New Hampshire Manufacturing Facts

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Manufacturers in New Hampshire account for 11.5 percent of the total output in the state, employing 10.5 percent of the workforce. Total output from manufacturing was $6.8 billion in 2009 (*see figure*), with computer and electronic product manufacturing the largest sector. In addition, manufacturing compensation is just over 67 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

New Hampshire Total Manufacturing Output ($billions, 2009)	$6.8
Manufacturing's Share of Total Gross State Product (2009)	11.5%
Manufacturing Establishments in New Hampshire (2009)	1,965
Manufacturing's Share of New Hampshire's Exports (2010)	95%
Total Employment Related to Manufactured Exports (2008)	31,200

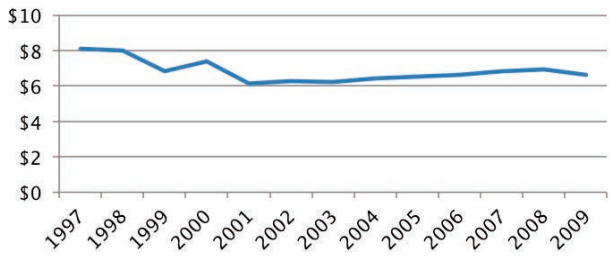
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	65,700
Manufacturing Employment (% of Overall Nonfarm) (2010)	10.5%
Average Annual Compensation in Manufacturing (2009)	$70,408
Average Annual Compensation in Nonfarm Sectors (2009)	$42,101
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$28,307 (67.2%)

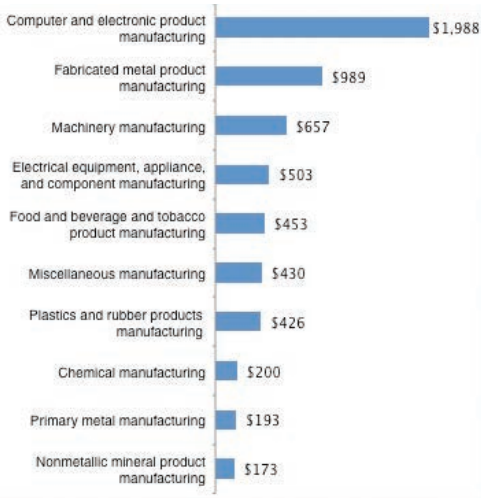
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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New Hampshire Benefits from Exports!

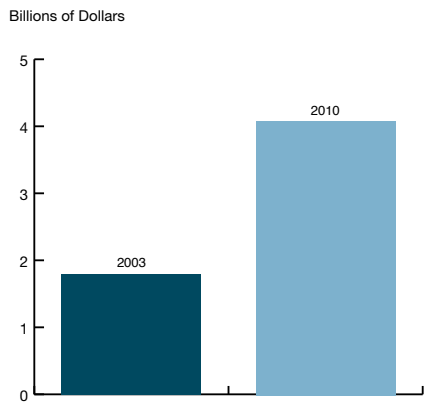
Manufactured goods exports are the strongest part of New Hampshire's economy even though New Hampshire and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 23 percent of New Hampshire's manufacturing jobs.**
- **Since 2003, New Hampshire manufacturing exports rose nearly six times as fast as the state's overall economy.**
- **88 percent of New Hampshire exporters are small businesses (2009).**
- **New Hampshire exported $1.8 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 43 percent of New Hampshire's total.**

New Hampshire Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$4.1
Total Jobs in all Sectors Supported by Manufactured Goods Exports	31,200
Export Share of Manufacturing Jobs	23%
2003-2010 Growth of Manufactured Goods Exports	135%

Chart 1. New Hampshire's Manufactured Goods Exports



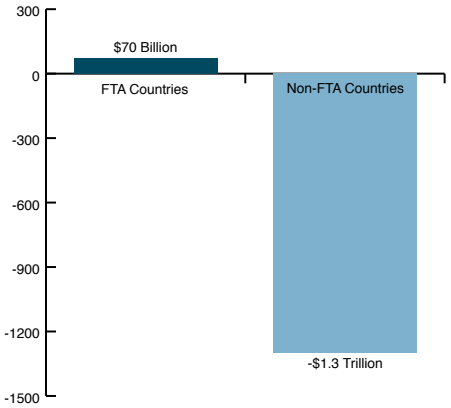
Manufactured Exports Drive New Hampshire's Economy

- Manufacturing accounts for 95 percent of New Hampshire's exports (2010).
- Since 2003, New Hampshire manufacturing exports grew 135 percent while the national average was a 70 percent increase.
- Manufactured exports support 23 percent of New Hampshire's manufacturing jobs (U.S. average is 22 percent).

New Hampshire Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 56 percent of New Hampshire exports (2010).
- Mexico (25%), Canada (11%), China (10%), UK (5%) and Germany (5%).

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



Exporting Is Critical to New Hampshire's Small Businesses

- Small businesses comprise 88 percent of New Hampshire's 2,264 exporters (2009).
- Small businesses average $813,000 in exports per firm.
- Small businesses account for 42 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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