

# USMCA Passage is Critical for Florida Manufacturers and Workers

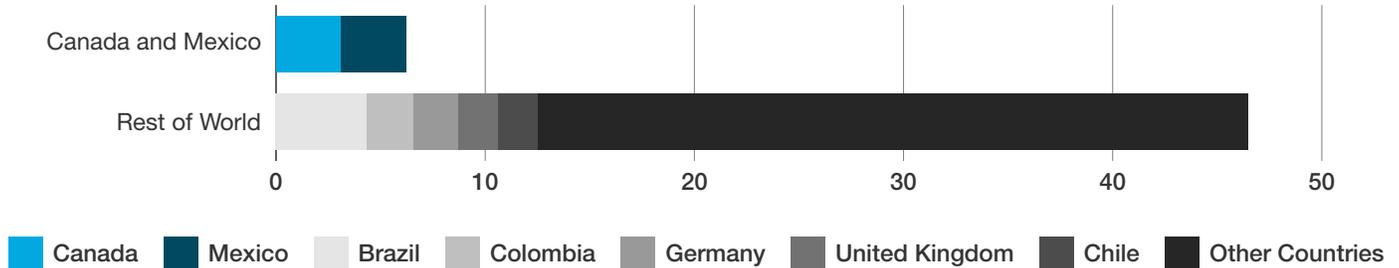


## ECONOMY AND EXPORTS

Trade is important for Florida, helping Floridians 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. Florida'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-tenth of Florida's total global manufacturing exports

#### Florida Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Florida's Top Exports to Canada and Mexico:** chemicals; aerospace products and parts; food and beverages; electrical equipment and components; paper products; fabricated metal products; navigational, measurement, lab and control instruments; engine, turbine and power transmission equipment; ships and boats; miscellaneous manufactured commodities.

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

## 60% BIGGER

Florida's aerospace exports to Canada and Mexico have increased by 60 percent over the last decade.

## 70% BIGGER

Florida's electrical equipment exports to Canada and Mexico have increased by nearly 70 percent over the last decade.

## SMEs = WINNERS

Florida's small- and medium-sized businesses comprise 89 percent of the state's exporters of transportation equipment to Canada and Mexico, and 87 percent of the state's exporters of electrical equipment to Canada and Mexico.

## ONE OUT OF SEVEN

Florida Manufacturing Firms Export to Canada and Mexico

- 1,790 firms
- 82 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 8,100

Florida 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.
- Florida manufacturing workers make on average \$67,089 in total annual compensation compared to \$40,852 for workers across all private nonfarm industries.

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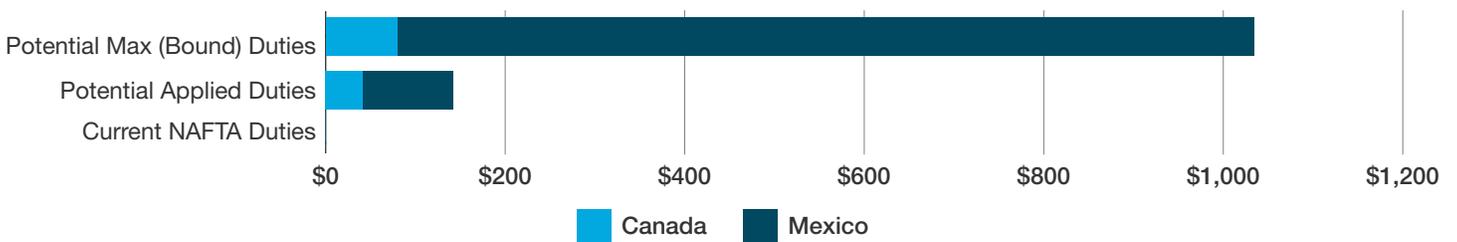
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# Florida Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Florida’s manufactured goods exports to Canada and Mexico could face a minimum of \$142 million to \$1 billion in extra taxes (compared to zero tariffs today).

As a result, many of Florida’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 Florida and throughout the United States.

## Tariffs on Florida 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: Florida’s Manufacturing Trade and Employment Data \$52 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$53 billion</b> To World (2018) <b>\$6.2 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>12,367</b> Total Manufacturing Firms (2015) <b>1,790</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>375,917</b> Total Manufacturing Employment (2018) <b>8,135</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$67,089</b> Manufacturing (2016) <b>\$40,852</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 Florida manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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