

Montana Manufacturing Facts

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Manufacturers in Montana account for 5 percent of the total output in the state, employing nearly 4 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was just over \$1.7 billion in 2009. In addition, manufacturing compensation is 48.7 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Montana Total Manufacturing Output (\$billions, 2009)	\$1.7
Manufacturing's Share of Total Gross State Product (2009)	5.0%
Manufacturing Establishments in Montana (2009)	1,227
Manufacturing's Share of Montana's Exports (2010)	81%
Total Employment Related to Manufactured Exports (2008)	8,800

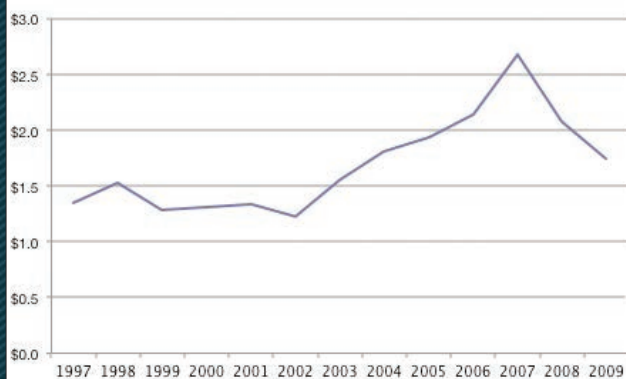
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	16,500
Manufacturing Employment (% of Overall Nonfarm) (2010)	3.9%
Average Annual Compensation in Manufacturing (2009)	\$48,360
Average Annual Compensation in Nonfarm Sectors (2009)	\$32,530
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$15,830 (48.7%)

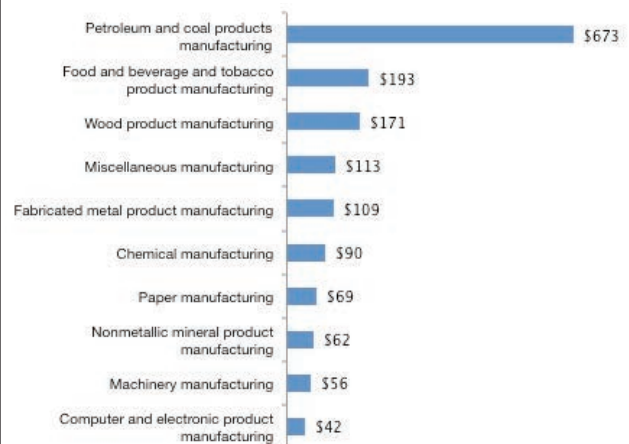
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Montana Benefits from Exports!

Manufactured goods exports are the strongest part of Montana's economy even though Montana 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 11 percent of Montana's manufacturing jobs.**
- **Since 2003, Montana manufacturing exports rose eight times as fast as the state's overall economy.**
- **87 percent of Montana exporters are small businesses (2009).**
- **Montana exported \$525 million of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 46 percent of Montana's total.**

Montana Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$1.2
Total Jobs in all Sectors Supported by Manufactured Goods Exports	8,800
Export Share of Manufacturing Jobs	11%
2003-2010 Growth of Manufactured Goods Exports	321%

Manufactured Exports Drive Montana's Economy

- Manufacturing accounts for 81 percent of Montana's exports (2010).
- Since 2003, Montana manufacturing exports grew 321 percent while the national average was a 70 percent increase.
- Manufactured exports support 11 percent of Montana's manufacturing jobs (U.S. average is 22 percent).

Montana Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 76 percent of Montana exports (2010).
- Canada (40%), Japan (10%), South Korea (9%), China (8%) and Taiwan (8%).

Chart 1. Montana's Manufactured Goods Exports

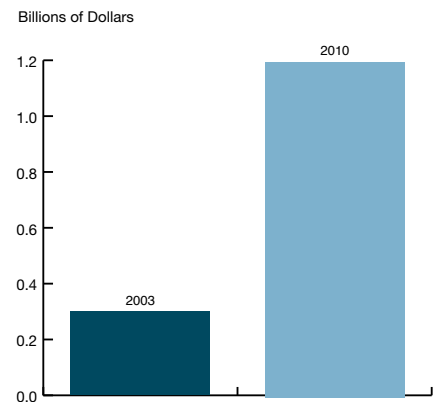
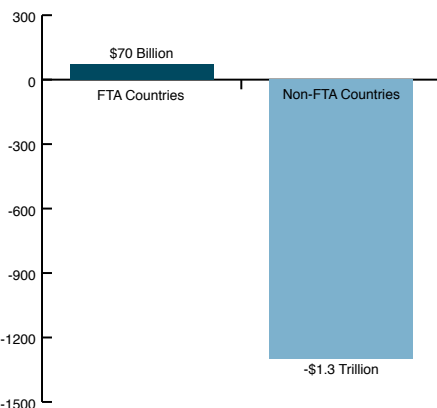


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Montana's Small Businesses

- Small businesses comprise 87 percent of Montana's 886 exporters (2009).
- Small businesses average \$971,000 in exports per firm.
- Small businesses account for 61 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