

# Illinois Manufacturing Facts

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Manufacturers in Illinois account for 12.9 percent of the total output in the state, employing 10.1 percent of the workforce. Total output from manufacturing was \$86.6 billion in 2011. In addition, manufacturing compensation is more than \$25,000 higher than other non-farm employers in the state.

## Manufacturing Output and Exports

|   |         |
|---|---------|
| Illinois Total Manufacturing Output (\$billions, 2011)        | \$86.6  |
| Manufacturing's Share of Total Gross State Product (2011)     | 12.9%   |
| Manufacturing Establishments in Illinois (2009)               | 14,722  |
| Manufacturing's Share of Illinois' Exports (2011)             | 93%     |
| Total Employment Related to Manufactured Goods Exports (2009) | 284,300 |

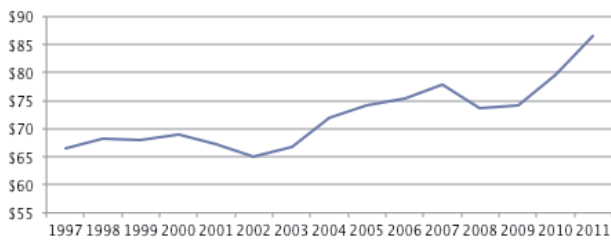
Source: U.S. Bureau of Economic Analysis, U.S. Census Bureau, International Trade Administration

## Employment and Compensation

|  |          |
|--|----------|
| Manufacturing Employment (2011)                                | 574,000  |
| Manufacturing Employment (% of Overall Non-Farm) (2011)        | 10.1%    |
| Average Annual Compensation in Manufacturing (2010)            | \$75,763 |
| Average Annual Compensation in Private Non-Farm Sectors (2010) | \$50,120 |
| Manufacturing Pay Premium (as a % of Private Non-Farm) (2010)  | \$25,643 |

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

**Illinois Manufacturing Output  
(Billions of Dollars, from 1997-2011)**



Source: U.S. Bureau of Economic Analysis

**Top 10 Illinois Manufacturing Sectors  
(in Millions of Dollars, in 2010)**



Source: U.S. Bureau of Economic Analysis

# Illinois Benefits from Exports!

Manufacturers help to drive Illinois' economy, with nearly \$60 billion in manufactured goods exports in 2011. Last year, \$32.7 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and nearly 24 percent of its employment stems from exports. America's exports and related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured goods exports support 23.8 percent of Illinois' manufacturing jobs.**
- **Since 2000, Illinois' manufactured goods exports rose more than twice as fast as the state's overall economy.**
- **89.6 percent of Illinois exporters are small businesses (2009).**
- **Illinois exported \$32.7 billion of manufactured goods to FTA partner countries in 2011 — 54.9 percent of Illinois' total.**

## Illinois Trade Statistics

|   |         |
|---|---------|
| Manufactured Goods Exports, 2011 (billions)                       | \$59.6  |
| Total Jobs in All Sectors Supported by Manufactured Goods Exports | 284,300 |
| Export Share of Manufacturing Jobs                                | 23.8%   |
| 2000-2011 Growth of Manufactured Goods Exports                    | 96.2%   |

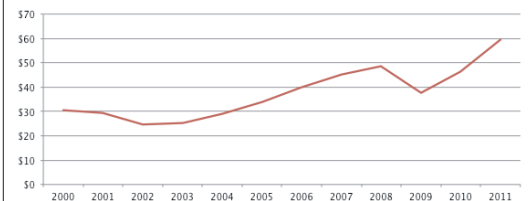
## Manufactured Goods Exports Drive Illinois' Economy

- Manufacturing accounts for 92 percent of Illinois' exports (2011).
- Since 2000, Illinois' manufactured goods exports grew 96.2 percent, while the national average increased 80.1 percent.
- Manufactured goods exports support 23.8 percent of Illinois' manufacturing jobs. The U.S. average is 21.9 percent (2009).

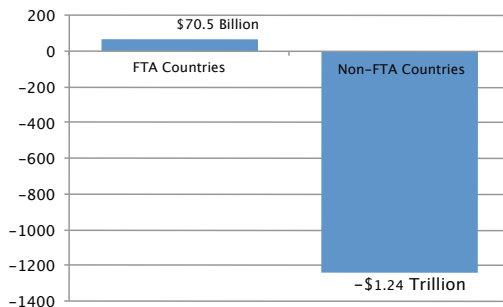
## Illinois Manufacturers Are Engaged in Exporting Around the World

- Top-five U.S. export markets: 54.9 percent of Illinois exports (2011)
- Canada (31.2%), Mexico (8.9%), Australia (6.2%), China (4.3%) and Brazil (4.3%)

**Chart 1. Illinois' Manufactured Goods Exports**  
(in Billions of Dollars, 2000-2011)



**Chart 2. U.S. Trade Balance, 2009-2011**  
FTA Countries vs. Non-FTA Countries



## Exporting Is Critical to Illinois' Small Businesses

- Small businesses comprise 89.6 percent of Illinois' 15,884 exporters (2009).
- Small businesses average more than \$775,000 in exports per firm.
- Small businesses account for 22.3 percent of total state exports.

## Additional Trade Facts

- Over the past three years, manufacturers in the United States sold more than \$70 billion more in manufactured goods to our FTA partners than we bought from them. The United States had a manufacturing trade deficit of \$1.2 trillion in countries where no FTAs existed (see Chart 2).
- 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
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Source: U.S. Department of Commerce.