

MANUFACTURING: BY THE NUMBERS

2017 Manufacturing Report Card

Conexus Indiana

A grade (in 2016 and 2017)

Indiana, Iowa, Kentucky, Michigan, S. Carolina

F grade (in 2016 and 2017)

Alaska, Hawaii, Nevada, New Mexico

Source: Ball State University Center for Business and Economic Research

Indiana Manufacturing Facts

- Firms (2014): 7,163
- Output (\$billions, 2016): \$98.4
- Employment (2016): 516,900
- Average compensation (2015):
 - Manufacturing: \$74,849
 - Nonfarm Businesses: \$45,592

Sources: Bureau of Economic Analysis, U.S. Census Bureau

Automotive Manufacturing Workforce (Top 10)

Description	2015 Jobs	2009-2015 % Increase
Team Assemblers	78,510	31%
Laborers and Freight, Stock, and Material Movers, Hand	60,543	18%
First-Line Supervisors of Production and Operating Workers	22,974	15%
Inspectors, Testers, Sorters, Samplers and Weighers	19,927	21%
Machinists	15,158	24%
Welders, Cutters, Solderers and Brazers	13,972	24%
Assemblers and Fabricators, All Other	13,318	34%
Cutting, Punching and Press Machine Setters, Operators, and Tenders, Metal and Plastic	11,459	21%
Computer-Controlled Machine Tool Operators, Metal and Plastic	8,890	37%
Tool and Die Makers	5,086	25%

Source: Indiana Automotive Council

Indiana Rankings

- #1 – percent of workforce engaged in manufacturing
- #1 – per capita income from foreign-owned manufacturers
- #2 – manufacturing employment growth

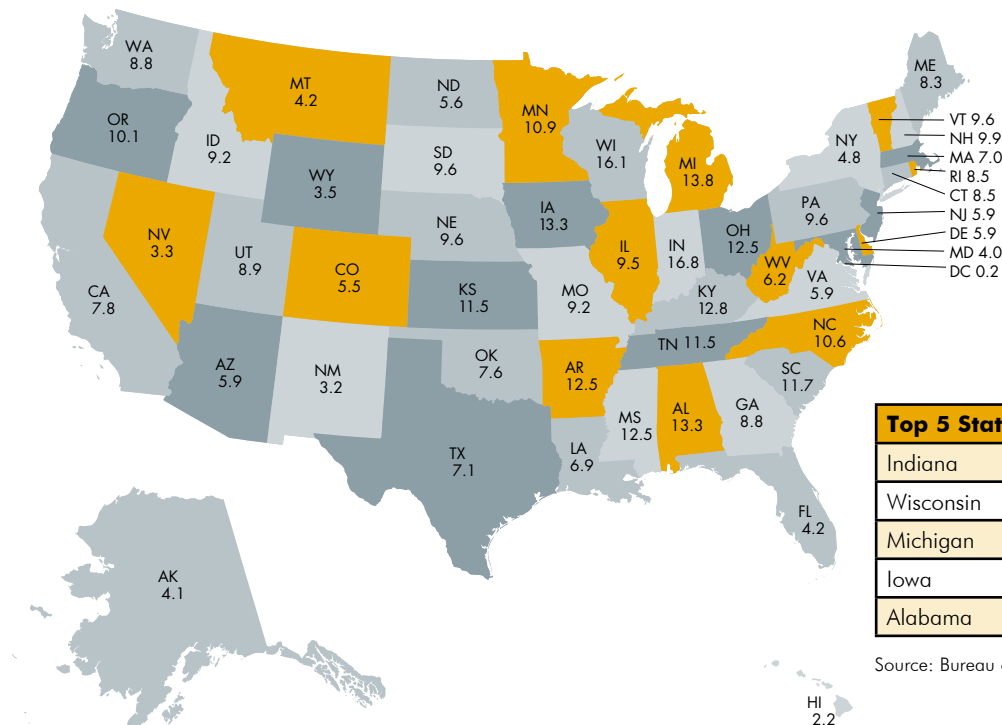
Source: Indiana Economic Development Corporation

Indiana Automotive Industry Facts

- Five major assembly plants
- 500+ suppliers
- More than 100,000 workers (2015)
- Second largest in U.S. by gross domestic product
- Third in overall U.S. production

