Utah Manufacturing Facts

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Manufacturers in Utah account for nearly 12 percent of the total output in the state, employing 9.4 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was $13.2 billion in 2009. In addition, manufacturing compensation is just over 57 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Utah Total Manufacturing Output ($billions, 2009)	$13.2
Manufacturing's Share of Total Gross State Product (2009)	11.9%
Manufacturing Establishments in Utah (2009)	3,210
Manufacturing's Share of Utah's Exports (2010)	95%
Total Employment Related to Manufactured Exports (2008)	51,200

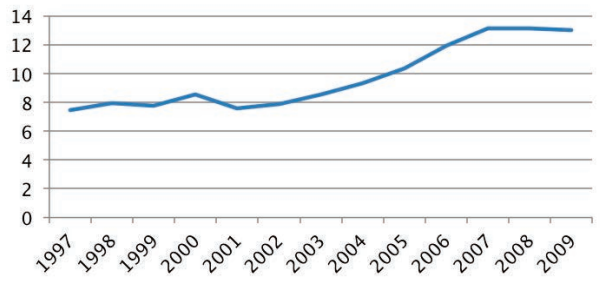
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	111,200
Manufacturing Employment (% of Overall Nonfarm) (2010)	9.4%
Average Annual Compensation in Manufacturing (2009)	$60,202
Average Annual Compensation in Nonfarm Sectors (2009)	$38,264
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$21,938 (57.3%)

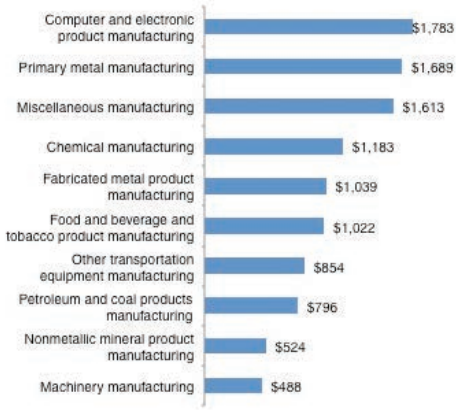
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Utah Benefits from Exports!

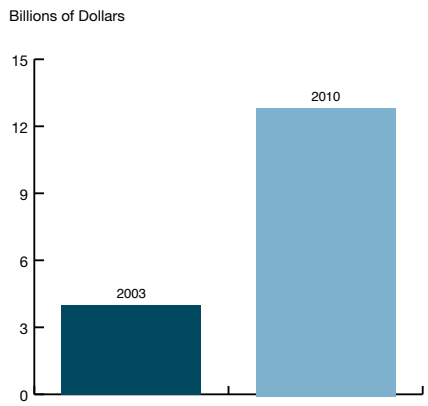
Manufactured goods exports are the strongest part of Utah's economy even though Utah and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 15 percent of Utah's manufacturing jobs.**
- **Since 2003, Utah manufacturing exports rose nearly five times as fast as the state's overall economy.**
- **86 percent of Utah exporters are small businesses (2009).**
- **Utah exported $2.5 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 20 percent of Utah's total.**

Utah Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$12.8
Total Jobs in all Sectors Supported by Manufactured Goods Exports	51,200
Export Share of Manufacturing Jobs	15%
2003-2010 Growth of Manufactured Goods Exports	225%

Chart 1. Utah's Manufactured Goods Exports



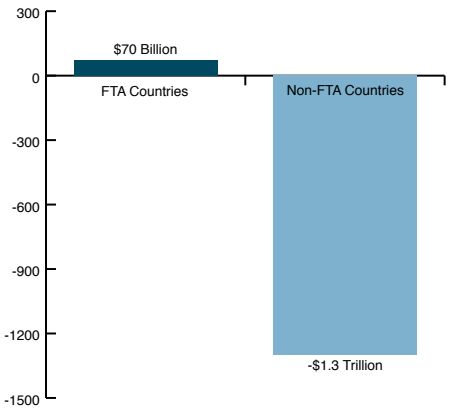
Manufactured Exports Drive Utah's Economy

- Manufacturing accounts for 95 percent of Utah's exports (2010).
- Since 2003, Utah manufacturing exports grew 225 percent while the national average was a 70 percent increase.
- Manufactured exports support 15 percent of Utah's manufacturing jobs (U.S. average is 22 percent).

Utah Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 63 percent of Utah exports (2010).
- UK (32%), Canada (10%), India (9%), Hong Kong (7%) and Switzerland (6%).

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



Exporting Is Critical to Utah's Small Businesses

- Small businesses comprise 86 percent of Utah's 2,625 exporters (2009).
- Small businesses average $672,000 in exports per firm.
- Small businesses account for 14 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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