manufacturing sector has increased 36% in GSP between 2003 and 2006.



EMPLOYMENT & COMPENSATION

Employment in durable goods manufacturing increased from 2004 to 2006, while non-durable goods employment continues to decline, due to increased productivity, foreign currency manipulation issues, heavy global competition, and the current economic conditions. Employment is not a leading indicator for the health of the manufacturing sector. For example, much of the industry is experiencing significant shortages in Pennsylvania in key high paying technical skilled occupations, such as certified welders, machinists and maintenance technicians. These shortages in key skills areas restrain manufacturing's growth potential.



> > > CASE STUDY: WESTINGHOUSE ELECTRIC COMPANY

One significant illustration of Pennsylvania's growth in manufacturing employment is the Westinghouse Electric Company, which recently broke ground on its 800,000-square-foot Cranberry Woods headquarters complex, scheduled for completion by 2010. Much of the growth Westinghouse has experienced has been due to its ability to deploy products and services to new markets and new customers, especially in the developing areas of the globe.

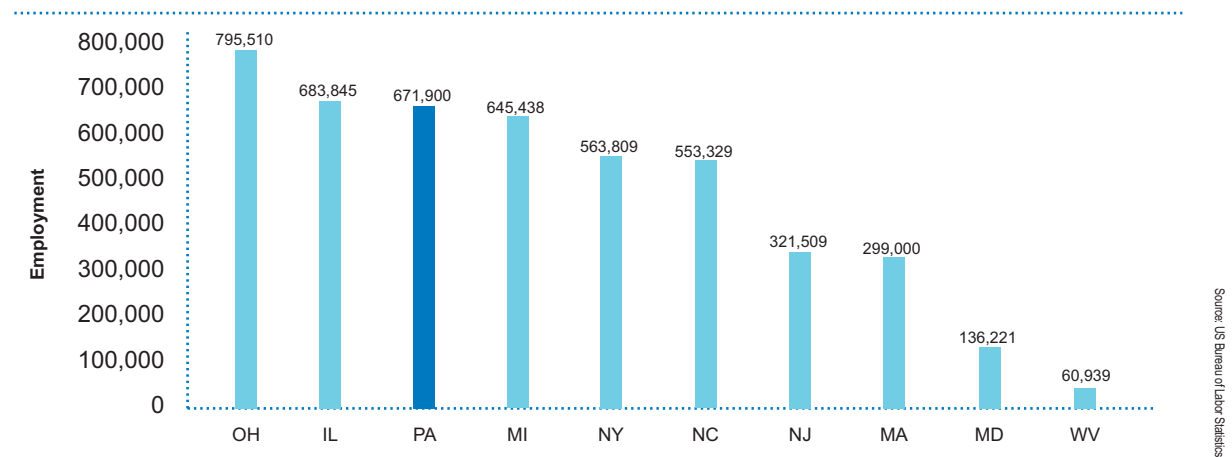
The project is estimated to provide a positive impact of \$1 billion annually in Gross Regional Product, including \$296 million in new activity and \$712 million in preserved activity. State and local government revenues will see a positive impact of \$14.8 million annually.

Projected to generate 931 new direct jobs and 1,536 new indirect jobs, the project will have real impact on the greater Pittsburgh region. Furthermore, an additional 2,243 existing direct jobs and 3,813 indirect jobs will be preserved by the project (totaling 6,056 retained). **The total job impact is 8,523 jobs**, including direct and indirect, both new and retained.

These numbers represent an impact spread over five years after completion of the project.

\$827 million in Annual Personal Income will be generated in the region as a result of this project. This includes \$244 million of direct and indirect new income, and \$584 million of preserved income.

MANUFACTURING EMPLOYMENT, 2006



In 2006, Pennsylvania ranked fifth in the nation and third among comparison states with substantial manufacturing capacity. With the challenges of foreign imports and rising energy and commodity costs, Pennsylvania's manufacturing employment is experiencing trends similar to the benchmark states.

Annual durable goods employment has been steady, while employment in non-durable goods has declined.

Manufacturing Compensation

Pennsylvania's manufacturing industry is the largest private sector in terms of compensation, and has seen a compensation increase of nearly \$2 billion since 2003.

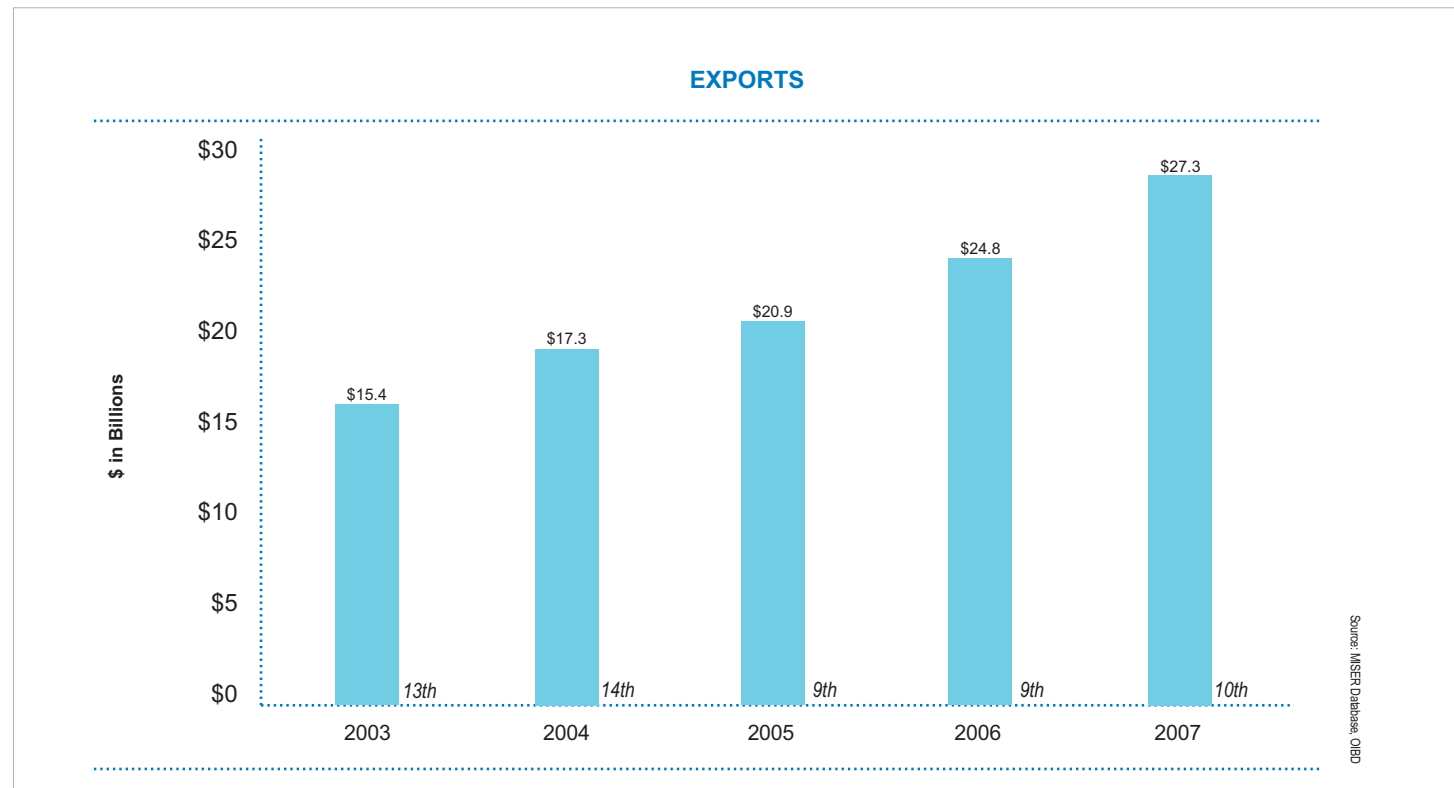
PA currently ranks sixth in private compensation for manufacturing in 2006 with consistent year-over-year increases, and manufacturing is the largest sector in Pennsylvania as measured by compensation.* The average wage is \$50,336** which has increased by 21 percent since 2001.

