

United States Manufacturing Facts

Manufacturers account for 11.8 percent of the total output in the United States, employing 8.6 percent of the workforce. Total output from manufacturing was \$2,175.23 billion in 2016. In addition, there were 12,347,700 manufacturing employees in the U.S. in 2016, with an average annual compensation of \$82,023.

Manufacturing Output and Firms

Total Manufacturing Output (\$billions, 2016) \$2,175.23
(Percent share of total gross state product) 11.8%

Manufacturing Firms in United States (2015) 251,774

Employment and Compensation

Manufacturing Employment (2016) 12,347,700
(Percent share of nonfarm employment) 8.6%

Average Annual Compensation
(Manufacturing, 2016) \$82,023
(Nonfarm Businesses, 2016) \$64,609

Sources: U.S. Bureau of Economic Analysis and the U.S. Census Bureau

Figure 1: United States Manufacturing Output, in Billions of Dollars, 2005–2016

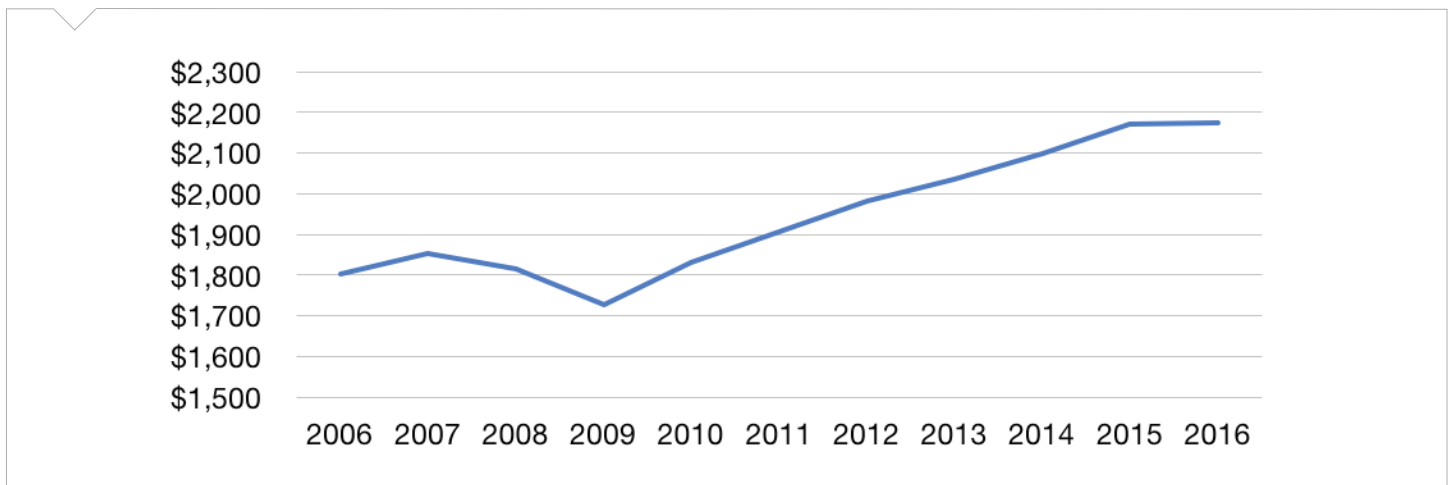
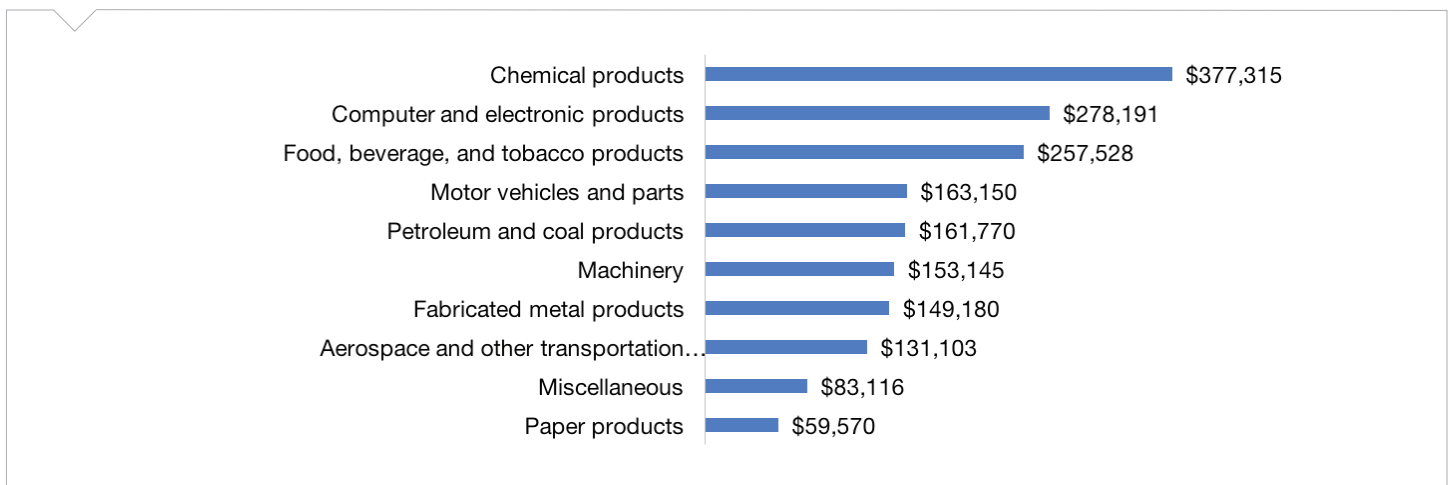


