

# USMCA Passage is Critical for Mississippi Manufacturers and Workers

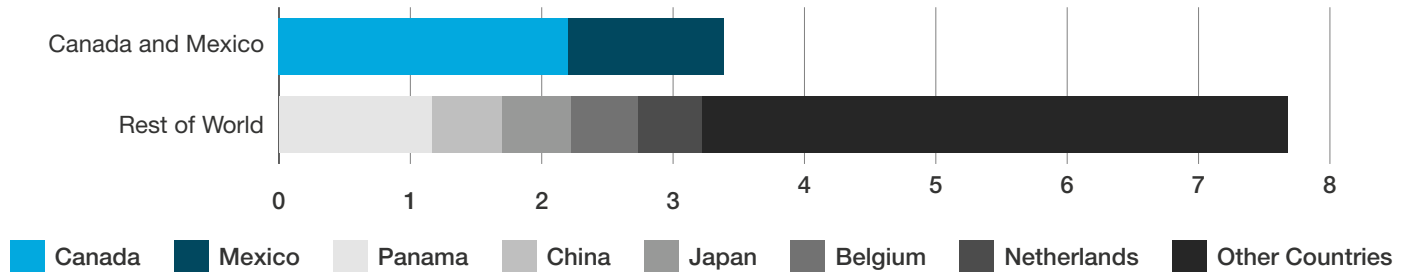


## ECONOMY AND EXPORTS

Trade is important for Mississippi, helping Mississippians 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. Mississippi'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-third of Mississippi's total global manufacturing exports

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



Source: U.S. Department of Commerce

**Mississippi's Top Exports to Canada and Mexico:** motor vehicles; chemicals; semiconductors and electronic components; petroleum and coal products; other machinery; iron and steel; electrical equipment and components; fabricated metal products; computer equipment; communications equipment.

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

## 6x BIGGER

Mississippi's motor vehicle exports to Canada and Mexico have increased more than 6-fold over the last decade.

## 4x BIGGER

Mississippi's iron and steel exports to Canada and Mexico have increased more than 4-fold over the last decade.

## SMEs = WINNERS

Mississippi's small- and medium-sized businesses comprise 66 percent of the state's exporters of transportation equipment to Canada and Mexico, and 47 percent of the state's exporters of metals to Canada and Mexico.

## ONE OUT OF SIX

### Mississippi Manufacturing Firms Export to Canada and Mexico

- 321 firms
- 52 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 6,000

### Mississippi 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.
- Mississippi manufacturing workers make on average \$59,553 in total annual compensation compared to \$34,155 for workers across all private nonfarm industries.

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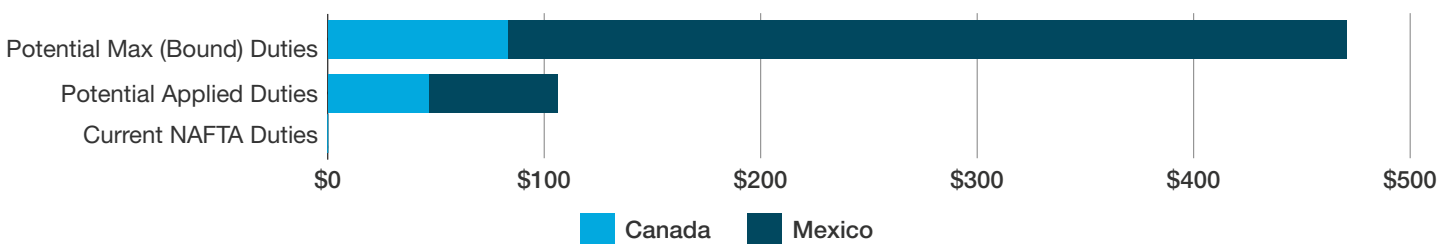
 NATIONAL ASSOCIATION OF  
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# Mississippi Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Mississippi's manufactured goods exports to Canada and Mexico could face a minimum of \$106 million to \$471 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on Mississippi 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: Mississippi's Manufacturing Trade and Employment Data \$18 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b>		<b>Manufacturing Firms:</b>	
<b>\$11 billion</b>	<b>\$3.4 billion</b>	<b>1,868</b>	<b>321</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>145,092</b>	<b>6,020</b>	<b>\$59,553</b>	<b>\$34,155</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 Mississippi manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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