

IMC



**INNOVATIVE
MANUFACTURERS'
CENTER**

Central PA Manufacturing

Tariff Poll Data
Spring 2025



Central PA Manufacturing Tariff Survey

Purpose

IMC conducted this survey to assess the potential impact of proposed tariffs on small- and medium-sized manufacturers in Central Pennsylvania. The survey targeted companies across IMC's 12-county service region, including Lycoming, Clinton, Union, Montour, Centre, Snyder, Northumberland, Juniata, Mifflin, Huntingdon, Blair, and Bedford counties.

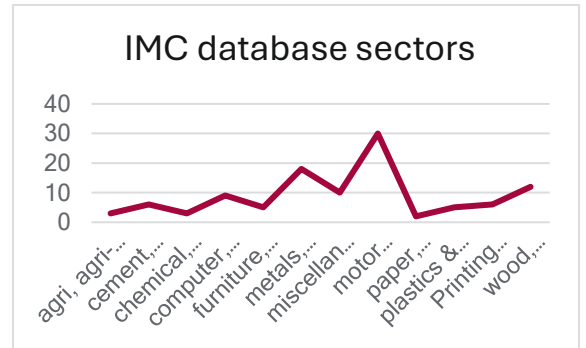
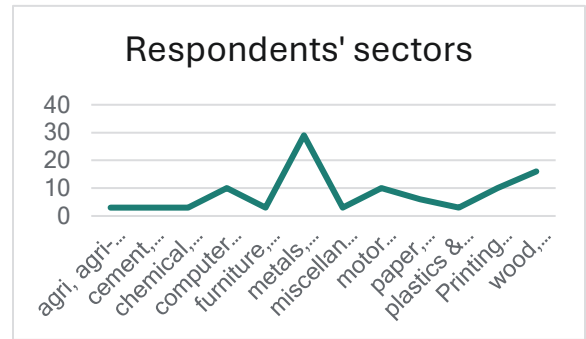
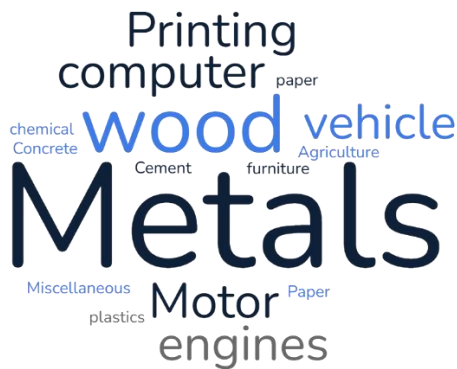
The goal was to gather insights into how manufacturers anticipate tariffs will influence their operations, including sales, revenue, sourcing strategies, and workforce decisions. The survey was distributed to IMC's client base through direct emails and weekly e-newsletters. A link to the survey was made available on IMC's website, social media channels, and through outreach by regional partners. The survey remained open for two weeks.

A total of 35 respondents participated, representing various manufacturing sectors. While the survey was anonymous, many respondents self-identified by providing their company names or descriptions. The questionnaire consisted of 11 questions, including a mix of multiple-choice, yes/no, and open-ended questions designed to capture a broad range of perspectives and experiences.

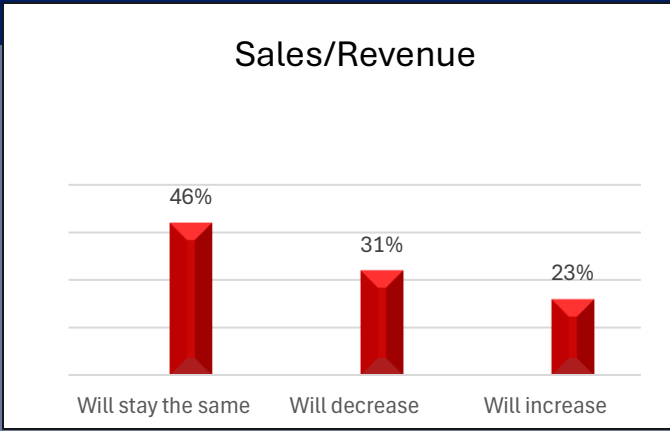
This report was produced by the IMC (Innovative Manufacturers' Center), a non-partisan, public-private 501(c)(3) organization, dedicated solely to advancing the manufacturing sector in our 12-county region of Central Pennsylvania, USA. This report does not reflect or endorse any political opinions, positions, or affiliations.

