
**PENNSYLVANIA
GETS IT DONE.**

Site Selector Guide



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Pennsylvania Gets It Done.

It's more than a slogan — it's how we do business. With a prime location, skilled workforce, and an infrastructure built for success, Pennsylvania drives progress across industries.

This guide is your roadmap to why so many companies choose Pennsylvania to grow and thrive. When you're ready to do business in PA, the BusinessPA team is ready to roll up their sleeves and get to work.

BusinessPA



Why Pennsylvania?

It's simple. The Commonwealth works hard for business on all fronts.

Pennsylvania delivers an experienced workforce, world-class higher education institutions, and a prime East Coast location near four of the nation's 10 largest markets. All that, plus an exceptional quality of life.

Here, innovation thrives with vibrant communities and a dynamic business ecosystem dedicated to getting it done.

Pennsylvania is the most economically diverse state in the nation. We're a powerful energy producer, leader in academic research, and hub of agriculture and advanced manufacturing. And we're ready to fuel business success.

Our business-friendly tax climate is designed for growth — we're on track

to cut the corporate net income tax rate down to 4.99% by 2031. Combine that with nationally ranked universities fostering top talent and a robust transportation infrastructure that connects companies to the world, and you'll see why Pennsylvania is a place where big ideas grow — and so can businesses.

The Proof is in the Numbers.

Strategic reach, skilled talent, and a business-ready climate.

#7

**STATE TO START
A BUSINESS**

Forbes Advisor, 2024

1.1

**MILLION SMALL
BUSINESSES**

U.S. Small Business
Administration, 2023

40%

**OF THE U.S.
POPULATION
WITHIN A
DAY'S DRIVE**

Pennsylvania Department
of Community & Economic
Development

26th

**LARGEST
ECONOMY IN
THE WORLD**

U.S. Bureau of Economic
Analysis, 2024

8

**OF THE TOP 100
UNIVERSITIES
IN THE U.S.**

U.S. News & World Report, 2025

190k

**SKILLED
GRADUATES
EACH YEAR**

National Center for Education
Statistics (NCES) Integrated
Postsecondary Education Data
System (IPEDS), 2021

Top 3

**STATE FOR
QUALITY OF LIFE**

WalletHub, 2024

6.5M

**STRONG
WORKFORCE**

U.S. Bureau of Labor
Statistics, 2023



A Business-Friendly Tax Climate

Lower rates and fewer barriers give companies an edge.

Here in Pennsylvania, we're taking bold steps to boost our tax competitiveness. Cutting the corporate net income tax rate to 4.99% by 2031 is just the tip of the iceberg. Learn why the Keystone State is among the most attractive states to do business.

- **Reduced Corporate Net Income Tax Rate**
Decreasing 0.5% annually from 7.99% in 2025 to 4.99% in 2031, Pennsylvania's corporate net income tax rate is becoming one of the most competitive regionally and nationally. Once fully phased down, the rate will be lower than all of our neighboring states, where rates currently range from 6.5% (West Virginia) all the way up to 11.5% (New Jersey).
- **Personal Income Tax Rate: 3.07%**
With a flat 3.07% tax that applies to partnerships, LLCs, and S corporations, Pennsylvania is prime for small and medium-sized businesses that operate as pass-through entities. Only two states — Arizona (2.5%) and North Dakota (2.9%) — have lower rates.
- **Tangible Personal Property Tax: 0%**
Pennsylvania does not tax machinery, equipment, or inventories — a tax imposed in 27 other states. This removes barriers to capital investment and makes business expansion more cost-effective.
- **Increasing Allowable NOL Deductions**
The state is increasing allowable Net Operating Loss (NOL) deductions by 10% annually — from 40% in 2025 up to the federal limit of 80% in 2029. This change supports innovation in start-up, technology, and life sciences businesses.
- **Broad Sales and Use Tax Exemptions for Manufacturing and R&D**
Pennsylvania offers broad exemptions for manufacturing and R&D-related purchases, reducing acquisition costs and supporting business upgrades.

Prime Location, Powerful Infrastructure

Pennsylvania is where business moves forward — boldly and efficiently.

Located at the heart of the Northeast and Mid-Atlantic regions, the Keystone State offers unmatched access to major American markets. Within 500 miles of nearly 40% of the U.S. population and 60% of Canadians, Pennsylvania positions companies for success. Our robust infrastructure, backed by 5,600 miles of rail and 120,000 miles of state and local highways, keeps businesses connected and competitive.

