

# Michigan Manufacturing Facts

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Manufacturers in Michigan account for nearly 16 percent of the total output in the state, employing 12.3 percent of the workforce. Total output was \$58.2 billion in 2009 (see figure), with the motor vehicle sector accounting for \$21.6 billion. In addition, manufacturing compensation is 74.5 percent higher than other nonfarm employers in the state.

## Manufacturing Output and Exports

|   |         |
|---|---------|
| Michigan Total Manufacturing Output (\$billions, 2009)    | \$58.2  |
| Manufacturing's Share of Total Gross State Product (2009) | 15.7%   |
| Manufacturing Establishments in Michigan (2009)           | 12,696  |
| Manufacturing's Share of Michigan's Exports (2010)        | 94%     |
| Total Employment Related to Manufactured Exports (2008)   | 269,900 |

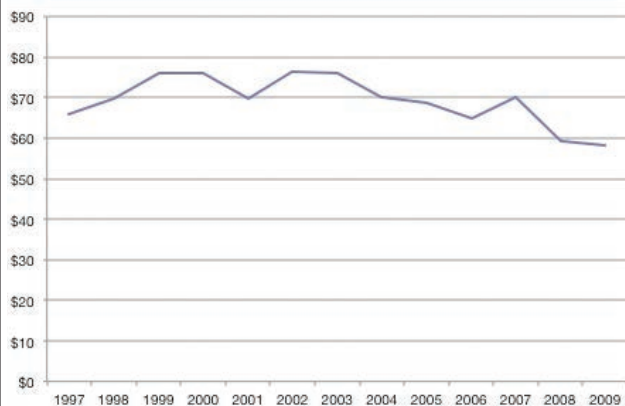
Source: U.S. Bureau of Economic Analysis

## Employment and Compensation

|  |                  |
|--|------------------|
| Manufacturing Employment (2010)                        | 473,800          |
| Manufacturing Employment (% of Overall Nonfarm) (2010) | 12.3%            |
| Average Annual Compensation in Manufacturing (2009)    | \$74,115         |
| Average Annual Compensation in Nonfarm Sectors (2009)  | \$42,461         |
| Manufacturing Pay Premium (as a % of Nonfarm) (2009)   | \$31,654 (74.5%) |

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

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

# Michigan Benefits from Exports!

Manufactured goods exports are the strongest part of Michigan's economy even though Michigan 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 28 percent of Michigan's manufacturing jobs.**
- **Since 2003, Michigan manufacturing exports rose five times as fast as the state's overall economy.**
- **90 percent of Michigan exporters are small businesses (2009).**
- **Michigan exported \$28.2 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 68 percent of Michigan's total.**

## Michigan Trade Statistics

|   |         |
|---|---------|
| Manufactured Goods Exports, 2010 (billions)                       | \$41.8  |
| Total Jobs in all Sectors Supported by Manufactured Goods Exports | 269,900 |
| Export Share of Manufacturing Jobs                                | 28%     |
| 2003-2010 Growth of Manufactured Goods Exports                    | 30%     |

## Manufactured Exports Drive Michigan's Economy

- Manufacturing accounts for 94 percent of Michigan's exports (2010).
- Since 2003, Michigan manufacturing exports grew 30 percent while the national average was a 70 percent increase.
- Manufactured exports support 28 percent of Michigan's manufacturing jobs (U.S. average is 22 percent).

## Michigan Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 76 percent of Michigan exports (2010).
- Canada (47%), Mexico (18%), China (5%), Germany (4%) and Japan (3%).

Chart 1. Michigan's Manufactured Goods Exports

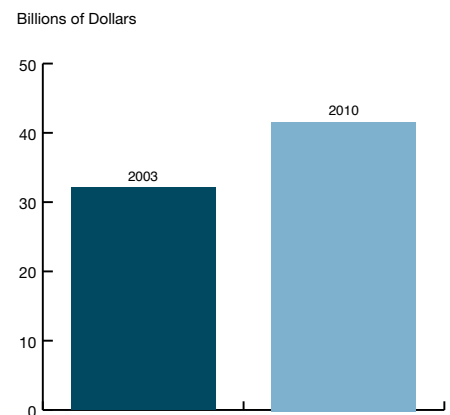
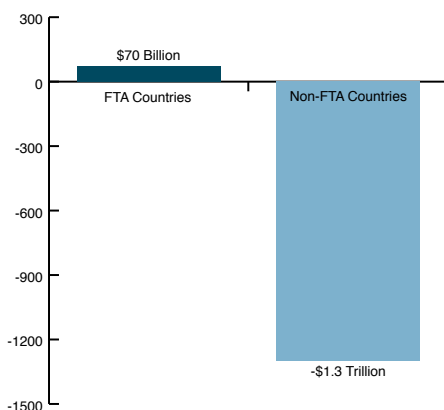


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



## Exporting Is Critical to Michigan's Small Businesses

- Small businesses comprise 90 percent of Michigan's 11,796 exporters (2009).
- Small businesses average \$762,000 in exports per firm.
- Small businesses account for 14 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.
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Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008