

# Pennsylvania: Benefits of the International Affairs Budget



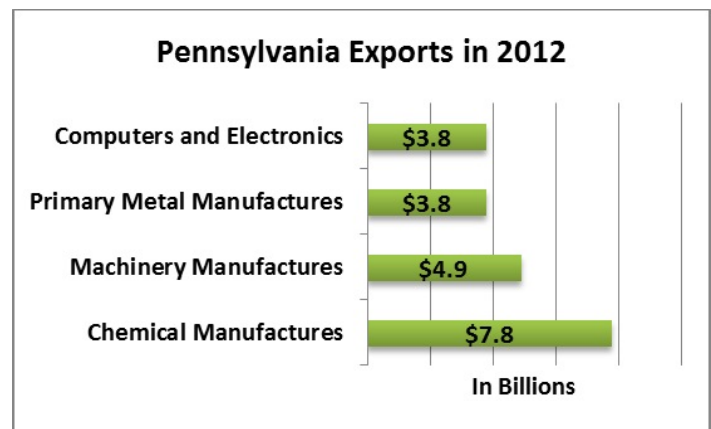
Pennsylvania is one of the top ten states in the country for manufactured exports, generating over \$31.2 billion in 2011. Today, trade supports nearly 1.6 million jobs in Pennsylvania. With two major city centers in Philadelphia and Pittsburgh, Pennsylvania exports billions of dollars in goods and services every year across the globe. Nearly 90 percent of Pennsylvania's exporters are small and medium-sized businesses.

## Job Creation

- Trade supported nearly **1,600,000** jobs in Pennsylvania in 2011, or **22%** of total jobs.
- **17%** of all manufacturing workers in Pennsylvania depended on exports for their jobs.
- In 2010, **251,000** people in Pennsylvania were employed by affiliates of companies that are at least 50% foreign-owned.

## Exports and Growth

- Pennsylvania exported over **\$38 billion** in goods and services to foreign markets in 2012. Pennsylvania's largest market in 2012 was Canada (\$11.4 billion) followed by China (\$2.9 billion), Mexico (\$2.8 billion), Germany (\$1.8 billion), and the UK (\$1.5 billion).
- In 2011, **15,881 companies** exported goods from Pennsylvania. Of these, **89% were small- and medium-sized enterprises** with fewer than 500 employees.
- Agricultural exports are important to Pennsylvania's economy, totaling more than **\$1.9 billion** annually.
- Over the last four years, the U.S. Export-Import Bank has financed over **\$3.6 billion** in exports from 191 companies in 75 communities in Pennsylvania.
- Since 1971, the Overseas Private Investment Corporation has invested over **\$1,526,000,000** in Pennsylvania companies for investment overseas.



## Education and Research

- In 2010-2011, **17,997 Pennsylvania students** studied abroad.
- During 2012, **33,398 international students** were enrolled in Pennsylvania colleges and universities and contributed nearly **\$1.1 billion** to the Pennsylvania economy.

## Global Engagement

- Since 1961, **7,618 Peace Corps volunteers** from Pennsylvania have served in dozens of countries overseas.



For sources, please visit [www.usglc.org/pennsylvania](http://www.usglc.org/pennsylvania)

# The International Affairs Budget: Supporting Recovery in Pennsylvania



As the U.S. continues its economic recovery, exports are playing an important role in creating new jobs. With 95 percent of the world's consumers living outside of the United States, it is increasingly clear that America's economic prosperity is linked to the world economy. The International Affairs Budget increases economic opportunities, promotes our business interests around the world, and creates American jobs through increased exports.

According to the Department of Commerce, U.S. exports supported an estimated **9.7 million** jobs in 2011. In Pennsylvania, Philadelphia accounted for over **27.4 billion** in exports annually while over **74,000** jobs in the Pittsburgh area are related to exports.



## Pennsylvania Exporters Partnering with the U.S. Government

Aquatech International Corporation  
Xcoal Energy & Resources, LLC  
Cyoptics, Inc.  
Bridon American Corporation  
Danzer Veneer Americas, Inc.  
American Refining Group, Inc.  
River Hill Coal Co, Inc.  
Raymond Cohen and Son, Inc.  
Specialty Tires of America, Inc.  
Elliott Company  
American Made, LLC  
Susquehanna Capital Acquisition Company  
Taggart Global, LLC  
International Steel Services, Inc.  
Pennsylvania Crusher Corporation  
Oak Hill Veneer, Inc.  
NextDocs Corporation  
Zeigler Bros, Inc.  
Joy Technologies, Inc.



## Top Pennsylvania Exports

Coal  
Vaccines  
Civilian Aircraft  
Organic Chemicals  
Works Trucks and Forklifts  
Computer and Electronic Products

### Key Facts:

- Over the last seven years, Pennsylvania manufacturing exports rose over three and a half times as fast as the state's overall economy.
- Pennsylvania merchandise exports increased by 17 percent since 2010, growing by over \$5 billion in one year.
- Pennsylvania small businesses average over one million dollars in exports per company.
- Pennsylvania exported \$13.6 billion of manufactured goods to Free Trade Agreement partner countries in 2010, accounting for 44 percent of Pennsylvania's total exports.
- U.S. Steel exported over 13 million tons in the last year, up more than 10 percent since 2010.



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