

TEAM PENNSYLVANIA

**2020 - 2021
ANNUAL REPORT**



**Before my time as
Governor, I was a business
owner, and a contributor to
Team PA. I was proud to do
that then, and I am proud
as Governor and Co-Chair
of what Team Pennsylvania
has accomplished.”**

**Governor Tom Wolf,
Commonwealth of
Pennsylvania**

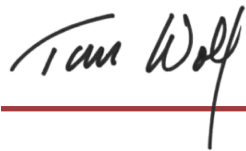
A MESSAGE FROM OUR CO-CHAIRS

WE CAN ALL FEEL THE INFLECTION POINT OF THIS MOMENT

when it comes to our workforce and our economy, and it's our response that will dictate how we emerge stronger and more resilient. From new industries to new ideas, Pennsylvania has a history of innovation that we must draw upon again in this period of economic recovery.

But like many of our biggest challenges, no single entity can tackle these issues alone. As a public-private partnership, Team Pennsylvania is well positioned to work collaboratively, double-down on our collective entrepreneurial spirit, and be a leader in the commonwealth's future path.

We have also felt an inflection point as an organization, navigating shifts in our leadership, our work, and the economic challenges we all face together. As the work showcased in this Annual Report demonstrates, though, our commitment to working together toward a dynamic, flourishing economy for generations of Pennsylvanians to come has not wavered, and we stand ready-as-ever to usher in a new era in the commonwealth.



Tom Wolf
Governor,
Commonwealth of Pennsylvania
Co-Chair, Team Pennsylvania



Anthony Bartolomeo
Senior Consultant,
Pennoni Associates, Inc.
Co-Chair, Team Pennsylvania

TEAM PENNSYLVANIA is a non-partisan 501(c)(3) nonprofit established in 1997 to connect private and public sector leaders to achieve and sustain progress for Pennsylvania. Strong relationships between business and government are necessary to facilitate partnerships for the betterment of our commonwealth.

MISSION

Team Pennsylvania is a dynamic, public-private partnership that initiates and supports innovative programs to improve Pennsylvania's competitiveness and economic prosperity.

VISION

Team Pennsylvania is a collaboration of the highest levels of public and private leadership to support Pennsylvania's goal of being a national leader in education and economic development. Our direct support results in innovation that drives entrepreneurial spirit, improves and strengthens our workforce, and contributes to a growing and vibrant economy in Pennsylvania.

DEIA

As an organization that focuses on long-term systems change, diversity, equity, inclusion, and access (DEIA) has been embedded across every component of Team Pennsylvania, with the recognition that one-off "initiatives" do not effectively address long-standing disparities or align with organizational goals. For nearly 25 years, Team Pennsylvania has been working tirelessly to create a better commonwealth as a place to live, learn, and thrive. We are dedicated to expanding Pennsylvania's economy, expanding access and economic opportunity for all Pennsylvanians.

OUR CORE VALUES



COLLABORATIVE

Our ability to convene a diverse group of leaders and inspire partnership directly and positively affects our state's economy and citizens.



ENTREPRENEURIAL

We take an entrepreneurial approach by bringing new ideas from diverse perspectives, applying private sector thought to address public sector challenges.



OPEN AND TRANSPARENT

As vital stewards of public and private dollars invested in our work, we maintain the highest levels of transparency in our financial reporting and decision-making processes.



NON-PARTISAN

We partner with the highest levels of commonwealth leadership regardless of party affiliation to achieve economic vitality for all Pennsylvanians.



Team Pennsylvania has the resources to hear what is going on in the business community, which helps us determine what we need to focus on, what policy decisions are good or bad, and what we can do to better Pennsylvania in the short term.”

