Pennsylvania Manufacturing Facts

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Manufacturers in Pennsylvania account for over 12 percent of the total output in the state, employing 10 percent of the workforce. Total output from manufacturing has ranged from $64 to $71 billion for the past several years (*see figure*); it was $66.3 billion in 2009. In addition, manufacturing compensation is just over 44 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Pennsylvania Total Manufacturing Output ($billions, 2009)	$66.3
Manufacturing's Share of Total Gross State Product (2009)	12.1%
Manufacturing Establishments in Pennsylvania (2009)	14,519
Manufacturing's Share of Pennsylvania's Exports (2010)	90%
Total Employment Related to Manufactured Exports (2008)	258,200

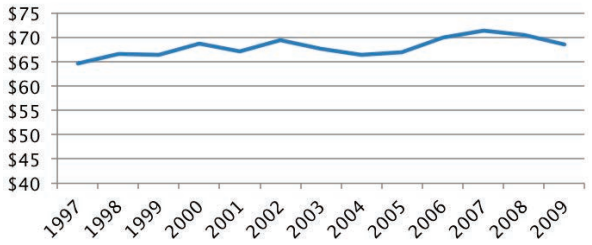
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	561,300
Manufacturing Employment (% of Overall Nonfarm) (2010)	10.0%
Average Annual Compensation in Manufacturing (2009)	$64,913
Average Annual Compensation in Nonfarm Sectors (2009)	$45,017
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$19,896 (44.2%)

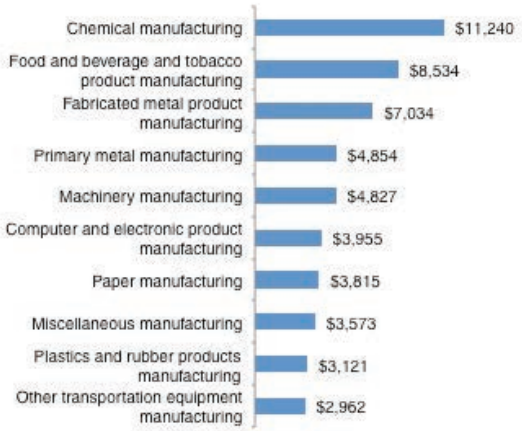
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

Pennsylvania Manufacturing Output (Billions of Dollars, from 1997-2009)



Source: U.S. Bureau of Economic Analysis

Top 10 Pennsylvania Manufacturing Sectors (in Millions of Dollars, in 2009)



Source: U.S. Bureau of Economic Analysis

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Pennsylvania Benefits from Exports!

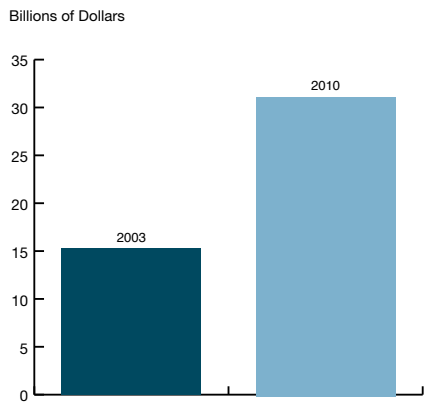
Manufactured goods exports are the strongest part of Pennsylvania's economy even though Pennsylvania and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 18 percent of Pennsylvania's manufacturing jobs.**
- **Since 2003, Pennsylvania manufacturing exports rose over three and a half times as fast as the state's overall economy.**
- **89 percent of Pennsylvania exporters are small businesses (2009).**
- **Pennsylvania exported $13.6 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 44 percent of Pennsylvania's total.**

Pennsylvania Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$31.2
Total Jobs in all Sectors Supported by Manufactured Goods Exports	258,200
Export Share of Manufacturing Jobs	18%
2003-2010 Growth of Manufactured Goods Exports	104%

Chart 1. Pennsylvania's Manufactured Goods Exports



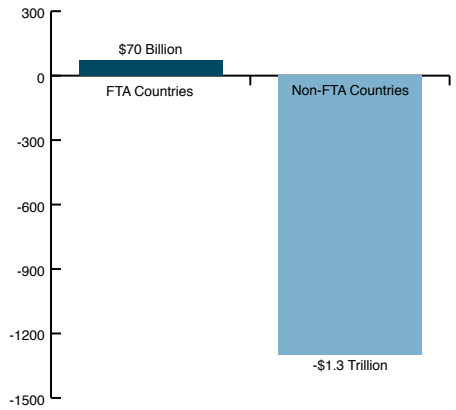
Manufactured Exports Drive Pennsylvania's Economy

- Manufacturing accounts for 90 percent of Pennsylvania's exports (2010).
- Since 2003, Pennsylvania manufacturing exports grew 104 percent while the national average was a 70 percent increase.
- Manufactured exports support 18 percent of Pennsylvania's manufacturing jobs (U.S. average is 22 percent).

Pennsylvania Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 53 percent of Pennsylvania exports (2010).
- Canada (30%), Mexico (7%), China (7%), Germany (4%) and Japan (4%).

Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Pennsylvania's Small Businesses

- Small businesses comprise 89 percent of Pennsylvania's 13,139 exporters (2009).
- Small businesses average $1,070,000 in exports per firm.
- Small businesses account for 34 percent of total state exports.

Additional Trade Facts

- Over the past three years, manufacturers in the U.S. sold $70 billion more in manufactured goods to our free trade agreement (FTA) partners than we bought from them. The United States had a manufacturing trade deficit of $1.3 trillion in countries where no FTAs existed *(see chart 2)*.
- FTA countries: Australia, Bahrain, Canada, Chile, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Peru, Singapore.
- Visit www.nam.org/statedata or www.nam.org/trade. E-mail us at trade@nam.org.

Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008.

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