



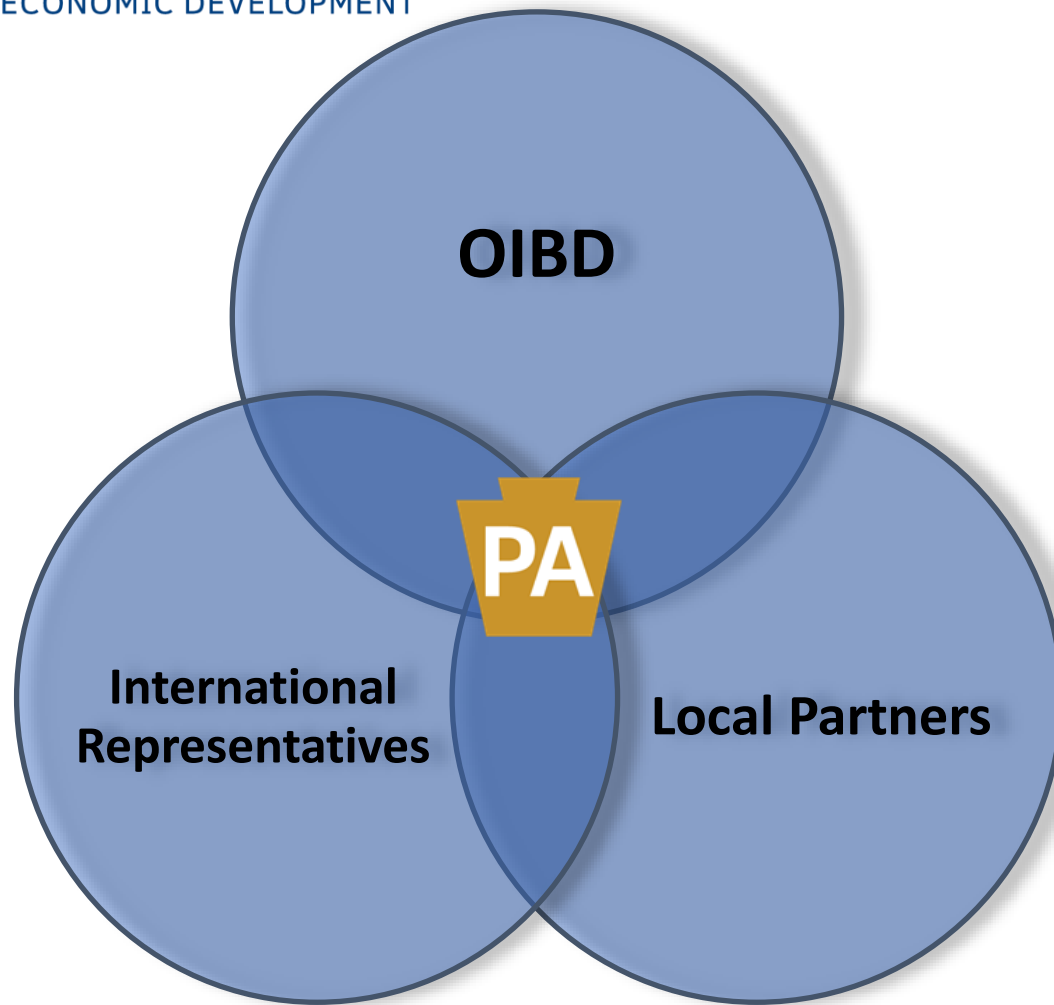
Pennsylvania & Africa

A Strategic Partnership

Deputy Secretary
David Briel



FDI & TRADE PROGRAMS



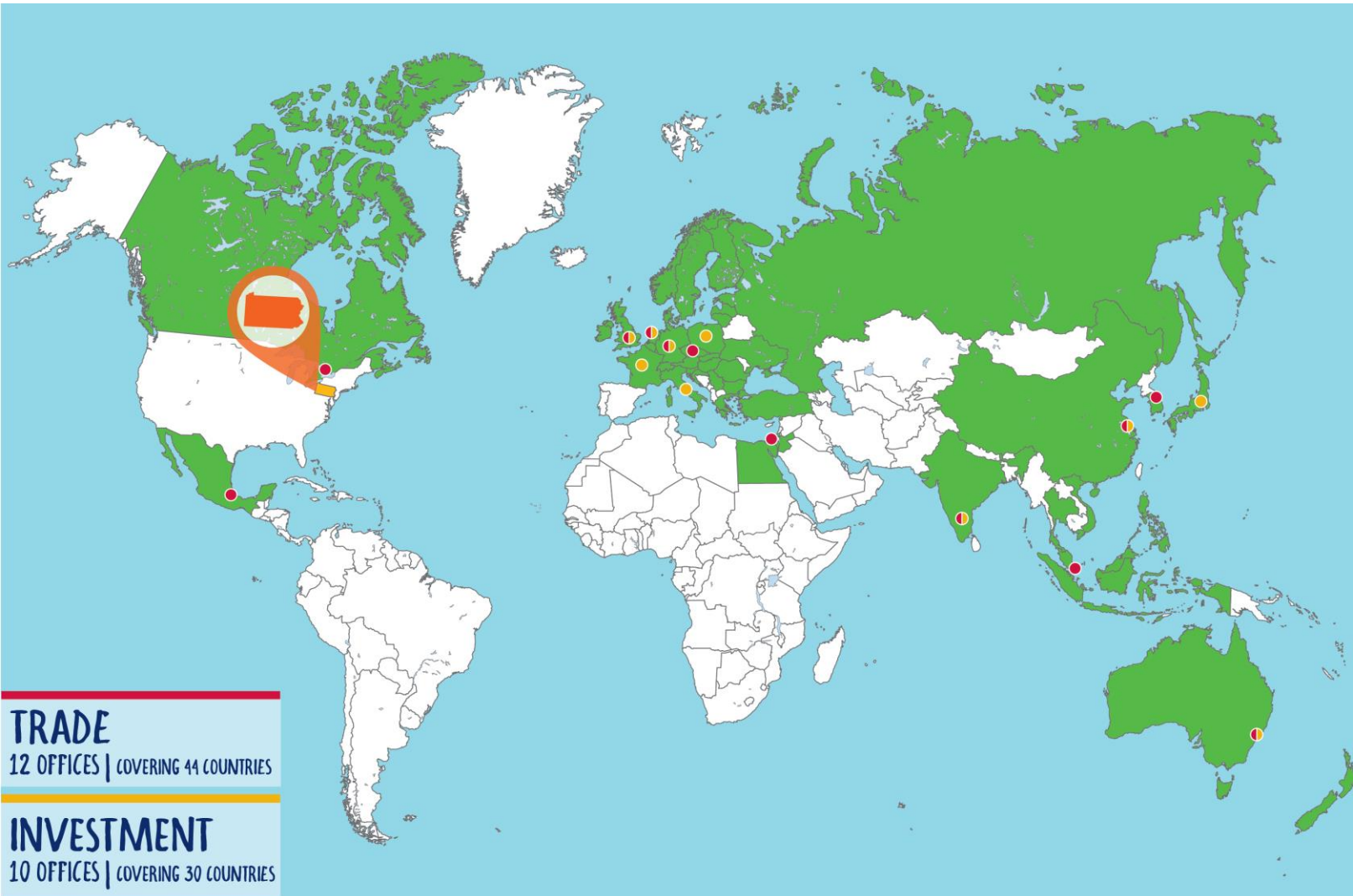
Local, state, and international
representatives collaborating to grow
the economic pie in Pennsylvania

Office of International Business Development

With one of the largest network of overseas offices of any state in the U.S., **Pennsylvania's Office of International Business Development (OIBD)** is committed to supporting Pennsylvania companies by working with them to increase their **export** sales, and to encouraging foreign companies to **invest** in Pennsylvania.

OIBD Services

Pennsylvania's International Network



- The PA Office of International Business Development (OIBD) receives leads from its authorized international representatives concerning international businesses that may be interested in:
 - locating in
 - investing in
 - trading with
 - contracting with or
 - partnering withbusinesses located in Pennsylvania
- More than 4,973 foreign-owned firms, employing over 274,000 workers, have business operations in Pennsylvania.
- Between '19-'20, OIBD assisted PA companies with \$541 million in export sales, supporting 5,180 jobs



Aiding
companies
in setting up
U.S. entities



Providing information
on Pennsylvania's
labor, average wages,
business tax structure,
and more



Coordinating site
and building
searches with
regional partners



Work with the
Governor's Action
Team to vet projects
for business
assistance programs



Networking with potential partners, including:

- Suppliers
- Colleges & universities
- Law firms
- Accounting firms
- Banks
- Real estate professionals
- Construction & engineering firms

