

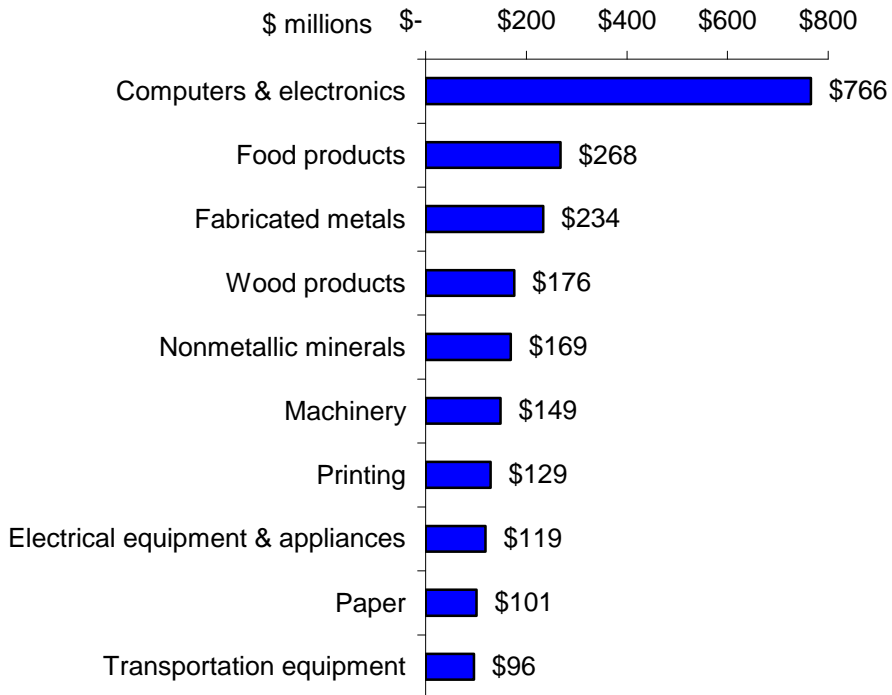
# Facts About Vermont Manufacturing

| Manufacturing Employment and Wages        |          |
|---|----------|
| Employees, December 2007                  | 35,500   |
| Manufacturing businesses, 2005            | 1,197    |
| Average annual manufacturing wages*, 2007 | \$47,707 |
| Average annual state wages*, 2007         | \$35,532 |

\*Wages do not include benefits as data is not available by state

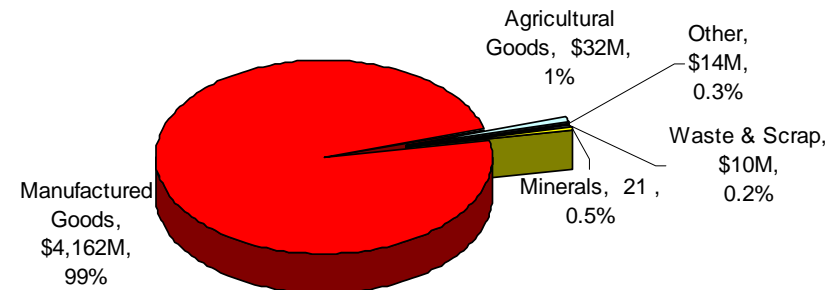
| Manufacturing Share of Vermont, 2006            |        |
|---|--------|
| Manufacturing Growth in Vermont (2001-2006)     | 13.8%  |
| Vermont GDP, \$ billions                        | \$24.2 |
| Manufacturing share of Vermont GDP, \$ billions | \$2.9  |
| Manufacturing share of Vermont GDP, %           | 12%    |

## Top 10 Vermont Manufacturing Sectors, 2004



## Bulk of Vermont Exports are Manufactured Goods 2005<sup>a</sup>

\$ millions,  
as a percent of merchandise exports



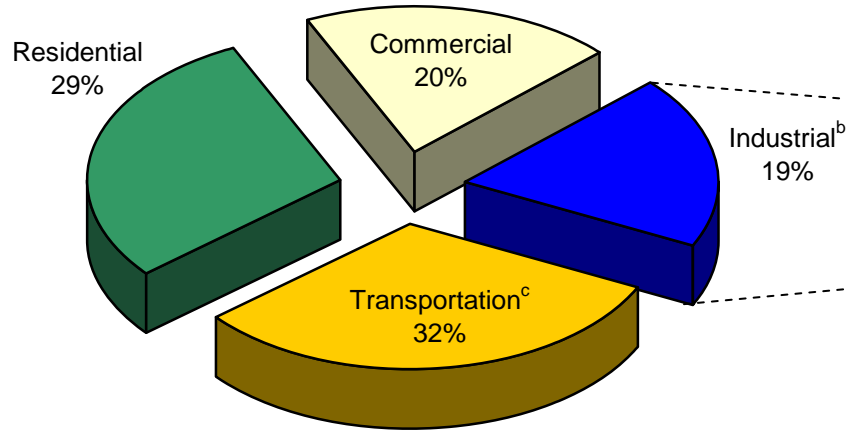
Vermont 2005 Total Exports: \$4.2 billion

