

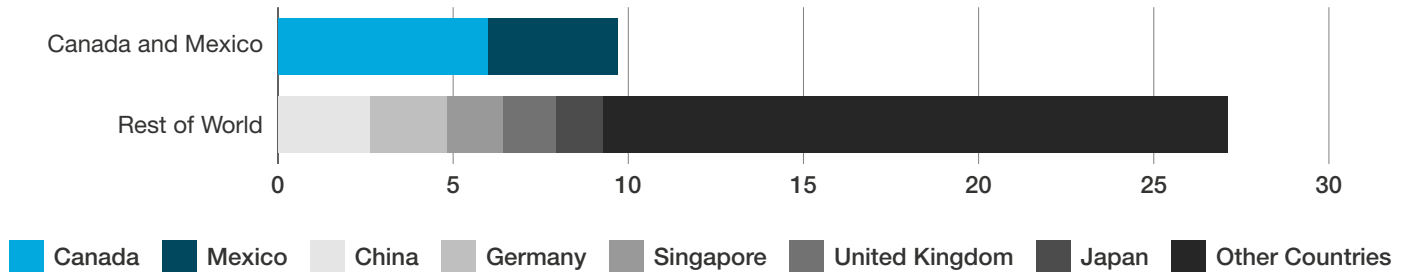
USMCA Passage is Critical for Georgia Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Georgia, helping Georgians 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. Georgia'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-quarter of Georgia's total global manufacturing exports Georgia Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Georgia's Top Exports to Canada and Mexico: chemicals; motor vehicles; textiles and apparel; aerospace products and parts; paper products; agriculture, construction and mining machinery; food and beverages; electrical equipment and components; fabricated metal products; other machinery.

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

4x BIGGER

Georgia's motor vehicles exports to Canada and Mexico have increased more than 4-fold over the last decade.

70% BIGGER

Georgia's chemicals exports to Canada and Mexico have increased by more than 70 percent over the last decade.

SMEs = WINNERS

Georgia's small- and medium-sized businesses comprise 70 percent of the state's exporters of transportation equipment to Canada and Mexico, and 71 percent of the state's exporters of chemicals to Canada and Mexico.

ONE OUT OF FIVE

Georgia Manufacturing Firms Export to Canada and Mexico

- 1,465 firms
- 70 percent are small- and medium-sized businesses supporting local economies

MORE THAN 22,500

Georgia 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.
- Georgia manufacturing workers make on average \$68,183 in total annual compensation compared to \$45,598 for workers across all private nonfarm industries.

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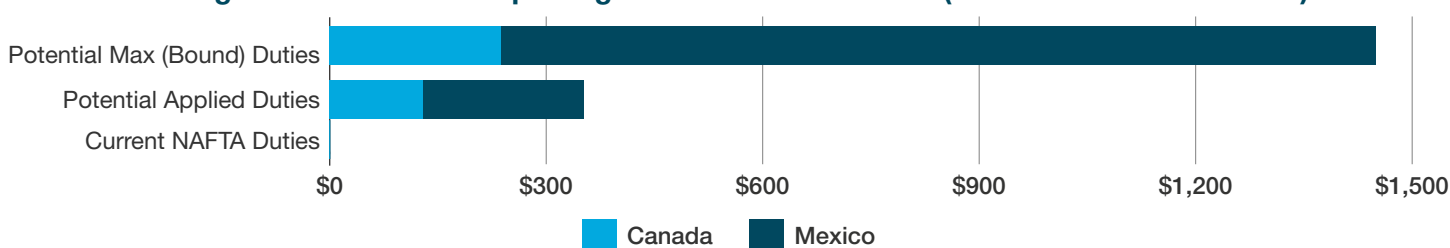
 NATIONAL ASSOCIATION OF
Manufacturers

Georgia 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, Georgia's manufactured goods exports to Canada and Mexico could face a minimum of \$352 million to \$1.5 billion in extra taxes (compared to zero tariffs today).

As a result, many of Georgia'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 Georgia and throughout the United States.

Tariffs on Georgia 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: Georgia's Manufacturing Trade and Employment Data \$61 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$37 billion	\$9.7 billion	6,593	1,465
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
402,425	22,558	\$68,183	\$45,598
Total Manufacturing Employment (2018)	Manufacturing Employment Tied to Exports to Canada/Mexico	Manufacturing (2016)	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 Georgia manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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