Foreign Companies in Pennsylvania





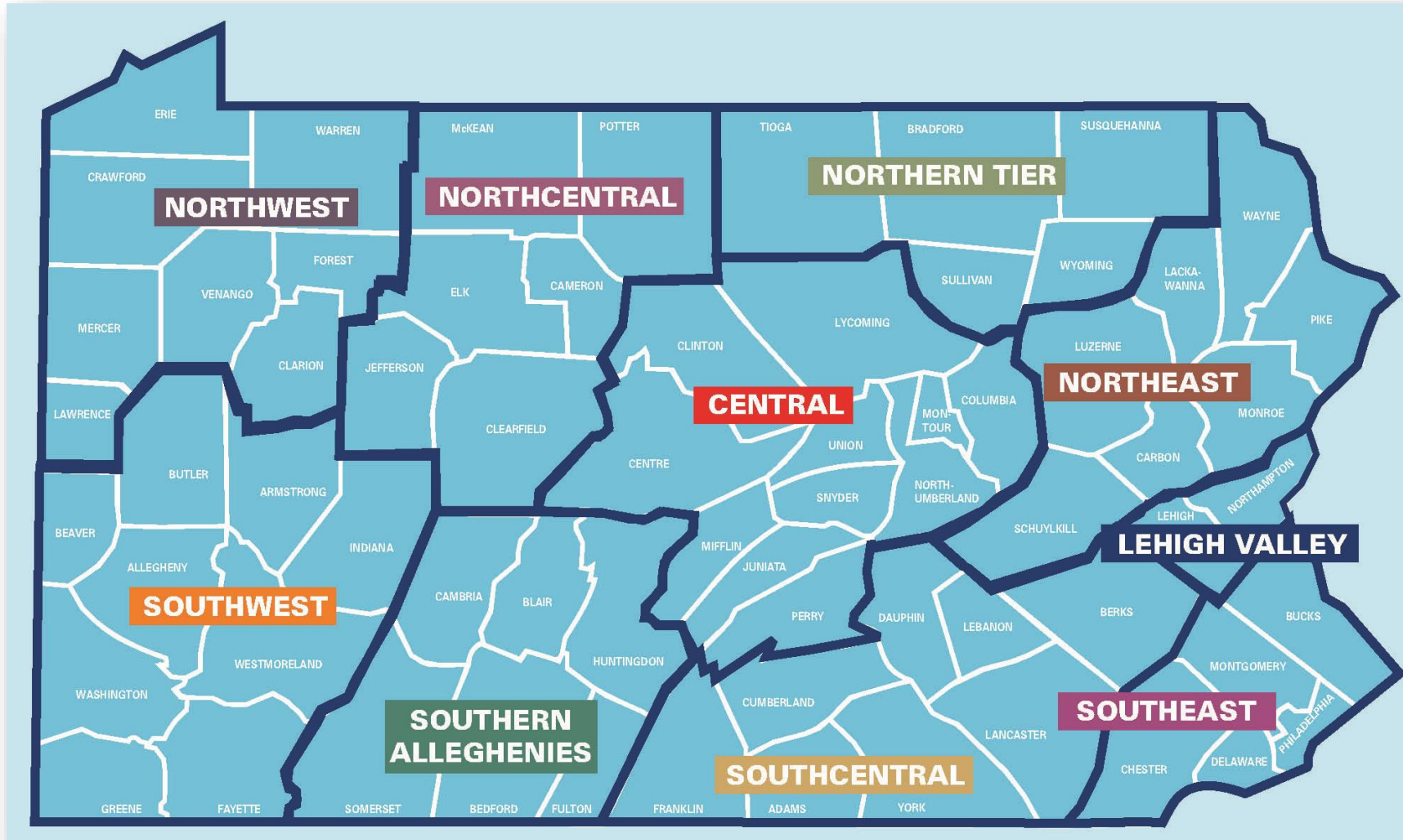
We offer one of the largest, most comprehensive state-sponsored export development programs in the U.S.



Our services include:

- Guiding you through export processes & market entry strategy development
- Coordinating your business trips with our on-the-ground, in-country teams
- Connecting you with qualified agents, distributors, and partners through customized searches
- Supporting you on international trade missions & trade shows
- Performing research on foreign companies and providing background checks

Regional Export Network Partners - Trade





The Pennsylvania Office of International Business Development works to connect international companies that wish to grow in the North American market with Pennsylvania firms that are looking for international partnerships.

JV Partnership Program:

- These joint ventures and related opportunities are available to businesses of any size in Pennsylvania, as well as to international firms looking to begin operations in North America.
- Updated opportunities are shared with our economic development partners across the state via an email distribution every month.

