

Colorado Manufacturing Facts

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Manufacturers in Colorado account for 7 percent of the total output in the state, employing 5.6 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was \$17.1 billion in 2009. In addition, manufacturing compensation is just over 58 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Colorado Total Manufacturing Output (\$billions, 2009)	\$17.1
Manufacturing's Share of Total Gross State Product (2009)	7.0%
Manufacturing Establishments in Colorado (2009)	4,971
Manufacturing's Share of Colorado's Exports (2010)	90%
Total Employment Related to Manufactured Exports (2008)	95,000

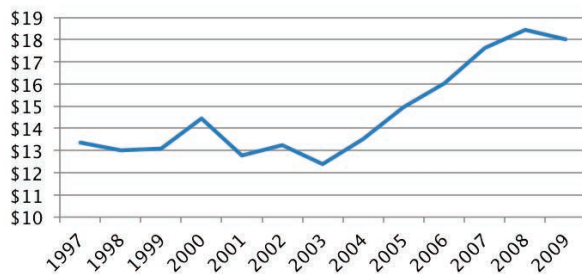
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	125,100
Manufacturing Employment (% of Overall Nonfarm) (2010)	5.6%
Average Annual Compensation in Manufacturing (2009)	\$70,599
Average Annual Compensation in Nonfarm Sectors (2009)	\$44,567
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$26,032 (58.4%)

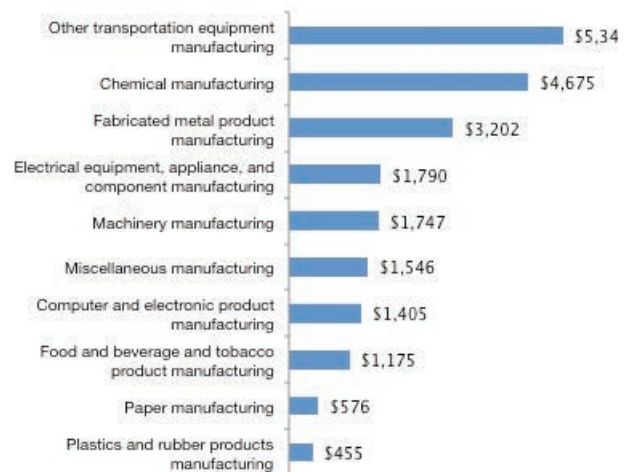
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

Colorado Exports — Room for Growth

Since 2003, Colorado's manufactured exports have grown only two percent, compared to the national average of 70 percent, indicating a lot of room for growth. Colorado and other states could greatly increase their exports if Congress passes strong pro-export legislation.

- **Manufactured exports support 24 percent of Colorado's manufacturing jobs.**
- **Since 2003 Colorado's manufactured goods exports have risen only two percent, while the state's overall economy grew 34 percent.**
- **88 percent of Colorado exporters are small businesses (2009).**
- **Colorado exported \$2.2 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 38 percent of Colorado's total.**

Colorado Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$6
Total Jobs in all Sectors Supported by Manufactured Goods Exports	95,000
Export Share of Manufacturing Jobs	24%
2003-2010 Growth of Manufactured Goods Exports	2%

Manufactured Exports Drive Colorado's Economy

- Manufacturing accounts for 90 percent of Colorado's exports (2010).
- Since 2003, Colorado manufacturing exports grew 2 percent while the national average was a 70 percent increase.
- Manufactured exports support 24 percent of Colorado's manufacturing jobs (U.S. average is 22 percent).

Colorado Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 50 percent of Colorado exports (2010).
- Canada (23%), Mexico (10%), China (8%), Germany (5%) and Japan (5%).

Chart 1. Colorado's Manufactured Goods Exports

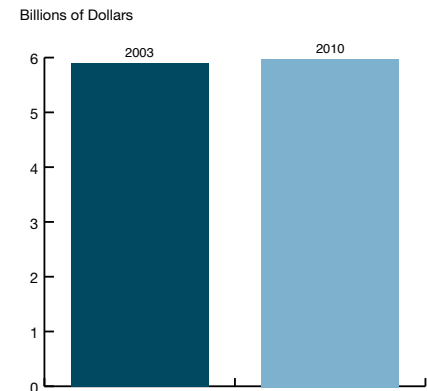
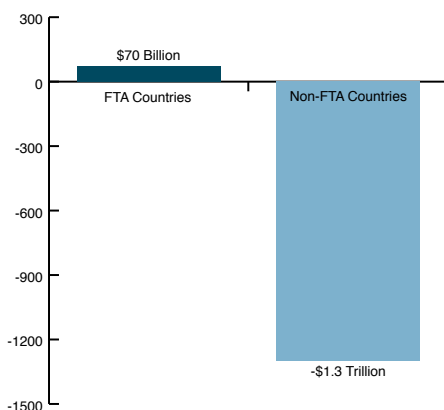


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Colorado's Small Businesses

- Small businesses comprise 88 percent of Colorado's 4,755 exporters (2009).
- Small businesses average \$551,000 in exports per firm.
- Small businesses account for 25 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.