Job Ready PA: A comprehensive workforce effort completed an overhaul of the commonwealth's workforce development system, creating a dual focus on businesses and jobseekers. A \$91 million investment was made to make Pennsylvania's workforce prepared for the challenges of the fiercely competitive 21st century economy - recognizing that to maintain its innovative edge, Pennsylvania needs a workforce with higher levels of education and marketable credentials in high-wage, high-demand occupations. The focus is on four key strategies: Strengthening Pennsylvania Industries and Creating Industry-Led Training Strategies, Increasing Opportunities for Pennsylvania Residents, Preparing Our Youth for the Careers of Tomorrow and Implementing Rigorous Accountability Standards. [Visit www.paworkforce.state.pa.us](http://www.paworkforce.state.pa.us).

* US Department of Commerce, Bureau of Economic Analysis

** PA Department of Labor & Industry, 2007

EXPORTS/WORLD TRADE INVESTMENTS

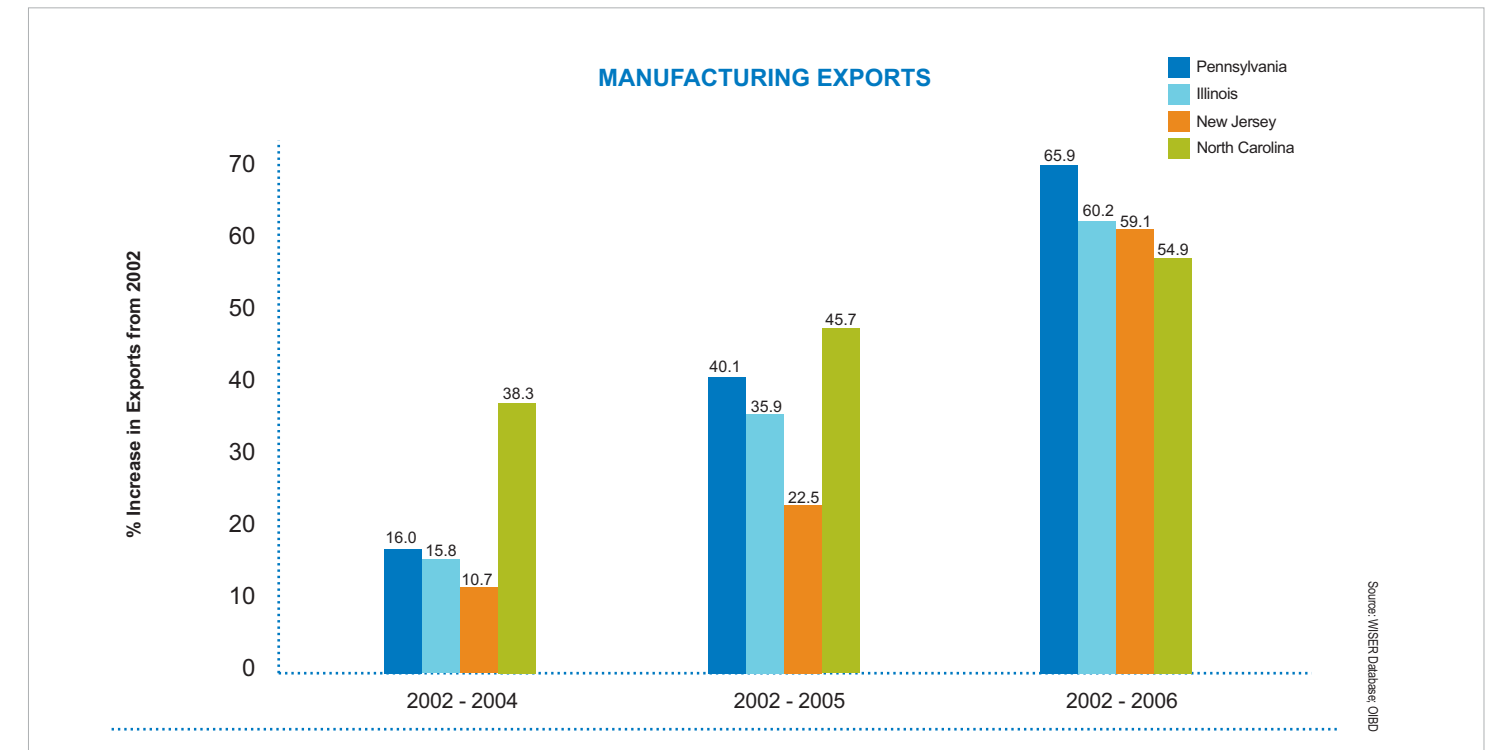


The commonwealth has seen a 77 percent increase in exports from 2002 to 2007, with a 39 percent increase from 2004 to 2006. Large increases in exports have been helped by the weak U.S. dollar, Pennsylvania's diversified manufacturing base* and proactive firms that have taken advantage of international market opportunities in support of their growth strategies. In 2007 chemicals, machinery, primary metals and transportation goods accounted for almost 60 percent of all Pennsylvania exports.