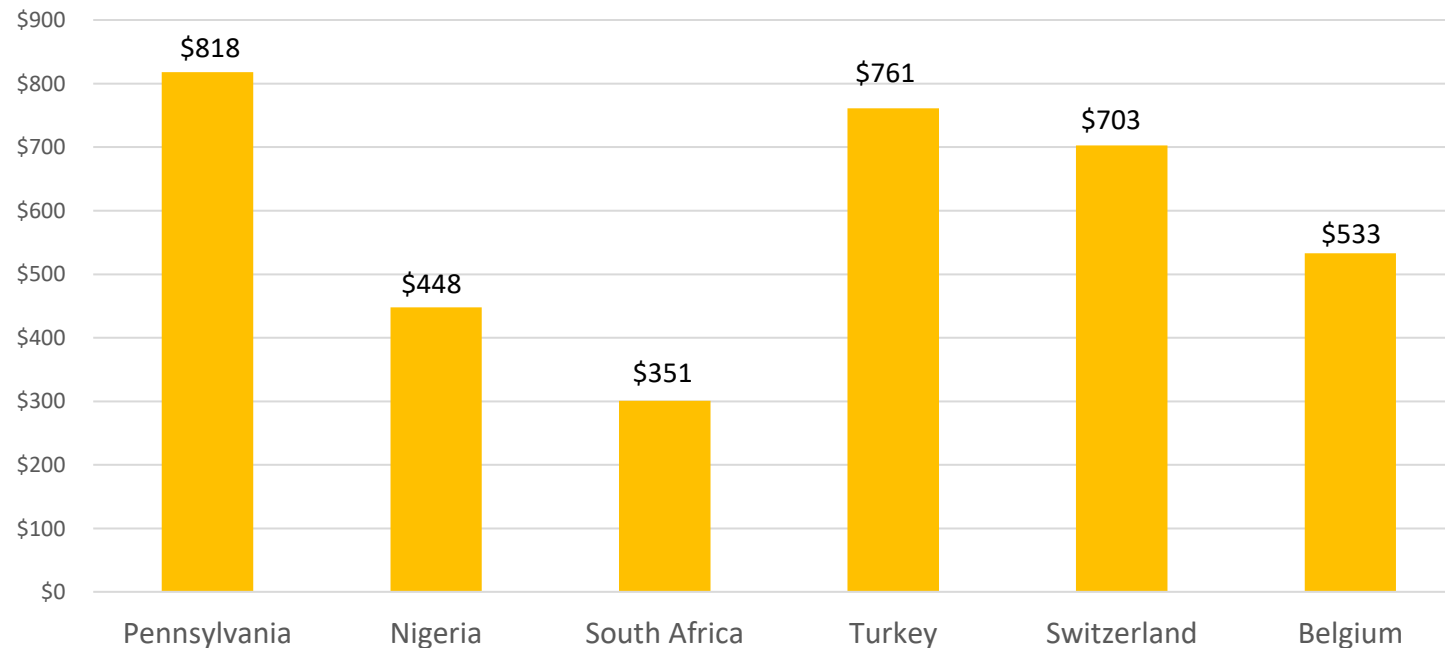
PA – Africa Connections



We are an Economic Powerhouse

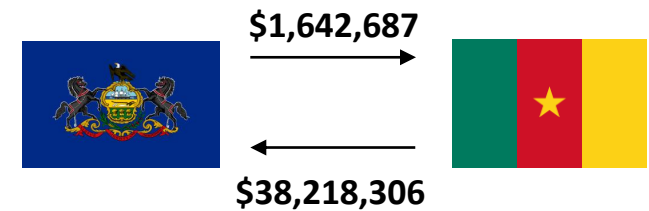
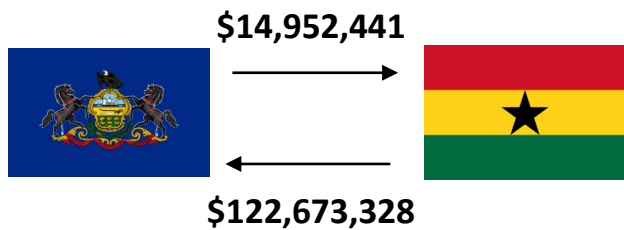
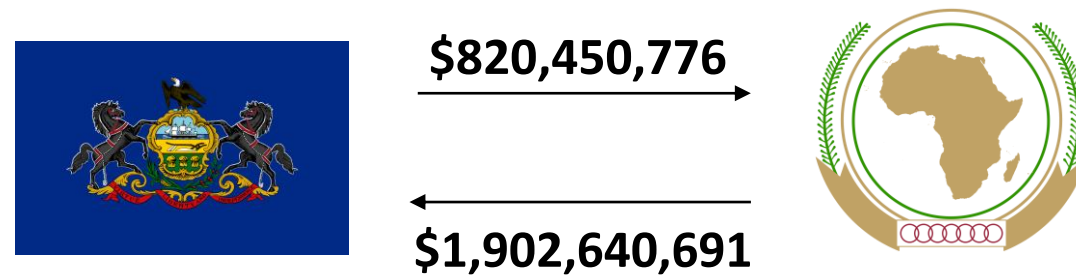
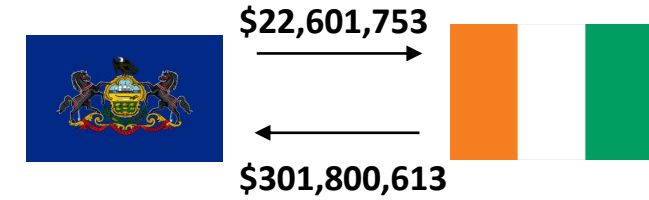
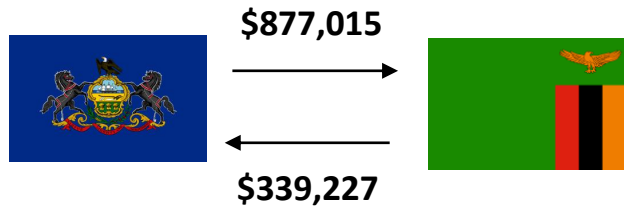
Pennsylvania's robust economy rivals many countries and offers all the amenities of such, but our business climate remains approachable, supportive, and personal.