A powerhouse for global trade, Pennsylvania's ports handle over 67 million tons

of goods annually. From the Atlantic Ocean via Philadelphia to the Gulf of Mexico through Pittsburgh or the Great Lakes from Erie, our ports ensure seamless access to national and international markets. Add to that six international airports and over 125 regional airports, which move more than 600,000 tons of materials and 35 million passengers annually. Whether shipping goods or attracting talent, Pennsylvania's infrastructure will get them where they need to go quickly and efficiently.

The state's diverse energy resources ensure reliable, cost-efficient power for operations and logistics. As one of the top producers of natural gas and electricity in the U.S., the Commonwealth delivers energy affordability and stability across industries. And we're investing in renewable energy to fuel sustainable growth for the future.

Pennsylvania's infrastructure isn't just about getting there — it's about getting it done.



Mill 19
Pittsburgh, PA

Fast Facts



**#1 TOP-PERFORMING
PORT: PORT OF
PHILADELPHIA**

Business Facilities
Magazine, 2024



**65 OPERATING
RAILROADS**

PennDOT



**4 OF 10 LARGEST
U.S. MARKETS WITHIN
DRIVING DISTANCE**

PA.gov



**6 INTERNATIONAL
AIRPORTS**

PA.gov

Feeding the Future

In Pennsylvania, agriculture means big business.

Bringing in over \$132 billion annually, our agriculture industry is a driving force behind our economy. From dairy, livestock, and poultry to specialty crops like mushrooms, apples, peaches, and flowers, Pennsylvania's agricultural output proves why we're a national and global leader in the sector.

Far from an industry of the past, agriculture is key to our future. That's why we're investing in our farmers, businesses, and agriculture organizations to cultivate growth. By embracing AgTech in the field, we're working to ensure food security, economic stability, and a sustainable future.

With agricultural resources across the state and proximity to major U.S. markets for distribution, it's no surprise that many household food brands have roots in Pennsylvania: Hershey, Heinz, and Snyder's of Hanover, to name a few.

We also host the world's largest indoor agricultural event, the annual Pennsylvania Farm Show, which showcases the businesses, talent, and technology that make us an industry leader.

And we're still growing. Through the innovative PA Farm Bill, we're investing over \$13 million annually to plant the seeds for continued success.



58,000+
farms across
the state¹



4th largest
producer of food
products in the U.S.²



593,000+
total jobs³



#2
craft beer producer
in the U.S.⁴



\$132.5 billion
contributed annually
to the economy⁵



¹ Pennsylvania Agriculture and Team Pennsylvania, A Look at the Economic Impact and Future Trends Report, 2018, ² America's Heartland, Pennsylvania, 2005-2024, ³ Pennsylvania Department of Agriculture, Workforce Development, 2024, ⁴ Brewers Association, Pennsylvania's Craft Beer Sales & Production Statistics, 2023 ⁵ Pennsylvania Department of Agriculture and Team Pennsylvania, The Economic Impact of Agriculture in Pennsylvania: 2021 Update



PROUDLY IN PA



Energizing Possibilities

Plug-in to Pennsylvania's diverse and abundant energy portfolio.

Pennsylvania fuels business growth with a diverse and abundant energy portfolio. As the second largest energy supplier in the U.S., Pennsylvania meets the demands of businesses with even the most energy-intensive processes. Companies here count on low-cost, reliable access to electricity and natural gas within a future-focused energy ecosystem.

Home to more than 1,100 energy-related companies, the Commonwealth is rich in resources across every region. The North and Southwest are hubs for oil and gas extraction, while the Lehigh Valley and Southern Alleghenies lead in pipeline transportation. Petroleum and coal product manufacturing is strong throughout the western part of the state and into the North Central region. Meanwhile, our robust electric grid serves as the backbone of power production and transmission for our neighboring states and

beyond, enabling renewable energy technologies such as wind and solar.

Our energy assets aren't just powering today's businesses — they're powering our future. With ongoing investments in sustainability, Pennsylvania is well-positioned to lead in both traditional and renewable energy sectors. We are the only state with two federally designated Regional Clean Hydrogen Hubs, supported by over \$2 billion in federal funding. These projects will generate thousands of energy jobs and establish Pennsylvania as a national leader in a rapidly growing market.