Governor Rendell's World Trade PA initiative is increasing export opportunities to Pennsylvania's businesses while attracting foreign direct investment in the commonwealth. This ground-breaking program has quadrupled the state's international development funding.

- > **World Trade PA:** This comprehensive export strategy includes \$15 million in funding to support increased market access grants for companies, outreach to assist manufacturing in exporting, additional tools to help analyze markets.
- > **Virtual Trade Advisor:** An online tool allows companies to locate the best markets for their products with our market statistics reports or recommendations topics ranging from trade regulations to generating leads and finding grants and financing. ptradeadvisor.newPA.com.

* 4th most industrial diverse sector in the nation, CFED - 2007 Development Report Card for the States.



Pennsylvania ranks 11th nationally in total exports, up from 14th in 2004. When looking at only manufacturing exports, Pennsylvania ranked 10th in 2007. Manufactured goods make up the vast majority of exports in Pennsylvania – 94 percent.

> > > CASE STUDY: XODUS MEDICAL

Pennsylvania's recent success in exports is well illustrated by Xodus Medical, a manufacturer of electro-surgical "pencils" located in New Kensington, PA. Though the company's recent growth has been driven primarily by domestic sales, the export development effort has been showing positive results with international sales to 20 countries.

Working with the Center for Trade Development (CTD) and the Southwest Planning Commission, Xodus has established a 20-country international sales network through regular participation in CTD's international trade shows to Europe and Latin America. Over the last three years, the company's international sales have increased significantly, mainly through an expansion in its manufacturing facility in Westmoreland County. Xodus Medical's success not only contributed to the local community's revitalization, but also provided new job opportunities (employment is up 25% over the past 5 years) to the region. Currently, the company is seeking new opportunities in Middle East export markets.

According to Craig Kaforey, President of Xodus Medical, "The International Market represents one of the largest opportunities for growth, as healthcare is a necessity worldwide. The commonwealth's participation and assistance with various international trade shows has been extremely helpful for our company. Without the commonwealth's assistance, this business development and increase in employment would not exist. The return on investment with respect to increased employment opportunities for the commonwealth's residents is a winning combination for all Pennsylvania taxpayers."

MANUFACTURING SECTORS

Pennsylvania's Major Manufacturing Sectors

Major Sectors by value added with significant employment.

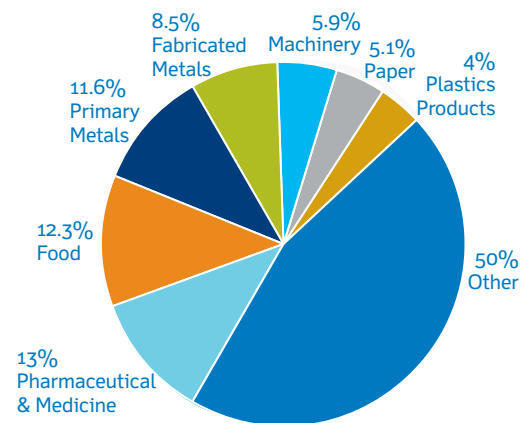
Pennsylvania demonstrates its strength in several manufacturing sectors. It is home to nine of the world's largest bio-pharmaceutical companies, as well as world-class academic research institutions that garner substantial funding from National Institutes of Health and National Science Foundation. Positioned in the center of the bio-pharma corridor, the commonwealth's vibrant life sciences industry accounts for 11 percent of all U.S. output for the pharmaceutical manufacturing sector.

Pennsylvania's food manufacturing sector stands out nationally as well, making a mark with candy and chocolate manufacturers, bakeries, and pasta and snack food producers.