Gross Domestic Product
(Billions USD)



- 18th largest economy in the world when compared to independent nations
- The size of Pennsylvania's economy (\$818 billion) rivals Turkey (\$761 billion) and is larger than Saudi Arabia (\$792 billion) and Switzerland (\$703 billion)
- U.S. leader in the life sciences, technology & innovation, advanced manufacturing, agribusiness & food processing, plastics, and energy

IMPORTS & EXPORTS



PENNSYLVANIA TOP EXPORTS, 2020 (IN USD)



Top 3 PA Exports to Zambia

Tools & Cutlery	\$461,440
Industrial Machinery	\$222,575
Aircraft, Spacecraft, and Parts	\$60,348



Top 3 PA Exports to Africa

Railway & Traffic Signal Equip.	\$303,391,847
Mineral Fuel	\$178,320,319
Industrial Machinery	\$55,673,548



Top 3 PA Exports to Ivory Coast

Mineral Fuel	\$17,633,031
Organic Chemicals	\$3,557,744
Vehicles and Parts	\$621,671



Top 3 PA Exports to Ghana

Mineral Fuel	\$4,093,655
Industrial Machinery	\$3,383,073
Vehicles and Parts	\$2,240,050



Top 3 PA Exports to Cameroon

Industrial Machinery	\$988,634
Vehicles and Parts	\$173,893
Aircraft, Spacecraft, and Parts	\$105,526

PENNSYLVANIA TOP IMPORTS, 2020 (IN USD)



Top 3 PA Imports from Zambia

Iron and Steel

\$339,227



Top 3 PA Imports from Africa

Natural Stones, Metals, Pearls

\$751,752,441

Mineral Fuel

\$446,428,478

Cocoa

\$385,552,338



Top 3 PA Imports from Ivory Coast

Cocoa

\$301,066,0321

Wood

\$576,990

Industrial Machinery

\$86,133



Top 3 PA Imports from Ghana

Mineral Fuel

\$66,318,063

Cocoa

\$54,551,560

Wood

\$635,499



Top 3 PA Imports from Cameroon

Cocoa

\$19,279,752

Mineral Fuel

\$14,887,516

Wood

\$2,510,348



MARKETING PENNSYLVANIA



Our economic size and diversity ensure stability and provide the resources and cost-effective access businesses need to grow.

- Global Powerhouse
 - \$819 billion GDP
 - 18th largest economy in the world when compared to independent nations.
- Centralized location
 - Within a day's drive of nearly 40% of the U.S. population and 60% of the Canadian population, and 4 of the 10 largest U.S. markets
 - "A" in Logistics Industry Health
- Most diverse business portfolio among U.S. states – Bloomberg, 2019
- Low operating costs.
 - Ranked Lowest Cost of living in the Northeast U.S. – MERIC, 2021