Whether businesses need to tap into our wealth of natural gas or seek to benefit from advanced clean energy initiatives, Pennsylvania's energy industry delivers power, reliability, and innovation.



1,180
energy-related
companies in PA¹



2nd largest
net supplier of
energy in the U.S.²



2nd largest
producer of
electricity from
nuclear power³



#3
coal-producing state
after Wyoming and
West Virginia⁴



49
underground gas
storage sites (the
most for any state)⁵

¹Lightcast™, ^{2,3,4,5} U.S. Energy Information Administration



Great Cove Solar
McConnellsburg, PA

PROUDLY IN PA



Pioneering Breakthroughs

From research to real-world application, Pennsylvania leads the way.

Valued at nearly \$50 billion, Pennsylvania's life sciences industry thrives on the foundation of world-class R&D institutions, top-tier universities, and cutting-edge incubators. That's why we're known across the globe as a hub for life sciences — particularly in high-growth clusters like cell and gene therapy in Southeast Pennsylvania.

Across the Commonwealth, public and private investments in industry-specific infrastructure, such as state-of-the-art wet lab space, have propelled us to the forefront of life sciences innovation. And with organizations like PA Life Sciences Greenhouses and Ben Franklin Technology Partners, we continue to build success for more than 3,000 life science establishments throughout the state.

There's a reason industry giants like GlaxoSmithKline (GSK) and Cencora (formerly AmerisourceBergen) have established headquarters

here in Pennsylvania, right alongside a growing bench of biotech startups. Pennsylvania is ripe with emerging talent and ranks 4th highest in academic R&D expenditures in the U.S. at \$5 billion annually.

You'll find clusters of life sciences activities all over the state, from a strong pharmaceuticals and chemical manufacturing presence in the Northeast to biomanufacturing, healthcare information technology, and clinical research in the Southwest. And in the Southeast, Philadelphia is globally recognized as a hub for mRNA technology. Our robust healthcare industry further strengthens the life sciences ecosystem, with world-renowned academic medical centers such as the University of Pennsylvania Health System and Pittsburgh's UPMC collaborating closely with biotech and pharmaceutical companies to advance life-changing therapies.



3,000+
life sciences
establishments in
Pennsylvania¹



\$1 billion+
in venture
capital funding²



63%
of academic R&D
activities in PA
are related to
life sciences³



4th largest
life sciences
market in the U.S.
(Philadelphia)⁴



20,564
patents created
from 2016-2020⁵

^{1,2}Life Sciences PA, Economic Impact Report, 2022, ³National Center for Science and Engineering Statistics, Higher Education Research and Development Survey, 2021, ⁴ Colliers Life Sciences Report, 2024, ⁵Life Sciences PA, Economic Impact Report, 2022



BioLabs
Philadelphia, PA

“It is crucial for us to have access to a highly skilled talent pool and key markets, and the Philadelphia area provides exactly what we need.”

“

Tom Sellig, CEO,
Adare Pharma Solutions

PROUDLY IN PA

GSK



 **MERCK**

sanofi

Spark
THERAPEUTICS 

Forging Ahead

Pennsylvania's workforce and innovation are shaping the future of manufacturing.

With 1 in 10 residents employed in manufacturing, Pennsylvania is an undeniable force in the industry. Boasting abundant energy and water resources, strong industrial supply chains, and world-class research institutions, we've got what it takes to accelerate action and results. Manufacturing powers all of our key sectors, making Pennsylvania the perfect grounds for growth.

Our regions specialize in diverse manufacturing segments, from metallurgy to plastics, providing unparalleled cross-sector collaboration. We're also fast-tracking progress with smart investments like \$500 million in site development, including

\$400 million dedicated to ensuring shovel-ready commercial and industrial sites — so businesses can get to work, fast.

Modern advanced manufacturing demands cutting-edge talent, and Pennsylvania is delivering. Since 2023, we've invested \$6 million in apprenticeship and pre-apprenticeship programs — and enrolled more than 4,600 new apprentices — to equip Pennsylvanians with the hands-on training they need to thrive. And with initiatives like the Commonwealth Workforce Transformation Program, Pennsylvania is creating new jobs and solidifying our leadership in manufacturing innovation.