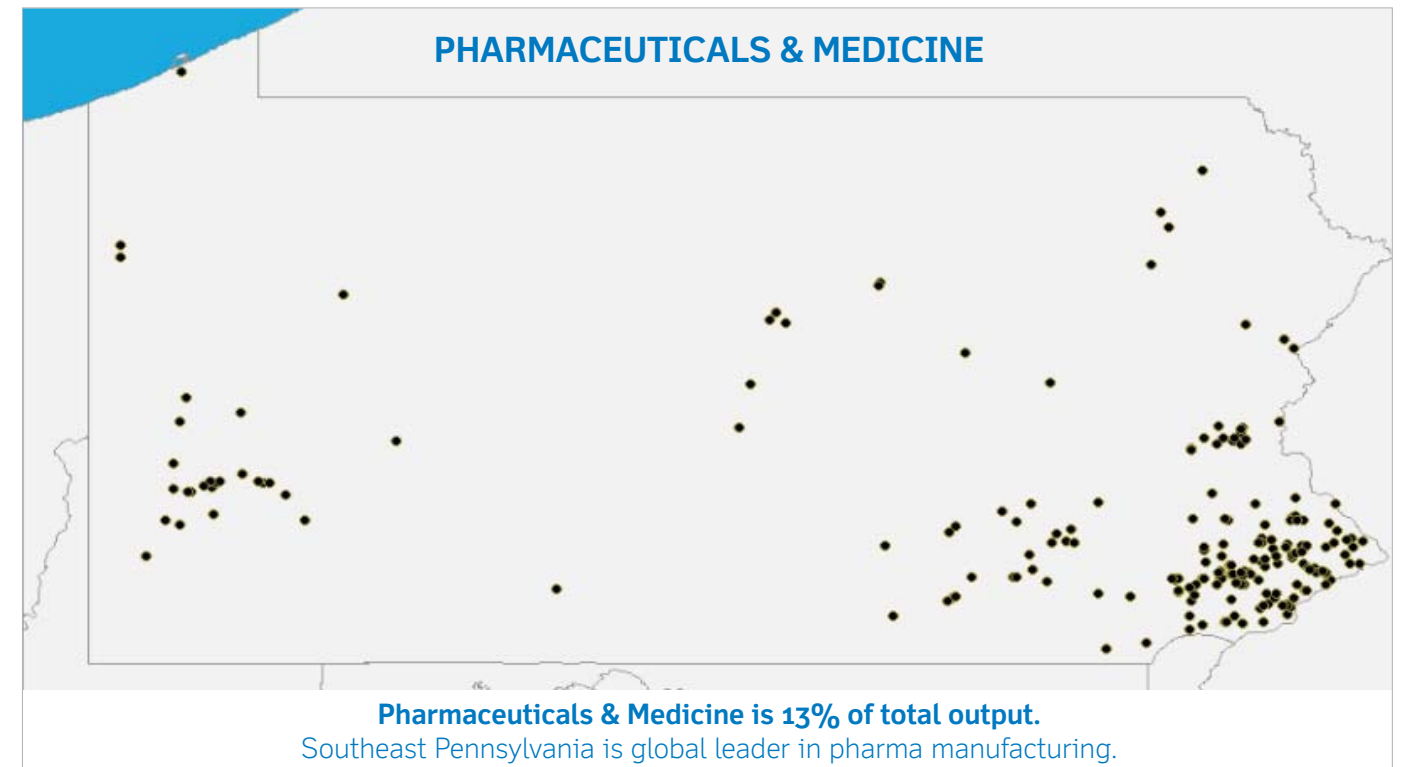
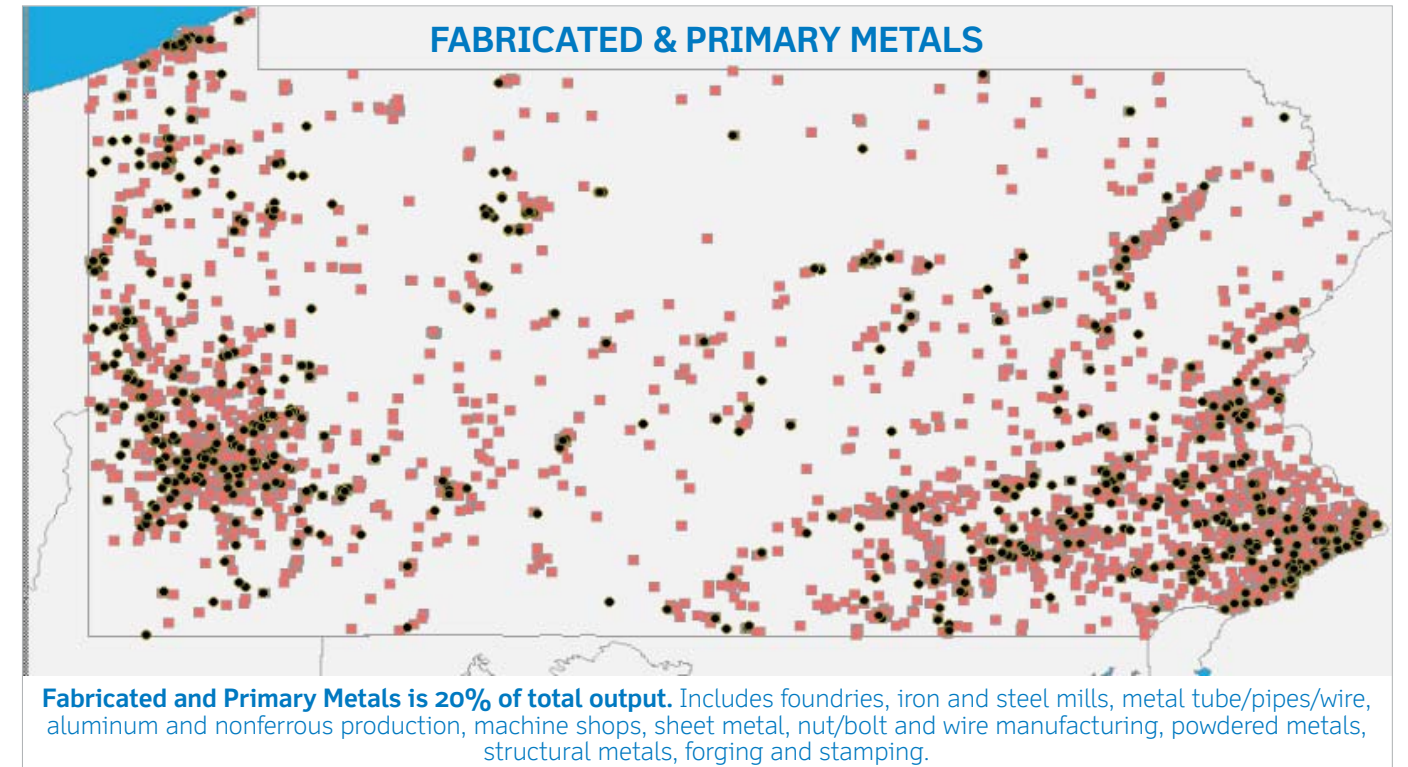
In addition, PA's plastics industry has achieved new growth and direction supported by significant commonwealth and private investment:

- > The Northwest Pennsylvania Industrial Resource Center in Erie and Penn State Erie, the Behrend College, operates the Plastics Technology Center. The program promotes competitiveness and growth, in products and knowledge, in the smaller manufacturing business sectors.
- > The Plastics Manufacturing Center at the Pennsylvania College of Technology offers extensive material testing laboratories, industrial scale process equipment, world-class training programs and consulting staff.
- > The centers support new product design and development with material selection, testing and analysis, process technology, and workforce development.
- > Established and financed by a grant from the Commonwealth of Pennsylvania, Department of Community & Economic Development, **Plastics SourceNet** is a full-service resource that supports Pennsylvania's manufacturing competitiveness in the plastics industry by providing a statewide resource for plastics technology transfer and commercialization.

Over 50 percent of Pennsylvania's manufacturing output is attributed to the following sectors:



INDUSTRY SECTOR MAPS

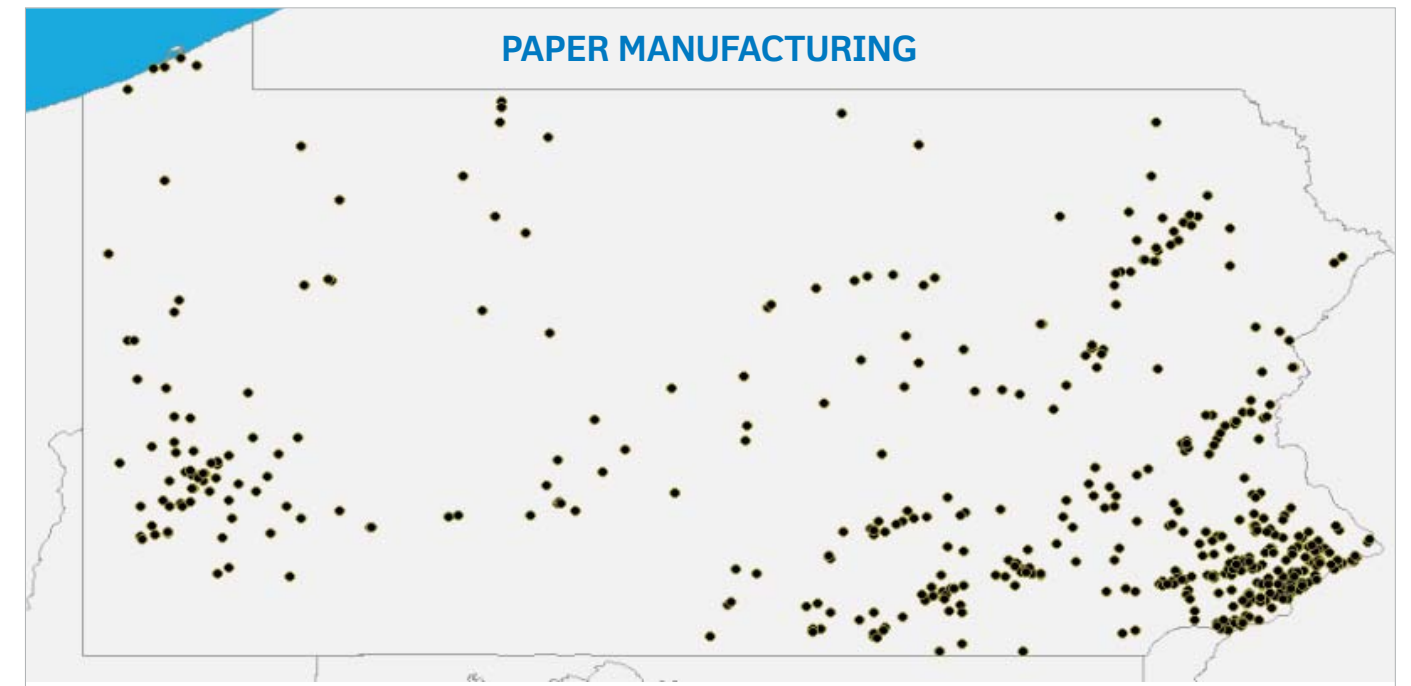




FOOD MANUFACTURING

Food Manufacturing is 12.3% of total output.

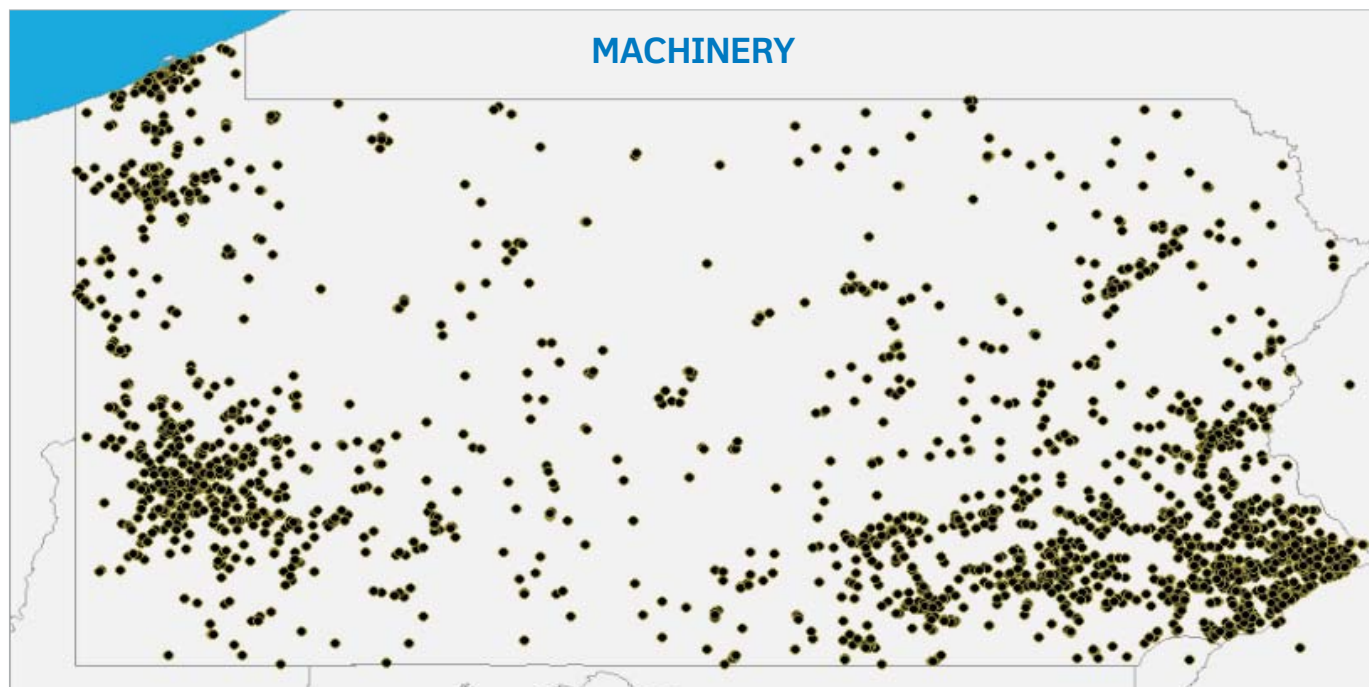
This sector includes strengths in confectionary, snack foods and bakery products.



PAPER MANUFACTURING

Paper Manufacturing is 5.1% of total output.

Sectors include paper and pulp mills, paper containers and stationary products.



MACHINERY

Machinery is 5.9% of total output.



PLASTICS PRODUCT MANUFACTURING

Plastics Product Manufacturing is 4% of total output.

Industry includes thin film, sheets, bottles, packaging, foam products, pipes and pipe fittings.

R&D INVESTMENT

Pennsylvania's R&D consistently ranks in the top ten in the U.S. and exceeded the national average in 2005 as percentage of Gross State Product (GSP). (Note: Pennsylvania Industrial R&D includes mining, utilities, construction.) The commonwealth also has improved the research climate in Pennsylvania by providing incentives to increase investment in R&D, making the commonwealth more competitive and a home to leading research firms and universities. Through the Governor's Stimulus Package, the available R&D Tax Credit was doubled to \$30 million in 2004, and increased again in 2006 to \$40 million. In addition, a small company carveout was created to ensure access by small firms, as well as the option to sell credits for cash to provide firms with working capital.

From 2000 to 2005, Pennsylvania's Industrial R&D as a percentage of Gross State Product (GSP) has closely mirrored the U.S. percentage of Gross Domestic Product, hovering close to 2 percent and ranging between \$7-\$8 billion. Pennsylvania consistently ranks in the top 10 for Industrial R&D.

