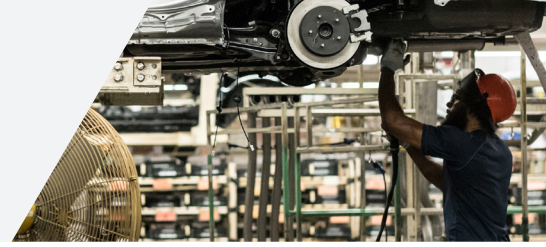


# USMCA Passage is Critical for Montana Manufacturers and Workers

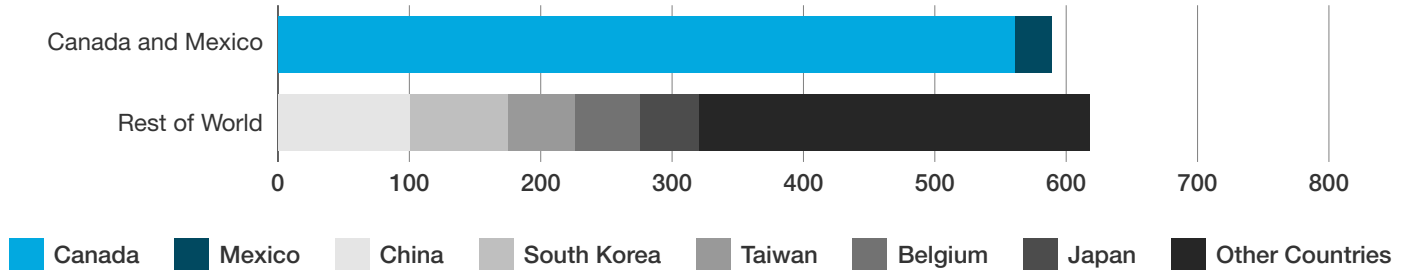


## ECONOMY AND EXPORTS

Trade is important for Montana, helping Montanans 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. Montana'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 half of Montana's total global manufacturing exports

#### Montana Manufactured Goods Exports, in Millions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Montana's Top Exports to Canada and Mexico:** food and beverages; petroleum and coal products; mineral products; wood products; chemicals; agriculture, construction and mining machinery; other machinery; aerospace products and parts; motor vehicle bodies and trailers; motor vehicle parts.

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

### 16x BIGGER

Montana's food and beverages exports to Canada and Mexico have increased more than 16-fold over the last decade.

### 60% BIGGER

Montana's petroleum exports to Canada and Mexico have increased by 60 percent over the last decade.

### SMEs = WINNERS

Montana's small- and medium-sized businesses comprise 72 percent of the state's exporters of food products to Canada and Mexico, and 50 percent of the state's exporters of petroleum to Canada and Mexico.

## ONE OUT OF EIGHT

### Montana Manufacturing Firms Export to Canada and Mexico

- 163 firms
- 82 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 2,300

### Montana 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.
- Montana manufacturing workers make on average \$51,155 in total annual compensation compared to \$34,203 for workers across all private nonfarm industries.

### Connect with Us



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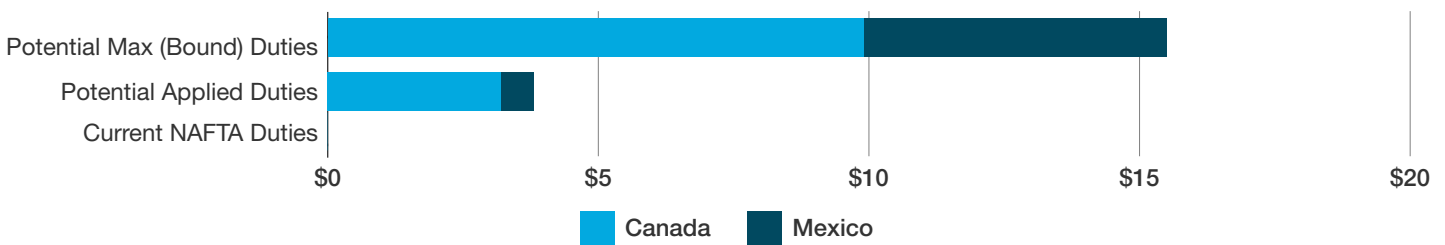
 NATIONAL ASSOCIATION OF  
Manufacturers

# Montana 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, Montana’s manufactured goods exports to Canada and Mexico could face a minimum of \$3.8 million to \$15 million in extra taxes (compared to zero tariffs today).

As a result, many of Montana’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 Montana and throughout the United States.

## Tariffs on Montana 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: Montana’s Manufacturing Trade and Employment Data \$3 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$1.2 billion</b> To World (2018) <b>\$589 million</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>1,250</b> Total Manufacturing Firms (2015) <b>163</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>20,283</b> Total Manufacturing Employment (2018) <b>2,326</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$51,155</b> Manufacturing (2016) <b>\$34,203</b> 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 Montana manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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