

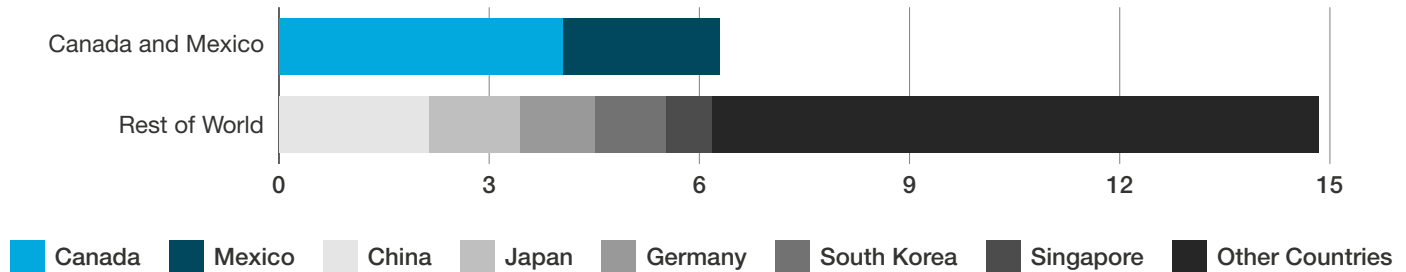
USMCA Passage is Critical for Minnesota Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

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

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

80% BIGGER

Minnesota's chemicals exports to Canada and Mexico have increased by more than 80 percent over the last decade.

2x BIGGER

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

SMEs = WINNERS

Minnesota's small- and medium-sized businesses comprise 69 percent of the state's exporters of chemicals to Canada and Mexico, and 76 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF FOUR

Minnesota Manufacturing Firms Export to Canada and Mexico

- 1,599 firms
- 78 percent are small- and medium-sized businesses supporting local economies

MORE THAN 21,600

Minnesota 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.
- Minnesota manufacturing workers make on average \$75,940 in total annual compensation compared to \$51,222 for workers across all private nonfarm industries.

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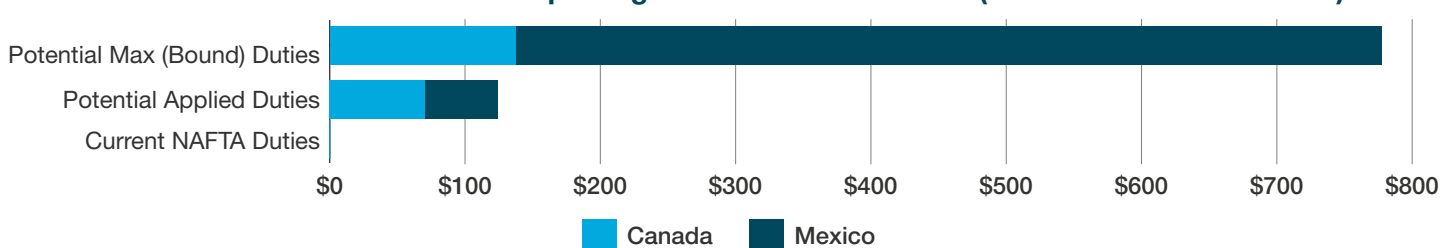
 NATIONAL ASSOCIATION OF
Manufacturers

Minnesota 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, Minnesota's manufactured goods exports to Canada and Mexico could face a minimum of \$124 million to \$778 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Minnesota 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: Minnesota's Manufacturing Trade and Employment Data \$49 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$21 billion	\$6.3 billion	6,694	1,599
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
323,642	21,632	\$75,940	\$51,222
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 Minnesota manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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