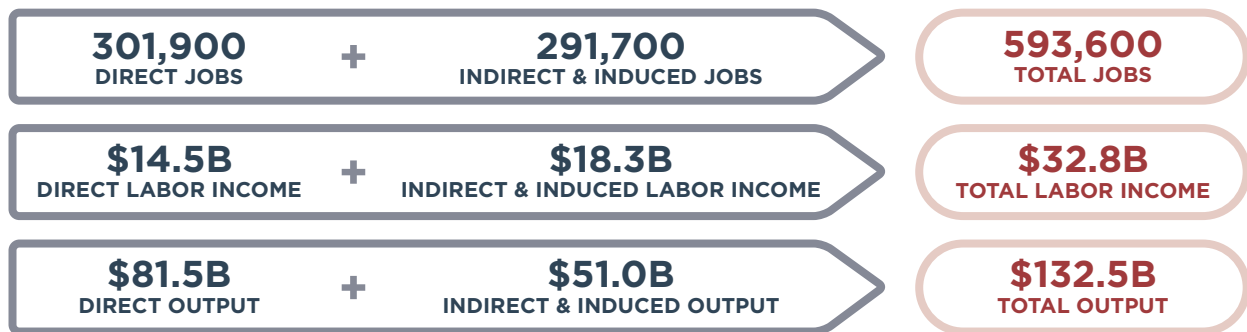
**Secretary Dennis Davin,
PA Department of
Community & Economic
Development**

AGRICULTURE INITIATIVES

THE ECONOMIC IMPACT OF AGRICULTURE IN PENNSYLVANIA: 2021 UPDATE

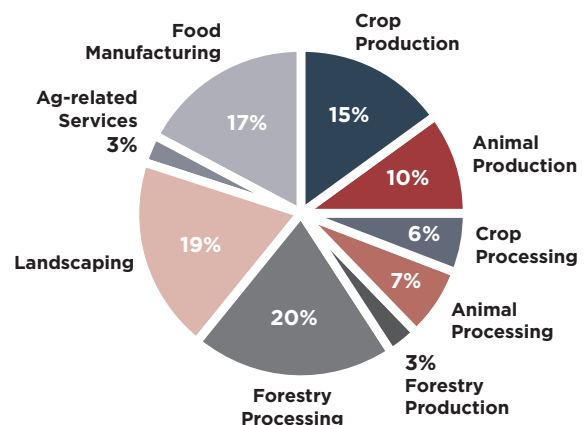
report was released to provide data for policy and industry leaders comparing current trends to the baseline data from the inaugural report released in 2018. This update considers the impacts of two major events for the sector: the COVID-19 pandemic and the Pennsylvania Farm Bill. The Pennsylvania Farm Bill was first signed into law on July 1, 2019, and has since led to investments of over \$50M to support Pennsylvania agriculture. Our 2018 report provided the critical data and analysis that served as the foundation for the Pennsylvania Farm Bill by directing the state-level investments.

OVERVIEW OF ECONOMIC IMPACTS



- Pennsylvania experienced a **2.5 percent increase in total jobs** from the estimate given in the previous report.
- Agriculture jobs represent approximately **5.8 percent of all private sector employment** in Pennsylvania. When all employment types are considered, agriculture supports **1 out of every 10 jobs** in Pennsylvania.
- Agriculture contributes **\$1 out of every \$16 in gross state product**.
- Every dollar of direct output generates **\$0.63 in additional economic activity**.

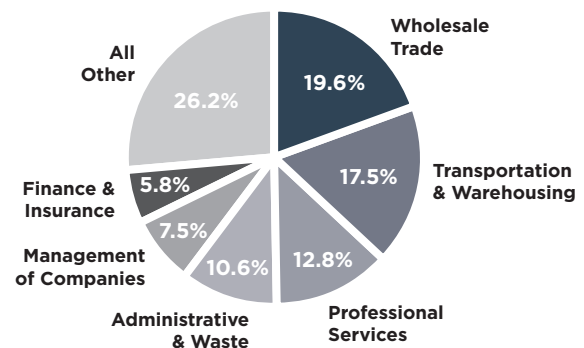
301,900 DIRECT LABOR JOBS BY INDUSTRY PERCENTAGE



By quantifying the economic and workforce impacts and analyzing the industries' trends over time, Team Pennsylvania can empower public and private leaders to mobilize and develop data-informed strategies that ensure Pennsylvania agriculture remains competitive.

