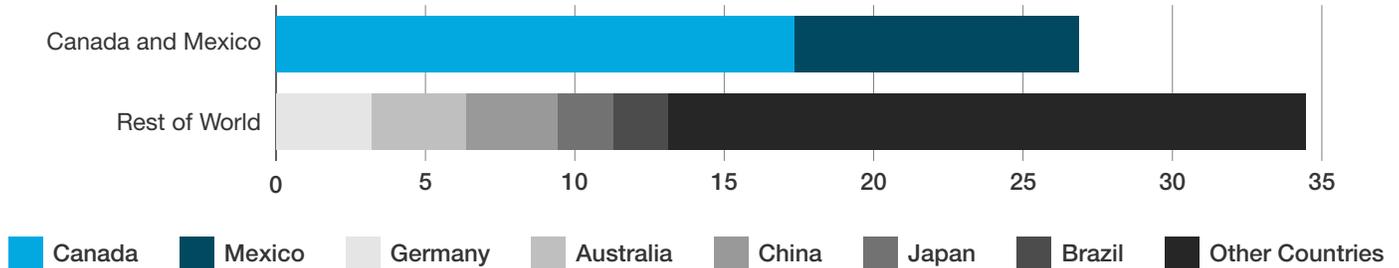# USMCA Passage is Critical for Illinois Manufacturers and Workers

ECONOMY AND EXPORTS

Trade is important for Illinois, helping Illinoians 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. Illinois'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 two-fifths of Illinois's total global manufacturing exports
Illinois Manufactured Goods Exports, in Billions of U.S. Dollars, 2018

Legend: Canada · Mexico · Germany · Australia · China · Japan · Brazil · Other Countries

Source: U.S. Department of Commerce

Illinois's Top Exports to Canada and Mexico: petroleum and coal products; chemicals; agriculture, construction and mining machinery; food and beverages; motor vehicle parts; fabricated metal products; electrical equipment and components; motor vehicles; other machinery; iron and steel.

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

11x BIGGER	2x BIGGER	SMEs = WINNERS
Illinois's petroleum exports to Canada and Mexico have increased more than 11-fold over the last decade.	Illinois's motor vehicles parts exports to Canada and Mexico have more than doubled over the last decade.	Illinois's small- and medium-sized businesses comprise 57 percent of the state's exporters of petroleum to Canada and Mexico, and 75 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF THREE
Illinois Manufacturing Firms Export to Canada and Mexico

- 3,887 firms
- 80 percent are small- and medium-sized businesses supporting local economies

MORE THAN 69,400
Illinois 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.
- Illinois manufacturing workers make on average $85,087 in total annual compensation compared to $53,679 for workers across all private nonfarm industries.

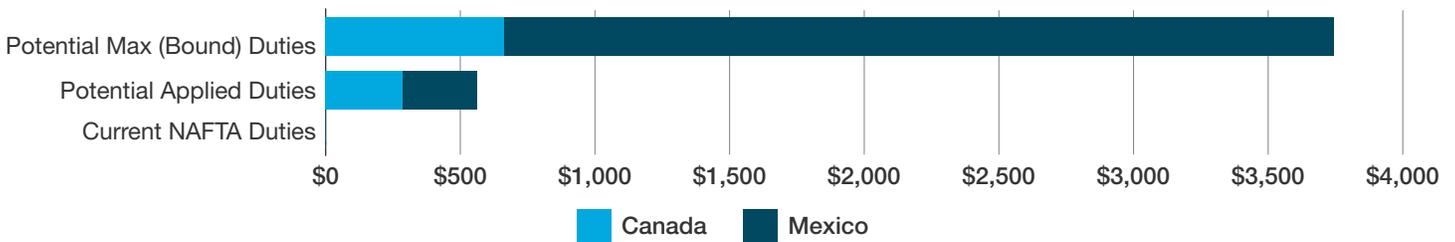## Connect with Us

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NATIONAL ASSOCIATION OF
Manufacturers

Illinois 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, Illinois's manufactured goods exports to Canada and Mexico could face a minimum of $561 million to $3.7 billion in extra taxes (compared to zero tariffs today).

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

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

- Potential Max (Bound) Duties
- Potential Applied Duties
- Current NAFTA Duties

Legend: Canada, Mexico

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

In Brief: Illinois's Manufacturing Trade and Employment Data
$104 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
$61 billion To World (2018)	**$27 billion** To Canada/Mexico (2018)	**12,453** Total Manufacturing Firms (2015)	**3,887** Manufacturing Firms Exporting to Canada/Mexico
Employment:		**Average Annual Compensation:**	
589,283 Total Manufacturing Employment (2018)	**69,425** Manufacturing Employment Tied to Exports to Canada/Mexico	**$85,087** Manufacturing (2016)	**$53,679** 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 Illinois manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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