

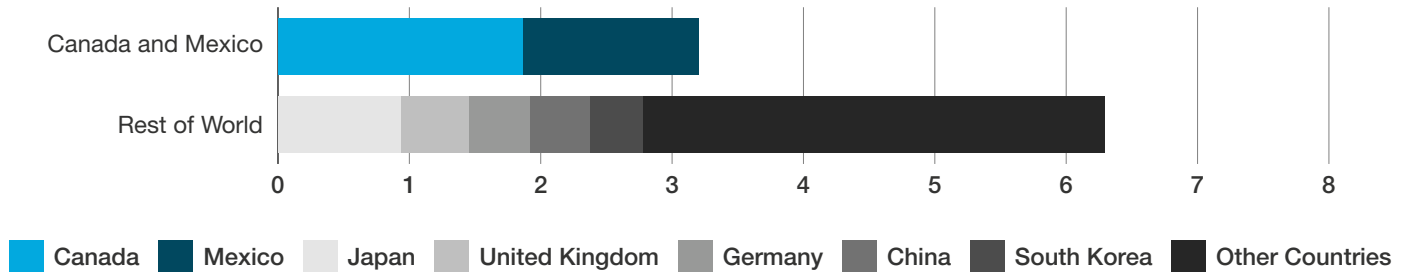
USMCA Passage is Critical for Kansas Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

Kansas's Top Exports to Canada and Mexico: food and beverages; aerospace products and parts; chemicals; agriculture, construction and mining machinery; motor vehicles; fabricated metal products; electrical equipment and components; other machinery; rubber products; navigational, measurement, lab and control instruments.

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

40% BIGGER

Kansas's food and beverages exports to Canada and Mexico have increased by more than 40 percent over the last decade.

20% BIGGER

Kansas's aerospace exports to Canada and Mexico have increased by more than 20 percent over the last decade.

SMEs = WINNERS

Kansas's small- and medium-sized businesses comprise 59 percent of the state's exporters of food products to Canada and Mexico, and 75 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF FOUR

Kansas Manufacturing Firms Export to Canada and Mexico

- 623 firms
- 74 percent are small- and medium-sized businesses supporting local economies

MORE THAN 13,800

Kansas 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.
- Kansas manufacturing workers make on average \$69,860 in total annual compensation compared to \$42,054 for workers across all private nonfarm industries.

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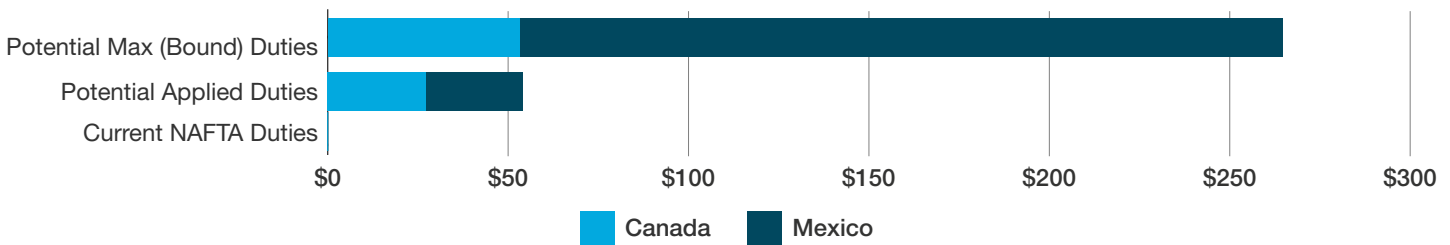
 NATIONAL ASSOCIATION OF
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Kansas Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Kansas's manufactured goods exports to Canada and Mexico could face a minimum of \$54 million to \$265 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Kansas 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: Kansas's Manufacturing Trade and Employment Data \$25 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$9.5 billion	\$3.2 billion	2,573	623
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
165,192	13,826	\$69,860	\$42,054
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 Kansas manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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