QUESTIONNAIRE

QUESTION 1: PROVIDE A BRIEF DESCRIPTION OF YOUR MANUFACTURING SECTOR OR YOUR MANUFACTURING NAICS CODE. EX. PLASTICS, METAL, AUTOMOTIVE, ETC.

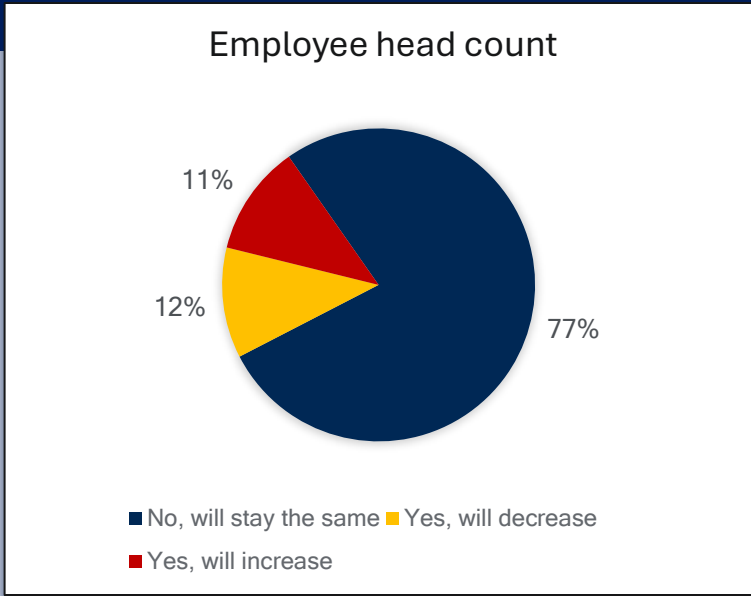


QUESTION 2: WHAT EFFECT WILL TARIFFS HAVE ON YOUR FORECASTED SALES/REVENUE?



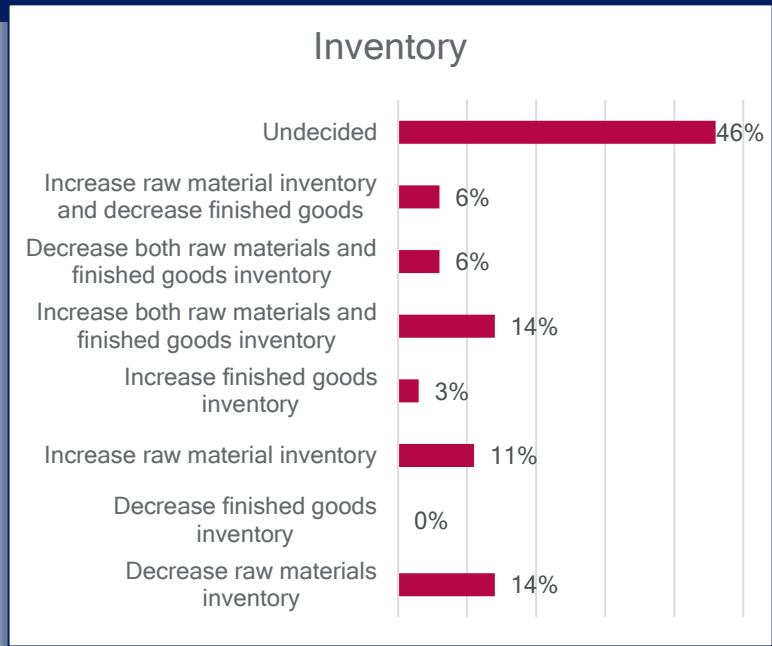
While 46% of respondents do not anticipate significant change, others foresee either growth or decline, reflecting varied perspectives on how tariffs could influence their businesses.