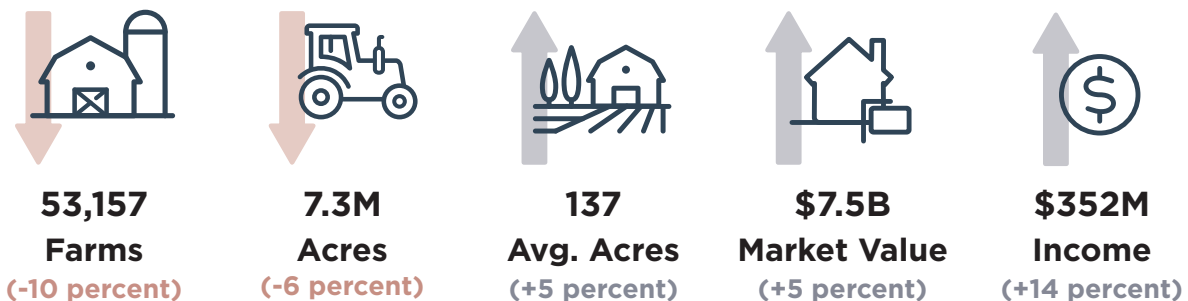
The report also measures the interconnectedness of the industries not defined as “agriculture” that Pennsylvania agriculture supports – depicting the relationship between jobs considered “direct agriculture” and indirect jobs generated by agriculture was not previously well understood. Demonstrated by this data, the reliance of other industries on agriculture is quantified and Team Pennsylvania can continue to strengthen the case for coordinated action by leaders in the commonwealth.

INDIRECT JOBS GENERATED BY AGRICULTURE IN PENNSYLVANIA BY INDUSTRY PERCENTAGE



To put these numbers in context, the jobs supported by agriculture in wholesale trade comprise approximately 10 percent of all jobs in this sector within the state.” 2021 Pennsylvania Agriculture Economic Impact Report

PENNSYLVANIA’S FARM TRENDS FROM 2012 - 2017



The report highlights Pennsylvania’s farm trends in comparison to both the previous report and national trends, which allows state leaders to benchmark Pennsylvania’s performance against itself over time and our competitiveness nationally. Further, this iteration of the report compares overall farm trends and analysis of Pennsylvania’s key agricultural industries, known as the sub-sector analysis, to give insights to eight of Pennsylvania’s industry sub-sectors, including dairy, poultry, fruits and vegetables, and food processing and manufacturing.

Leveraging quantitative data analysis and data collected by stakeholder roundtables, the report offers comprehensive policy recommendations aimed at recovery from the COVID-19 pandemic and beyond.

The economic impact study continues to be a valuable resource provided by Team Pennsylvania in partnership with the Pennsylvania Department of Agriculture and Agriculture Advisory Board.



For the private sector, Team Pennsylvania provides a space for their voice to be heard by government leadership. And for that same government leadership, this space provides input on policy that will positively impact industry and the ability for non-partisan policy support.”

**Susan Yee,
Active Data, Inc.**

EDUCATION & WORKFORCE DEVELOPMENT

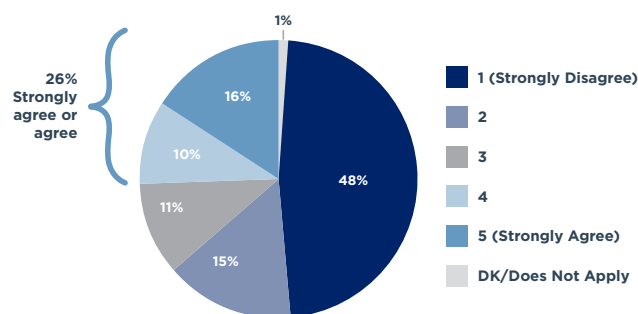
TEAM PENNSYLVANIA SECURED A PLANNING GRANT from the National Governors Association and Strada Education Network focused on the 1.4 million adults in Pennsylvania with some postsecondary education but no degree (aka near/partial completers), in partnership with the Pennsylvania State System of Higher Education (PASSHE), the Governor's Policy Office, the Pennsylvania Department of Education, the Pennsylvania Workforce Development Board, and the Pennsylvania Department of Labor & Industry. The leadership team aimed to identify a state-level strategy to reduce that number of near/partial completers by connecting them with relevant postsecondary educational opportunities aligned with existing workforce gaps.

