Oklahoma Manufacturing Facts

nam.org/statedata • mfgdata@nam.org

Manufacturers in Oklahoma account for over 11 percent of the total output in the state, employing 8.1 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was $16 billion in 2009. In addition, manufacturing compensation is nearly 50 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Oklahoma Total Manufacturing Output ($billions, 2009)	$16
Manufacturing's Share of Total Gross State Product (2009)	11.3%
Manufacturing Establishments in Oklahoma (2009)	3,742
Manufacturing's Share of Oklahoma's Exports (2010)	90%
Total Employment Related to Manufactured Exports (2008)	75,500

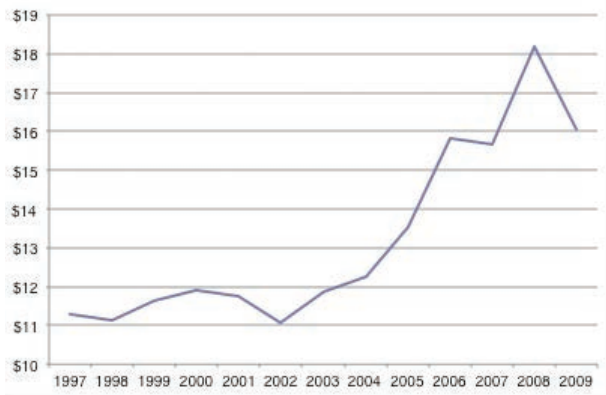
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	123,000
Manufacturing Employment (% of Overall Nonfarm) (2010)	8.1%
Average Annual Compensation in Manufacturing (2009)	$56,470
Average Annual Compensation in Nonfarm Sectors (2009)	$37,689
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$18,781 (49.8%)

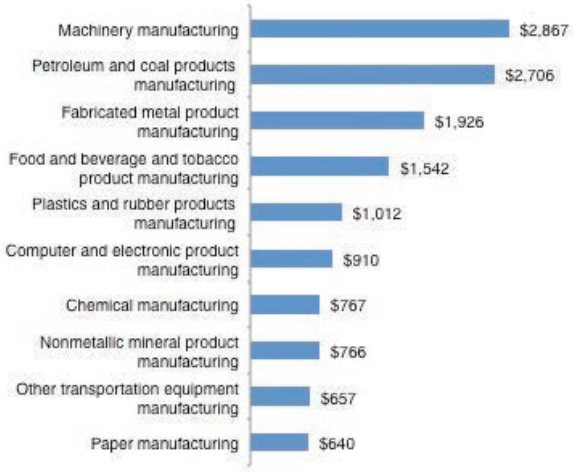
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

NATIONAL ASSOCIATION OF Manufacturers

Oklahoma Benefits from Exports!

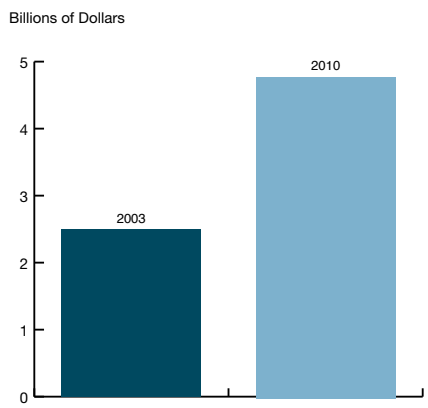
Manufactured goods exports are the strongest part of Oklahoma's economy even though Oklahoma and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 21 percent of Oklahoma's manufacturing jobs.**
- **Since 2003, Oklahoma manufacturing exports rose more than twice as fast as the state's overall economy.**
- **84 percent of Oklahoma exporters are small businesses (2009).**
- **Oklahoma exported $2.4 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 50 percent of Oklahoma's total.**

Oklahoma Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$4.8
Total Jobs in all Sectors Supported by Manufactured Goods Exports	75,500
Export Share of Manufacturing Jobs	21%
2003-2010 Growth of Manufactured Goods Exports	89%

Chart 1. Oklahoma's Manufactured Goods Exports



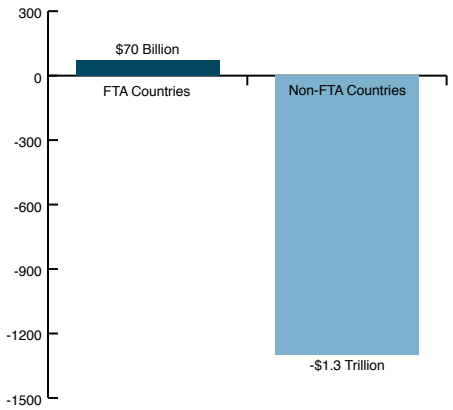
Manufactured Exports Drive Oklahoma's Economy

- Manufacturing accounts for 90 percent of Oklahoma's exports (2010).
- Since 2003, Oklahoma manufacturing exports grew 89 percent while the national average was a 70 percent increase.
- Manufactured exports support 21 percent of Oklahoma's manufacturing jobs (U.S. average is 22 percent).

Oklahoma Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 57 percent of Oklahoma exports (2010).
- Canada (34%), Mexico (8%), Japan (7%), China (4%) and Russian Fed. (4%).

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



Exporting Is Critical to Oklahoma's Small Businesses

- Small businesses comprise 84 percent of Oklahoma's 2,587 exporters (2009).
- Small businesses average $820,000 in exports per firm.
- Small businesses account for 36 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.

NATIONAL ASSOCIATION OF Manufacturers