

Minnesota Manufacturing Facts

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Manufacturers in Minnesota account for nearly 13 percent of the total output in the state, employing 11.1 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was \$32.9 billion in 2009. In addition, manufacturing compensation is just over 48 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Minnesota Total Manufacturing Output (\$billions, 2009)	\$32.9
Manufacturing's Share of Total Gross State Product (2009)	12.7%
Manufacturing Establishments in Minnesota (2009)	7,509
Manufacturing's Share of Minnesota's Exports (2010)	91%
Total Employment Related to Manufactured Exports (2008)	145,800

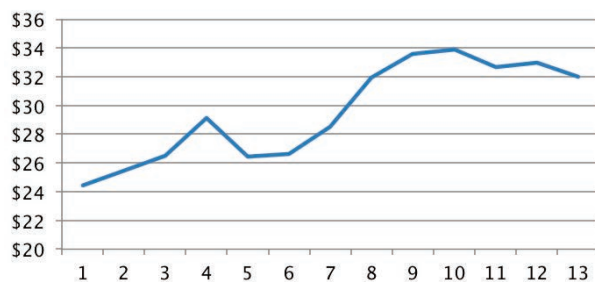
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	292,200
Manufacturing Employment (% of Overall Nonfarm) (2010)	11.1%
Average Annual Compensation in Manufacturing (2009)	\$66,291
Average Annual Compensation in Nonfarm Sectors (2009)	\$44,774
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$21,517 (48.1%)

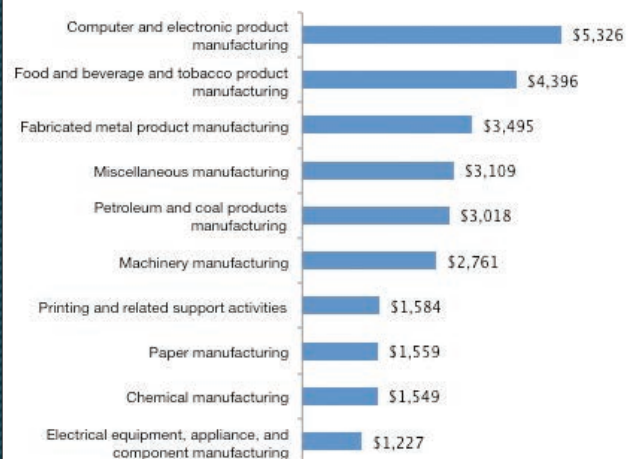
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Minnesota Benefits from Exports!

Manufactured goods exports are the strongest part of Minnesota's economy even though Minnesota 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 Minnesota's manufacturing jobs.**
- **Since 2003, Minnesota manufacturing exports rose two and a half times as fast as the state's overall economy.**
- **88 percent of Minnesota exporters are small businesses (2009).**
- **Minnesota exported \$6.7 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 39 percent of Minnesota's total.**

Minnesota Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$17.1
Total Jobs in all Sectors Supported by Manufactured Goods Exports	145,800
Export Share of Manufacturing Jobs	20%
2003-2010 Growth of Manufactured Goods Exports	64%

Manufactured Exports Drive Minnesota's Economy

- Manufacturing accounts for 91 percent of Minnesota's exports (2010).
- Since 2003, Minnesota manufacturing exports grew 64 percent while the national average was a 70 percent increase.
- Manufactured exports support 20 percent of Minnesota's manufacturing jobs (U.S. average is 22 percent).

Minnesota Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 50 percent of Minnesota exports (2010).
- Canada (27%), China (8%), Japan (5%), Mexico (5%) and Germany (4%).

Chart 1. Minnesota's Manufactured Goods Exports

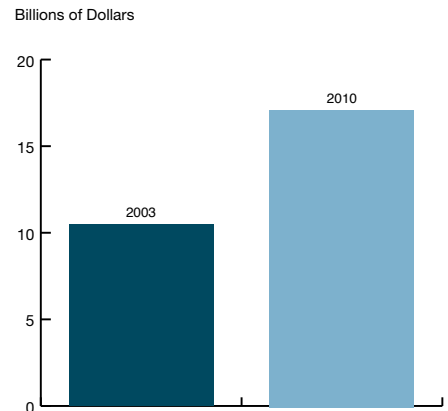
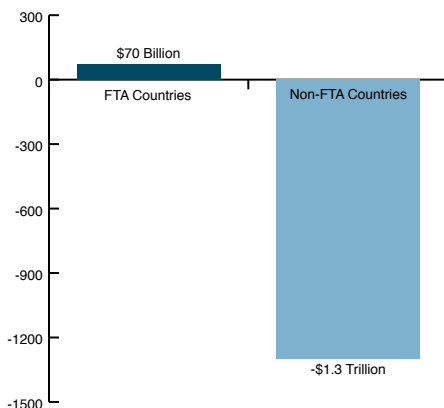


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Minnesota's Small Businesses

- Small businesses comprise 88 percent of Minnesota's 6,814 exporters (2009).
- Small businesses average \$914,000 in exports per firm.
- Small businesses account for 20 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