

South Dakota Manufacturing Facts

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Manufacturers in South Dakota account for 8.4 percent of the total output in the state, employing 9.2 percent of the workforce. Total output from manufacturing has ranged from \$2.2 to \$3.5 billion for the past several years (see figure); it was \$3.2 billion in 2009. In addition, manufacturing compensation is 42 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

South Dakota Total Manufacturing Output (\$billions, 2009)	\$3.2
Manufacturing's Share of Total Gross State Product (2009)	8.4%
Manufacturing Establishments in South Dakota (2009)	999
Manufacturing's Share of South Dakota's Exports (2010)	92%
Total Employment Related to Manufactured Exports (2008)	16,300

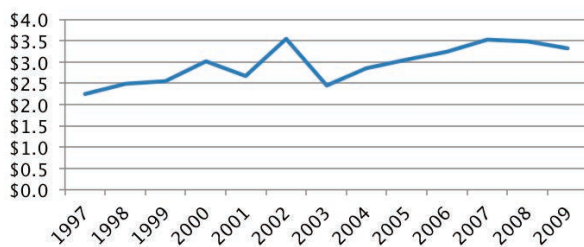
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	36,900
Manufacturing Employment (% of Overall Nonfarm) (2010)	9.2%
Average Annual Compensation in Manufacturing (2009)	\$47,644
Average Annual Compensation in Nonfarm Sectors (2009)	\$33,558
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$14,086 (42.0%)

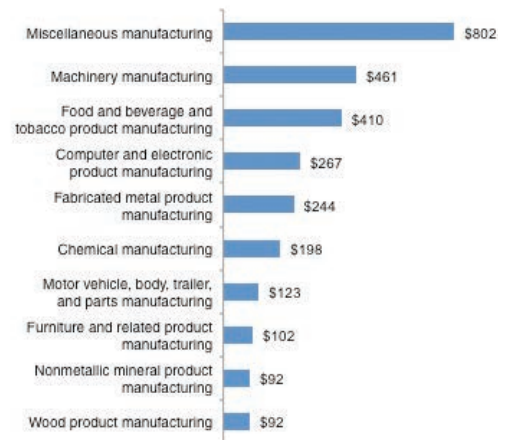
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

South Dakota Benefits from Exports!

Manufactured goods exports are the strongest part of South Dakota's economy even though South Dakota 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 16 percent of South Dakota's manufacturing jobs.**
- **Since 2003, South Dakota manufacturing exports rose nearly two and a half times as fast as the state's overall economy.**
- **82 percent of South Dakota exporters are small businesses (2009).**
- **South Dakota exported \$750 million of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 – 65 percent of South Dakota's total.**

South Dakota Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$1.1
Total Jobs in all Sectors Supported by Manufactured Goods Exports	16,300
Export Share of Manufacturing Jobs	16%
2003-2010 Growth of Manufactured Goods Exports	91%

Manufactured Exports Drive South Dakota's Economy

- Manufacturing accounts for 92 percent of South Dakota's exports (2010).
- Since 2003, South Dakota manufacturing exports grew 91 percent while the national average was a 70 percent increase.
- Manufactured exports support 16 percent of South Dakota's manufacturing jobs (U.S. average is 22 percent).

South Dakota Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 72 percent of South Dakota exports (2010).
- Canada (32%), Mexico (29%), Germany (5%), Japan (4%) and China (3%).

Chart 1. South Dakota's Manufactured Goods Exports

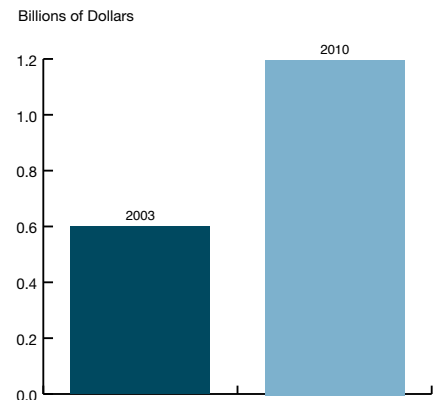
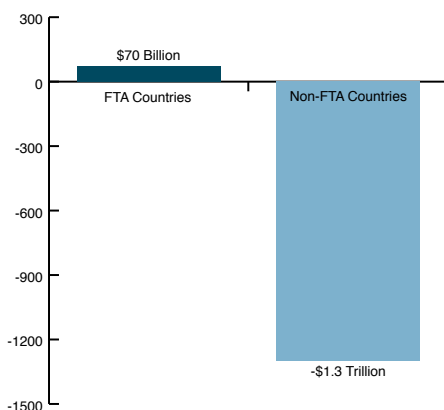


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to South Dakota's Small Businesses

- Small businesses comprise 82 percent of South Dakota's 633 exporters (2009).
- Small businesses average \$609,000 in exports per firm.
- Small businesses account for 22 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.