



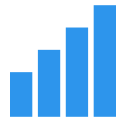
PENNSYLVANIA INDUSTRIAL RESOURCE CENTER NETWORK

2020 CLIENT ENGAGEMENT IMPACT

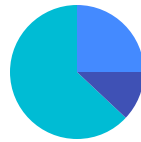
THE IMPORTANCE OF MANUFACTURING IN PENNSYLVANIA



575,500
jobs



3rd largest
employment sector



10.3% of
total employment

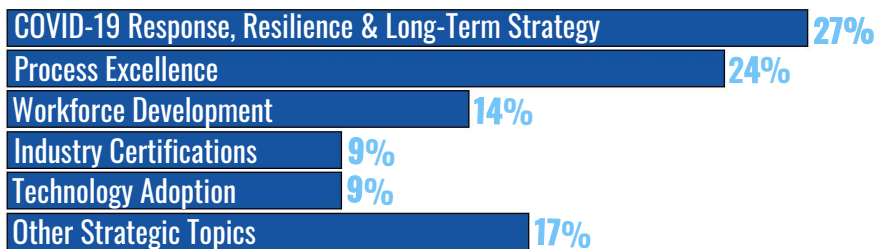


\$36.9 billion
annual payrolls

IRC NETWORK CLIENT ENGAGEMENTS IN 2020



OVER
1,200
manufacturers
served

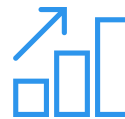


CLIENT-REPORTED ENGAGEMENT IMPACT

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



5,566 jobs
created & retained



\$606.3 million
new and retained
sales



\$140.3 million
invested in PA
operations



\$68.7 million
cost savings

IRC NETWORK FOCUS AREAS FOR 2021



**Accelerating
Manufacturer
COVID-19
Recovery**



**Industry 4.0
Technology
Implementation**



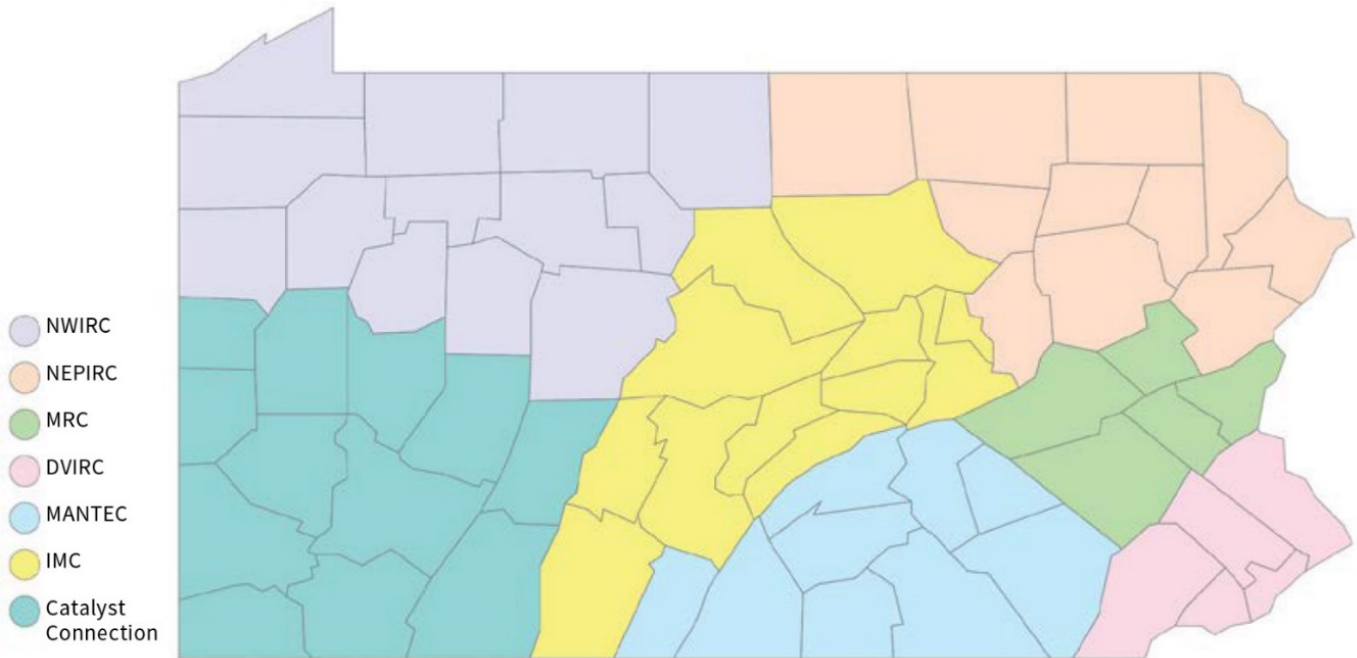
**Talent
Pipeline
Solutions**



**Reshoring &
Creating Localized
Supply Chains**



CONTACT YOUR LOCAL IRC FOR MORE INFORMATION



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