Vermont Manufacturing Facts

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Manufacturers in Vermont account for 10.6 percent of the total output in the state, employing 10.4 percent of the workforce. Total output from manufacturing was $2.6 billion in 2009, with computer and electronics products the largest manufacturing sector in the state. In addition, manufacturing compensation is just over 71 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Vermont Total Manufacturing Output ($billions, 2009)	$2.6
Manufacturing's Share of Total Gross State Product (2009)	10.6%
Manufacturing Establishments in Vermont (2009)	1,001
Manufacturing's Share of Vermont's Exports (2010)	98%
Total Employment Related to Manufactured Exports (2008)	21,900

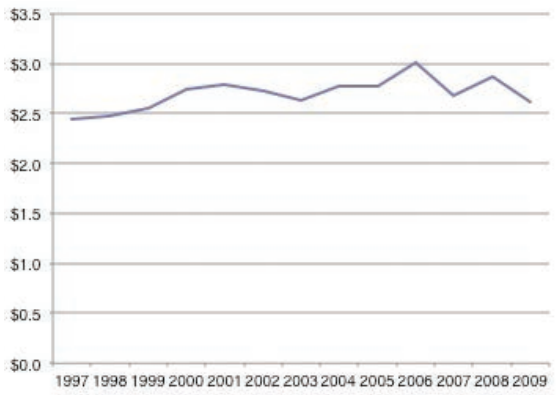
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	30,800
Manufacturing Employment (% of Overall Nonfarm) (2010)	10.4%
Average Annual Compensation in Manufacturing (2009)	$61,490
Average Annual Compensation in Nonfarm Sectors (2009)	$35,921
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$25,569 (71.2%)

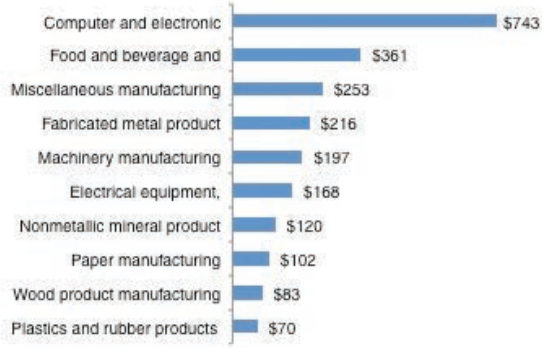
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Vermont Benefits from Exports!

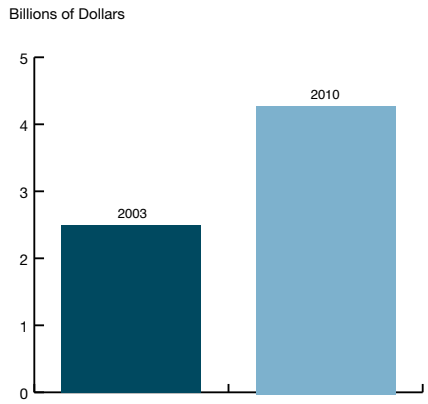
Manufactured goods exports are the strongest part of Vermont's economy, though Vermont and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 29 percent of Vermont's manufacturing jobs.**
- **Since 2003, Vermont's manufacturing exports grew nearly three times as fast as the state's overall economy.**
- **89 percent of Vermont exporters are small businesses (2009).**
- **Vermont exported $2.1 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 48 percent of Vermont's total.**

Vermont Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$4.3
Total Jobs in all Sectors Supported by Manufactured Goods Exports	21,900
Export Share of Manufacturing Jobs	29%
2003-2010 Growth of Manufactured Goods Exports	69%

Chart 1. Vermont's Manufactured Goods Exports



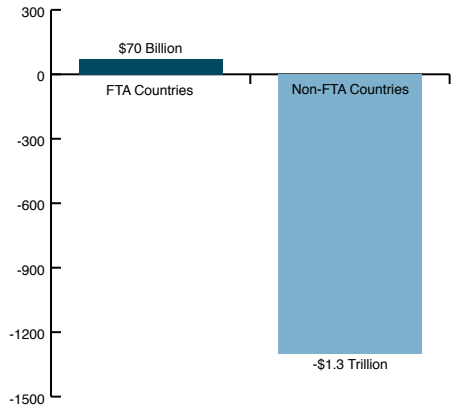
Manufactured Exports Drive Vermont's Economy

- Manufacturing accounts for 98 percent of Vermont's exports (2010).
- Since 2003, Vermont manufacturing exports doubled to 69 percent while the national average was a 70 percent increase.
- Manufactured exports support 29 percent of Vermont's manufacturing jobs (U.S. average is 22 percent).

Vermont Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 74 percent of Vermont exports (2010).
- Canada (42%), China (13%), UK (7%), Malaysia (6%) and Hong Kong (6%).

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



Exporting Is Critical to Vermont's Small Businesses

- Small businesses comprise 89 percent of Vermont's 976 exporters (2009).
- Small businesses average $590,000 in exports per firm.
- Small businesses account for 16 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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