



EXECUTIVE SUMMARY

# SHARED PROSPERITY

ECONSULT  
CORPORATION®

Welcoming  
Center for  
NEW PENNSYLVANIANS

*Connecting immigrants, employers,  
and communities*

# WHICH ROAD TO TAKE?

## Two Possible

### EVEN IN TOUGH ECONOMIC TIMES PENNSYLVANIA BENEFITS FROM LEGAL IMMIGRANTS

Their tax dollars, their skills and education, and their youth compared to the rest of our aging and retiring workforce are key contributions to our economy.

To be a dynamic, global destination, Pennsylvania must ensure that talented new arrivals are quickly connected to the right jobs. Otherwise, skilled professionals may end up stagnating at minimum wage jobs, while entry-level workers struggle to access steady work. We need them to flourish, not just for their own benefit but because **immigrant success creates revenue and jobs in American communities.**

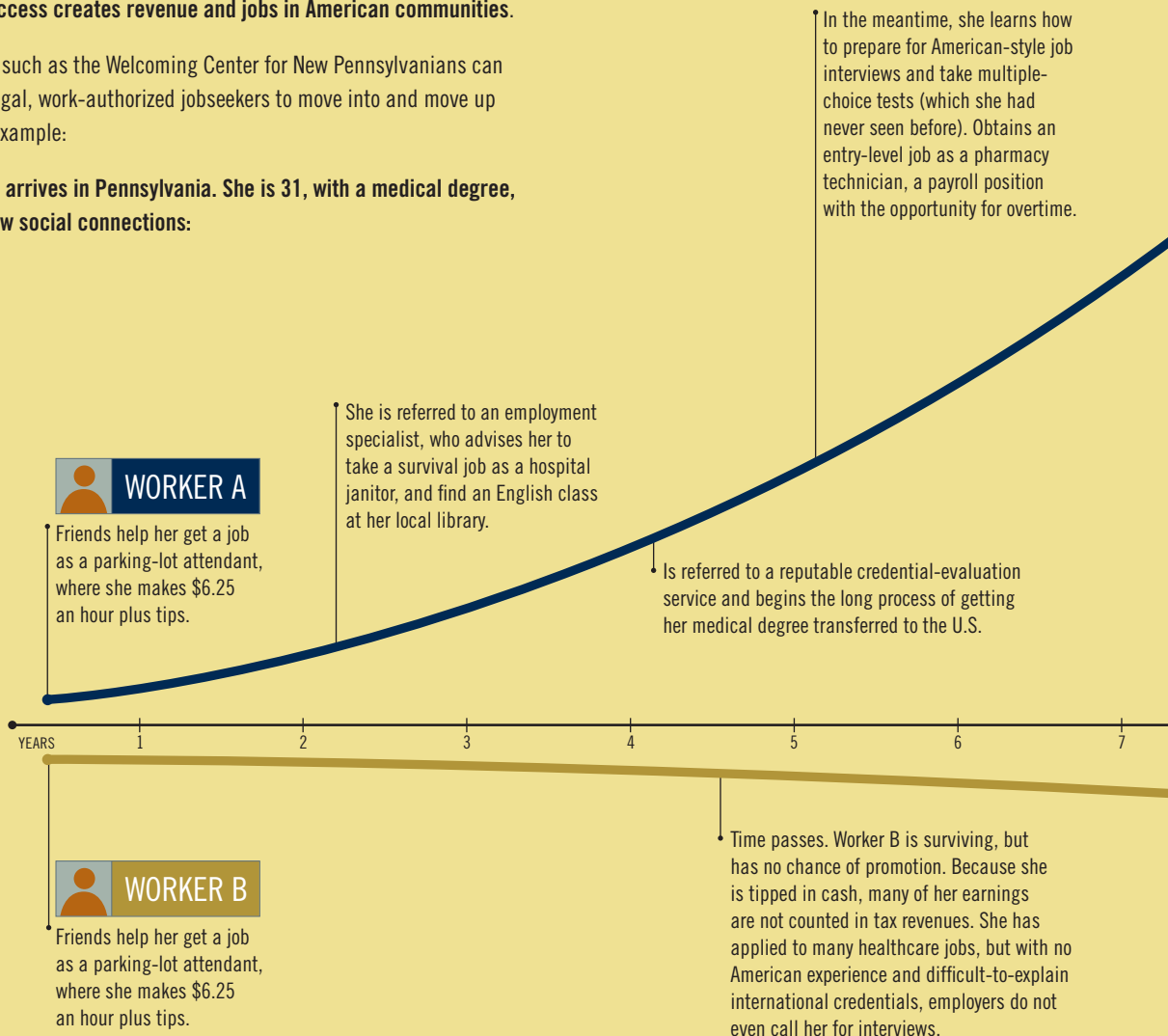
Experienced nonprofits such as the Welcoming Center for New Pennsylvanians can efficiently help these legal, work-authorized jobseekers to move into and move up in the job market. For example:

**Imagine a worker who arrives in Pennsylvania. She is 31, with a medical degree, limited English, and few social connections:**

INITIAL INVESTMENT

**\$240k**

Represents a one-time investment from the Pennsylvania Department of Labor and Industry to the Welcoming Center's employment program in fiscal year 2007.



# Outcomes

Once prepared, she takes the medical board exams and passes. Her recent American healthcare experience helps smooth the process as she applies for and obtains a residency in her specialty.

After ten years, Worker A is well-established as an M.D. Her annual income is substantial, supporting her family and contributing much-needed tax revenue to her community.

RETURN ON INVESTMENT

## \$400k

Represents the return on the initial \$240K investment.

With daily hospital experience in her new job, her English medical vocabulary increases rapidly. At work, she finds a mentor, who provides advice on her upcoming board exams.

After ten years in the U.S., she has resigned herself to eking out a living, and turned her hopes toward her 14-year-old daughter, who hopes to go to college someday. She is just 41. The city has lost nearly a decade of productive time and will lose several more as she finishes out her working years in a low-level, partially untaxed job.

# THE BENEFITS

## HOW A \$240,000 INVESTMENT YIELDS \$400,000

**EARNINGS** Workers placed by the Welcoming Center earn an average of \$9.72/hour, an increase of \$5,100 more in wages every year for a former minimum-wage worker.

**REVENUE** Those earnings result in higher tax revenue for the City and the Commonwealth.

**IMPACT** All Pennsylvanians gain from the wider economic impact of more jobs, more commerce, and a stronger tax base.

# THE BOTTOM LINE

- Skilled immigrants who are under-employed can earn higher wages and be more effective economic contributors if they transition into the professional workforce rather than driving taxis or mopping floors.
- Entry-level workers who obtain payroll jobs result in two positive outcomes: First, the worker himself can build a solid credit history through documented income. Second, tax revenues receive a boost when a worker moves from the informal or cash economy into the legitimate one. **All Welcoming Center job placements are legal, payrolled jobs.**
- As workers move into and move up in the job market, they generate a broader economic impact. Using standard economic multipliers, Econsult calculates that in fiscal year 2007 alone, the 103 wage earners placed by the Welcoming Center generated the following total impact:

FOR PENNSYLVANIA: 207 jobs and \$4 million in earnings

FOR PHILADELPHIA: 145 jobs and \$2.7 million in earnings

Founded in 2003, the Welcoming Center for New Pennsylvanians is a nonprofit 501(c)(3) organization that works to promote immigrant participation in the region's economic, political, and social life. These individuals enhance the productivity, profitability, and stability of the region's businesses and contribute to the state's overall economic growth.

**ECONSULT  
CORPORATION®**

Econsult is an economic consulting firm whose practice includes economic development, policy advisory, and revitalization strategies. Founded in 1979, the firm is known for its high-level economic and statistical analyses, which are used to advise public agencies and private firms on policy and management issues. Econsult brings together distinguished experts from consulting, academia, and government, and is well known for combining analytical rigor with a deep understanding of institutions and political realities.

**WELCOMING CENTER MAIN OFFICE**

One Penn Center  
1617 John F. Kennedy Boulevard  
13th Floor  
Philadelphia, PA 19103  
phone 215-557-2626  
fax 215-557-2825

[www.welcomingcenter.org](http://www.welcomingcenter.org)

Our United Way donor option  
number is 14726.

**Welcoming  
Center *for*  
NEW PENNSYLVANIANS**

*Connecting immigrants, employers,  
and communities*