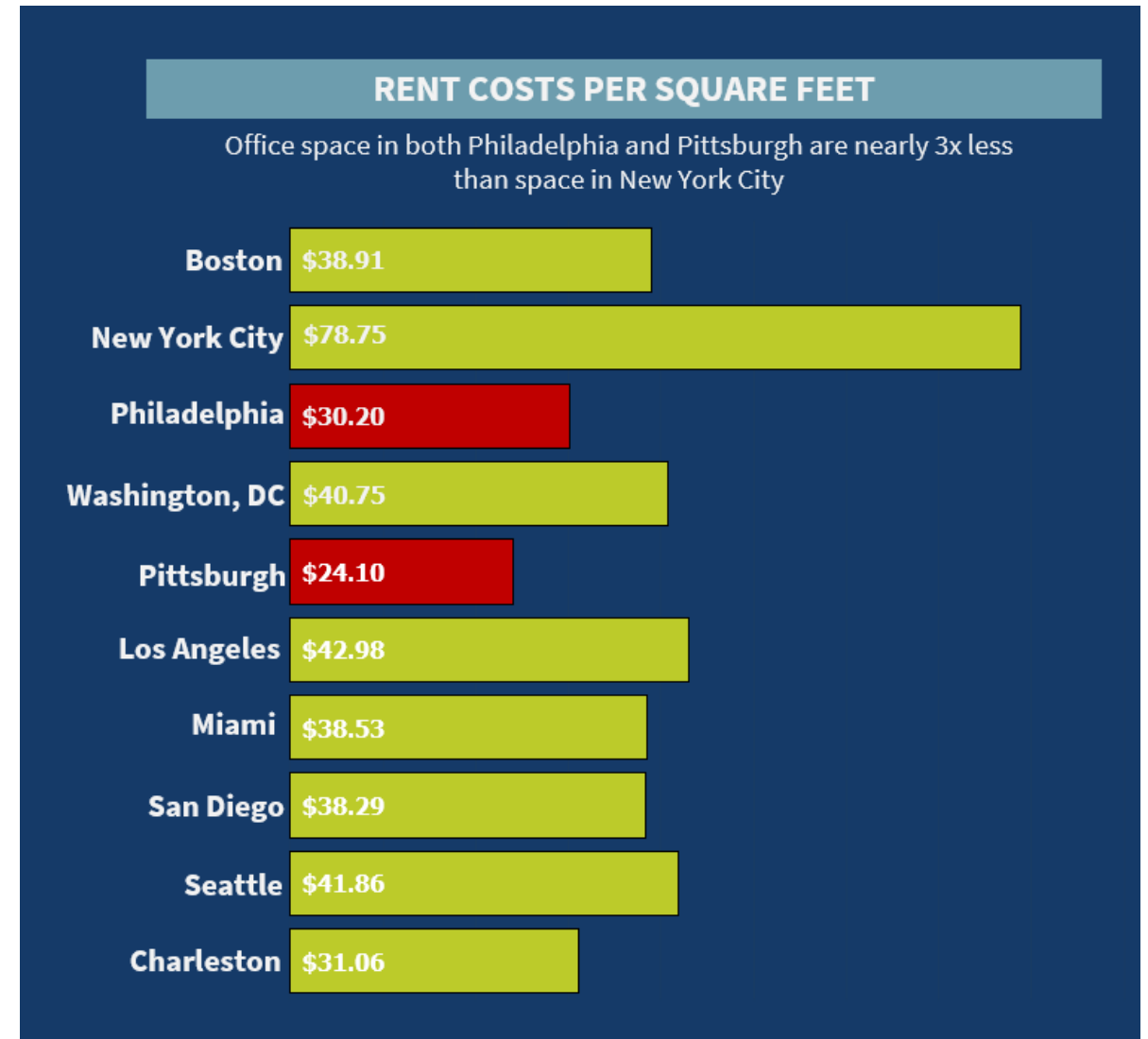
Low-Cost, High Quality of Life

Philadelphia

- Philadelphians pay nearly 2.5 times less per square meter for comparable office space than NY
- MSA: 7th largest number of millennials and #1 in millennial growth rate
- First UNESCO World Heritage City in the US

Pittsburgh

- Average office rent, industrial rent, cost of living index, and median home price lower than US average
- #12 for “Best Cities for Millennials in America”
- Proximity to outdoor activities





Pennsylvania Ports

Only state with port access to the Atlantic Ocean (Philadelphia), Gulf of Mexico (Pittsburgh), and Great Lakes (Erie)



- More than 67 million tons of goods move through the ports of Erie, Philadelphia and Pittsburgh annually.
- With 17 facilities, the Port of Philadelphia can distribute imports within 2-3 days to almost 70% of the Canadian & U.S. population.
- Barge traffic on Pittsburgh's three navigable rivers make the Port of Pittsburgh the nation's second-busiest inland port.
 - Allows access to the Mississippi River and the Gulf of Mexico.
- The Great Lakes seaway creates \$3.6 billion in annual transportation cost savings compared to land travel. – Erie Port Auth.



Strong Research Universities

Pennsylvania's world-class academic institutions fuel research and innovation in the Life Sciences and Tech



- Nearly 250 postsecondary and higher education institutions
- 6 universities in the U.S. Top 100
- 2 universities in the World Top 100 Biological Sciences Program
- Among Top 5 states producing the most STEM graduates
- Among the highest-ranking states in the U.S. for life science doctoral degrees awarded
- Ranks 6th in the U.S. for foreign student enrollment (50,070 in 2020)



Philadelphia boasts a concentrated mass of universities, resources for entrepreneurs and innovators, easy access to other major tech cities and markets, and an incredibly affordable cost of living compared to other tech cities across the United States.



- 80% of U.S. pharmaceutical and biotech companies have a presence
- 100+ colleges and universities, 198 hospitals, 7 medical schools, 4 National Cancer Institute-designated cancer treatment centers, 15 major health systems
- #1 children's hospital in the U.S.
- Leader in Biotech, Pharma, Medical Device, Digital Health, and Gene Therapy
- \$10.5 billion spent annually in R&D



Pittsburgh's unprecedented revitalization makes it one of the country's greatest innovation hubs. While Google, Apple, Microsoft, Facebook, and Uber all have a home in Pittsburgh, the startup community is stronger than ever.



- Proximity to world-renowned research institutions in robotics, cybersecurity, and AI research (Carnegie Mellon University)
- Pittsburgh Supercomputing Center – only advanced computing center in the Northeast and only 1 of 5 in the nation
- Leader in Medical Devices and Regenerative Medicine (University of Pittsburgh Medical Center)



Pennsylvania's reputable agribusiness industry represents more than two centuries of heritage and quality.



- Leader in U.S. crop production
 - #1 – Mushroom
 - #2 – Butter
 - #4 – Apples
 - #5 – Grapes
 - #6 – Milk
 - #7 – Wine
- Leading producer of hardwoods in the U.S., accounting for 10% of total outputs.
- 4th in organic farming
- Food Manufacturing
 - Leads the nation in food-processing companies, with more than 2,300 operating across the state.
- \$38.4 billion in manufactured food products sold every year. Our strongest sectors:
 - Canned fruit and vegetables
 - Specialty products
 - Chocolate and cocoa products
 - Potato chips and pretzels



