

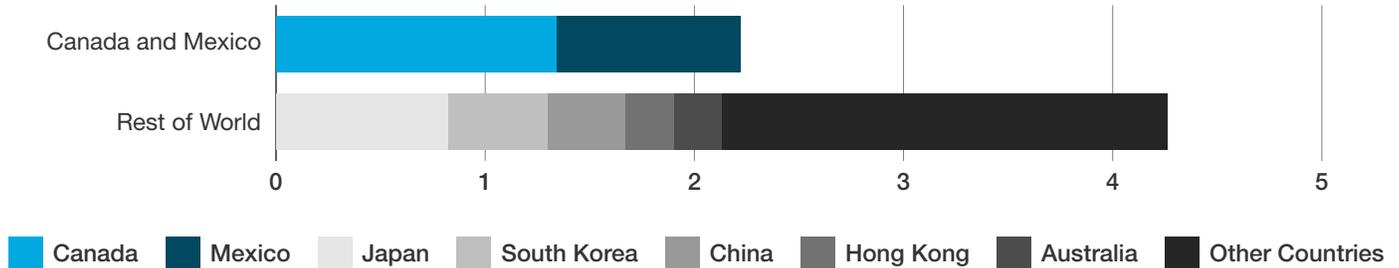
# USMCA Passage is Critical for Nebraska Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Nebraska, helping Nebraskans 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. Nebraska'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-third of Nebraska's total global manufacturing exports Nebraska Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Nebraska's Top Exports to Canada and Mexico:** food and beverages; agriculture, construction and mining machinery; chemicals; pharmaceuticals and medicines; fabricated metal products; iron and steel; motor vehicle parts; motor vehicles; other machinery; petroleum and coal products.

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

### 3x BIGGER

Nebraska's chemicals exports to Canada and Mexico have increased nearly 3-fold over the last decade.

### 70% BIGGER

Nebraska's food and beverages exports to Canada and Mexico have increased by more than 70 percent over the last decade.

### SMEs = WINNERS

Nebraska's small- and medium-sized businesses comprise 64 percent of the state's exporters of food products to Canada and Mexico, and 60 percent of the state's exporters of chemicals to Canada and Mexico.

## ONE OUT OF FIVE

Nebraska Manufacturing Firms Export to Canada and Mexico

- 326 firms
- 67 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 5,500

Nebraska 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.
- Nebraska manufacturing workers make on average \$59,867 in total annual compensation compared to \$42,626 for workers across all private nonfarm industries.

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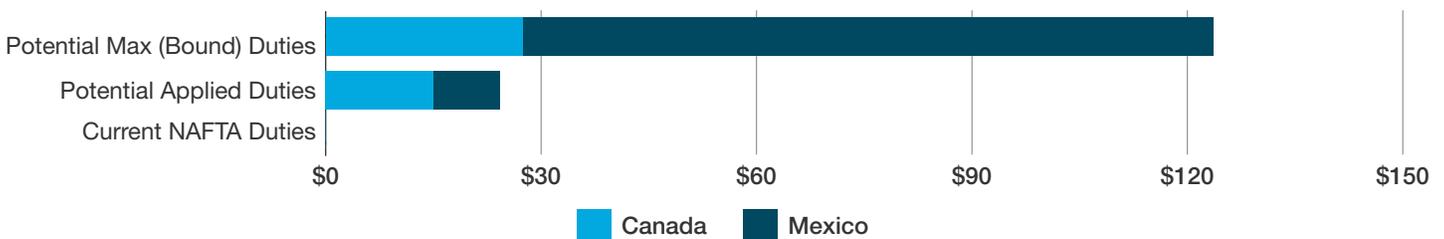
 NATIONAL ASSOCIATION OF  
Manufacturers

# Nebraska 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, Nebraska’s manufactured goods exports to Canada and Mexico could face a minimum of \$24 million to \$124 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on Nebraska 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: Nebraska’s Manufacturing Trade and Employment Data \$14 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$6.5 billion</b> To World (2018) <b>\$2.2 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>1,614</b> Total Manufacturing Firms (2015) <b>326</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>101,825</b> Total Manufacturing Employment (2018) <b>5,540</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$59,867</b> Manufacturing (2016) <b>\$42,626</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 Nebraska manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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