QUESTION 3: WILL YOUR EMPLOYEE HEAD COUNT BE AFFECTED BY THE PROPOSED TARIFFS?



77% of respondents do not foresee workforce changes due to tariffs, suggesting stability in employment despite potential economic pressures.

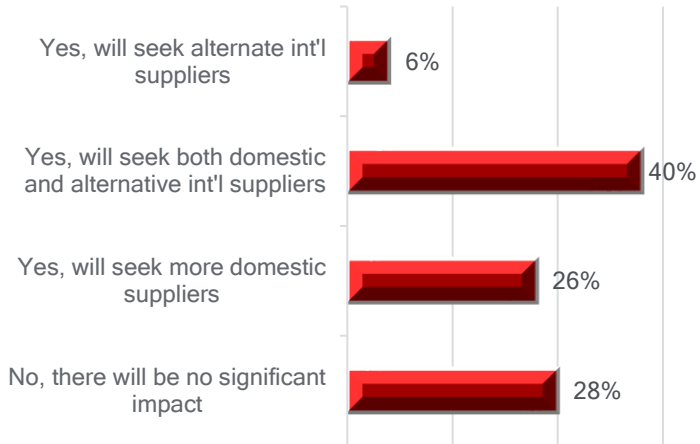
QUESTION 4: CONSIDERING RAW MATERIALS AND FINISHED GOODS INVENTORY LEVELS, WILL YOU BE:



While 46% of respondents say they are undecided, 14% plan to increase both raw materials and finished goods. 14% plan on decreasing raw materials inventory.

QUESTION 5: WILL TARIFFS AFFECT YOUR RAW MATERIAL SOURCING?

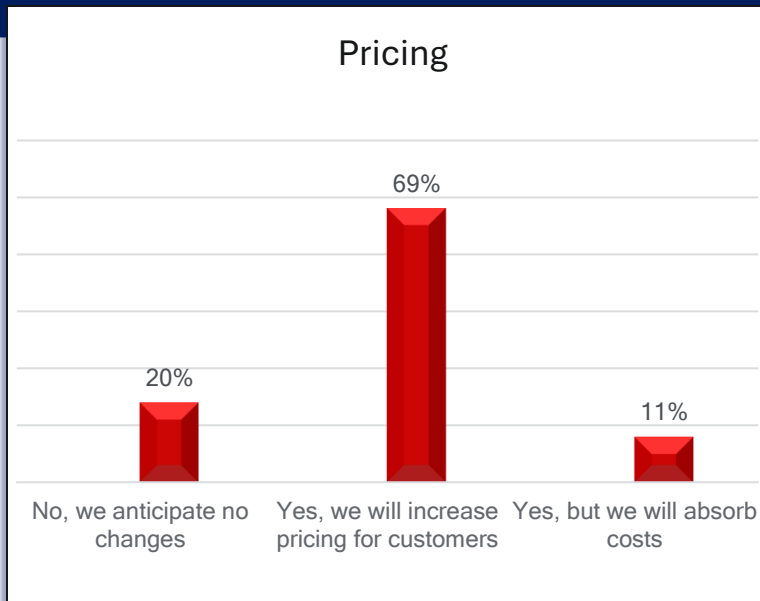
Material sourcing



72% of respondents plan to diversify suppliers, seeking alternative domestic suppliers, international suppliers, or both.

QUESTION 6: WILL YOU ADJUST PRICING DUE TO TARIFFS?

