

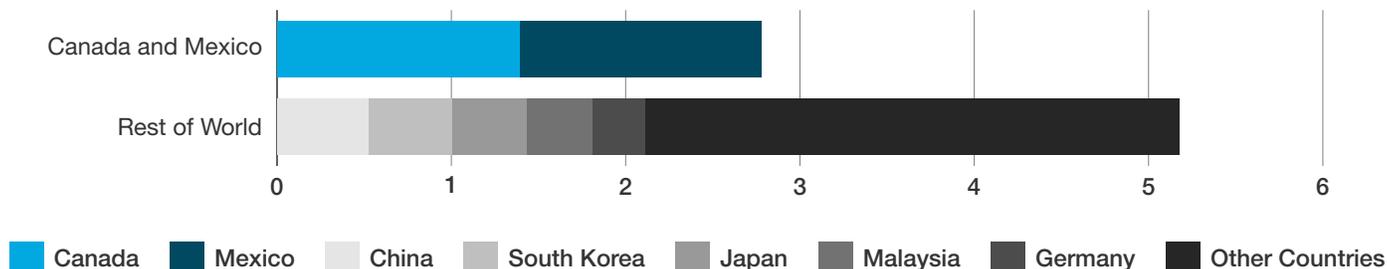
# USMCA Passage is Critical for Colorado Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Colorado, helping Coloradans sell more of what they make to more customers around the world. More sales equal more well-paying jobs and a stronger economy across the state. Colorado's ability to sell more American-made products to Canada and Mexico is tied directly to tariff-free and rules-based trade in North America.

### Canada and Mexico purchase more than one-third of Colorado's total global manufacturing exports Colorado Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Colorado's Top Exports to Canada and Mexico:** Food and beverages; chemicals; fabricated metal products; navigational, measurement, lab and control instruments; other machinery; plastics; iron and steel; aluminum; medical equipment and supplies; agriculture, construction and mining machinery.

**Colorado's Manufacturers Rely on North America:** Canada and Mexico represent less than 4 percent of the global economy, but they are big purchasers of Colorado goods, purchasing substantial portions of Colorado's foreign sales of major manufactured goods, supporting well-paying jobs in communities across Colorado.

### 2x BIGGER

Colorado's fabricated metals exports to Canada and Mexico have more than doubled over the last decade.

### 3x BIGGER

Colorado's plastics exports to Canada and Mexico have increased more than 3-fold over the last decade.

### SMEs = WINNERS

Colorado's small- and medium-sized businesses comprise 77 percent of the state's exporters of fabricated metal products to Canada and Mexico, and 82 percent of the state's exporters of plastics and rubber products to Canada and Mexico.

## ONE OUT OF SIX

Colorado Manufacturing Firms Export to Canada and Mexico

- 798 firms
- 78 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 11,700

Colorado Manufacturing Jobs Depend on Manufacturing Exports to Canada and Mexico

- Export-dependent jobs are usually full time, pay higher-than-average wages and offer real career opportunities to middle-class workers.
- Colorado manufacturing workers make on average \$74,629 in total annual compensation compared to \$47,313 for workers across all private nonfarm industries.

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**Manufacturers**

# Colorado Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Colorado’s manufactured goods exports to Canada and Mexico could face a minimum of \$46 million to \$308 million in extra taxes (compared to zero tariffs today).

As a result, many of Colorado’s manufacturers and the workers and communities they support would lose sales as competitors from Europe and Asia continue to enjoy zero tariffs. The result would be less manufacturing production and fewer well-paying American jobs in Colorado and throughout the United States.

## Tariffs on Colorado Manufacturers Exporting to Canada and Mexico (in Millions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

## In Brief: Colorado’s Manufacturing Trade and Employment Data \$24 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$7.7 billion</b> To World (2018) <b>\$2.6 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>4,834</b> Total Manufacturing Firms (2015) <b>798</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>147,000</b> Total Manufacturing Employment (2018) <b>11,737</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$74,629</b> Manufacturing (2016) <b>\$47,313</b> Nonfarm Business (2016)	

Source: NAM analysis of data reported by the U.S. Department of Commerce

Congressional passage of the United States–Mexico–Canada Agreement will help Colorado manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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