

Missouri Manufacturing Facts

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Manufacturers in Missouri account for over 12 percent of the total output in the state, employing 9.2 percent of the workforce. Total output from manufacturing was \$29.4 billion in 2009 (see figure), with the largest sector being food processing manufacturing. In addition, manufacturing compensation is just over 50 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Missouri Total Manufacturing Output (\$billions, 2009)	\$29.4
Manufacturing's Share of Total Gross State Product (2009)	12.4%
Manufacturing Establishments in Missouri (2009)	6,387
Manufacturing's Share of Missouri's Exports (2010)	89%
Total Employment Related to Manufactured Exports (2008)	132,300

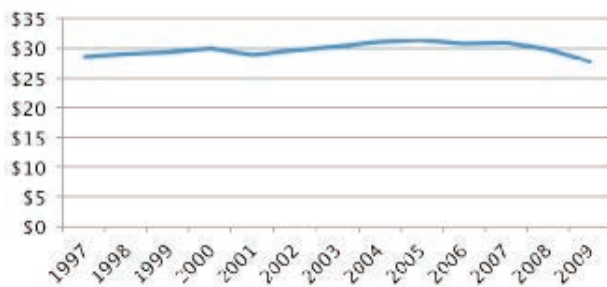
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	242,600
Manufacturing Employment (% of Overall Nonfarm) (2010)	9.2%
Average Annual Compensation in Manufacturing (2009)	\$62,946
Average Annual Compensation in Nonfarm Sectors (2009)	\$41,804
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$21,142 (50.6%)

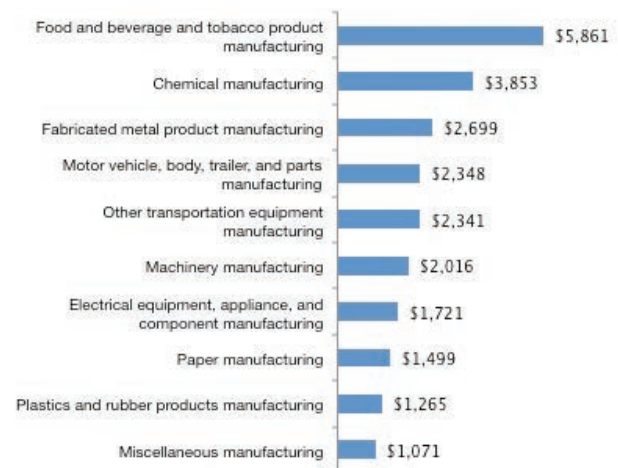
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Missouri Benefits from Exports!

Manufactured goods exports are the strongest part of Missouri's economy even though Missouri 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 18 percent of Missouri's manufacturing jobs.**
- **Since 2003, Missouri manufacturing exports rose three times as fast as the state's overall economy.**
- **85 percent of Missouri exporters are small businesses (2009).**
- **Missouri exported \$5.8 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 50 percent of Missouri's total.**

Missouri Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$11.5
Total Jobs in all Sectors Supported by Manufactured Goods Exports	132,300
Export Share of Manufacturing Jobs	18%
2003-2010 Growth of Manufactured Goods Exports	64%

Manufactured Exports Drive Missouri's Economy

- Manufacturing accounts for 89 percent of Missouri's exports (2010).
- Since 2003, Missouri manufacturing exports grew 64 percent while the national average was a 70 percent increase.
- Manufactured exports support 18 percent of Missouri's manufacturing jobs (U.S. average is 22 percent).

Missouri Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 57 percent of Missouri exports (2010).
- Canada (33%), Mexico (9%), South Korea (5%), China (5%) and Japan (5%).

Chart 1. Missouri's Manufactured Goods Exports

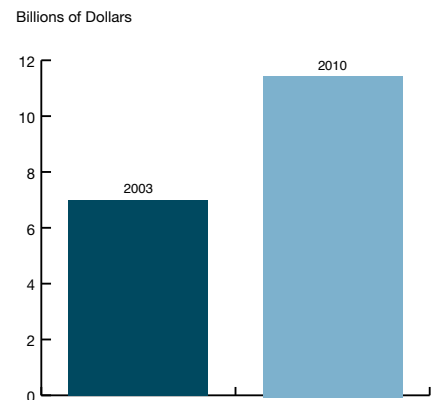
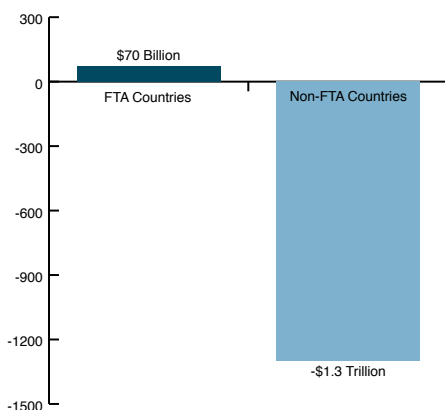


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Missouri's Small Businesses

- Small businesses comprise 85 percent of Missouri's 4,710 exporters (2009).
- Small businesses average \$1,025,000 in exports per firm.
- Small businesses account for 25 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