Source: Indiana Economic Development Corporation

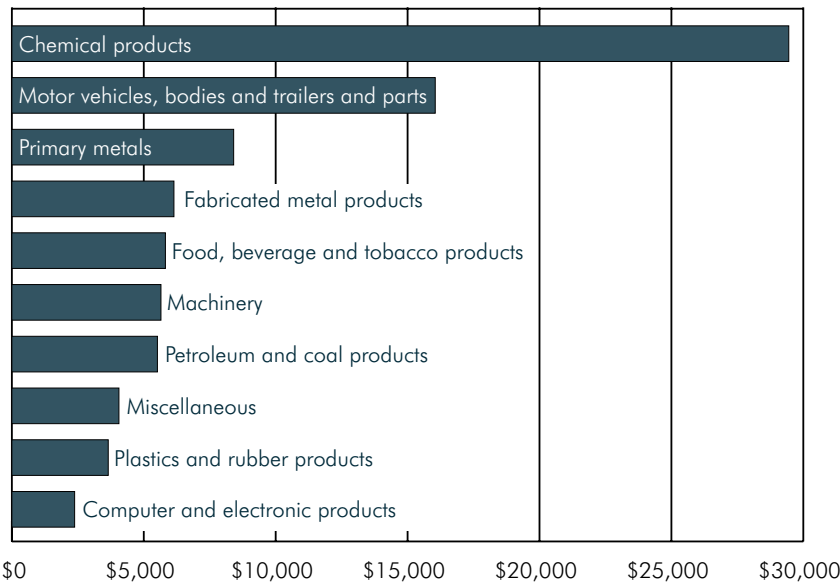
Manufacturing Employment by State



Top 5 States		Bottom 5 States	
Indiana	16.8%	District of Columbia	0.2%
Wisconsin	16.1%	Hawaii	2.2%
Michigan	13.8%	New Mexico	3.2%
Iowa	13.3%	Nevada	3.3%
Alabama	13.3%	Wyoming	3.5%

Source: Bureau of Economic Analysis

Top 10 Indiana Manufacturing Sectors (in millions of dollars, 2014)



Source: Center for Manufacturing Research

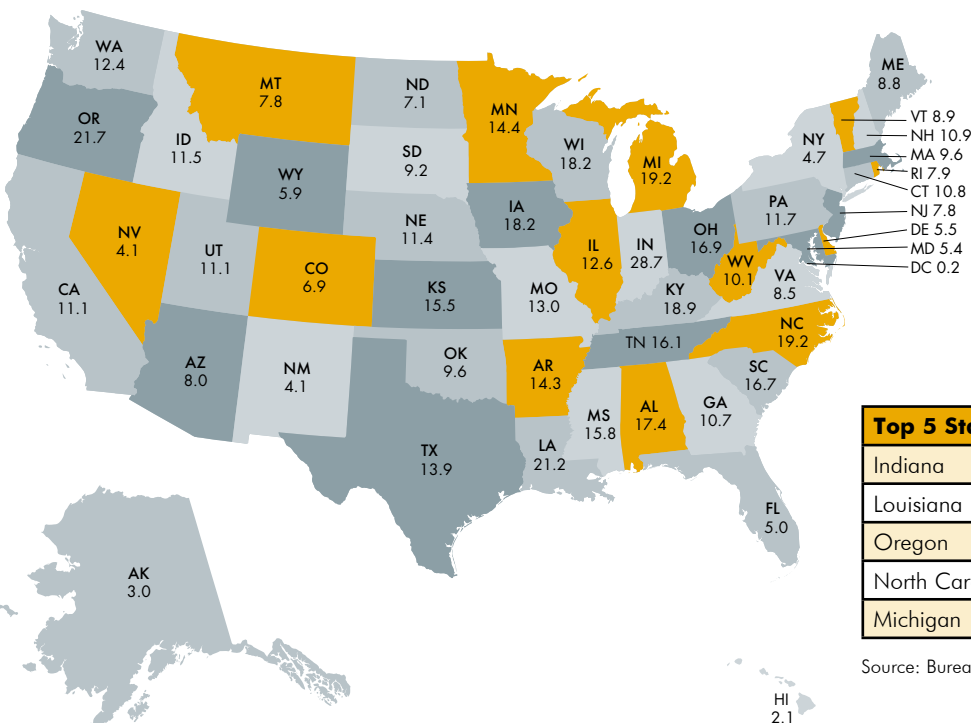
Manufacturing Employment by County

County	Manufacturing Employees	%
Top 10 by %		
LaGrange	6,702	44%
Kosciusko	14,327	39%
Noble	8,119	38%
Elkhart	32,429	36%
Jay	3,451	36%
Dubois	7,532	35%
Perry	2,878	35%
Bartholomew	12,631	33%
DeKalb	6,324	33%
Jackson	6,390	33%
Whitley	5,276	33%

Bottom 10 by %

Monroe	6,894	10%
Union	363	10%
Marion	47,242	11%
Delaware	5,884	12%
Hamilton	19,161	13%
Hancock	4,550	13%
Hendricks	9,426	13%
Boone	4,111	14%
Greene	1,999	14%
Knox	2,397	14%
Madison	7,565	14%
Martin	665	14%

Manufacturing's Share of Gross State Product



Source: Hoosiers by the Numbers (data from American Community Surveys)

