

North Dakota Manufacturing Facts

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Manufacturers in North Dakota account for nearly 8 percent of the total output in the state, employing 6 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was \$2.5 billion in 2009. In addition, manufacturing compensation is just over 37 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

North Dakota Total Manufacturing Output (\$billions, 2009)	\$2.5
Manufacturing's Share of Total Gross State Product (2009)	7.9%
Manufacturing Establishments in North Dakota (2009)	737
Manufacturing's Share of North Dakota's Exports (2010)	67%
Total Employment Related to Manufactured Exports (2008)	16,900

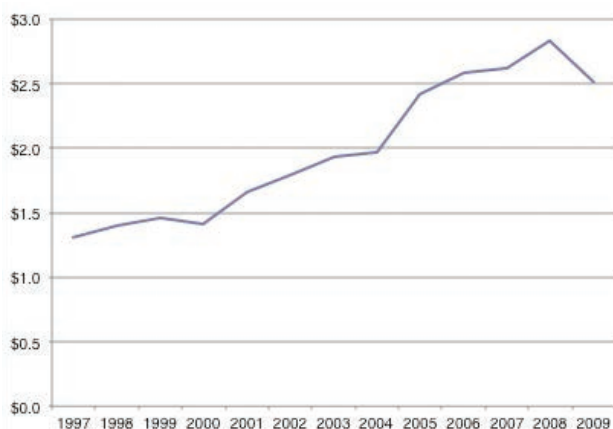
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	22,700
Manufacturing Employment (% of Overall Nonfarm) (2010)	6.0%
Average Annual Compensation in Manufacturing (2009)	\$51,086
Average Annual Compensation in Nonfarm Sectors (2009)	\$37,216
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$13,870 (37.3%)

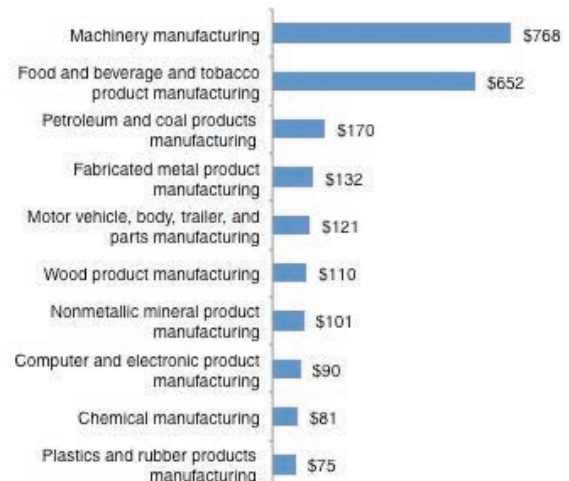
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

North Dakota Benefits from Exports!

Manufactured goods exports are one of the strongest parts of North Dakota's economy even though North Dakota 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 20 percent of North Dakota's manufacturing jobs.**
- **Since 2003, North Dakota manufacturing exports rose three times as fast as the state's overall economy.**
- **85 percent of North Dakota exporters are small businesses (2009).**
- **North Dakota exported \$1.3 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 – 77 percent of North Dakota's total.**

North Dakota Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$1.7
Total Jobs in all Sectors Supported by Manufactured Goods Exports	16,900
Export Share of Manufacturing Jobs	20%
2003-2010 Growth of Manufactured Goods Exports	169%

Manufactured Exports Drive North Dakota's Economy

- Manufacturing accounts for 67 percent of North Dakota's exports (2010).
- Since 2003, North Dakota manufacturing exports grew 169 percent while the national average was a 70 percent increase.
- Manufactured exports support 20 percent of North Dakota's manufacturing jobs (U.S. average is 22 percent).

North Dakota Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 81 percent of North Dakota exports (2010).
- Canada (65%), Mexico (6%), Australia (4%), Belgium (3%) and Germany (2%).

Chart 1. North Dakota's Manufactured Goods Exports

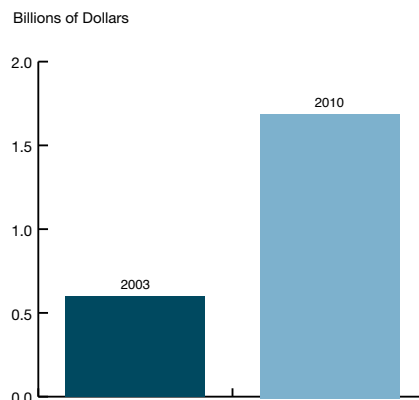
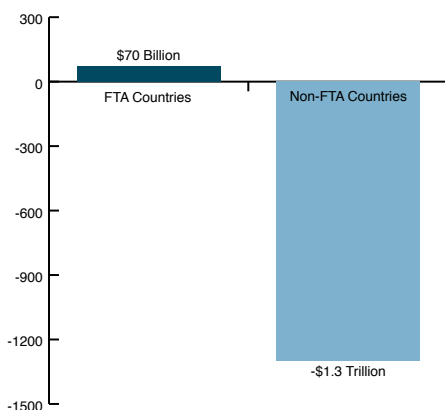


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to North Dakota's Small Businesses

- Small businesses comprise 85 percent of North Dakota's 961 exporters (2009).
- Small businesses average \$670,000 in exports per firm.
- Small businesses account for 32 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.