

SUPPLY

DEMAND

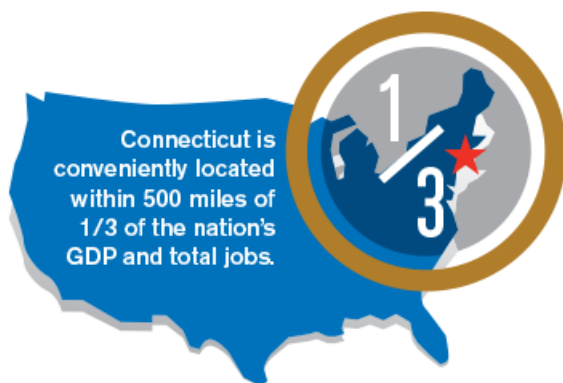
A powerful network of global OEMs *and* local suppliers

Since the 1700s, when Connecticut's own Eli Whitney first patented the cotton gin, Connecticut has been a center for manufacturing innovation. More than two centuries later, the state is still home to manufacturing pioneers—from multinational Original Equipment Manufacturers (OEMs) to leading suppliers of components, composites and related services of all types. Together, they form one of America's most mature manufacturing ecosystems—powering today's advances in precision processes, breakthrough fabrications and patented products.

The ideal location for a Northeast hub

One of the reasons so many manufacturers continue to be attracted to Connecticut is its central location in the Northeast. Not only is the state served by major interstate highways, ports and transportation centers, but Central Connecticut is also within a 500-mile drive from one-third of the U.S. economy and two-thirds of the Canadian economy.

No wonder nearly 4,500 manufacturers (employing more than 159,600 workers) operate in Connecticut, including such well respected leaders as General Dynamics Electric Boat, Sikorsky, Pratt & Whitney, Proton OnSite and FuelCell Energy, just to name a few.



Source: U.S. Bureau of Economic Analysis, 2014; CERC calculations.

33% higher concentration of high-tech workers than national average

TOP 5 in nation for the productivity of the workforce



Source: U.S. Bureau of Economic Analysis, 2016; Calculations by CERC

A highly productive, skilled workforce

What keeps so many proven and emerging leaders up and running is Connecticut's exceptional workforce. The talent here is both highly skilled—and very productive. In fact, the state has a 33% higher concentration of high-tech workers than the national average and ranks third in the nation for percentage of employees with advanced degrees. Better still, those workers are among the most productive in the nation, drawn here by the quality of work as well as the quality of life.

Exporting billions throughout the world

While manufacturing creates many in-state jobs, it also exports significantly overseas. In 2014, Connecticut manufacturers exported more than \$15 billion in goods around the world. The top recipients of Connecticut's exports include France, Canada, Germany and Mexico.

All totaled, the output from the manufacturing sector accounts for over 95% of the state's exports.



96% of Connecticut's billions of dollars in exports are from the manufacturing sector.

National Association of Manufacturers,
Connecticut Manufacturing Facts, 2015

Investing millions in local companies

The state of Connecticut offers extensive support for manufacturers of all types and sizes, including:

- **Economic and Manufacturing Assistance Act**, which provides incentive-driven direct loans for a variety of projects that offer strong economic development potential
- **Connecticut Manufacturing Innovation Fund**, which invests in business and industry initiatives to support growth, innovation, technology and progress of Connecticut's manufacturers through loans and grants
- **Manufacturing Innovation Fund Voucher Program**, funded through the CMIF, provides matching grants to help manufacturers significantly improve productivity, efficiency and competitiveness
- **Small Business Express Program**, which provides technical assistance and access to capital through revolving loans, incentive-driven loans and matching grants



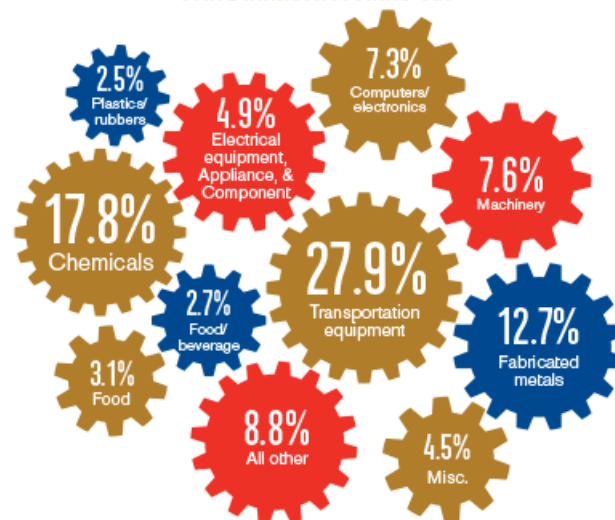
Is invested through the Connecticut Manufacturing Innovation Fund (CMIF) to drive new products/services and facilitate worker training.

Home to a diverse array of manufacturers

Of course, Connecticut has long been one of the world's centers for aerospace manufacturing and shipbuilding. But those are only two key components powering the state's incredibly diverse manufacturing sector. In fact, nearly 90% of Connecticut exporters are small businesses.

Source: National Association of Manufacturers, Connecticut Manufacturing Facts, 2016.

TOP MANUFACTURING SUBSECTORS BY PERCENTAGE OF TOTAL STATE MANUFACTURING GDP



National Association of Manufacturers, Connecticut Manufacturing Facts, 2016;
State of Connecticut, Connecticut Department of Labor, 2015
Economic Modeling Specialists, Inc.; CERC calculations, 2016