PA INDUSTRIAL R&D

	2000	2001	2002	2003	2004	2005
PA % of GSP	2.17%	1.98%	1.75%	1.72%	1.90%	2.02%
US % of GDP	2.07%	2.05%	1.94%	1.99%	1.89%	1.87%

> > > CASE STUDY: ASHLAND TECHNOLOGIES

Ashland Technologies will attest to the fact that investing in Research & Development pays off. Ashland Technologies, a contract manufacturer of machine parts, recognized the need to diversify and create more focused growth opportunities. Assisted by Manufacturers Resource Center, Ashland Technologies focused the efforts of two employees on R&D. The results were extraordinary by most standards.

The new R&D team worked in partnership with Good Shepherd Rehabilitation Center in Allentown to develop a life-changing product. After learning that wheelchair-bound individuals were frustrated by their limited access to medications and personal items carried in a pack behind their wheelchairs, the team set about the task of developing a swing handle on the chair. This new handle allowed wheelchair users to have more independence and the freedom to retrieve their own items from their backpacks.

According to Bill Wydra, President of Ashland Technologies, the assistance of the Manufacturers Resource Center - an economic development organization focused on supporting manufacturers - was critical in making the decision to increase his R&D efforts. "Placing a focus on our R&D efforts has enhanced our company's contract business...all thanks to the Manufacturers Resource Center," Wydra says.

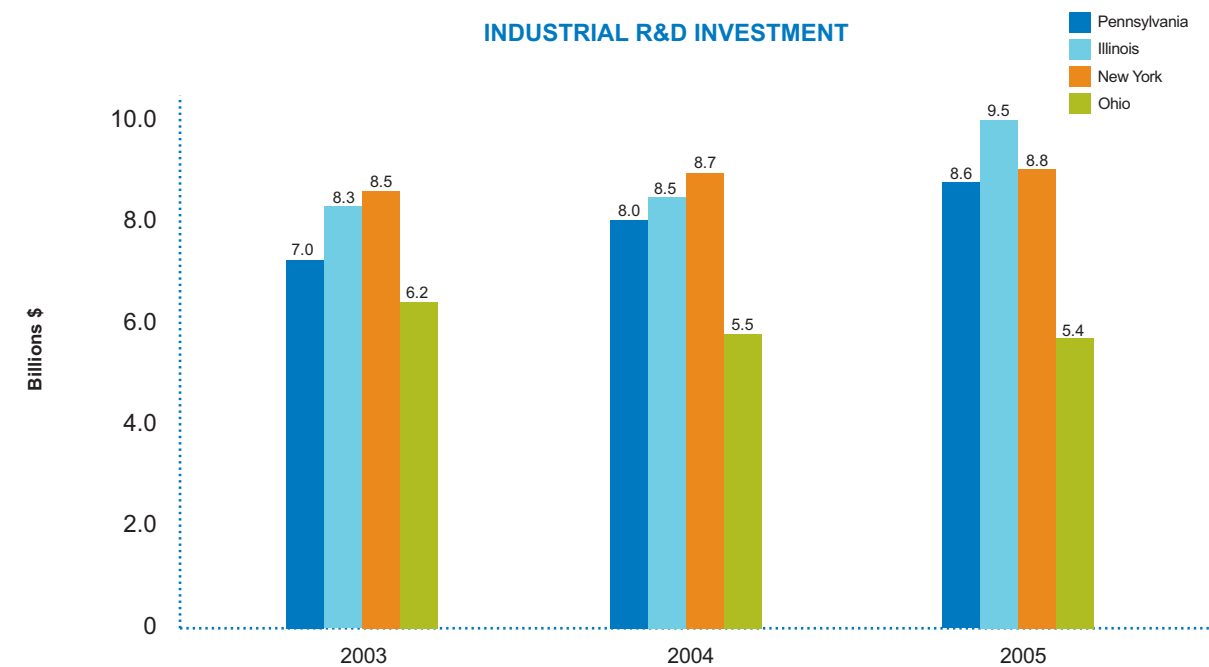
Pennsylvania's R&D Tax Credit Program

As part of the Economic Stimulus package, the Research and Development Tax Credit Program was expanded to \$40 million (from the 2003 level of \$15 million) and allows research-heavy companies to trade tax credits for cash if they have no tax liability. The enhanced program allows more companies to apply for tax credits equal to the increase in qualified research and development expenditures from one tax year to the next. Small business is given first access to \$8 million of the tax credit funds. Small business receives a 20 percent tax credit; large business receives a 10 percent credit.

Qualified Pennsylvania companies conducting new research and development activities may apply for a tax credit of 10 percent of their increased research and development expenses over a base period.

For more information, visit newPA.com.

INDUSTRIAL R&D INVESTMENT



INVESTMENT & VENTURE CAPITAL

The measure of manufacturing investment includes capital expenditures on plant equipment & machinery by manufacturers. Pennsylvania ranks 6th in the nation and 4th with comparison states in investment - exceeding the average of competitor states in 2006.

A sign of health in a sector is the willingness of firms to invest in expansion projects and to renew and expand their production capacity. In order to build on growth, manufacturers need an ongoing investment in equipment, machinery and technology. Examples of these investments include plant expansions, new machinery purchases, automation projects, capital projects and investments in information technology infrastructure.

These investments highlight the increasing role of technology in the manufacturing sector and helps position firms to continue the move from a commodity-based competitive position, to more secure and profitable niche markets.

> > > CASE STUDY: SMITH PROVISION COMPANY

Making a significant investment in automation is allowing Smith Provision Company to compete with the giants in the food industry. A family-owned manufacturer of meat products for the grocery store industry, Smith Provision had a loyal customer base and a profitable history.