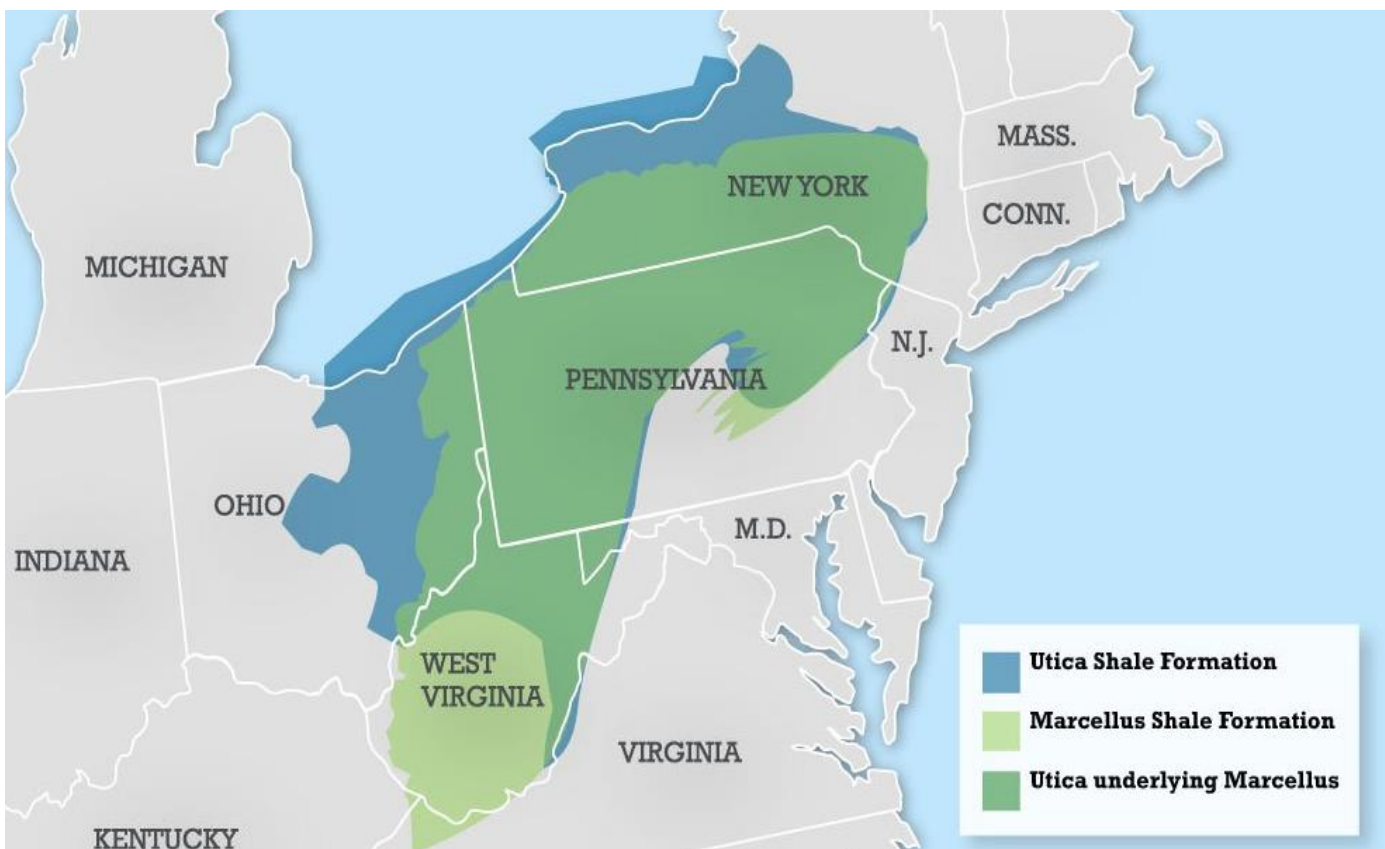
Manufacturing Industry Snapshot



- 8th largest manufacturing industry in the U.S.
- 6th largest manufacturing labor force in the U.S.
- \$93 Billion in economic impact
- 14,400+ manufacturing establishments
- 18,410 employer locations
- 561,700+ employees
- Top Manufacturing Industries
 - Fabricated Metals
 - Food
 - Machinery
 - Chemicals
 - Plastics & Rubber Products



