

New Jersey Manufacturing Facts

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Manufacturers in New Jersey account for nearly 8 percent of the total output in the state, employing 6.7 percent of the workforce. Total output from manufacturing was \$36.4 billion in 2009 (see figure), with chemical manufacturing the largest sector. In addition, manufacturing compensation is just over 67 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

New Jersey Total Manufacturing Output (\$billions, 2009)	\$36.4
Manufacturing's Share of Total Gross State Product (2009)	7.7%
Manufacturing Establishments in New Jersey (2009)	8,447
Manufacturing's Share of New Jersey's Exports (2010)	89%
Total Employment Related to Manufactured Exports (2008)	139,400

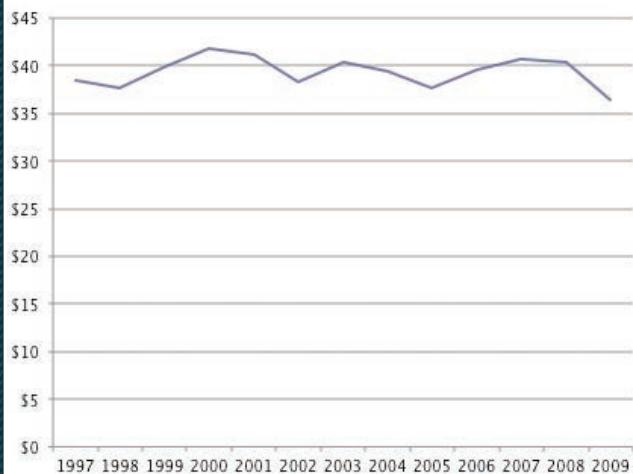
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	257,400
Manufacturing Employment (% of Overall Nonfarm) (2010)	6.7%
Average Annual Compensation in Manufacturing (2009)	\$89,472
Average Annual Compensation in Nonfarm Sectors (2009)	\$53,466
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	\$36,006 (67.3%)

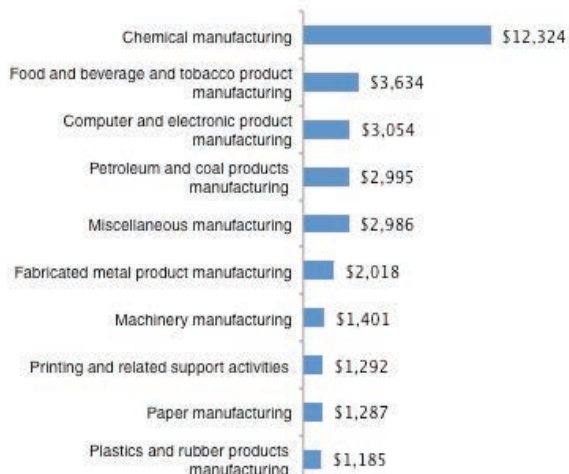
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

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



Source: U.S. Bureau of Economic Analysis

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



Source: U.S. Bureau of Economic Analysis

New Jersey Benefits from Exports!

Manufactured goods exports are the strongest part of New Jersey's economy even though New Jersey 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 18 percent of New Jersey's manufacturing jobs.
- Since 2003, New Jersey manufacturing exports rose three and a half times as fast as the state's overall economy.
- 93 percent of New Jersey exporters are small businesses (2009).
- New Jersey exported \$9.5 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 – 33 percent of New Jersey's total.

New Jersey Trade Statistics

Manufactured Goods Exports, 2010 (billions)	\$28.5
Total Jobs in all Sectors Supported by Manufactured Goods Exports	139,400
Export Share of Manufacturing Jobs	18%
2003-2010 Growth of Manufactured Goods Exports	87%

Manufactured Exports Drive New Jersey's Economy

- Manufacturing accounts for 89 percent of New Jersey's exports (2010).
- Since 2003, New Jersey manufacturing exports grew 87 percent while the national average was a 70 percent increase.
- Manufactured exports support 18 percent of New Jersey's manufacturing jobs (U.S. average is 22 percent).

New Jersey Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 40 percent of New Jersey exports (2010).
- Canada (20%), South Korea (6%), Mexico (5%), Japan (5%) and Germany (5%).

Chart 1. New Jersey's Manufactured Goods Exports

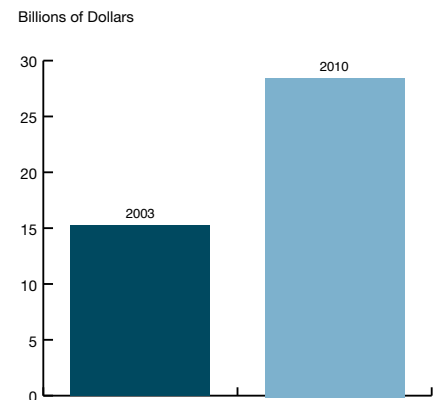
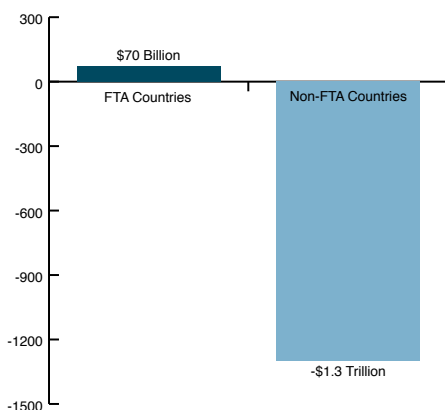


Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to New Jersey's Small Businesses

- Small businesses comprise 93 percent of New Jersey's 16,197 exporters (2009).
- Small businesses average \$1,083,000 in exports per firm.
- Small businesses account for 42 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.