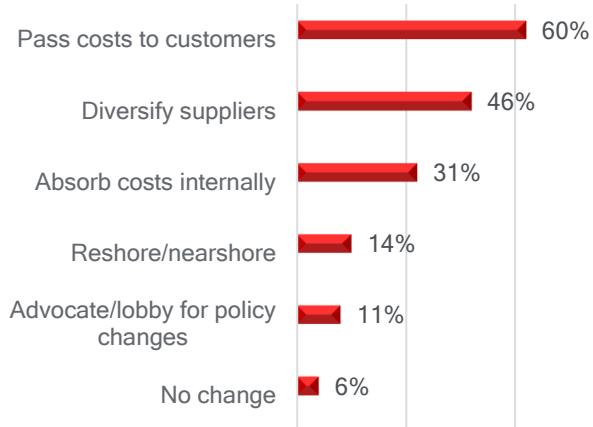
Pricing



69% of the respondents will adjust their pricing passing tariff-related costs onto their customers rather than absorbing them.

QUESTION 7: HOW WILL YOUR COMPANY ADAPT TO TARIFF-RELATED CHALLENGES? (Choose all that apply)

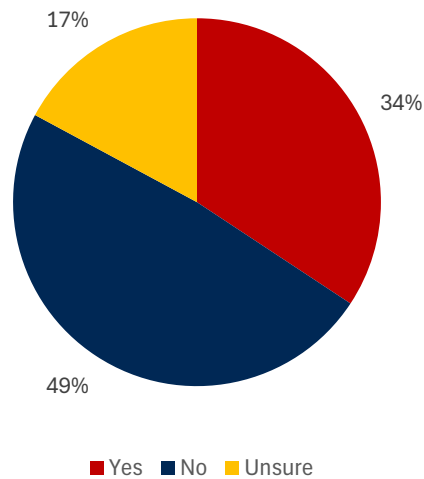
How companies will adapt



The majority of respondents are adopting cost-passing and supplier diversification strategies, with fewer pursuing reshoring or policy advocacy.

QUESTION 8: IS YOUR COMPANY ALREADY EXPERIENCING IMPACT BASED ON THE PROPOSED TARIFFS?

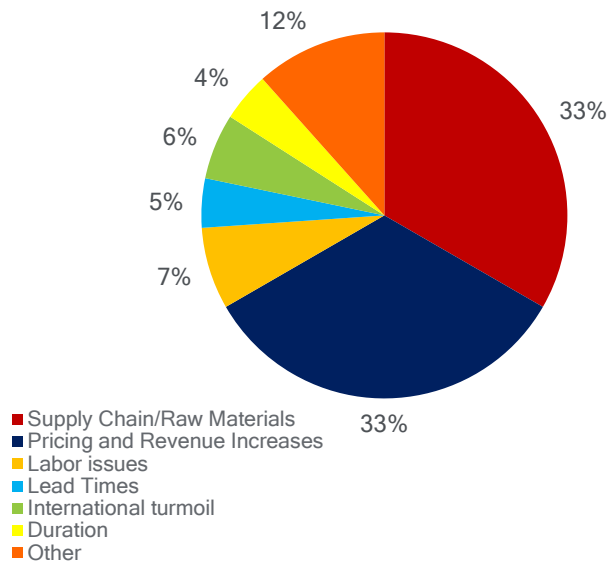
Experiencing impact



49% of respondent report they are currently not feeling the effects of tariffs versus 34% who are.

QUESTION 9: WHAT ARE YOUR TOP 3 CONCERNS RELATED TO THE TARIFFS?

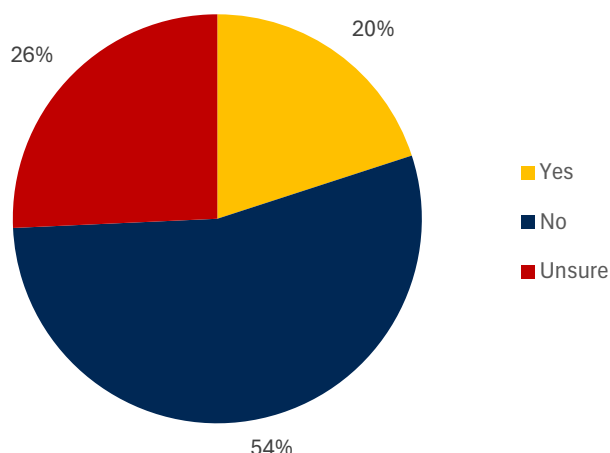
Top three concerns



Respondents identified their top three concerns regarding tariffs, with common themes including increased costs, supply chain disruptions, and pricing volatility.