Top 5 States		Bottom 5 States	
Indiana	28.7%	District of Columbia	0.2%
Louisiana	21.2%	Hawaii	2.1%
Oregon	21.7%	Alaska	3.0%
North Carolina	19.2%	Nevada	4.1%
Michigan	19.2%	New Mexico	4.1%

Source: Bureau of Economic Analysis

NATIONAL LANDSCAPE

IndustryWeek U.S. 500*

2017 IW U.S. 500 Rank	Company Name	Primary Industry	2016 Revenue (US\$ Millions)	Revenue Growth (%)
1	Exxon Mobil Corp.	Petroleum & Coal Products	\$226,094	-15.91%
2	Apple Inc.	Computers & Other Electronic Products	\$215,639	-7.73%
3	General Motors Co.	Motor Vehicles	\$166,380	9.20%
4	Ford Motor Co.	Motor Vehicles	\$151,800	1.50%
5	General Electric Co.	Electrical Equipment & Appliances	\$123,693	5.37%
6	Chevron Corp.	Petroleum & Coal Products	\$114,472	-17.34%
7	Boeing Co.	Aerospace & Defense	\$94,571	-1.61%
8	Phillips 66	Petroleum & Coal Products	\$85,777	-15.03%
9	Microsoft Corp.	Computers & Other Electronic Products	\$85,320	-8.83%
10	IBM Corp.	Computers & Other Electronic Products	\$79,919	-2.23%
11	Valero Energy Corp.	Petroleum & Coal Products	\$75,659	-13.83%
12	Philip Morris International Inc.	Tobacco	\$74,953	1.41%
13	Johnson & Johnson	Pharmaceuticals	\$71,890	2.59%
14	Procter & Gamble Co.	Chemicals	\$65,299	-14.39%
15	Marathon Petroleum Corp.	Petroleum & Coal Products	\$63,364	-12.31%
16	PepsiCo Inc.	Beverages	\$62,799	-0.41%
17	Archer-Daniels-Midland Co.	Food	\$62,346	-7.91%
18	Intel Corp.	Computers & Other Electronic Products	\$59,387	7.28%
19	United Technologies Corp.	Aerospace & Defense	\$57,244	2.04%
20	Pfizer Inc.	Pharmaceuticals	\$52,824	8.13%
21	Cisco Systems Inc.	Computers & Other Electronic Products	\$49,247	0.17%
22	HP Inc.	Computers & Other Electronic Products	\$48,238	-53.33%
23	Dow Chemical Co.	Chemicals	\$48,158	-1.27%
24	Lockheed Martin Corp.	Aerospace & Defense	\$47,248	2.42%
25	Bunge Ltd.	Food	\$42,679	-1.79%

*None of the top 50 in the U.S. 500 headquartered in Indiana

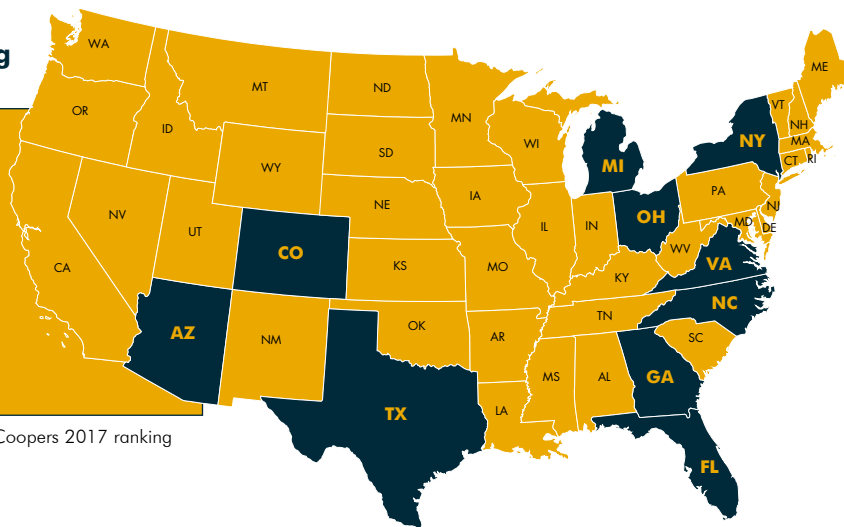
Source: IndustryWeek

Aerospace Manufacturing

Top 10 States

1. Georgia
2. Michigan
3. Arizona
4. North Carolina
5. Virginia
6. Ohio
7. Florida
8. Colorado
9. Texas
10. New York

Source: PricewaterhouseCoopers 2017 ranking



Plastics and Chemicals

2017 Most Competitive Metro Areas

1. Houston-TheWoodlands-Sugar Land (TX)
2. Baton Rouge (LA)
3. Chicago-Naperville-Elgin (IL-IN-WI)
4. Cincinnati (OH-KY-IN)
5. Atlanta-Sandy Springs-Roswell (GA)

Source: Site Selection magazine