There were three key areas of focus for this work: 1) elevate the conversation at the state level, 2) bring together a cross-agency team, and 3) connect education and workforce data to inform policy-making accordingly.

In August 2020, the grant team received additional funding to meet some of the immediate education and workforce needs during the COVID-19 pandemic. In partnership with PASSHE's #Prepared4PA initiative, the grant is supporting pilot programs for adult learners to acquire credentials that provide a short, clear path to the skills needed for reentry into the workforce. The programs launched in fall 2021 in agribusiness (with Shippensburg University) and healthcare (with Millersville University).

STOPPED OUT POPULATION: RELEVANCE

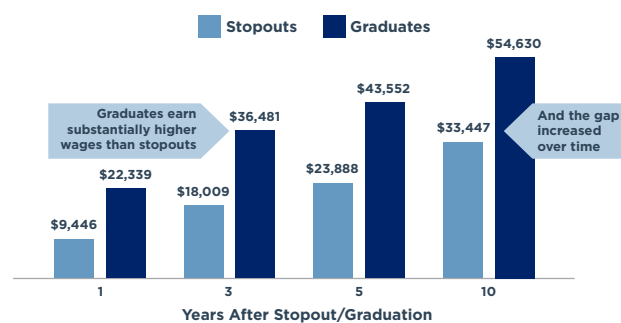
The courses you took [in/during your highest level of education] are directly relevant to your work.



Source: Strada-Gallup Education Consumer Survey.
Base: Pennsylvania residents age 25-65, with some college no degree, and not currently enrolled, n=1,094

WAGE OUTCOMES FOR STOPOUTS VS. GRADUATES

Median wages for stopouts vs. graduates



This analysis was made possible by a data collaboration initiative between PASSHE and CWIA.
Sources: PA State System Advanced Data Analytics for stopout and graduate populations;
L&I CWIA for UI-covered PA wage data.



**The true value is the
relationship built between
the private sector and
public sector, catalyzed by
Team Pennsylvania.”**

**Stephen S. Tang, Ph.D.,
OraSure Technologies, Inc.**

BUSINESS GROWTH & ECONOMIC DEVELOPMENT

PENNSYLVANIA UPGRADES INTERACTIVE DATA TOOLS FOR INVESTORS & BUSINESSES

Pennsylvania's innovative online data tool and property inventory on **PASiteSearch.com** recently upgraded to the latest version of GIS Planning's ZoomProspector, in partnership with the Pennsylvania Department of Community & Economic Development (DCED) and Team Pennsylvania. The redesigned tool makes finding and evaluating communities and sites for business relocation or expansion even easier than before. With an improved intuitive design, community stakeholders, site selectors, realtors, and existing businesses can make informed decisions using the latest market intelligence and data visualization tools.

The interactive tools on PASiteSearch.com are mobile-friendly and put key data at the fingertips of website visitors. These include the newly redesigned sites and buildings property locator, ZoomProspector, and standalone data tools known as Intelligence Components on different pages. These are all provided by GIS Planning, the industry leader in economic development software. Site selectors or prospective investors assessing possible business locations can easily find the most accurate and up-to-date information on thousands of variables. Existing businesses and potential investors can research, analyze, and export local and regional data on demographics, consumer spending, labor force, business, industry, infrastructure, and other GIS points of interest. Research can be easily exported, emailed, or shared on social media networks.

PASiteSearch.com is just one of the many resources offered by the PA Department of Community and Economic Development in collaboration with Team Pennsylvania to help site selectors and businesses looking for locations in the state.

Between July and October 2020, Pennsylvania completed 23 new business expansion and relocation projects, 19 of which were in manufacturing and included major national and international companies like The Hershey Company, Ball, Nestle Purina PetCare, and CANPACK.

\$1.7B
total capital investment

4,367
new jobs

11,117
retained employees

Market research shows that more than 98% of site selectors research locations online before contacting local officials.

2020 - 2021 BOARD OF DIRECTORS & INVESTORS

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Governor,
Commonwealth of
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OraSure Technologies, Inc.

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Susan Yee
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Active Data, Inc.

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Stephen Tang, Ph.D.