Figure 2: Top 10 United States Manufacturing Sectors, in Millions of Dollars, 2015



United States Export Facts

Manufacturers help to drive the U.S. economy, with \$1,265.36 billion in manufactured goods exports in 2016. That same year, our free trade agreement (FTA) partnerships purchased \$602.92 billion in exports. Small businesses comprised 96.6 percent of all exporters in the United States.

Manufactured Goods Exports (\$billions, 2016) \$1,265.36
(Percent share of total goods exports) 87%

Small Business Share of Total Exporters (2015) 96.6%

Growth in Manufactured Goods Exports (2010–2016) 14.9%

Manufactured Goods to Free Trade Agreement Partners (\$billions, 2016) \$602.92
(Percent of total exports, 2016) 47.7%

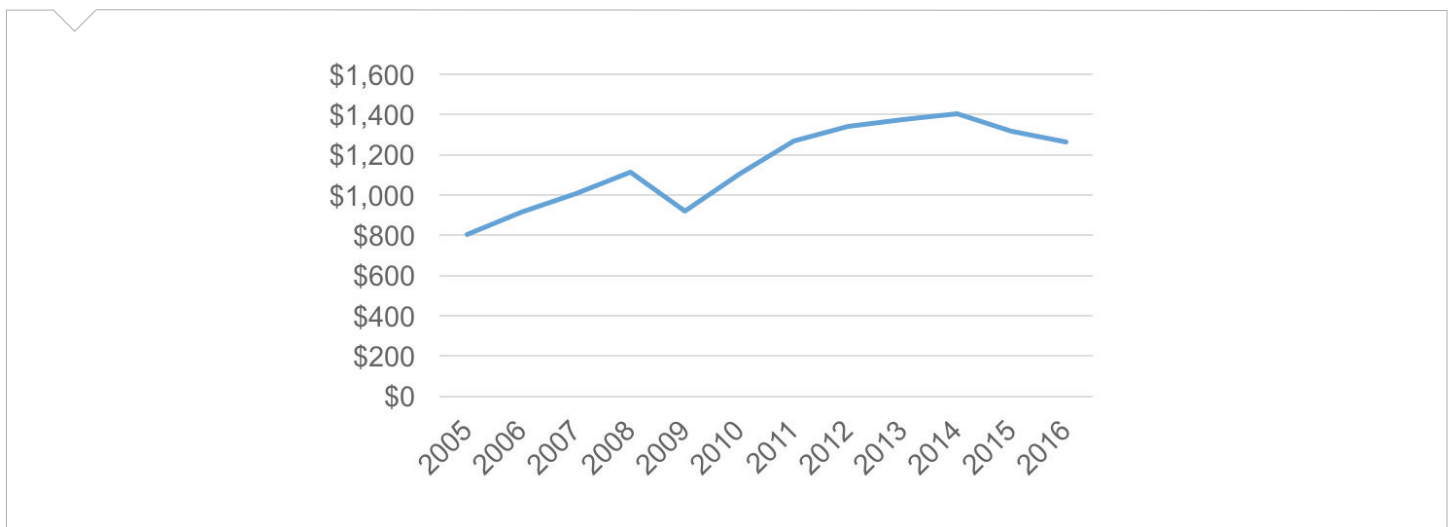
Total Manufactured Goods Exports to Canada and Mexico (\$billions, 2016) \$445.65
(Percent of total exports, 2016) 35.2%

Top Five Export Markets (Percent of total manufactured goods exports, 2016) 49.97%

- Canada (18.69%)
- Mexico (16.53%)
- China (6.84%)
- Japan (4.14%)
- United Kingdom (3.77%)

Sources: International Trade Administration, U.S. Census Bureau

Figure 3: United States's Manufactured Goods Exports, in Billions of Dollars, 2000-2016



Additional Trade Facts

- The 20 U.S. FTA partners purchased nearly 48 percent (\$603 billion) of U.S. manufactured goods exports in 2016 – even though these countries represent only six percent of the world's population and 10 percent of GDP.
- FTA countries: Australia, Bahrain, Canada, Chile, Columbia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Panama, Peru, Singapore and South Korea.
- Visit www.nam.org/statedata or www.nam.org/trade for more information.