Manufacturing PA Initiative



TRAINING-TO-CAREER GRANT PROGRAM

Preparing Pennsylvanians for tomorrow's workforce by partnering with companies to provide critical skills.



INDUSTRIAL RESOURCE CENTERS

Seven centers statewide, providing support and technical expertise to help businesses succeed.



MANUFACTURING PA INNOVATION

Funding university talent to ensure Pennsylvania remains a leader in manufacturing innovation.



Crayola
Easton, PA

“The Training-to-Career grant funding supports our collective efforts to prepare the next generation of skilled workers for good-paying jobs in high-demand fields.”

“

Patrick M. Jones, President
and CEO, Bucks County
Community College

PROUDLY IN PA



United States Steel



ARCONIC

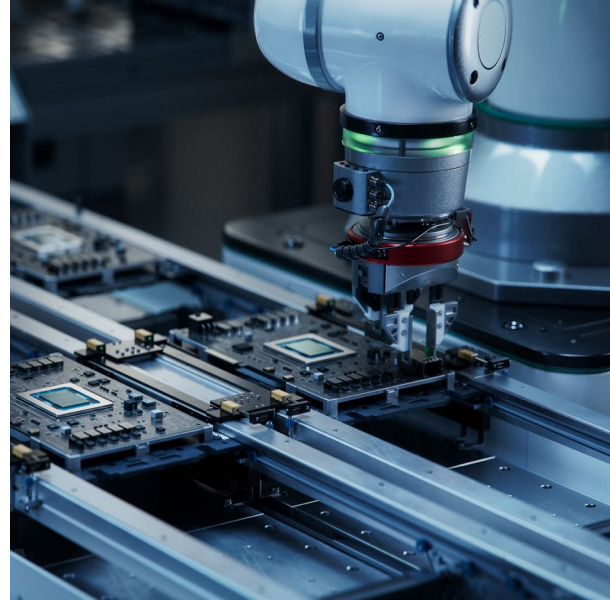


Imagining New Realities

Harness Pennsylvania's strength in transformative technologies.

Pennsylvania has always been a place where big ideas come to life — and that same spirit of innovation is fueling the next generation of technology, from robotics to AI. Home to two of the nation's top 10 universities for robotics, the Commonwealth leads in R&D and is pushing the boundaries in connected technologies, autonomous vehicles, precision medicine, and more.

The next decade promises even more growth, with nearly 17,000 net new jobs projected across our robotics and technology sectors. With world-class talent, cutting-edge research institutions, and access to venture capital, we are turning big ideas into realities.



Where We're Leading



Robotics: Carnegie Robotics leads the charge in rugged robotics systems, bringing game-changing solutions to some of the toughest environments.



Space Exploration: Astrobotic Technology is pioneering robotics for lunar and planetary missions, expanding its HQ in Pittsburgh to tap into Pennsylvania's stellar talent pool.



AI: Pittsburgh-based Duolingo is making AI fun by personalizing language learning for over 500 million users worldwide.



Education: Carnegie Mellon University ranks #1 in AI and Programming Language, driving breakthroughs in robotics and artificial intelligence.



Autonomous Vehicles: Aurora Innovation, headquartered in Pittsburgh, is shaping the future of safe, self-driving technology with next-gen solutions.



Workforce: Pittsburgh was named one of the top five large cities for tech workforce growth by the Wall Street Journal, showcasing Pennsylvania's deep bench of highly skilled talent.



Carnegie Mellon University
Pittsburgh, PA

“We’ve really benefited from having this ecosystem of not only all the wonderful people to be able to hire out of the universities, but also an ecosystem of venture funding and the ability to fuel the growth of these companies.”

“

Gavin Kenneally,
CEO of Ghost Robotics

PROUDLY IN PA



Talent That Powers Progress

World-class education and real-world training fuel a future-ready workforce.

With a workforce over 6.5 million strong, Pennsylvania is a powerhouse of innovation and results. Our talent pool is more than large — it's diverse, dynamic, and prepared to meet changing demands across every industry. Rooted in a long tradition of hard work and forward-thinking, Pennsylvania's talent pipeline is a driving force for success.

