

## NORTHEASTERN PENNSYLVANIA INDUSTRIAL RESOURCE CENTER

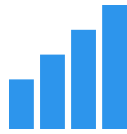
# 2019 CLIENT ENGAGEMENT IMPACT

The Importance of Manufacturing in Northeastern and the Northern Tier of Pennsylvania

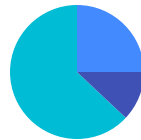
[Bradford, Columbia, Lackawanna, Luzerne, Monroe, Pike, Sullivan, Susquehanna, Tioga, Wayne, & Wyoming Counties]



**45,213**  
jobs



**3rd** largest  
employment sector



**11.1%** of  
total employment

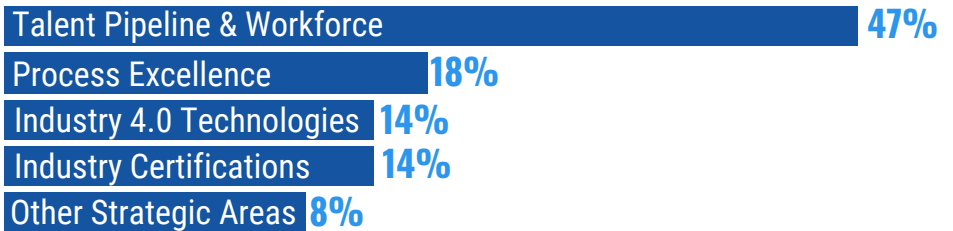


**\$2.46** billion  
annual payrolls

### NEPIRC CLIENT ENGAGEMENTS IN 2019



**218** manufacturers  
served



### CLIENT-REPORTED ENGAGEMENT IMPACT

[Gathered by the Fors Marsh Group via Independent Survey; Verified by U.S. Department of Commerce]

**1,819** jobs  
created &  
retained

**\$32.1** million  
invested in PA  
operations

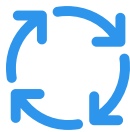
**\$227.4** million  
new and retained  
sales

**\$18.4** million  
cost savings

### TOP NEPIRC CLIENT SERVICE PRIORITIES FOR 2020



Industry 4.0  
& Cybersecurity



Next Generation  
Continuous  
Improvement



Growth  
Through  
Innovation



Employee  
Recruitment &  
Retention

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