

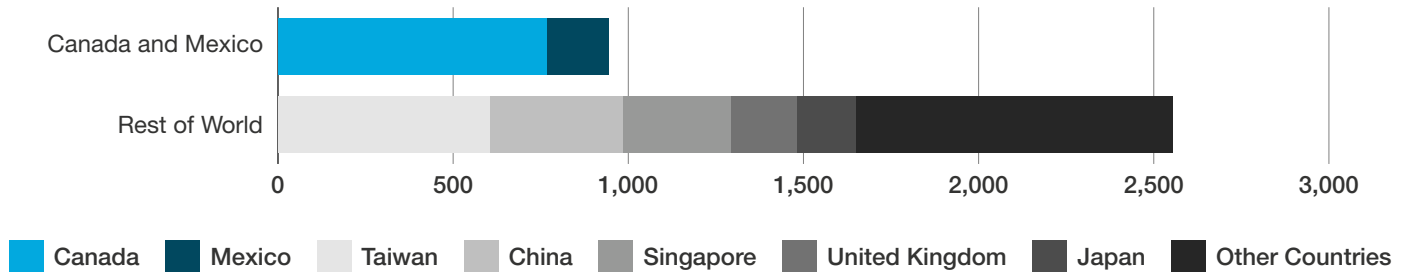
USMCA Passage is Critical for Idaho Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Idaho, helping Idahoans 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. Idaho'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 Idaho's total global manufacturing exports Idaho Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Idaho's Top Exports to Canada and Mexico: food and beverages; chemicals; railroad rolling stock; other nonferrous metals; wood products; agriculture, construction and mining machinery; motor vehicle bodies and trailers; semiconductors and electronic components; paper products; electrical equipment and components.

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

60% BIGGER

Idaho's food and beverages exports to Canada and Mexico have increased by more than 60 percent over the last decade.

70% BIGGER

Idaho's agriculture, construction and mining machinery exports to Canada and Mexico have increased by more than 70 percent over the last decade.

SMEs = WINNERS

Idaho's small- and medium-sized businesses comprise 70 percent of the state's exporters of food products to Canada and Mexico, and 85 percent of the state's exporters of machinery to Canada and Mexico.

ONE OUT OF SIX

Idaho Manufacturing Firms Export to Canada and Mexico

- 274 firms
- 80 percent are small- and medium-sized businesses supporting local economies

MORE THAN 3,300

Idaho 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.
- Idaho manufacturing workers make on average \$64,280 in total annual compensation compared to \$35,768 for workers across all private nonfarm industries.

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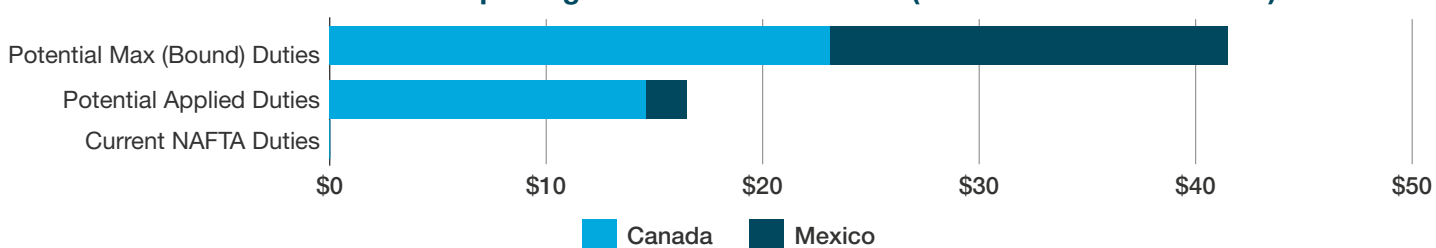
 NATIONAL ASSOCIATION OF
Manufacturers

Idaho 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, Idaho's manufactured goods exports to Canada and Mexico could face a minimum of \$17 million to \$41 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Idaho 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: Idaho's Manufacturing Trade and Employment Data \$8 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$3.5 billion	\$943 million	1,675	274
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
69,867	3,394	\$64,280	\$35,768
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 Idaho manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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