Sources: U.S. Bureau of Labor Statistics, U.S. Bureau of Economic Analysis, U.S. Census Bureau and Commerce Department

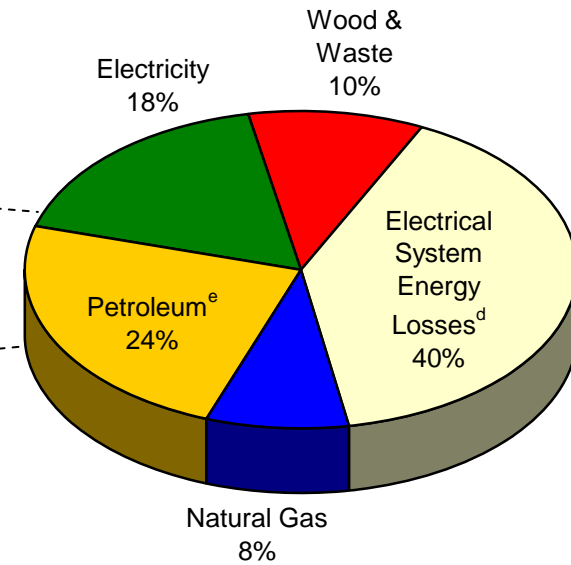
<sup>a</sup>/ Service exports data are not available by state.

# Energy Facts: Vermont Industries

**Vermont Industries Use 19% of Energy Supply,**  
End-Use Sectors of Energy,  
as a percent of total energy consumed<sup>a</sup>



**Vermont Industries' Energy Usage<sup>b</sup>,**  
as a percent of total energy usage<sup>a</sup>



**Fact:** Despite enactment of the 2006 Gulf of Mexico Energy Security Act, more than 80% of the area in the Outer Continental Shelf is off-limits to energy development. The U.S. Energy Department estimates that maintaining U.S. economic growth through 2025 will require a 40% increase in natural gas.

Source: Department of Energy, Energy Information Administration (EIA)

a/ Energy usage is measured in trillions of British thermal units (Btu).

b/ The manufacturing sector consumes 70 percent of industrial's usage nationwide, according to EIA's Manufacturing Energy Consumption data. The industrial sector includes manufacturing, agriculture, forestry, fishing, and hunting, mining (including oil and gas extraction), and construction sectors. Vermont industries consumed 31.2 trillion Btu or 19% of the total 164 trillion Btu consumed in the state, according to the EIA's 2001 statistics.

c/ The transportation sector includes residential, commercial and industrial energy usage. Disaggregated data for transportation is not available.

d/ Incurred in the generation, transmission and distribution of electricity plus plant use and unaccounted for electrical system energy losses.

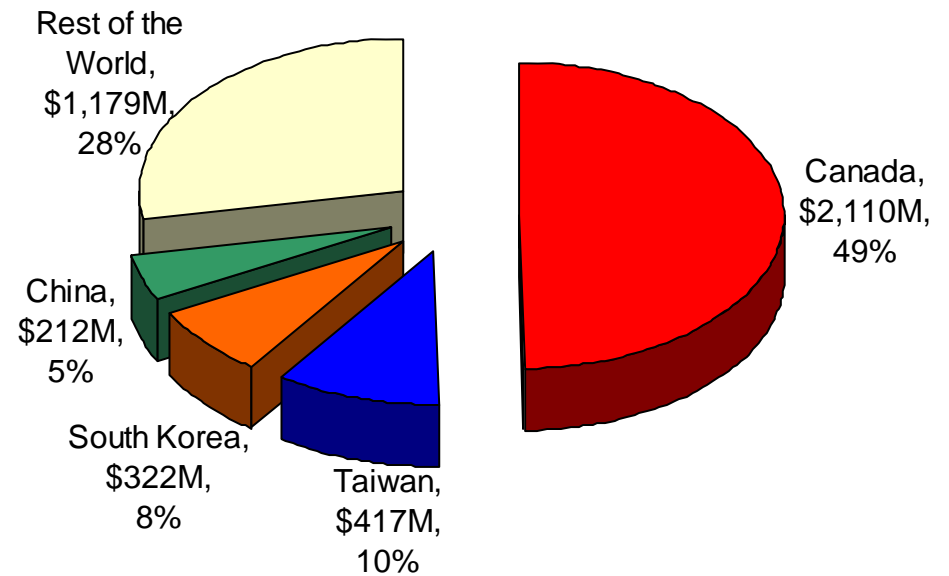
e/ Petroleum includes the following sources: asphalt and road oil, distillate fuel, kerosene, LPG (Liquefied Petroleum Gas), lubricants, motor gasoline, residual fuel and other petroleum products.

# Trade Facts: Vermont Manufacturing

**Top Vermont Exports 2005,**  
\$ millions



**Top Vermont Export Markets, 2005**  
\$ millions



**Fact:** Vermont manufacturers in 2005 exported \$4.1 billion of the \$4.2 billion in total goods or 99% of exports.  
(Source: U.S. Commerce Department).