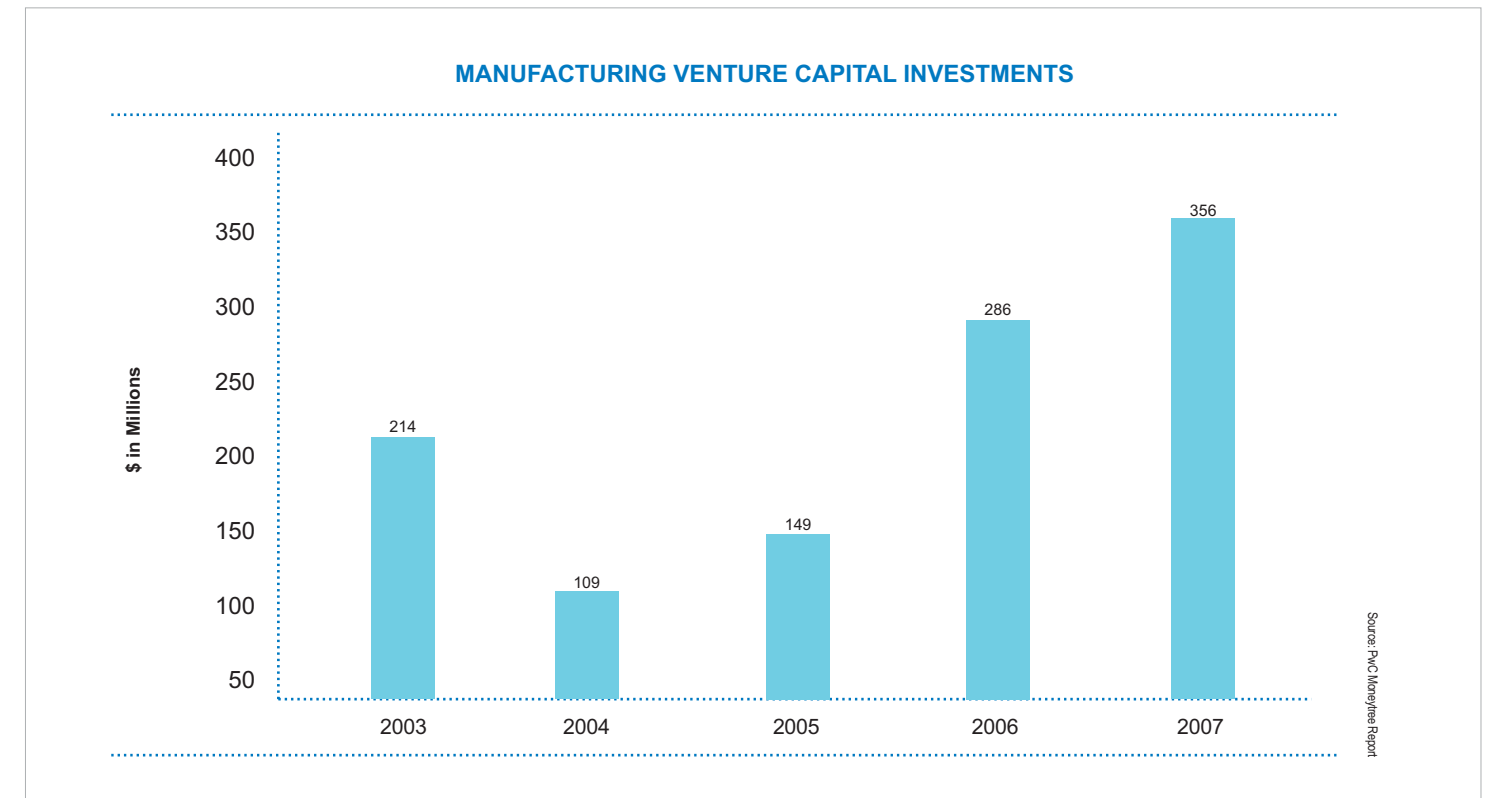
Even with past success, Company President Mike Weber and the team at Smith Provision knew they needed some help. The company was challenged by large manufacturers like Oscar Meyer, highly automated companies with national advertising campaigns and lower labor costs.

The senior staff recognized that, as a small business, they did not have the expertise to guide them through a change to compete for market share. The Northwest Industrial Resource Center (NWIRC) led the company through a strategic planning process that encompassed the company's marketing, product development, operations, staffing and capital investment needs.

The strategic planning process successfully positioned Smith for future profitability and growth and helped to develop leadership skills for generations to come.

Weber notes, "The NWIRC led us through the strategic planning process, which helped us to identify – and prioritize – the need for automation in order to streamline operations and to compete. As a result of that process, we recently made significant investment into automation. And today, we are in a much better position to compete head-on with our larger competitors....The NWIRC was key to this process."

Venture Capital



Pennsylvania's diverse manufacturing base appeals to investors, with sectors focused on medical devices, industrial/energy, electronics/instrumentation and networking and equipment. Pennsylvania ranks 2nd among comparison states for 2007, after Massachusetts, and ranks 3rd nationally, due to dramatic increases in recent years in venture capital investments. **Overall, Pennsylvania ranks 6th nationally in total VC investment in 2006 and 2007. The top 10 states account for 83% of the dollars invested and 78% of the deals in 2007.**

A new **MoneyTree®** Report ranks the Pittsburgh region as the nation's second-fastest-growing area for venture capital investment over the past decade, according to the number of companies receiving funding. In 2007, 44 Pittsburgh companies received \$198.17 million, compared to 12 companies receiving \$32.32 million in 1997. The number of companies grew 267 percent while total investment soared a study-topping 513 percent.

PENNSYLVANIA'S RESOURCES

> > > CASE STUDY: HODGE FOUNDRY

Founded in Greenville, Pennsylvania in 1876, Hodge Foundry is a global leader in the manufacture of ultra-large specialty engineered castings, ranging from 3,000 to 200,000 pounds. One of the few foundries in the world capable of producing such large and complex castings, the company sells on a global basis to a variety of heavy machinery markets, including wind power generation and traditional fossil fuel power generation, mining and minerals processing, plastic injection, die casting and miscellaneous industrial equipment applications.

During the period from 2003 to 2008, Hodge undertook a series of capital development programs aimed at increasing throughput and significantly improving its manufacturing capabilities ... through targeted investments in equipment, technology and personnel.

Instrumental in the success of these development initiatives was the Pennsylvania Governor's Action Team, as well as other economic development organizations in Mercer County, such as Penn-Northwest Development Corporation, Greenville-Reynolds Development Corporation, the Mercer County Industrial Development Authority and the Shenango Enterprise Zone.

By providing a full range of assistance and financial support to Hodge, the Governor's Action Team and its economic development partners in the region gave Hodge crucial tools in planning, implementing and financing its capital development plans and growth initiatives. As a result of these development initiatives, revenues at Hodge grew from just under \$8 million in 2002 to more than \$41 million in 2007, or at an annual rate (CAGR) in excess of 40% during the period. In conjunction with this strong revenue growth, employment levels at Hodge have also grown dramatically, with the total workforce increasing from approximately 80 in 2003 to more than 175 today.

According to David Przybylek, a Managing Director of Commonwealth Capital Group (a Pennsylvania-focused private equity fund with DCED support) and former Board member of the company, Hodge Foundry's growth and success can be attributed to a number of factors. "Hodge Foundry could be considered a poster-child for successful business development in Pennsylvania," he says. "Building on a more than 130-year tradition of excellence, the business possesses a terrific management team, committed and hard-working employees and truly unique manufacturing capabilities."

