Virginia Manufacturing Facts

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Manufacturers in Virginia account for 8.4 percent of the total output in the state, employing 6.4 percent of the workforce. Total output from manufacturing has ranged between $27 and $36 billion for the past several years (*see figure*); it was $34.3 billion in 2009. In addition, manufacturing compensation is just over 23 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Virginia Total Manufacturing Output ($billions, 2009)	$34.3
Manufacturing's Share of Total Gross State Product (2009)	8.4%
Manufacturing Establishments in Virginia (2009)	5,420
Manufacturing's Share of Virginia's Exports (2010)	83%
Total Employment Related to Manufactured Exports (2008)	108,800

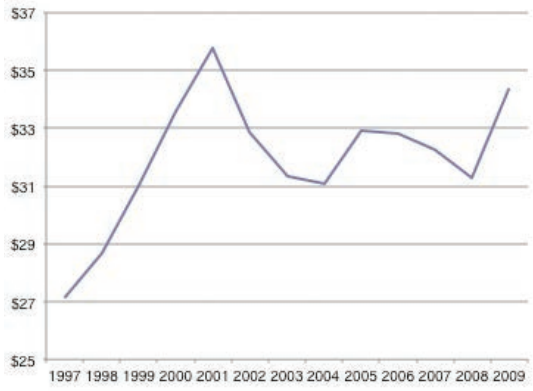
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	230,600
Manufacturing Employment (% of Overall Nonfarm) (2010)	6.4%
Average Annual Compensation in Manufacturing (2009)	$63,553
Average Annual Compensation in Nonfarm Sectors (2009)	$51,648
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$11,905 (23.1%)

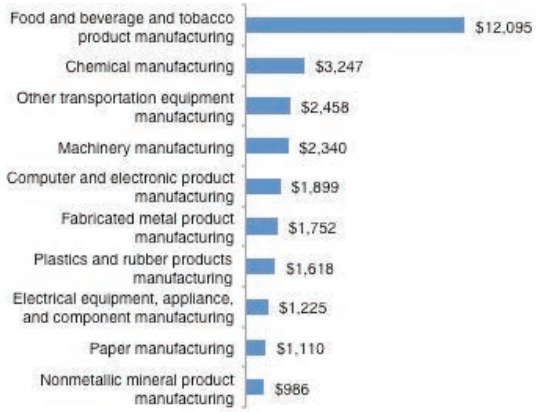
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Virginia Benefits from Exports!

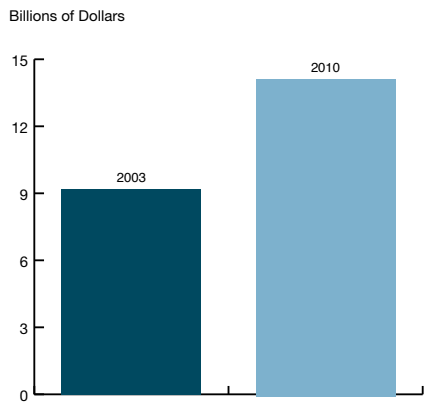
Manufactured goods exports are one of the strongest parts of Virginia's economy even though Virginia and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 18 percent of Virginia's manufacturing jobs.**
- **Since 2003, Virginia manufacturing exports rose 40 percent faster than the state's overall economy.**
- **85 percent of Virginia exporters are small businesses (2009).**
- **Virginia exported $5.5 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 39 percent of Virginia's total.**

Virginia Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$14.2
Total Jobs in all Sectors Supported by Manufactured Goods Exports	108,800
Export Share of Manufacturing Jobs	18%
2003-2010 Growth of Manufactured Goods Exports	54%

Chart 1. Virginia's Manufactured Goods Exports



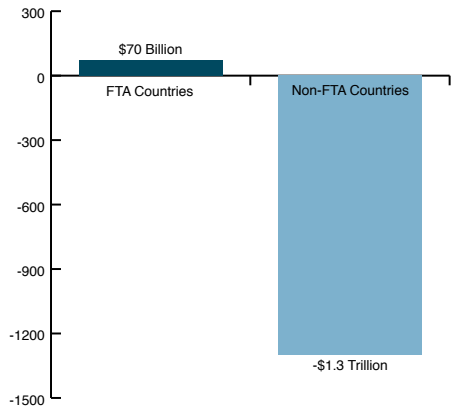
Manufactured Exports Drive Virginia's Economy

- Manufacturing accounts for 83 percent of Virginia's exports (2010).
- Since 2003, Virginia manufacturing exports grew 54 percent while the national average was a 70 percent increase.
- Manufactured exports support 18 percent of Virginia's manufacturing jobs (U.S. average is 22 percent).

Virginia Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 45 percent of Virginia exports (2010).
- Canada (18%), Singapore (7%), UK (7%), China (7%) and Mexico (6%).

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



Exporting Is Critical to Virginia's Small Businesses

- Small businesses comprise 85 percent of Virginia's 5,460 exporters (2009).
- Small businesses average $1,033,000 in exports per firm.
- Small businesses account for 32 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.

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