Indiana Manufacturing Facts

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Manufacturers in Indiana account for over one-quarter of the total output in the state, employing 16 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was $65.4 billion in 2009. In addition, manufacturing compensation nearly 70 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Indiana Total Manufacturing Output ($billions, 2009)	$65.4
Manufacturing's Share of Total Gross State Product (2009)	25.2%
Manufacturing Establishments in Indiana (2009)	8,431
Manufacturing's Share of Indiana's Exports (2010)	98%
Total Employment Related to Manufactured Exports (2008)	233,600

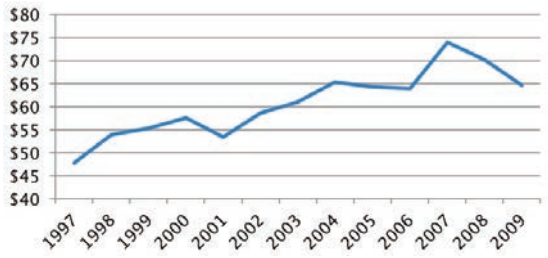
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	446,300
Manufacturing Employment (% of Overall Nonfarm) (2010)	16.0%
Average Annual Compensation in Manufacturing (2009)	$68,761
Average Annual Compensation in Nonfarm Sectors (2009)	$40,495
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$28,266 (69.8%)

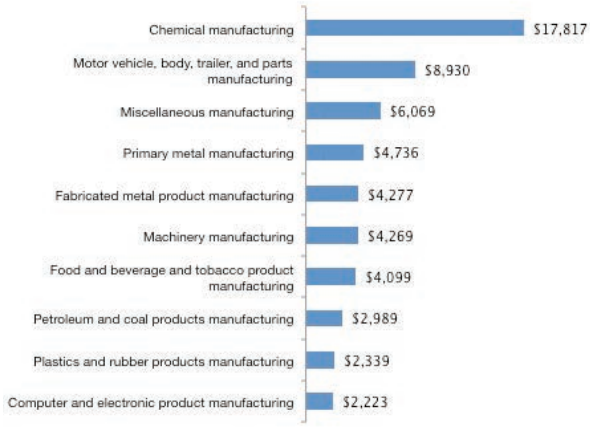
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Indiana Benefits from Exports!

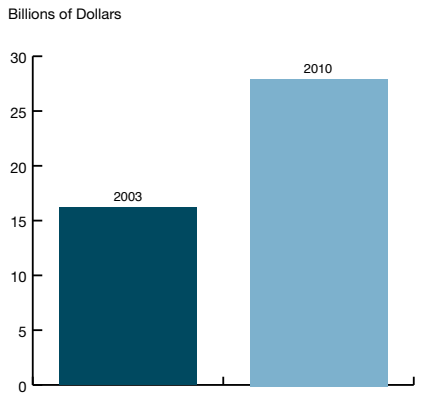
Manufactured goods exports are the strongest part of Indiana's economy even though Indiana and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 24 percent of Indiana's manufacturing jobs.**
- **Since 2003, Indiana manufacturing exports rose three times as fast as the state's overall economy.**
- **86 percent of Indiana exporters are small businesses (2009).**
- **Indiana exported $14.1 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 50 percent of Indiana's total.**

Indiana Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$28.1
Total Jobs in all Sectors Supported by Manufactured Goods Exports	233,600
Export Share of Manufacturing Jobs	24%
2003-2010 Growth of Manufactured Goods Exports	73%

Chart 1. Indiana's Manufactured Goods Exports



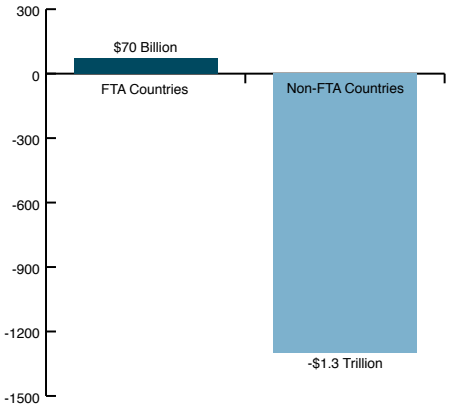
Manufactured Exports Drive Indiana's Economy

- Manufacturing accounts for 98 percent of Indiana's exports (2010).
- Since 2003, Indiana manufacturing exports grew 73 percent while the national average was a 70 percent increase.
- Manufactured exports support 24 percent of Indiana's manufacturing jobs (U.S. average is 22 percent).

Indiana Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 63 percent of Indiana exports (2010).
- Canada (37%), Mexico (9%), Germany (6%), UK (5%) and France (5%).

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



Exporting Is Critical to Indiana's Small Businesses

- Small businesses comprise 86 percent of Indiana's 6,558 exporters (2009).
- Small businesses average $770,000 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

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