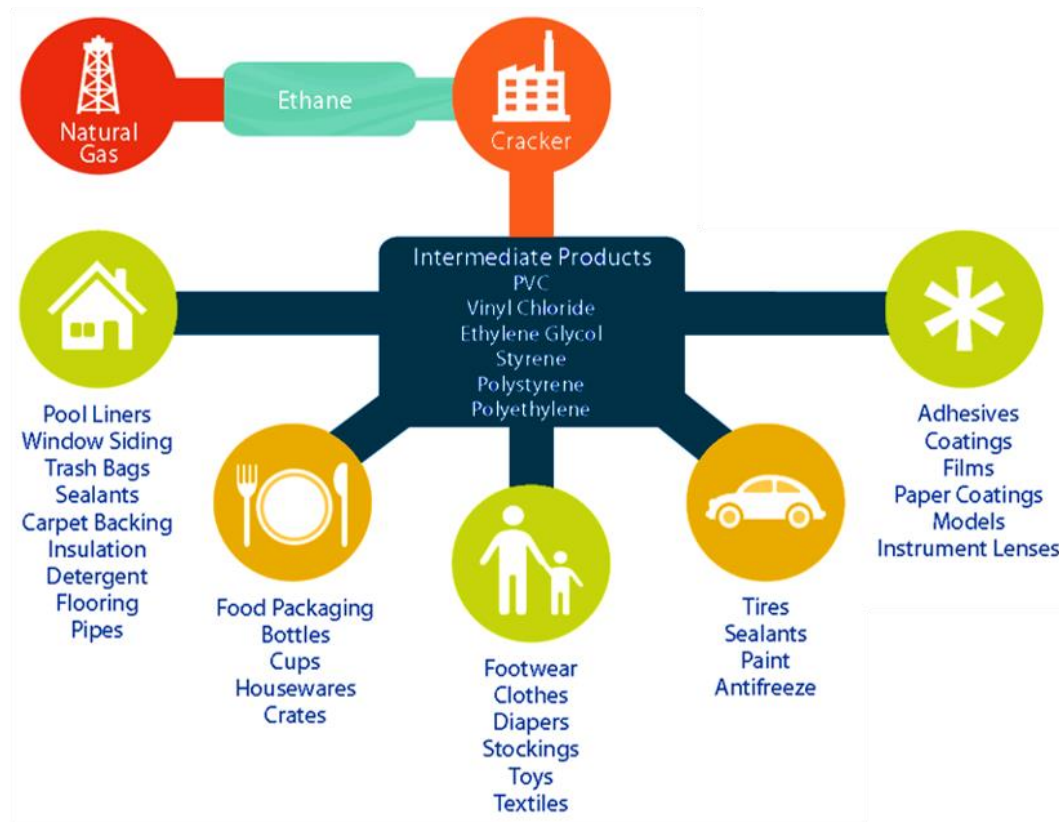
Pennsylvania's abundant natural resources position the state for unparalleled growth in both energy and manufacturing



- Abundant supply of low-cost natural gas for business operations
- 2nd largest producer of natural gas with production increases of more than 2,400% between 2005-2014
- Expected to produce 40% of U.S. natural gas and NGL by 2030
- 3rd largest energy producer in the U.S.
- 2nd in nuclear-generated electricity production



With a growing downstream sector and abundant natural gas resources, PA's plastics industry is rich in resources, know-how and opportunity



- Significant base of plastics manufacturers
- 2 of only 6 plastics engineering technology programs in the U.S.
- Home to the largest, most comprehensive plastics training lab in the U.S.
- Globally cost-competitive ethane and propane
- Proximity to 70% of all North American polyethylene consumers
- Among top industries for FDI into PA



**Pennsylvania is home to a thriving
Life Sciences industry.**



- Total annual economic impact of \$88.5 billion
- National leader in testing and medical labs, medical devices, and pharmaceuticals

Top 5 for:

- NIH funding (\$1.94 billion in 2019)
- R&D expenditures
- Drugs & pharmaceuticals employment
- Research, testing, and medical lab employment
- Bioscience-related patents and venture capital investment



The Philadelphia region is seeing exponential growth in the life sciences and experiencing rapid breakthroughs in cell and gene therapy

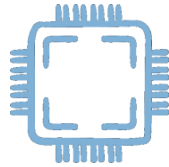


**PENNOVATION
CENTER**



- 4th for medical research and health services.
- 3rd in NIH grants
- 38 colleges and universities with life science programs, producing 18,500 STEM graduates annually.
- Home to 30 cell and gene therapy companies.
- FDA-approved cell and gene therapy innovations:
 - Advanced leukemia
 - Congenital blindness
 - Spinal muscle atrophy

TECHNOLOGY, INNOVATION & ENTREPRENEURSHIP

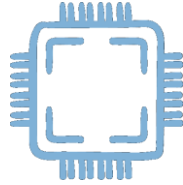


Pennsylvania is a vanguard of the North America's tech revolution



- 8th largest tech employment
- Pittsburgh & Philadelphia included in the 25 leading innovation centers in 2017
- Among Top 5 states producing the most STEM graduates
- Established network to support both early-stage technology-based firms and established manufacturers with funding, business, and technical expertise (Ben Franklin Technology Partners)

TECHNOLOGY, INNOVATION & ENTREPRENEURSHIP



Pittsburgh is quickly becoming the new nexus of artificial intelligence and advanced robotics



- CMU is ranked 1st in AI graduate and undergraduate programs
- A leader in the development of autonomous vehicles
- Bosch Center for Artificial Intelligence Research Lab (one of 4 locations including Bangalore, India)
- Member of the "AI Triangle"
- Neighborhood 91 (global additive manufacturing campus at Pittsburgh International Airport)
- Over the last five years, Pittsburgh has seen a 20.7% increase in its tech talent pool

Questions?





Thank You

David Briel

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Development

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