

# United States Manufacturing Facts

Manufacturers account for 11.6 percent of the total output in the United States, employing 8.5 percent of the workforce. Total output from manufacturing was \$2,244.30 billion in 2017. In addition, there were 12,442,900 manufacturing employees in the U.S. in 2017, with an average annual compensation of \$84,832.

## Manufacturing Output and Firms

Total Manufacturing Output (\$billions, 2017) \$2,244.30  
(Percent share of total gross state product) 11.6%

Manufacturing Firms in United States (2015) 251,774

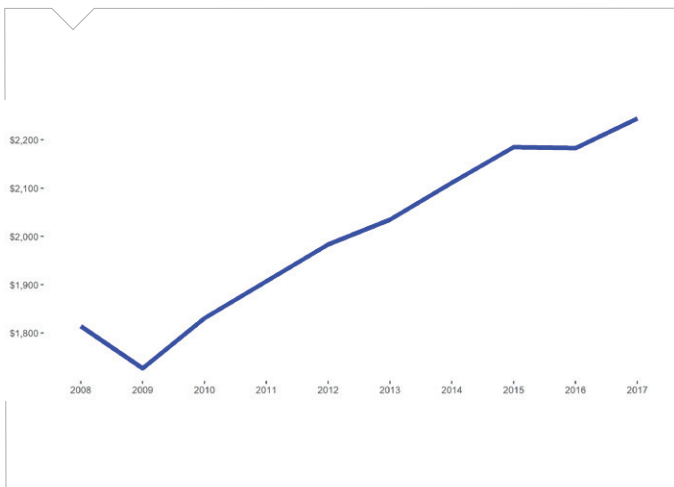
## Employment and Compensation

Manufacturing Employment (2017) 12,442,900  
(Percent share of nonfarm employment) 8.5%

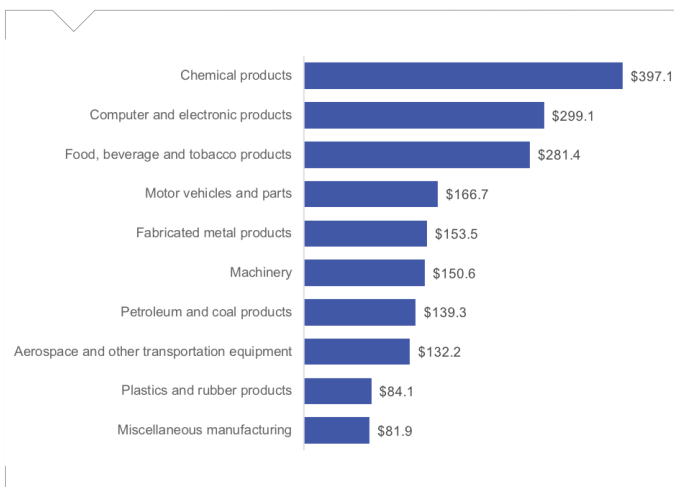
Average Annual Compensation (Manufacturing, 2017) \$84,832  
(Nonfarm Businesses, 2017) \$66,847

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

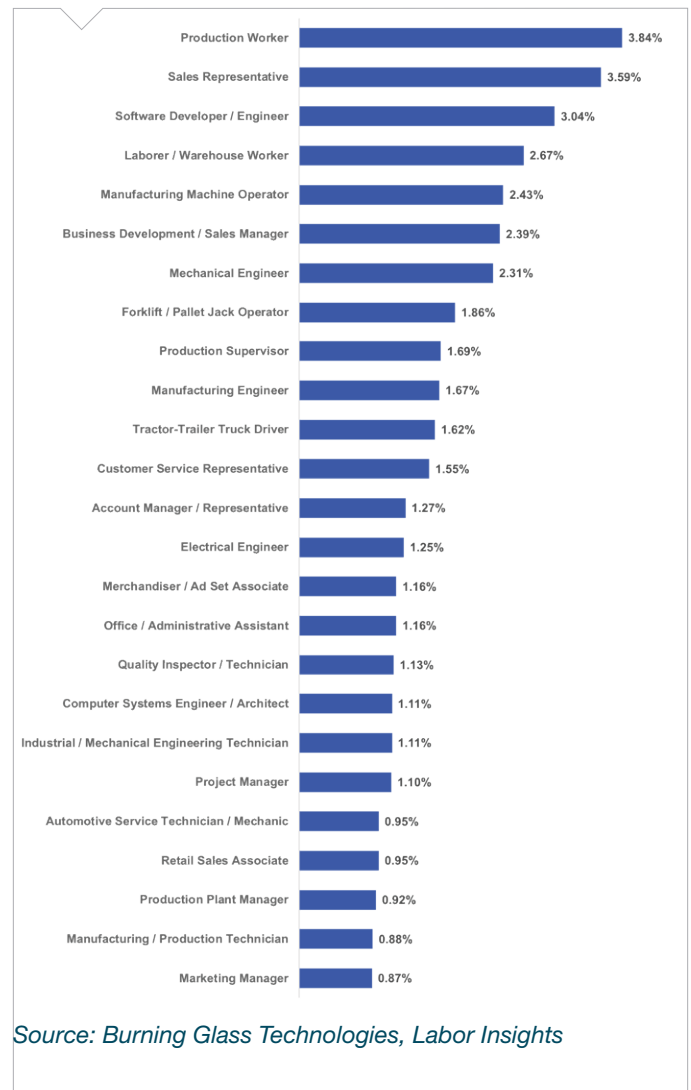
**Figure 1:** United States Manufacturing Output, in Billions of Dollars, 2005–2017



