

# **Pennsylvania Manufacturers Report Significant Benefits and Impacts from Statewide Industrial Resource Center Program**

written by Lauri Moon | February 8, 2024

According to data voluntarily provided by 575 small and mid-sized manufacturing firms across Pennsylvania throughout 2023, the statewide Industrial Resource Center (IRC) initiative, the Commonwealth's flagship program for strengthening the competitiveness and resiliency of smaller industrial firms, generated significant positive results among users of their services. Over the past 12 months, manufacturers that utilized IRC professional services avoided 7,197 layoffs while adding 1,462 full-time workers to their rosters. They also realized \$796.8 million in retained sales and secured \$256.4 million of new customer orders as results of their IRC advisement and engagements.

In addition to growing their workforces and increasing their top-line revenue numbers, companies that performed consultative projects with their regional IRC reduced their non-personnel operating costs by \$187.1 million over the past 12 months, avoided \$36 million of unnecessary expenditures, and invested more than \$376.8 million in new equipment, facility expansion, advanced technologies and workforce training.

Pennsylvania's IRC initiative consists of seven affiliates across the Commonwealth including the IMC.

The revenue, cost savings, regional investment and job impacts reported by 575 IRC clients was gathered by an independent market research firm and confirmed by the U.S. Department of Commerce.

[Click here to View the IRC Network 2023 Client Engagement Impact](#)

**IMPACT**

**Manufacturing in Pennsylvania:**  
 Sustaining the Economy, Our Communities and Our Quality of Life

**578,100** • **95%** • **3rd** • **\$42.8B**

**1100+**

**Clean-Reported Engagement Impact: Jan. 1, 2022 - Dec. 31, 2022**

**8659** • **\$376.8M** • **\$105B** • **\$223.1M**

**FOCUS AREAS**

**Workforce**  
 Attracting, Retaining, and Developing Workforce

**Manufacturing**  
 Promoting Manufacturing and Supporting Manufacturers

**Energy**  
 Promoting Energy Efficiency and Energy Innovation

**Research & Development**  
 Promoting Research and Development

**Exporting**  
 Promoting Exporting and Trade

**Accounting**  
 Promoting Accounting and Finance

**Connect Your Local SIC For More Information:**

**IRCO**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000

**SEPCO**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000

**PAE**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000

**PAE**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000

**PAE**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000

**PAE**  
 1000 Locust Street, Suite 2000, Philadelphia, PA 19104  
 215.562.1000