Washington Manufacturing Facts

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Manufacturers in Washington account for over 11 percent of the total output in the state, employing 9.3 percent of the workforce. Total output from manufacturing has been rising for the past several years (*see figure*), and it was $37.5 billion in 2009. In addition, manufacturing compensation is just over 59 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Washington Total Manufacturing Output ($billions, 2009)	$37.5
Manufacturing's Share of Total Gross State Product (2009)	11.3%
Manufacturing Establishments in Washington (2009)	7,158
Manufacturing's Share of Washington's Exports (2010)	77%
Total Employment Related to Manufactured Exports (2008)	258,300

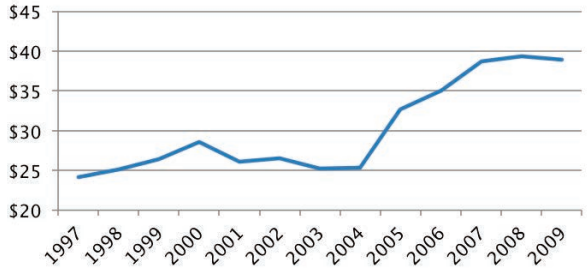
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	257,600
Manufacturing Employment (% of Overall Nonfarm) (2010)	9.3%
Average Annual Compensation in Manufacturing (2009)	$77,470
Average Annual Compensation in Nonfarm Sectors (2009)	$48,657
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$28,813 (59.2%)

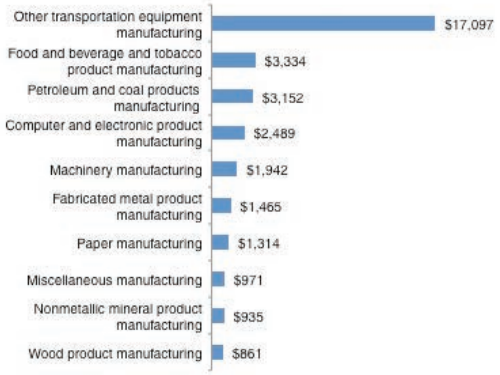
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

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Washington Benefits from Exports!

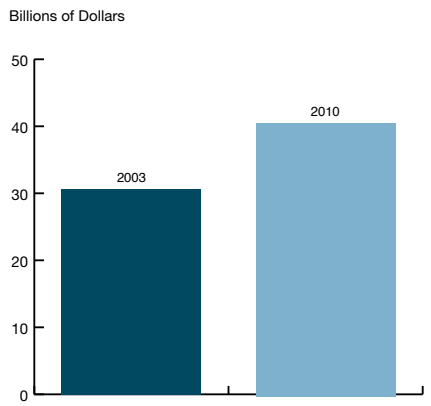
Manufactured goods exports are the strongest part of Washington's economy even though Washington and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 41 percent of Washington's manufacturing jobs, the highest proportion of any state.**
- **Since 2003, Washington manufacturing exports have risen about as fast as the state's overall economy.**
- **90 percent of Washington exporters are small businesses (2009).**
- **Washington exported $9.3 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 23 percent of Washington's total.**

Washington Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$40.8
Total Jobs in all Sectors Supported by Manufactured Goods Exports	258,300
Export Share of Manufacturing Jobs	41%
2003-2010 Growth of Manufactured Goods Exports	34%

Chart 1. Washington's Manufactured Goods Exports



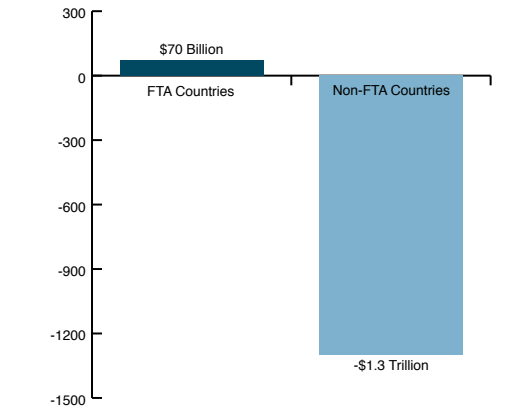
Manufactured Exports Drive Washington's Economy

- Manufacturing accounts for 77 percent of Washington's exports (2010).
- Since 2003, Washington manufacturing exports grew 34 percent while the national average was a 70 percent increase.
- Manufactured exports support 41 percent of Washington's manufacturing jobs (U.S. average is 22 percent).

Washington Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 46 percent of Washington exports (2010).
- Canada (15%), China (13%), Japan (10%), Indonesia (4%) and Ireland (4%).

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



Exporting Is Critical to Washington's Small Businesses

- Small businesses comprise 90 percent of Washington's 8,480 exporters (2009).
- Small businesses average $1,343,000 in exports per firm.
- Small businesses account for 19 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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