**Figure 2:** Top 10 United States Manufacturing Sectors, in Millions of Dollars, 2016



**Figure 3:** Top 25 Manufacturing Job Titles over the Past 12 Months in United States



Source: Burning Glass Technologies, Labor Insights

# United States Export Facts

Manufacturers help to drive the U.S. economy, with \$1,322.46 billion in manufactured goods exports in 2017. That same year, our free trade agreement (FTA) partnerships purchased \$636.08 billion in exports. Small businesses comprised 96.6 percent of all exporters in the United States.

Manufactured Goods Exports (\$billions, 2017) \$1,322.46  
(Percent share of total goods exports) 85.5%

Growth in Manufactured Goods Exports (2010–2017) 20.1%

Small Business Share of Total Exporters (2015) 96.6%

Manufactured Goods to Free Trade Agreement Partners (\$billions, 2017) \$636.08  
(Percent of total exports, 2017) 48.1%

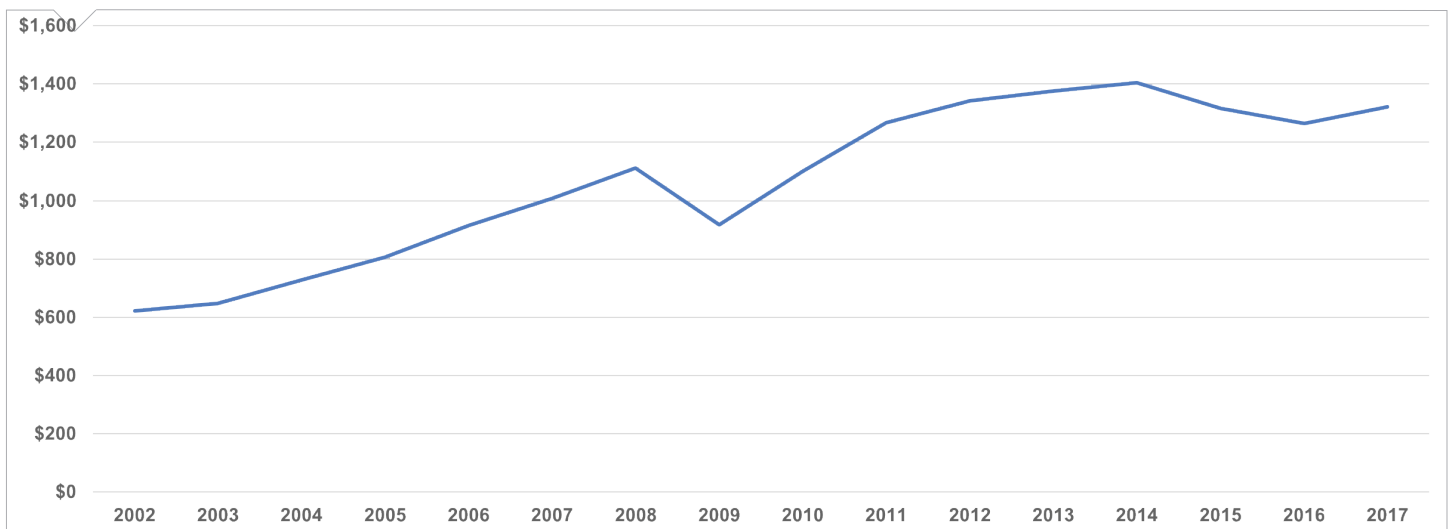
Total Manufactured Goods Exports to Canada and Mexico (NAFTA, 2017) \$468.61

Top Five Export Markets (Percent of total manufactured goods exports, 2017) 50.3%

- Canada (18.82%)
- Mexico (16.61%)
- China (7.22%)
- Japan (4.03%)
- Germany (3.63%)

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

**Figure 4:** United States’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](http://www.nam.org/statedata) or [www.nam.org/trade](http://www.nam.org/trade) for more information.