

# USMCA Passage is Critical for Indiana Manufacturers and Workers

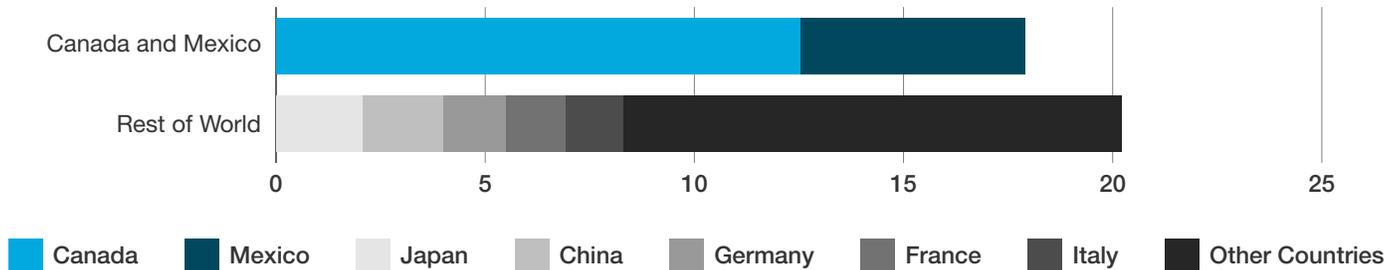


## ECONOMY AND EXPORTS

Trade is important for Indiana, helping Hoosiers 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. Indiana'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 nearly half of Indiana's total global manufacturing exports

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



Source: U.S. Department of Commerce

**Indiana's Top Exports to Canada and Mexico:** motor vehicle parts; motor vehicles; motor vehicle bodies and trailers; engine, turbine and power transmission equipment; other machinery; chemicals; food and beverages; fabricated metal products; plastics; iron and steel.

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

## 2x BIGGER

Indiana's motor vehicle exports to Canada and Mexico have more than doubled over the last decade.

## 2x BIGGER

Indiana's food and beverages exports to Canada and Mexico have more than doubled over the last decade.

## SMEs = WINNERS

Indiana's small- and medium-sized businesses comprise 72 percent of the state's exporters of transportation equipment to Canada and Mexico, and 65 percent of the state's exporters of food products to Canada and Mexico.

## ONE OUT OF FOUR

Indiana Manufacturing Firms Export to Canada and Mexico

- 2,015 firms
- 75 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 61,900

Indiana 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.
- Indiana manufacturing workers make on average \$74,849 in total annual compensation compared to \$45,362 for workers across all private nonfarm industries.

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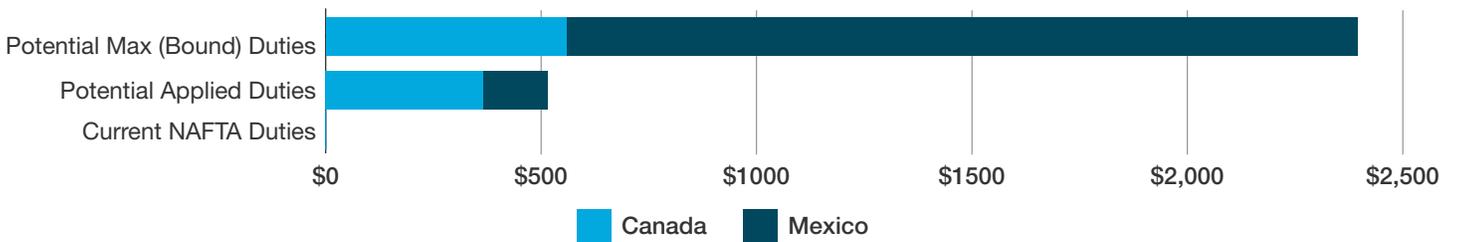
 NATIONAL ASSOCIATION OF  
Manufacturers

# Indiana 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, Indiana’s manufactured goods exports to Canada and Mexico could face a minimum of \$514 million to \$2.4 billion in extra taxes (compared to zero tariffs today).

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

**Tariffs on Indiana 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: Indiana’s Manufacturing Trade and Employment Data \$103 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$38 billion</b> To World (2018) <b>\$18 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>7,102</b> Total Manufacturing Firms (2015) <b>2,015</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>534,500</b> Total Manufacturing Employment (2018) <b>61,983</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$74,849</b> Manufacturing (2016) <b>\$45,362</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 Indiana manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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