



Trade Means Growth for Pennsylvania

International trade—exports and imports of goods and services—supports 1.6 million jobs in Pennsylvania, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Pennsylvania jobs supported by trade has doubled since the early 1990s.
- Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Over 15,700 Pennsylvania companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

Pennsylvania companies exported \$79 billion in goods and services in 2023 to more than 200 markets around the world.

Top Markets for Pennsylvania Exports, 2023 (millions of dollars)

Country	Goods	Services	Total
Canada	\$14,220	\$2,077	\$16,298
Mexico	\$5,418	\$1,088	\$6,506
China	\$3,150	\$1,489	\$4,639
United Kingdom	\$2,066	\$2,164	\$4,231
Netherlands	\$3,241	\$965	\$4,206
Other	\$24,657	\$18,834	\$43,491

America's FTA partners account for just 6% of the world's population but purchased 47% of Pennsylvania's goods exports in 2023.

Pennsylvania's goods exports to India were \$1.7 billion in 2023, a nearly 150% increase since 2014.

The UK-Caribbean region was the top export market for services exports in 2023 at \$2.2 billion.

Pennsylvania Exports, 2014-2023 (billions of dollars)



Pennsylvania's total goods and services exports increased by \$18 billion (29%) between 2014 and 2023.

In 2023, Pennsylvania exported \$53 billion in goods and \$27 billion in services — a 10-year high for each.

Most services export growth has been driven by digital trade, which is allowing more Pennsylvania companies to reach customers abroad more easily.



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Top Goods and Services Exports from Pennsylvania, 2023 (millions of dollars)

Sector	Exports
Chemicals	14,314
Business, Professional & Technical Services	7,370
Travel Services	6,328
Computers & Electronic Products	6,126
Machinery	4,721
Financial Services	4,618
Other	35,893

Pennsylvania's top chemical exports in 2023 were vaccines (\$4.7 billion) and medications (\$2.6 billion).

Pennsylvania's top food and agricultural exports in 2023 were chocolates (\$438 million) and bakery products (\$174 million).

Pennsylvania's exports of digitally tradable services reached \$18 billion in 2023.

Foreign-headquartered companies directly employ 333,500 Pennsylvania workers.

Pennsylvania Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Manufacturing	114,400
Retail Trade	63,700
Professional, Scientific, and Technical Services	32,100
Wholesale Trade	18,300
Finance and Insurance	13,300
Information	8,200
Other	83,500

British-owned companies employ the most Pennsylvania workers (55,000), followed by Dutch-owned companies (51,400).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

Data Sources

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