

# USMCA Passage is Critical for Louisiana Manufacturers and Workers

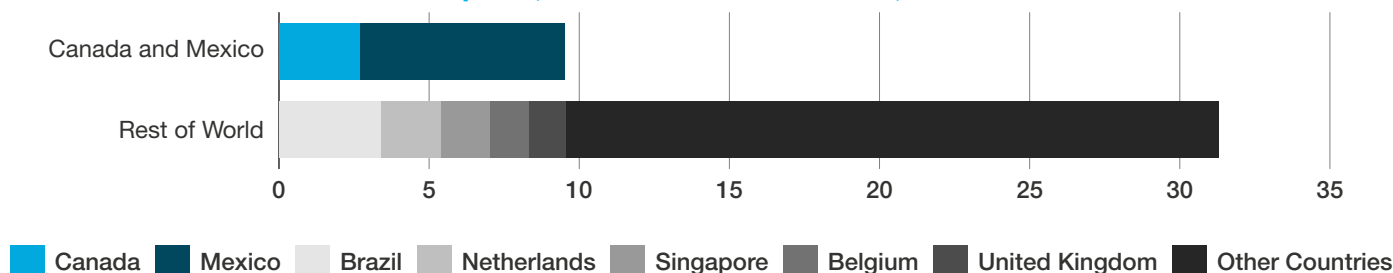


## ECONOMY AND EXPORTS

Trade is important for Louisiana, helping Louisianans 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. Louisiana'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 one-quarter of Louisiana's total global manufacturing exports

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



Source: U.S. Department of Commerce

**Louisiana's Top Exports to Canada and Mexico:** petroleum and coal products; chemicals; food and beverages; ships and boats; fabricated metal products; paper products; other transportation equipment; agriculture, construction and mining machinery; other machinery; miscellaneous manufactured commodities.

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

## 6x BIGGER

Louisiana's petroleum exports to Canada and Mexico have increased more than 6-fold over the last decade.

## 4x BIGGER

Louisiana's ships and boats exports to Canada and Mexico have increased more than 4-fold over the last decade.

## SMEs = WINNERS

Louisiana's small- and medium-sized businesses comprise 70 percent of the state's exporters of petroleum to Canada and Mexico, and 80 percent of the state's exporters of transportation equipment to Canada and Mexico.

## ONE OUT OF SEVEN

### Louisiana Manufacturing Firms Export to Canada and Mexico

- 411 firms
- 68 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 6,900

### Louisiana 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.
- Louisiana manufacturing workers make on average \$87,212 in total annual compensation compared to \$41,587 for workers across all private nonfarm industries.

## Connect with Us



[www.nam.org/trade](http://www.nam.org/trade)

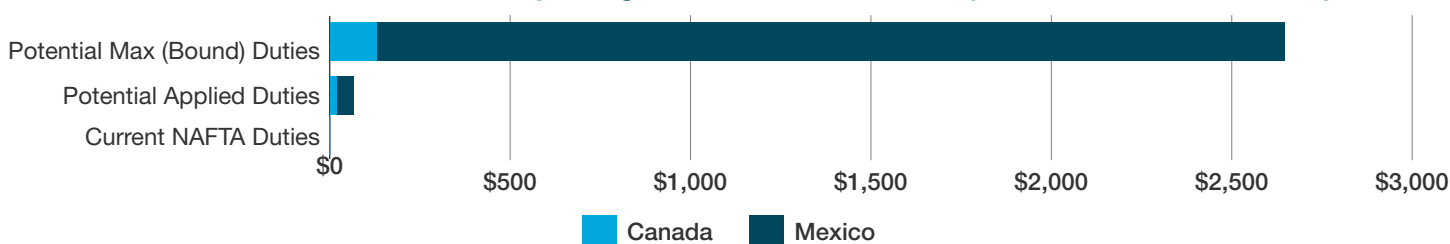
 NATIONAL ASSOCIATION OF  
Manufacturers

# Louisiana 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, Louisiana's manufactured goods exports to Canada and Mexico could face a minimum of \$68 million to \$2.6 billion in extra taxes (compared to zero tariffs today).

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

## Tariffs on Louisiana 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: Louisiana's Manufacturing Trade and Employment Data \$48 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b>		<b>Manufacturing Firms:</b>	
<b>\$41 billion</b>	<b>\$9.5 billion</b>	<b>2,978</b>	<b>411</b>
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
<b>Employment:</b>		<b>Average Annual Compensation:</b>	
<b>138,175</b>	<b>6,945</b>	<b>\$87,212</b>	<b>\$41,587</b>
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 Louisiana manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

### Connect with Us