Iowa Manufacturing Facts

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Manufacturers in Iowa account for 17 percent of the total output in the state, employing 13.6 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was $23.1 billion in 2009. In addition, manufacturing compensation is 57.6 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Iowa Total Manufacturing Output ($billions, 2009)	$23.1
Manufacturing's Share of Total Gross State Product (2009)	17.0%
Manufacturing Establishments in Iowa (2009)	3,666
Manufacturing's Share of Iowa's Exports (2010)	88%
Total Employment Related to Manufactured Exports (2008)	138,300

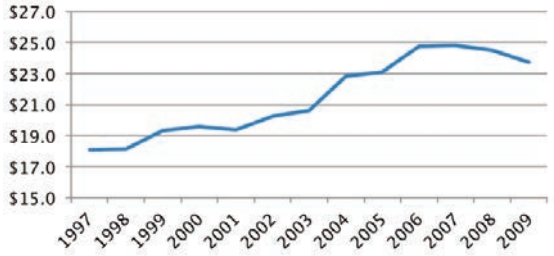
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	200,100
Manufacturing Employment (% of Overall Nonfarm) (2010)	13.6%
Average Annual Compensation in Manufacturing (2009)	$59,232
Average Annual Compensation in Nonfarm Sectors (2009)	$37,595
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$21,637 (57.6%)

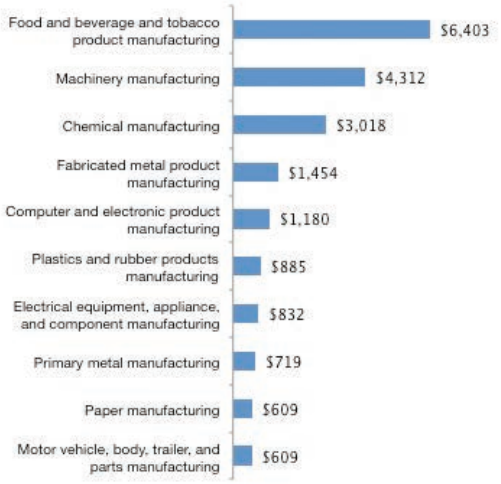
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Iowa Benefits from Exports!

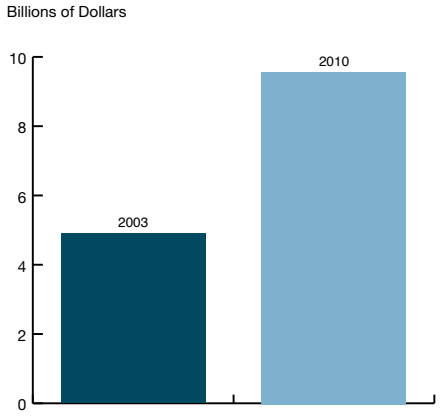
Manufactured goods exports are the strongest part of Iowa's economy even though Iowa and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 22 percent of Iowa's manufacturing jobs.**
- **Since 2003, Iowa manufacturing exports rose more than two and a half times as fast as the state's overall economy.**
- **82 percent of Iowa exporters are small businesses (2009).**
- **Iowa exported $5.1 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 54 percent of Iowa's total.**

Iowa Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$9.6
Total Jobs in all Sectors Supported by Manufactured Goods Exports	138,300
Export Share of Manufacturing Jobs	22%
2003-2010 Growth of Manufactured Goods Exports	96%

Chart 1. Iowa's Manufactured Goods Exports



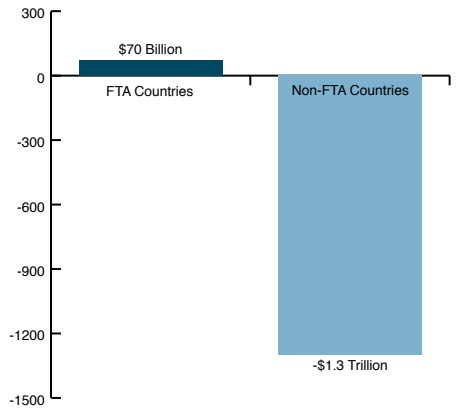
Manufactured Exports Drive Iowa's Economy

- Manufacturing accounts for 88 percent of Iowa's exports (2010).
- Since 2003, Iowa manufacturing exports grew 96 percent while the national average was a 70 percent increase.
- Manufactured exports support 22 percent of Iowa's manufacturing jobs (U.S. average is 22 percent).

Iowa Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 65 percent of Iowa exports (2010).
- Canada (35%), Mexico (13%), Japan (9%), Germany (5%) and Brazil (4%).

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



Exporting Is Critical to Iowa's Small Businesses

- Small businesses comprise 82 percent of Iowa's 2,602 exporters (2009).
- Small businesses average $891,000 in exports per firm.
- Small businesses account for 27 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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