

New Hampshire Manufacturing Facts

Manufacturers in New Hampshire account for 11.6 percent of the total output in the state, employing 10.1 percent of the workforce. Total output from manufacturing was \$9.33 billion in 2017. In addition, there were 68,700 manufacturing employees in New Hampshire in 2017, with an average annual compensation of \$78,104 in 2016.

Manufacturing Output and Firms

Total Manufacturing Output (\$billions, 2017) \$9.33
(Percent share of total gross state product) 11.6%

Manufacturing Firms in New Hampshire (2015) 1,706

Employment and Compensation

Manufacturing Employment (2017) 68,700
(Percent share of nonfarm employment) 10.1%

Average Annual Compensation (Manufacturing, 2016) \$78,104
(Nonfarm Businesses, 2016) \$47,909

Sources: U.S. Bureau of Economic Analysis and the U.S. Census Bureau

Figure 1: New Hampshire Manufacturing Output, in Billions of Dollars, 2005–2017

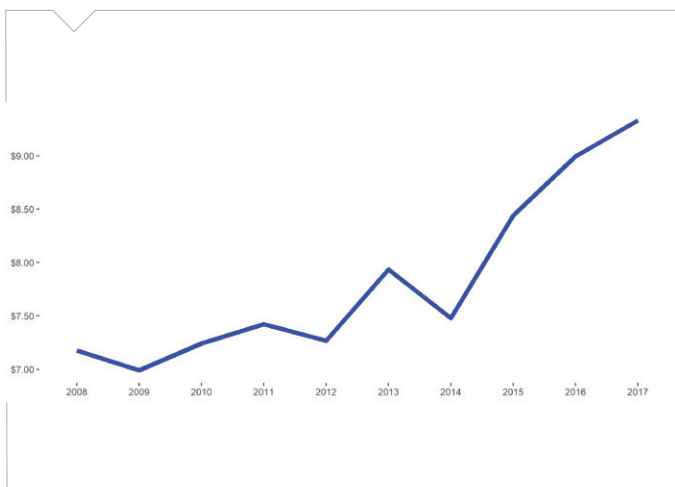


Figure 2: Top 10 New Hampshire Manufacturing Sectors, in Millions of Dollars, 2016

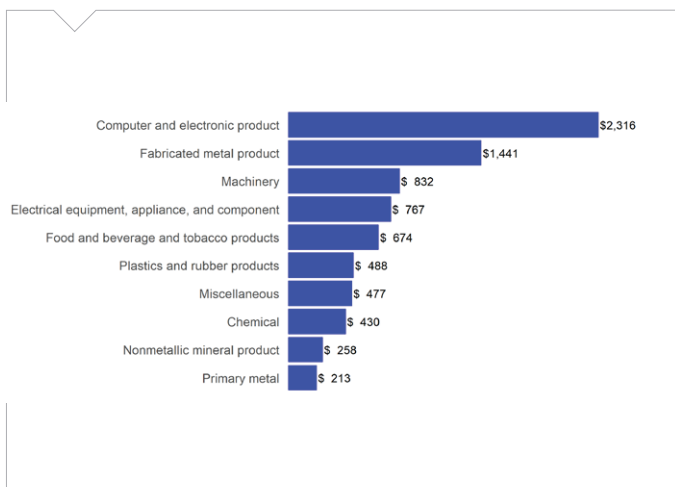
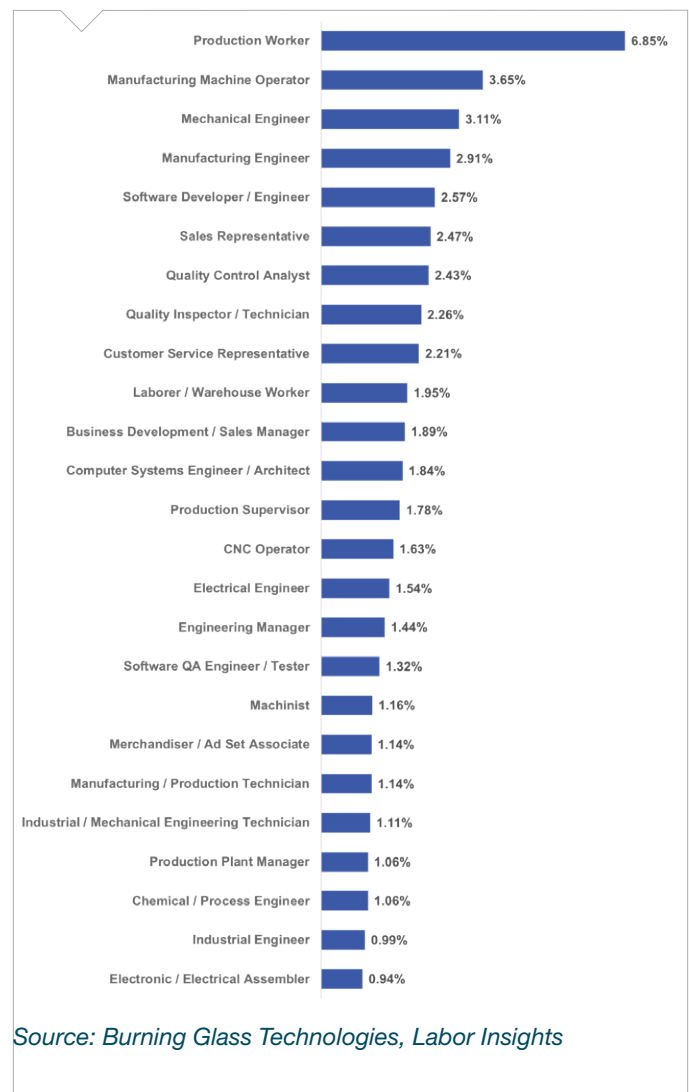


