

# New Mexico Manufacturing Facts

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Manufacturers in New Mexico account for 6.7 percent of the total output in the state, employing 3.6 percent of the workforce. Total output from manufacturing was \$5.1 billion in 2009 (see figure), with computer and electronic products manufacturing the largest sector. In addition, manufacturing compensation is over 40 percent higher than other nonfarm employers in the state.

## Manufacturing Output and Exports

New Mexico Total Manufacturing Output (\$billions, 2009)	\$5.1
Manufacturing's Share of Total Gross State Product (2009)	6.7%
Manufacturing Establishments in New Mexico (2009)	1,437
Manufacturing's Share of New Mexico's Exports (2010)	92%
Total Employment Related to Manufactured Exports (2008)	16,000

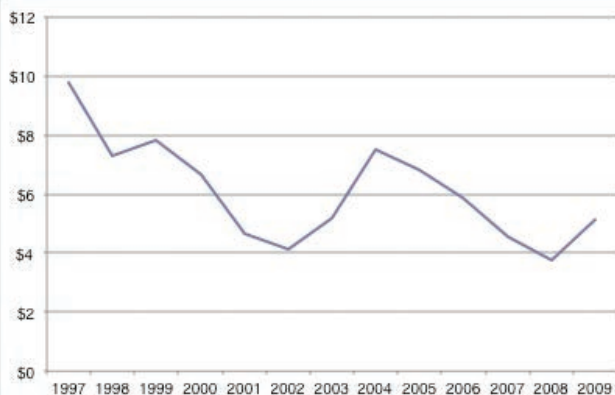
Source: U.S. Bureau of Economic Analysis

## Employment and Compensation

Manufacturing Employment (2010)	29,000
Manufacturing Employment (% of Overall Nonfarm) (2010)	3.6%
Average Annual Compensation in Manufacturing (2009)	\$55,938
Average Annual Compensation in Nonfarm Sectors (2009)	\$39,788
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$16,150 (40.6%)

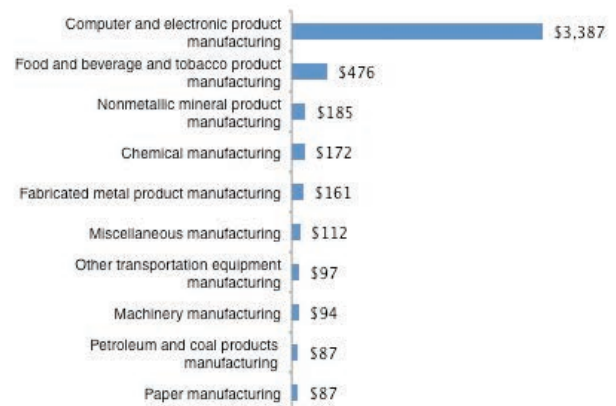
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

**New Mexico Manufacturing Output (Billions of Dollars, from 1997-2009)**



Source: U.S. Bureau of Economic Analysis

**Top 10 New Mexico Manufacturing Sectors (in Millions of Dollars, in 2009)**



Source: U.S. Bureau of Economic Analysis

# New Mexico Exports — Room for Growth

New Mexico's manufactured goods exports underperformed strong export growth nationally during the 2003-2010 period. New Mexico's manufacturing exports fell 36 percent during this time while overall U.S. manufacturing exports rose 70 percent. Still, New Mexico 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 13 percent of New Mexico's manufacturing jobs.**
- **Since 2003, New Mexico manufacturing exports underperformed the state's economy falling 36 percent, while the state's overall economy grew 38 percent.**
- **85 percent of New Mexico exporters are small businesses (2009).**
- **New Mexico exported \$738 million of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 51 percent of New Mexico's total.**

## New Mexico Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$1.4
Total Jobs in all Sectors Supported by Manufactured Goods Exports	16,000
Export Share of Manufacturing Jobs	13%
2003-2010 Growth of Manufactured Goods Exports	-36%

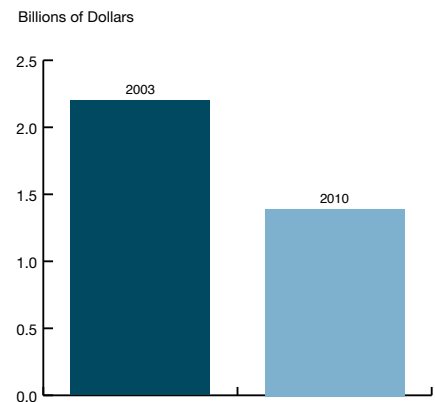
## Manufactured Exports Drive New Mexico's Economy

- Manufacturing accounts for 92 percent of New Mexico's exports (2010).
- Since 2003, New Mexico manufacturing exports fell 36 percent while the national average was a 70 percent increase.
- Manufactured exports support 13 percent of New Mexico's manufacturing jobs (U.S. average is 22 percent)

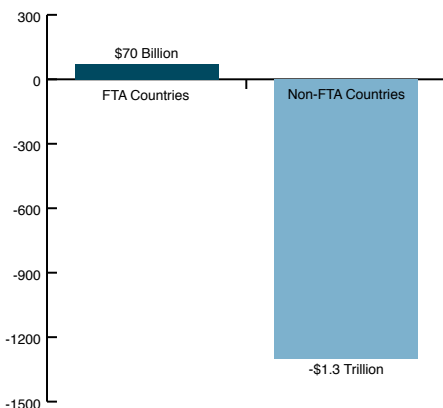
## New Mexico Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 60 percent of New Mexico exports (2010).
- Mexico (28%), Canada (16%), Germany (8%), Japan (4%) and China (4%).

**Chart 1. New Mexico's Manufactured Goods Exports**



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



## Exporting Is Critical to New Mexico's Small Businesses

- Small businesses comprise 85 percent of New Mexico's 979 exporters (2009).
- Small businesses average \$330,000 in exports per firm.
- Small businesses account for 21 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.
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Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008.