Ryan Unger

Susan Yee

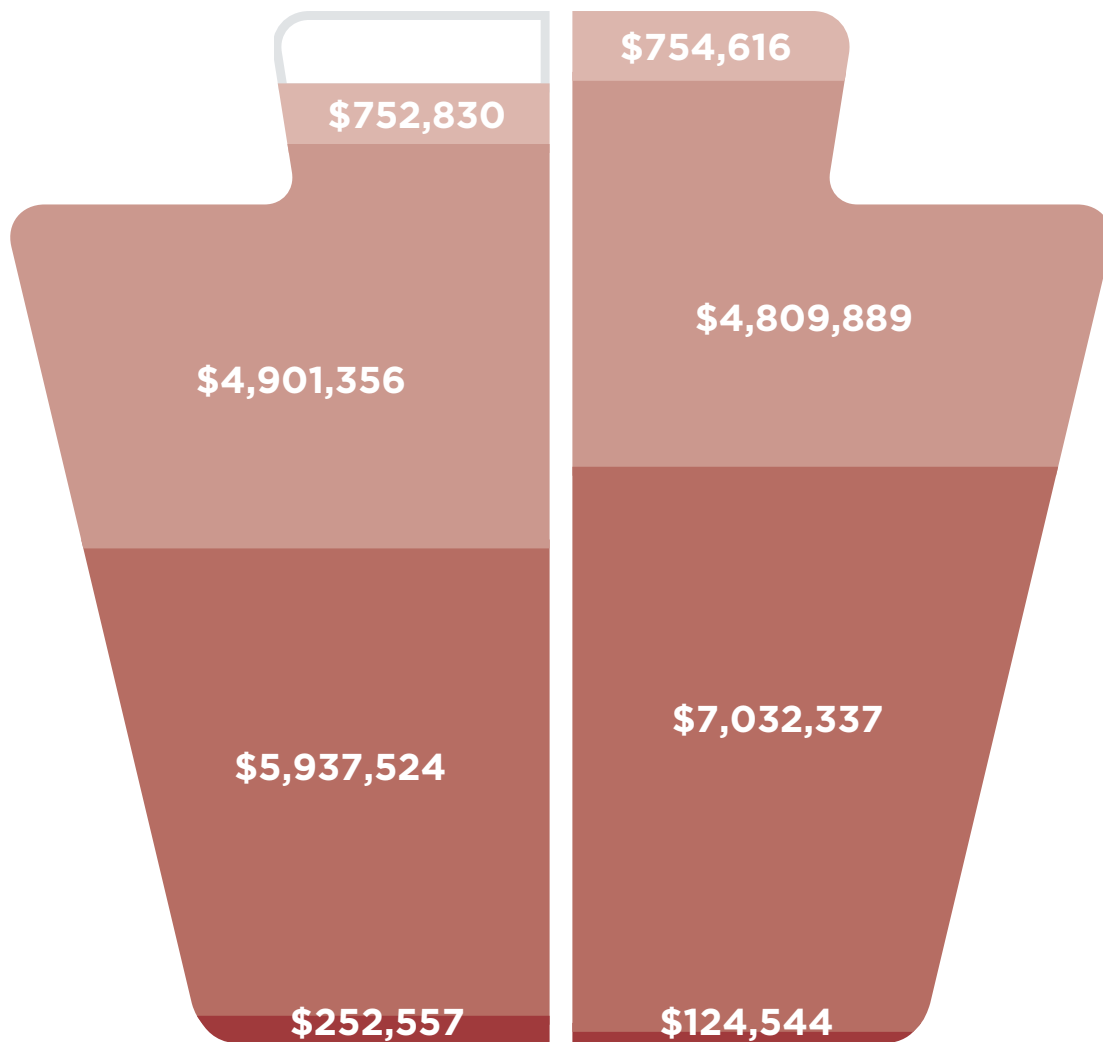
2020 - 2021 FINANCIAL RESOURCES

2019 - 2020 total

\$11,844,267

2020 - 2021 total

\$12,721,386



 UNRESTRICTED

 PROGRAM-SPECIFIC

 ENDOWMENT

 OTHER

WORKING. TOGETHER.

