

Kansas Manufacturing Facts

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Manufacturers in Kansas account for over 13 percent of the total output in the state, employing 12.1 percent of the workforce. Total output from manufacturing has been rising for the past several years (see figure), and it was \$16.3 billion in 2009. In addition, manufacturing compensation is 57.5 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Kansas Total Manufacturing Output (\$billions, 2009)	\$16.3
Manufacturing's Share of Total Gross State Product (2009)	13.3%
Manufacturing Establishments in Kansas (2009)	3,026
Manufacturing's Share of Kansas's Exports (2010)	88%
Total Employment Related to Manufactured Exports (2008)	128,800

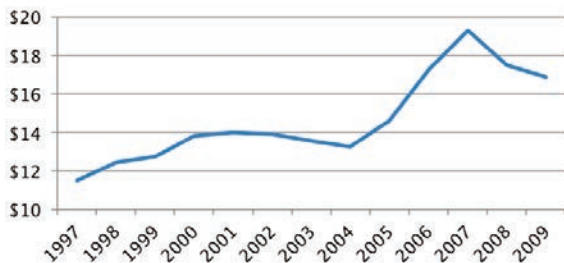
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	159,500
Manufacturing Employment (% of Overall Nonfarm) (2010)	12.1%
Average Annual Compensation in Manufacturing (2009)	\$62,734
Average Annual Compensation in Nonfarm Sectors (2009)	\$39,822
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$22,912 (57.5%)

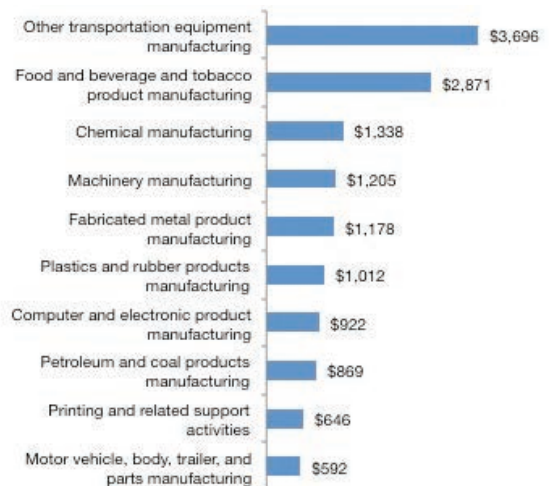
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Kansas Benefits from Exports!

Manufactured goods exports are the strongest part of Kansas' economy even though Kansas 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 27 percent of Kansas' manufacturing jobs.**
- **Since 2003, Kansas manufacturing exports rose three and a half times as fast as the state's overall economy.**
- **84 percent of Kansas exporters are small businesses (2009).**
- **Kansas exported \$3.8 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 44 percent of Kansas' total.**

Kansas Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$8.7
Total Jobs in all Sectors Supported by Manufactured Goods Exports	128,800
Export Share of Manufacturing Jobs	27%
2003-2010 Growth of Manufactured Goods Exports	111%

Manufactured Exports Drive Kansas' Economy

- Manufacturing accounts for 88 percent of Kansas' exports (2010).
- Since 2003, Kansas manufacturing exports grew 111 percent while the national average was a 70 percent increase.
- Manufactured exports support 27 percent of Kansas' manufacturing jobs (U.S. average is 22 percent).

Kansas Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 54 percent of Kansas exports (2010).
- Canada (28%), Mexico (9%), Japan (7%), China (5%) and UK (5%).

Chart 1. Kansas' Manufactured Goods Exports

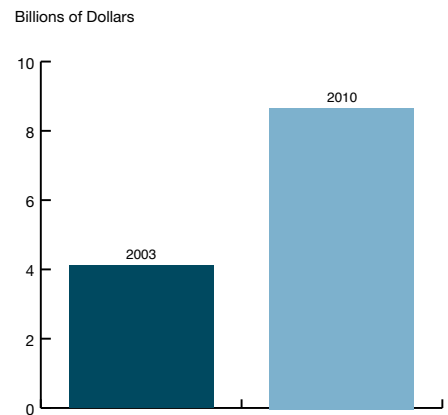
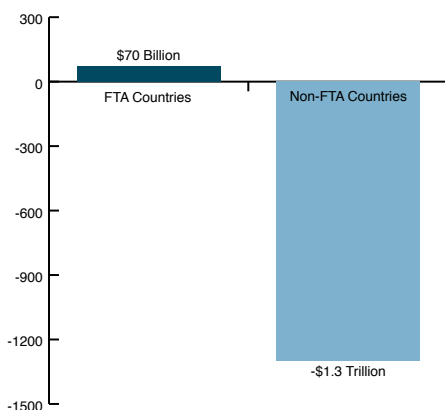


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Kansas' Small Businesses

- Small businesses comprise 84 percent of Kansas' 2,447 exporters (2009).
- Small businesses average \$1,444,000 in exports per firm.
- Small businesses account for 23 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