

# Massachusetts Manufacturing Facts

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Manufacturers in Massachusetts account for nearly 9 percent of the total output in the state, employing 8 percent of the workforce. Total output from manufacturing has ranged from \$30 to \$36 billion for the past several years (see figure); it was \$31.9 billion in 2009. In addition, manufacturing compensation is 57.6 percent higher than other nonfarm employers in the state.

## Manufacturing Output and Exports

Massachusetts Total Manufacturing Output (\$billions, 2009)	\$31.9
Manufacturing's Share of Total Gross State Product (2009)	8.8%
Manufacturing Establishments in Massachusetts (2009)	7,140
Manufacturing's Share of Massachusetts's Exports (2010)	94%
Total Employment Related to Manufactured Exports (2008)	155,000

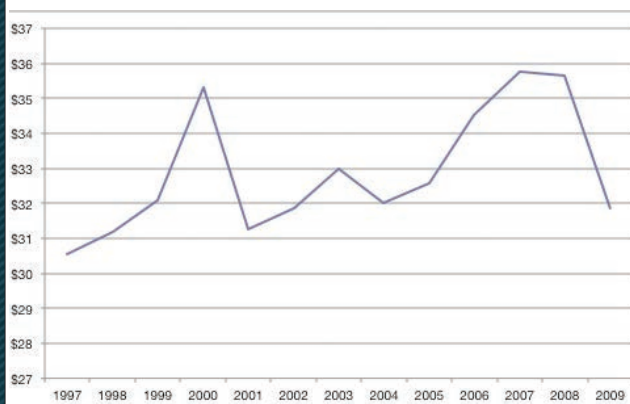
Source: U.S. Bureau of Economic Analysis

## Employment and Compensation

Manufacturing Employment (2010)	254,400
Manufacturing Employment (% of Overall Nonfarm) (2010)	8.0%
Average Annual Compensation in Manufacturing (2009)	\$85,450
Average Annual Compensation in Nonfarm Sectors (2009)	\$54,221
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$31,229 (57.6%)

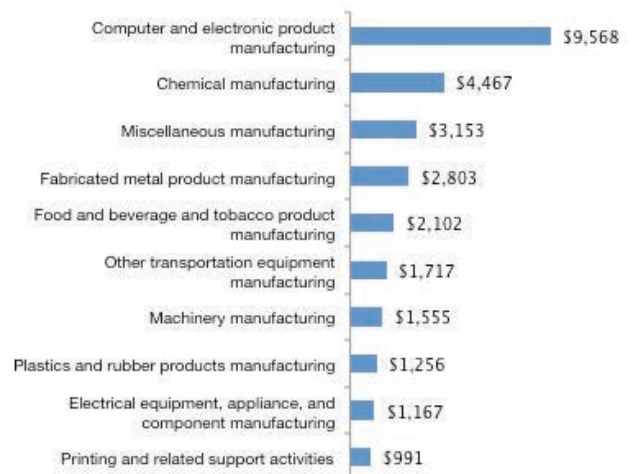
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

# Massachusetts Benefits from Exports!

Manufactured goods exports are the strongest part of Massachusetts' economy even though Massachusetts 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 Massachusetts' manufacturing jobs.**
- **Since 2003, Massachusetts manufacturing exports rose 40 percent faster than the state's overall economy.**
- **90 percent of Massachusetts exporters are small businesses (2009).**
- **Massachusetts exported \$5.6 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 – 23 percent of Massachusetts' total.**

## Massachusetts Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$24.7
Total Jobs in all Sectors Supported by Manufactured Goods Exports	155,000
Export Share of Manufacturing Jobs	28%
2003-2010 Growth of Manufactured Goods Exports	40%

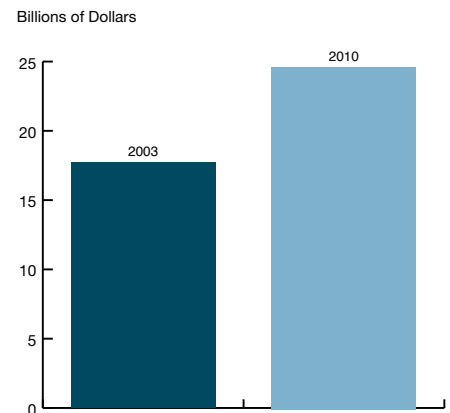
## Manufactured Exports Drive Massachusetts' Economy

- Manufacturing accounts for 94 percent of Massachusetts' exports (2010).
- Since 2003, Massachusetts manufacturing exports grew 40 percent while the national average was a 70 percent increase.
- Manufactured exports support 28 percent of Massachusetts' manufacturing jobs (U.S. average is 22 percent).

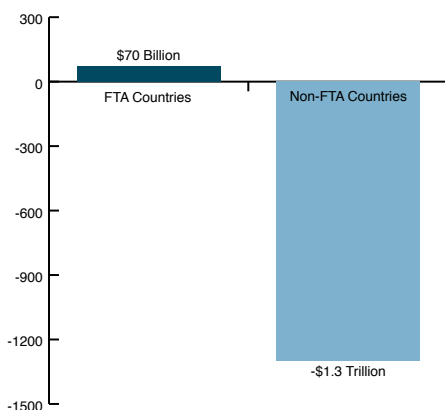
## Massachusetts Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 48 percent of Massachusetts exports (2010).
- UK (13%), Canada (12%), China (8%), Japan (8%) and Germany (7%).

**Chart 1. Massachusetts' Manufactured Goods Exports**



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



## Exporting Is Critical to Massachusetts' Small Businesses

- Small businesses comprise 90 percent of Massachusetts' 9,161 exporters (2009).
- Small businesses average \$1,181,000 in exports per firm.
- Small businesses account for 34 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