

Wisconsin Manufacturing Facts

nam.org/statedata • mfgdata@nam.org

Manufacturers in Wisconsin account for nearly 18 percent of the total output in the state, employing 15.8 percent of the workforce. Total output from manufacturing has risen slightly over the past several years (see figure), and it was \$42.7 billion in 2009. In addition, manufacturing compensation is just over 51 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Wisconsin Total Manufacturing Output (\$billions, 2009)	\$42.7
Manufacturing's Share of Total Gross State Product (2009)	17.8%
Manufacturing Establishments in Wisconsin (2009)	9,218
Manufacturing's Share of Wisconsin's Exports (2010)	93%
Total Employment Related to Manufactured Exports (2008)	198,000

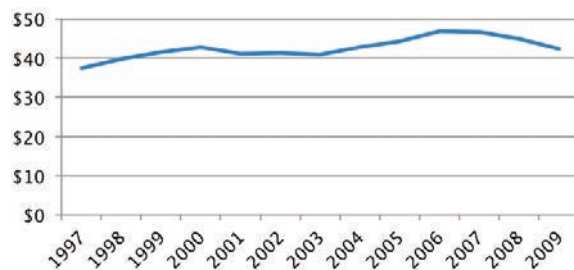
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	430,800
Manufacturing Employment (% of Overall Nonfarm) (2010)	15.8%
Average Annual Compensation in Manufacturing (2009)	\$62,203
Average Annual Compensation in Nonfarm Sectors (2009)	\$41,112
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$21,091 (51.3%)

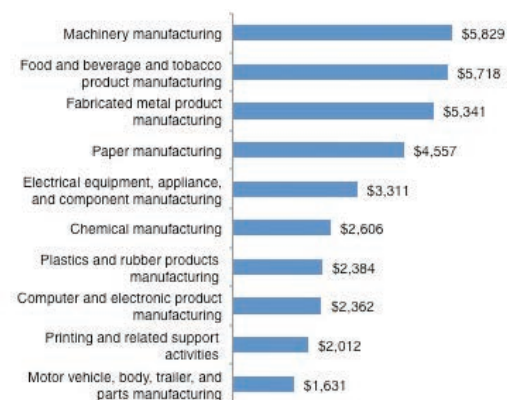
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Wisconsin Benefits from Exports!

Manufactured goods exports are the strongest part of Wisconsin's economy even though Wisconsin 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 20 percent of Wisconsin's manufacturing jobs.**
- **Since 2003, Wisconsin manufacturing exports rose nearly three times as fast as the state's overall economy.**
- **88 percent of Wisconsin exporters are small businesses (2009).**
- **Wisconsin exported \$9.3 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 50 percent of Wisconsin's total.**

Wisconsin Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$18.4
Total Jobs in all Sectors Supported by Manufactured Goods Exports	198,000
Export Share of Manufacturing Jobs	20%
2003-2010 Growth of Manufactured Goods Exports	70%

Manufactured Exports Drive Wisconsin's Economy

- Manufacturing accounts for 93 percent of Wisconsin's exports (2010).
- Since 2003, Wisconsin manufacturing exports grew 70 percent same as the national average.
- Manufactured exports support 20 percent of Wisconsin's manufacturing jobs (U.S. average is 22 percent).

Wisconsin Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 55 percent of Wisconsin exports (2010).
- Canada (31%), Mexico (10%), China (6%), Germany (4%) and Japan (4%).

Chart 1. Wisconsin's Manufactured Goods Exports

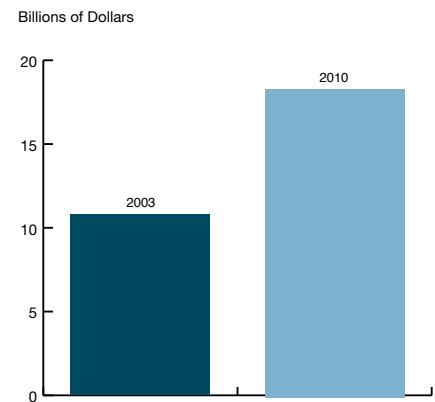
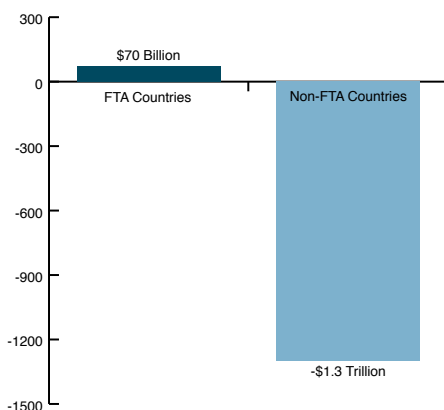


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Wisconsin's Small Businesses

- Small businesses comprise 88 percent of Wisconsin's 6,808 exporters (2009).
- Small businesses average \$995,000 in exports per firm.
- Small businesses account for 29 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.