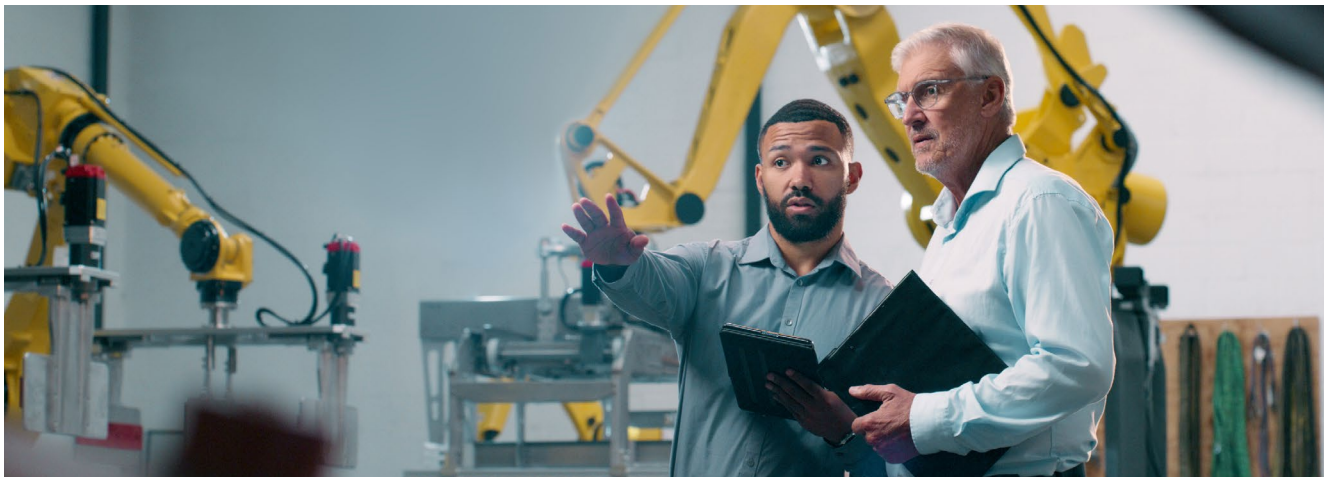
Home to nearly 300 post-secondary institutions — including eight universities ranked in U.S. News and World Report's Top 100 — Pennsylvania empowers the critical thinkers and problem-solvers of tomorrow.

We're the second-largest producer of STEM graduates in the U.S., creating a workforce eager to advance high-tech industries from life sciences to advanced manufacturing.

In Pennsylvania, we don't just train talent — we get them ready for the real world. Our pre-apprenticeship and apprenticeship programs help workers gain the hands-on experience they need to hit the ground running. In 2023, we launched the Commonwealth Workforce Transformation Program, the first job training program of its kind in the nation, committing up to

\$400 million over five years to create 10,000 new jobs and equip companies with a skilled workforce to build Pennsylvania's infrastructure. And we're going even further. We collaborate directly with businesses through Pennsylvania Industry Partnerships to ensure training meets real-world demands.

With strategic investments in workforce development and a bold commitment to education, Pennsylvania is not just preparing for tomorrow's industries — we're building them today. Join us and harness the power of a workforce that gets it done.





Carnegie Mellon University
Pittsburgh, PA

Strength in Numbers

8

UNIVERSITIES IN
TOP 100

U.S. News and World Report, 2025

#1

BUSINESS SCHOOL
(UNIVERSITY OF PENNSYLVANIA
– WHARTON)

U.S. News & World Report, 2025

\$65M

INCREASE IN CTE
PROGRAMMING
AND EQUIPMENT

2024-25 State Budget

8

NEW
APPRENTICESHIP
PROGRAMS
(SINCE JANUARY 2023)

PA.gov, 2024

The Right Sites for Success

Pennsylvania speeds up preparation and permitting to keep business moving.

From rural to urban and everything in-between, Pennsylvania's diverse communities offer exciting locations for ventures looking to expand or establish their operations. And with our strong infrastructure and ongoing commitment to site development, the Commonwealth is ensuring that companies have the space to set up and grow.

Shovel-Ready Sites

The PA SITES program is investing \$400 million to bring competitive, pad-ready sites to market faster. This funding for infrastructure improvement, remediation, and other critical needs accelerates site preparation for businesses ready to do business in Pennsylvania.

Faster Permitting

The PA Permit Fast Track Program streamlines government approvals for high-impact economic development and infrastructure projects, enabling businesses to get their projects moving quicker than ever.

