

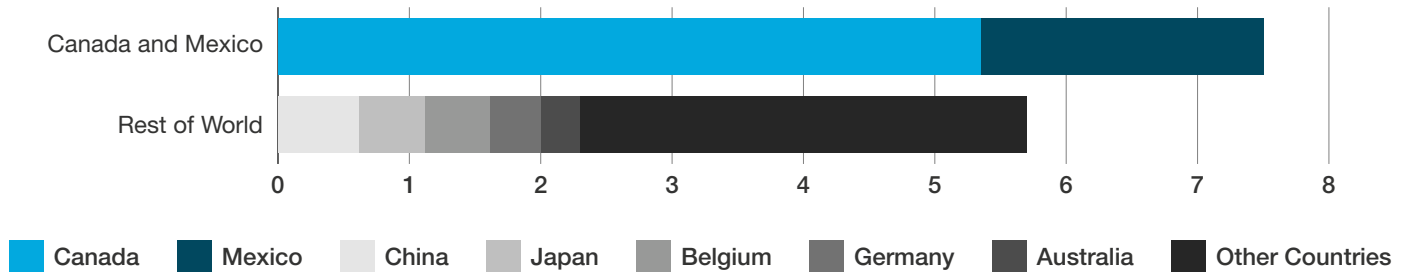
USMCA Passage is Critical for Missouri Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Missouri, helping Missourians 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. Missouri'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 manufactured goods from Missouri than the rest of the world combined Missouri Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Missouri's Top Exports to Canada and Mexico: motor vehicles; food and beverages; chemicals; aerospace products and parts; electrical equipment and components; fabricated metal products; other nonferrous metals; other machinery; plastics; pharmaceuticals and medicines.

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

17x BIGGER

Missouri's aerospace exports to Canada and Mexico have increased more than 17-fold over the last decade.

2x BIGGER

Missouri's chemicals exports to Canada and Mexico have more than doubled over the last decade.

SMEs = WINNERS

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

ONE OUT OF FIVE

Missouri Manufacturing Firms Export to Canada and Mexico

- 1,142 firms
- 71 percent are small- and medium-sized businesses supporting local economies

MORE THAN 33,000

Missouri 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.
- Missouri manufacturing workers make on average \$68,738 in total annual compensation compared to \$44,399 for workers across all private nonfarm industries.

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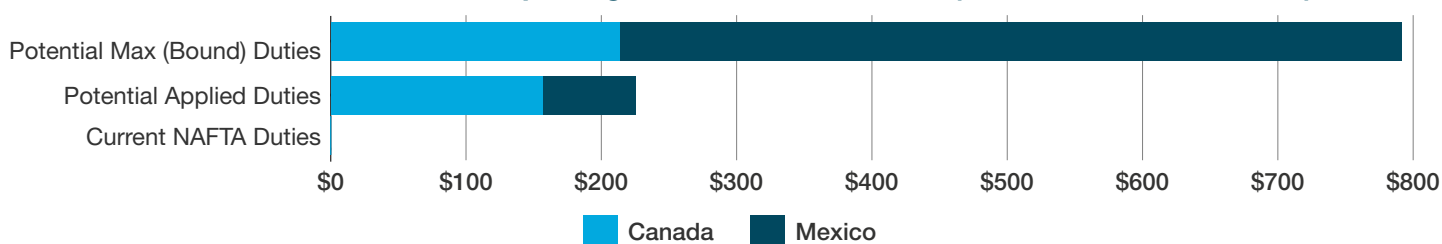
 NATIONAL ASSOCIATION OF
Manufacturers

Missouri 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, Missouri's manufactured goods exports to Canada and Mexico could face a minimum of \$226 million to \$792 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Missouri Manufacturers Exporting to Canada and Mexico (in Billions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

In Brief: Missouri's Manufacturing Trade and Employment Data \$40 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$13 billion	\$7.5 billion	5,397	1,142
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
270,167	33,049	\$68,738	\$44,399
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 Missouri manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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