

# Pennsylvania's Industrial Resource Centers: Impacting Pennsylvania's Manufacturing Economy

The Results of an Independent Analysis

In 2017, the Board of Directors of the Northeastern Pennsylvania Industrial Resource Center commissioned the **Regional Economic Studies Institute of Towson University** to analyze the fiscal year 2016 economic impacts of Pennsylvania Industrial Resource Center (IRC) engagements with small and mid-sized manufacturers.

**Regional Economic  
Studies Institute**

TOWSON UNIVERSITY

The Regional Economic Studies Institute relied upon voluntary Industrial Resource Center client impact survey responses gathered by another independent firm – the **Fors Marsh Group** – and utilized **IMPLAN** economic modeling software – the same used by Deloitte, KPMG, Penn State and others – to determine comprehensive IRC Program impacts.



**FORS | MARSH  
GROUP**

**889** Small and mid-sized manufacturers that received Industrial Resource Center services in 2015 or early 2016 were surveyed.

**515** Completed their voluntary impact survey.

## Industrial Resource Center Engagement Impacts - 2016

### Direct Industrial Resource Center Engagement Impacts

**5,629 Jobs**  
created and retained

**\$417 Million**  
additional compensation provided  
to workers

**\$2.05 Billion**  
increase in Gross State Product  
(GSP)

### Direct & Indirect Industrial Resource Center Engagement Impacts (Includes Impact Upon Clients and Their Suppliers)

**10,471 Jobs**  
created and retained

**\$722.2 Million**  
additional compensation provided  
to workers

**\$3.04 Billion**  
increase in Gross State Product  
(GSP)

### Direct, Indirect & Imputed Industrial Resource Center Engagement Impacts (Includes Impact Upon Clients, Suppliers, and Communities)

**15,393 Jobs**  
created and retained

**\$934.9 Million**  
additional compensation provided  
to workers

**\$3.75 Billion**  
increase in Gross State Product  
(GSP)

## Industrial Resource Center Engagement Return to the Commonwealth - 2016

**\$75.7 Million**  
additional treasury revenue  
through personal income taxes,  
sales taxes paid and other items

**\$14:\$1**  
return to treasury on  
Commonwealth's IRC investment

**\$341**  
IRC cost (to treasury) for each job  
created or retained by an IRC  
engagement