Keystone Opportunity Zones

More than 2,000 Keystone Opportunity Zones create economic opportunity throughout the state while incentivizing business growth and expansion. Our KOZs offer significant tax benefits to lower costs and create a faster path to opening.

Support from Day One

Our BusinessPA team offers hands-on assistance for site selection, funding opportunities, and business support — all aimed at making the move to Pennsylvania smooth and successful.



“The PA SITES program will allow manufacturing companies like ours to grow, develop the next generation of manufacturing talent and provide a future for Pennsylvanians, and gives companies like ours a chance to grow and compete on a national stage.”

“

Michael McHale,
President & CEO of
Production Systems
Automation, Inc.

Foreign Direct Investment: Grow and Thrive in Pennsylvania

Partner with us for tailored support and global reach.

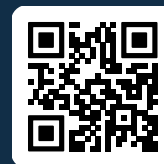
More than 5,600 foreign-owned companies operate in Pennsylvania, and the list is growing — for good reason. With key industries spanning from agriculture to technology, and a GDP rivaling the size of most countries, Pennsylvania is an ideal place for international companies looking to relocate or expand.

BusinessPA provides confidential, customized support to help international businesses get started in Pennsylvania. From setting up a U.S. business entity to identifying potential sites and exploring workforce options, our team makes it easy to establish business operations here:

- **Site Selection & Visits:** Find and tour potential sites that fit business needs.
- **Research & Data:** Get detailed insights on available workforce, infrastructure, taxes, and more.
- **Business Connections:** Meet regional and local economic development partners and elected officials.
- **Financial Assistance:** Explore grants, low-interest loans, tax credits, and other financial tools.

Take Your Business Further

Whether you're a Pennsylvania business looking to export or an international company ready to make moves in Pennsylvania, the BusinessPA team has experts around the world to help you grow.



**Contact a global
investment representative
or get export assistance at
pagetsitdone.com**

PROUDLY IN PA



The Keystone to Great Living

In Pennsylvania, we don't just work hard — we live fully.

Top-Ranked Quality of Life

WalletHub ranks Pennsylvania among the top three states for quality of life, and CNBC puts us in the top 10 for affordability — the only state on the East Coast to make the list.

Short Commutes

With an average commute under 27 minutes, work-life balance comes easy. Top-rated transit systems and six international airports keep you moving.

Rich in Arts and Culture

With over 80 art museums, including the iconic Philadelphia Museum of Art and the Andy Warhol Museum, culture thrives in the Commonwealth.

Best Places to Live

Eight cities across Pennsylvania made U.S. News & World Report's Best Places to Live survey for 2024, including Scranton and York.

Exceptional Education

Nearly 300 postsecondary institutions — and three of the nation's top 50 universities — call Pennsylvania home.

Culinary Excellence

With more than 20 James Beard award-winning restaurants and chefs, Pennsylvania delivers unforgettable dining experiences.

Family-Friendly Communities

Suburbs like Chesterbrook earn accolades as the best places to raise a family, with Niche ranking it first in the country.

Great Outdoors

Pennsylvania offers 124 free state parks, 85,000 miles of streams and rivers, 181 rail trails, and 6,700 miles of hiking for year-round adventure.

Raise a Glass to PA

We boast over 530 craft breweries, ranking third in the nation, and more than 350 wineries. Whatever your drink of choice, cheers to that.

Great Getaways Start Here

From historic American landmarks to stunning natural beauty, Pennsylvania is a destination for unforgettable experiences.

Our four seasons bring the fun year-round — whether it's leaf-peeping in the fall, skiing in the winter, or catching a ball game in the summer. With small-town charm, big-city energy, and over 124 state parks to explore, it's no wonder more than 190 million travelers visit Pennsylvania each year.



PENNSYLVANIA
THE GREAT AMERICAN GETAWAY



Ready to Get It Done in Pennsylvania?

Whether you're looking to invest, expand, or just explore options, the BusinessPA team can help.

CONTACT US

BusinessPA

Department of Community &
Economic Development

Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225

Phone

717-787-8199

Toll Free

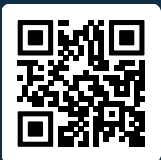
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**PENNSYLVANIA
GETS IT DONE.**