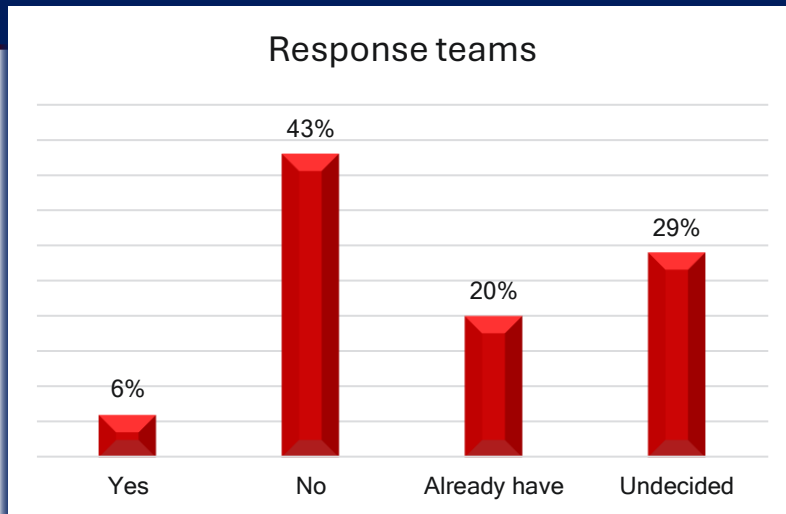
QUESTION 10: WILL YOU NEED TO CHANGE, MODIFY, OR CANCEL ANY EXISTING CONTRACTS BASED ON THE TARIFFS?

Change contracts



54% of respondents are not considering adjusting current contracts. 20% are needing to change existing contracts. 26% are unsure.

QUESTION 11: ARE YOU PLANNING ON CREATING A RESPONSE TEAM TO MONITOR AND STRATEGIZE ANY CHANGES BASED ON THE PROPOSED TARIFFS?



While some manufacturers have established or plan to establish formal response teams, the majority have no current plans or remain undecided on taking this approach.

ADDITIONAL COMMENTS:

Key Themes from Survey Comments:

Supply Chain and Cost Concerns:

- Respondents anticipate a trickle-down effect, with rising costs from domestic suppliers as tariffs increase expenses along the supply chain.
- Some businesses cannot easily switch to domestic suppliers due to cost differences, making it difficult to absorb higher prices.
- Concerns were raised about the inability to cancel contracts or adjust pricing, which could impact profitability.

Mixed Sentiment on Tariffs:

- Some participants view tariffs positively, believing they promote fairness for domestic manufacturers by leveling the playing field against lower-cost international labor.
- Others express concern that tariffs could unintentionally drive up domestic prices, as local suppliers might increase their rates without a corresponding rise in their costs.
- A few respondents believe tariffs should be strategically targeted at specific industries or products rather than applied broadly.

Uncertainty and Adaptability:

- Several comments reflect uncertainty, noting that it is too early to predict the full impact of tariffs, especially for companies with vertically integrated supply chains.
- Some respondents are optimistic that pricing will stabilize over time, with companies and consumers adapting to the changes.
- Others express frustration, citing the difficulty of making long-term business plans amid unpredictable market fluctuations.

Desire for Collaboration and Support:

- Respondents express interest in sharing strategies with peers on managing fluctuating material costs.
- Some comments highlight the need for elected officials to collaborate on meaningful, practical solutions.
- Appreciation was expressed for the support and resources provided by organizations like IMC.

KEY TAKEAWAYS:

- **Mixed Revenue Impact:**

While nearly half of respondents foresee no change in revenue, 31% expect a decline, indicating that some manufacturers anticipate financial challenges, while 23% expect an increase in revenue.

