

Maryland Manufacturing Facts

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Manufacturers in Maryland account for nearly 6 percent of the total output in the state, employing 4.6 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was \$15.4 billion in 2009. In addition, manufacturing compensation is almost 54 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Maryland Total Manufacturing Output (\$billions, 2009)	\$16.7
Manufacturing's Share of Total Gross State Product (2009)	5.9%
Manufacturing Establishments in Maryland (2009)	3,297
Manufacturing's Share of Maryland's Exports (2010)	90%
Total Employment Related to Manufactured Exports (2008)	42,200

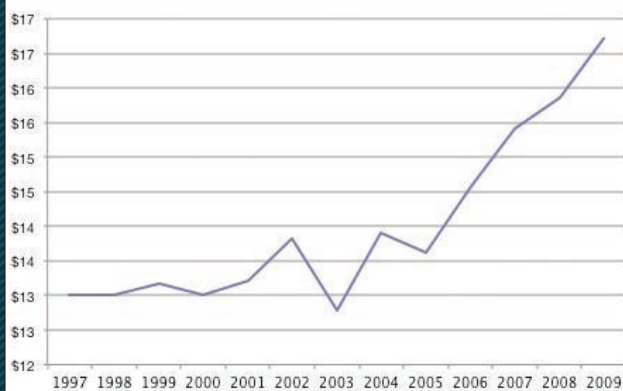
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	114,600
Manufacturing Employment (% of Overall Nonfarm) (2010)	4.6%
Average Annual Compensation in Manufacturing (2009)	\$78,781
Average Annual Compensation in Nonfarm Sectors (2009)	\$51,206
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$27,575 (53.9%)

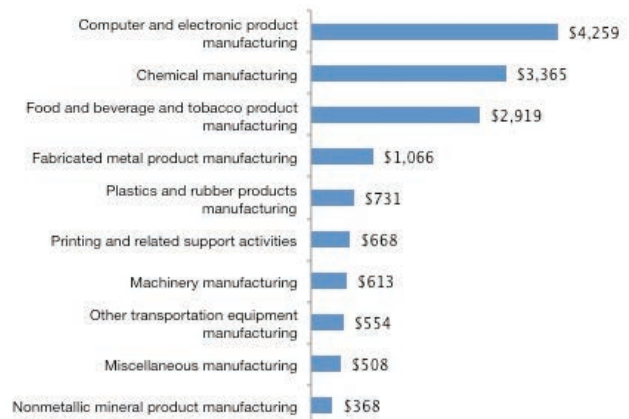
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Maryland Benefits from Exports!

Manufactured goods exports are the strongest part of Maryland's economy, even though Maryland 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 12 percent of Maryland's manufacturing jobs.**
- **Since 2003, Maryland manufacturing exports have risen nearly three times as fast as the state's overall economy.**
- **87 percent of Maryland exporters are small businesses (2009).**
- **Maryland exported \$2.6 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 – 29 percent of Maryland's total.**

Maryland Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$9.1
Total Jobs in all Sectors Supported by Manufactured Goods Exports	42,200
Export Share of Manufacturing Jobs	12%
2003-2010 Growth of Manufactured Goods Exports	100%

Manufactured Exports Drive Maryland's Economy

- Manufacturing accounts for 90 percent of Maryland's exports (2010).
- Since 2003, Maryland manufacturing exports grew 100 percent while the national average was a 70 percent increase.
- Manufactured exports support 12 percent of Maryland's manufacturing jobs (U.S. average is 22 percent).

Maryland Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 38 percent of Maryland exports (2010).
- Canada (16%), Netherlands (7%), Saudi Arabia (5%), Mexico (5%) and Egypt (4%).

Chart 1. Maryland's Manufactured Goods Exports

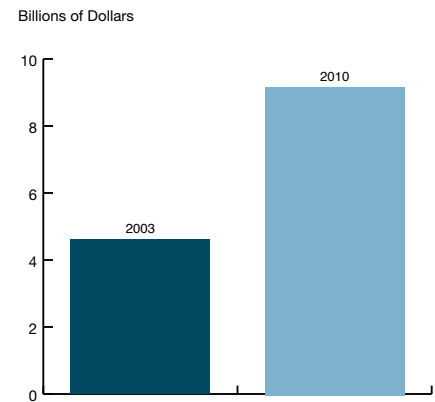
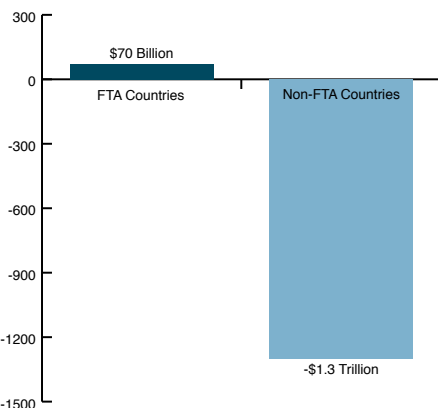


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Maryland's Small Businesses

- Small businesses comprise 87 percent of Maryland's 4,354 exporters (2009).
- Small businesses average \$696,000 in exports per firm.
- Small businesses account for 34 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.