He adds that with its continued presence in the global mining industry and its entry into the wind power industry, the company has secured several niche markets that should drive its growth for years to come. With the commitment of its partners in the economic development community, including key leadership provided by the Governor's Action Team, the business has been able to consistently and continuously expand, develop and refine its capabilities, resulting in extremely strong growth and a bright future.

"Without the guidance and assistance provided by the Governor's Action Team and its partners in Pennsylvania's economic development community, the road to achieve its successes would have been significantly more difficult," Przybylek concludes.

Throughout the Commonwealth of Pennsylvania, innovation is the key to the continued success of the industries that created its legacy. Responding to global competition requires more than just improving technology and developing new processes. It requires enhancing every aspect of the manufacturing enterprise, including business models and strategies; market research and analysis; sales process development; new product processes; supply chain integration; operational performance improvements and workforce development initiatives.

Universities, government and the business community are gathering their collective resources to help Pennsylvania manufacturers reinvent their business and build sustained value and growth for the commonwealth. A comprehensive strategy and significant funding commitments support these efforts to encourage manufacturers to compete in the global economy.

The Pennsylvania Department of Community & Economic Development and its many partners strongly support manufacturing industry innovation. The partners listed on the following pages are playing an active role in shaping the future of manufacturing in Pennsylvania.

Pennsylvania's Manufacturing Ombudsman

The Pennsylvania Manufacturing Ombudsman provides information and referrals to manufacturers requesting services in areas such as financing, education and training, technical assistance and regulatory issues. The Ombudsman also serves as the primary advocate for manufacturing businesses to help them navigate programs and regulations when dealing with state agencies. www.newPA.com.

Workforce & Economic Development

Department of Community & Economic Development

DCED fosters opportunities for businesses and communities to succeed and thrive in a global economy, thereby enabling Pennsylvanians to achieve a superior quality of life. www.newPA.com

Department of Labor & Industry

L&I promotes workforce development and an improved business climate through a variety of initiatives and programs to help Pennsylvania's workforce remain world-class and globally competitive. To access your local CareerLink or local Workforce Investment Board, visit www.paworkforce.state.pa.us

Financial Assistance

Ben Franklin Technology Partners (BFTP)

BFTP is an international model for innovation in technology based economic development. Serving the entire state, BFTP invests risk capital in emerging technology based enterprises and established businesses; provides hands-on technical and business expertise to

spur growth and accelerate commercialization activities; and provides entrepreneurs with access to its extensive network of public and private resources.

www.benfranklin.org

DCED Business Financing

DCED offers low-interest loans and grants for machinery, equipment, construction and working capital. www.newPA.com

The Innovation Partnership (IPart)

IPart is a consortium of economic development and business assistance organizations located throughout Pennsylvania, dedicated to helping early stage technology companies secure federal funding opportunities. www.innovationpartnership.net

Private Equity

DCED offers programs and resources which are working to increase the availability of private equity for companies in Pennsylvania. For more information please contact the Department's Technology Investment Office for potential sources and referrals. www.newPA.com

Technical Assistance

The Center for eBusiness

and Advanced Information Technology (eBizIT)

eBizITPA assists companies in Northwestern Pennsylvania all along the business lifecycle. Specific services include education and training programs in e-business and advanced information technology; access to online supply-chain management solutions; and programs to attract and establish viable businesses.

www.eBizITPA.org

Local Development Districts (LDDs)

Funded through the federal Appalachian Regional Commission and the commonwealth, 7 regional centers serve as liaisons to the federal and state governments in the 52 Appalachia designated counties in Pennsylvania. The LDDs provide services in trade development, government procurement, electronic commerce development, rural transportation and infrastructure, and workforce development. www.paldd.org

Pennsylvania Small Business Development Centers

The statewide network of sixteen university-based SBDCs assists high growth and technology firms with sophisticated business management issues, including alternative financing, human resources, intellectual property, and product commercialization. www.pasbdc.org

Pennsylvania Technical Assistance Program (PennTAP)

PENNTAP supports technology based economic development by helping Pennsylvania companies improve competitiveness by providing a limited amount of free technology assistance to help resolve specific technology needs. www.penntap.psu.edu

Industrial Resource Center Network Catalyst Connection

Catalyst Connection advances the performance of Southwestern Pennsylvania's small- and medium-sized manufacturing businesses. The organization provides consulting services in advanced manufacturing techniques, workforce development and specialized training, strategic partnerships and the sharing of best practices. www.catalystconnection.org

MANTEC

For South Central Pennsylvania manufacturers committed to attaining measurable improvement in productivity, profitability and competitiveness, MANTEC leverages private and public monies for cost-effective solutions delivered by proven providers. MANTEC is a member of the Industrial Resource Center Network. www.mantec.org

Manufacturers Resource Center

The MRC of eastern Pennsylvania, part of the Commonwealth's Industrial Resource Center Network, helps small- and mid-sized manufacturers enhance their ability to compete successfully by providing them with consulting, education and strategic partnering.

www.mrcpa.org

Northeastern Pennsylvania Industrial Resource Center

NEPIRC helps manufacturers by identifying opportunities to make the business more effective, constructing a plan that prioritizes key issues and ultimately developing solutions to the identified problems. www.nepirc.org

Northwest Pennsylvania Industrial Resource Center

The NWIRC works to strengthen the competitive performance of smaller manufacturing firms in Northwest Pennsylvania. The NWIRC promotes workforce development and the implementation of best manufacturing technologies and management practices. www.nwirc.org

The Delaware Valley Industrial Resource Center

The DVIRC serves manufacturers in the Greater Philadelphia Region through services such as education and training programs, consulting services, government affairs, workforce development, economic development partnerships, and best practices. DVIRC is part of Pennsylvania's Industrial Resource Center Network. www.dvirc.org

The Industrial Modernization Center

As part of the Commonwealth's Industrial Resource Center Network, the IMC of central Pennsylvania helps small- and medium-sized manufacturers by building awareness of best manufacturing technologies and management practices, and assisting in their implementation. www.imcpa.com

Trade

The Office of Trade Policy

This office helps to develop Pennsylvania's trade and investment policies, advocates for businesses and works to ensure that competitors play by the rules. It offers advice to navigate trade regulations, the export control and sanctions regime. www.newPA.com

Regional Export Network

The Regional Export Network, provides manufacturing and service firms with export development services, including market research, market entry strategy development, technical support, and export finance and grant programs. They can also connect companies interested in participating in Pennsylvania-led trade events. www.newPA.com

Virtual Trade Advisor

This online service allows companies to explore their options for exporting. www.newPA.com

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