- **Pricing Adjustments Are Likely:**

The majority of respondents plan to increase prices for customers in response to tariffs, while a smaller portion intends to absorb the added costs, reflecting varied pricing strategies.

- **Supplier Diversification is a Common Strategy:**

With 72% of respondents diversifying suppliers, many manufacturers are exploring new sourcing strategies to adapt to potential supply chain disruptions. Twenty-nine percent foresee no significant impact.

- **Limited Workforce Impact Anticipated:**

Despite potential cost pressures, most respondents do not expect to change their workforce size, suggesting stable employment levels across the region.

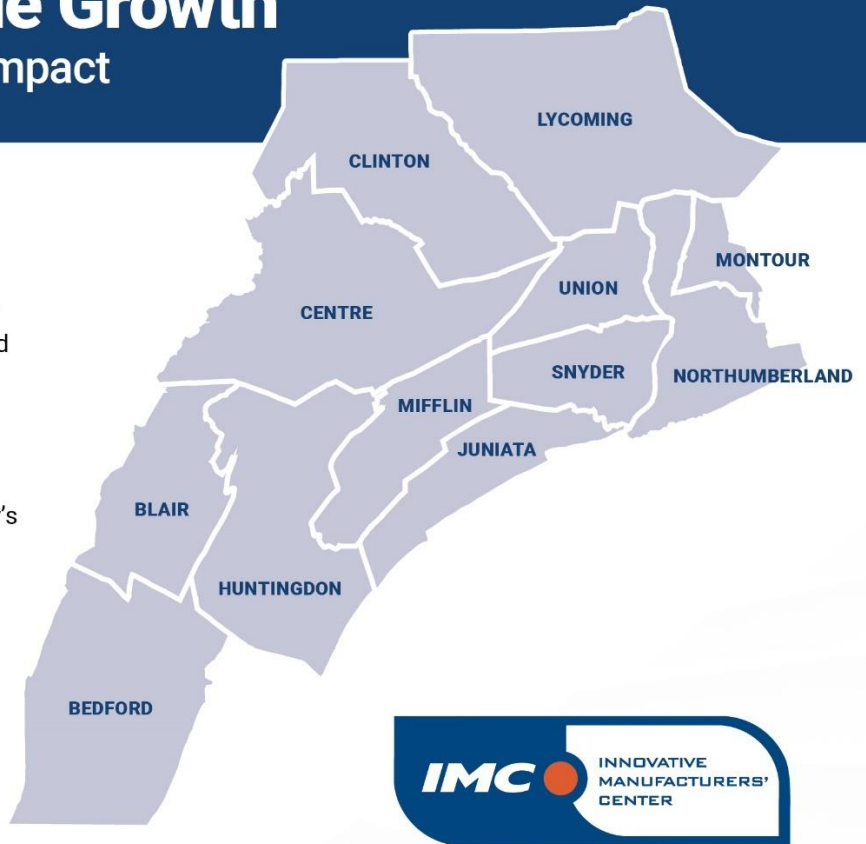
- **Few Formal Response Plans in Place:**

Only 26% of manufacturers have created or plan to create response teams, while the majority are either undecided or not pursuing formal strategies at this time.

Increasing Central Pennsylvania Manufacturers' Innovation, Productivity and Profitable Growth to Drive Economic Impact

As your manufacturing partner, our Business Advisors are passionate about helping manufacturers grow and succeed. We are here to serve you.

IMC is supported through the U.S. Department of Commerce, National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership and the Pennsylvania Department of Community and Economic Development's Industrial Resource Center program.



Find us on [LinkedIn](#) @IMC - Innovative Manufacturers Center and [facebook](#) @IMC.CentralPAManufacturersResource

IMC's Business Model is Flexible to Deliver Value



Objective Recommendations



Connections to Expertise and Knowledge



Results-Focused Solutions



Cost and Time Advantages

CONTACT INFORMATION

@ info@imcpa.com

570.329.3200

www.IMCpa.com