

California Manufacturing Facts

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Manufacturers in California account for over 11 percent of the total output in the state, employing almost 9 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was \$206.2 billion in 2009. In addition, manufacturing compensation is nearly 70 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

California Total Manufacturing Output (\$billions, 2009)	\$206.2
Manufacturing's Share of Total Gross State Product (2009)	11.2%
Manufacturing Establishments in California (2009)	40,557
Manufacturing's Share of California's Exports (2010)	87%
Total Employment Related to Manufactured Exports (2008)	737,600

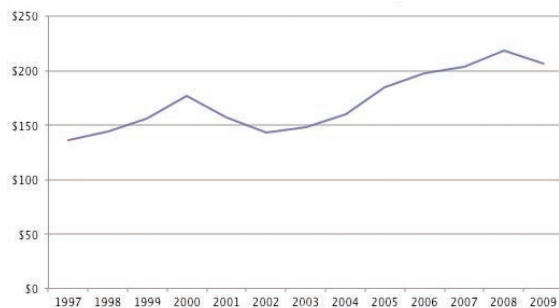
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	1,242,300
Manufacturing Employment (% of Overall Nonfarm) (2010)	8.9%
Average Annual Compensation in Manufacturing (2009)	\$84,743
Average Annual Compensation in Nonfarm Sectors (2009)	\$49,914
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	69.8%

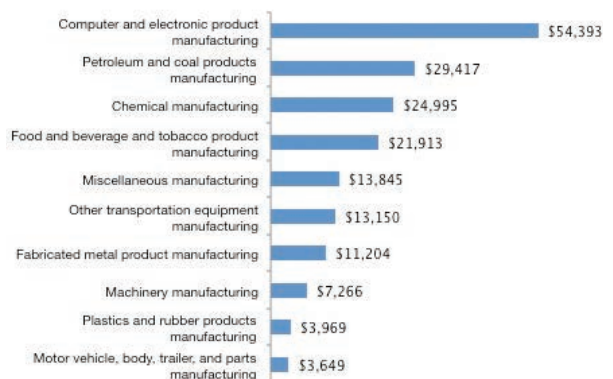
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

California Benefits from Exports!

Manufactured goods exports are the strongest part of California's economy even though California 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 California's manufacturing jobs.**
- **Since 2003, California manufacturing exports rose 60 percent faster than the state's overall economy.**
- **96 percent of California exporters are small businesses (2009).**
- **California exported \$44 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 35 percent of California's total.**

California Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$124.5
Total Jobs in all Sectors Supported by Manufactured Goods Exports	737,600
Export Share of Manufacturing Jobs	24%
2003-2010 Growth of Manufactured Goods Exports	48%

Manufactured Exports Drive California's Economy

- Manufacturing accounts for 87 percent of California's exports (2010).
- Since 2003, California manufacturing exports grew 48 percent while the national average was a 70 percent increase.
- Manufactured exports support 24 percent of California's manufacturing jobs (U.S. average is 22 percent).

California Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 48 percent of California exports (2010).
- Mexico (16%), Canada (11%), Japan (9%), China (7%) and South Korea (4%).

Chart 1. California's Manufactured Goods Exports

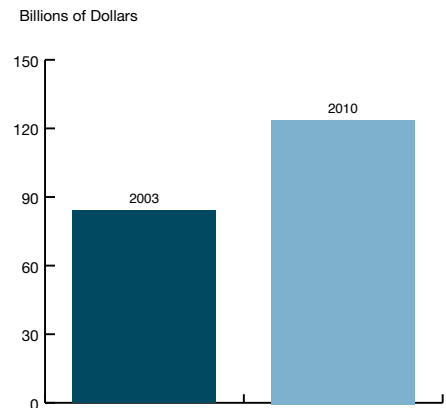
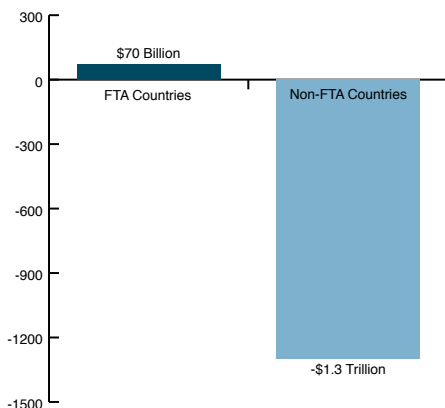


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to California's Small Businesses

- Small businesses comprise 96 percent of California's 60,000 exporters (2009).
- Small businesses average \$1,064,000 in exports per firm.
- Small businesses account for 44 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