Figure 3: Top 25 Manufacturing Job Titles over the Past 12 Months in New Hampshire



Source: Burning Glass Technologies, Labor Insights

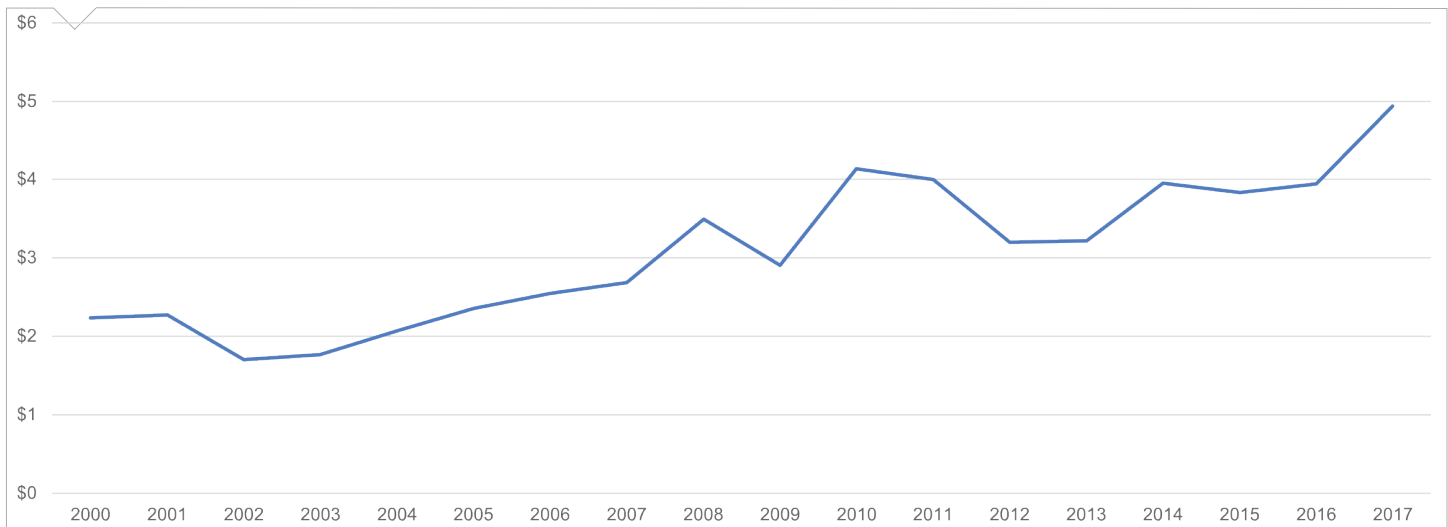
New Hampshire Export Facts

Manufacturers help to drive New Hampshire's economy, with \$4.94 billion in manufactured goods exports in 2017. That same year, \$1.52 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and 25.7 percent of its employment stemmed from exports in 2011. Small businesses comprised 87 percent of all exporters in New Hampshire.

Manufactured Goods Exports (\$billions, 2017) (Percent share of total goods exports)	\$4.94 95.9%	Manufactured Goods to Free Trade Agreement Partners (\$billions, 2017) (Percent of total exports, 2017)	\$1.52 30.8%
Growth in Manufactured Goods Exports (2010–2017)	19.3%	Total Manufactured Goods Exports to Canada and Mexico (NAFTA, 2017)	\$0.99
U.S. Jobs Supported by Goods Exports (2016)	18,357	Top Five Export Markets (Percent of total manufactured goods exports, 2017)	41.5%
Employment from Manufacturing Exports (Export share of manufacturing jobs, 2011)	25.7%	<ul style="list-style-type: none"> • Canada (10.40%) • Mexico (9.73%) • China (8.05%) • Ireland (7.47%) • Germany (5.85%) 	
Small Business Share of Total Exporters (2015)	87%		

Sources: International Trade Administration, U.S. Census Bureau

Figure 4: New Hampshire's Manufactured Goods Exports, in Billions of Dollars, 2000-2017



Additional Trade Facts

- The 20 U.S. FTA partners purchased nearly 48 percent (\$637.5 billion) of U.S. manufactured goods exports in 2017 – even though these countries represent only six percent of the world's population and 10 percent of GDP.
- FTA countries: Australia, Bahrain, Canada, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Panama, Peru, Singapore and South Korea.
- Visit www.nam.org/statedata or www.nam.org/trade for more information.