

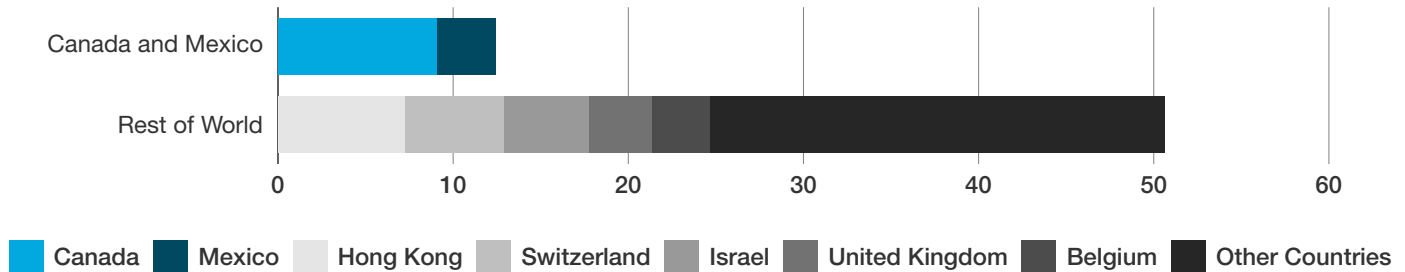
# USMCA Passage is Critical for New York Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for New York, helping New Yorkers 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. New York'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-fifth of New York's total global manufacturing exports New York Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**New York's Top Exports to Canada and Mexico:** chemicals; other nonferrous metals; engine, turbine and power transmission equipment; paper products; food and beverages; miscellaneous manufactured commodities; aluminum; fabricated metal products; motor vehicle parts; computer equipment.

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

### 50% BIGGER

New York's engine, turbine and power transmission equipment exports to Canada and Mexico have increased by nearly 50 percent over the last decade.

### 20% BIGGER

New York's food and beverages exports to Canada and Mexico have increased by more than 20 percent over the last decade.

### SMEs = WINNERS

New York's small- and medium-sized businesses comprise 84 percent of the state's exporters of machinery to Canada and Mexico, and 85 percent of the state's exporters of food products to Canada and Mexico.

## ONE OUT OF FOUR

New York Manufacturing Firms Export to Canada and Mexico

- 3,657 firms
- 82 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 21,100

New York 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.
- New York manufacturing workers make on average \$74,579 in total annual compensation compared to \$60,079 for workers across all private nonfarm industries.

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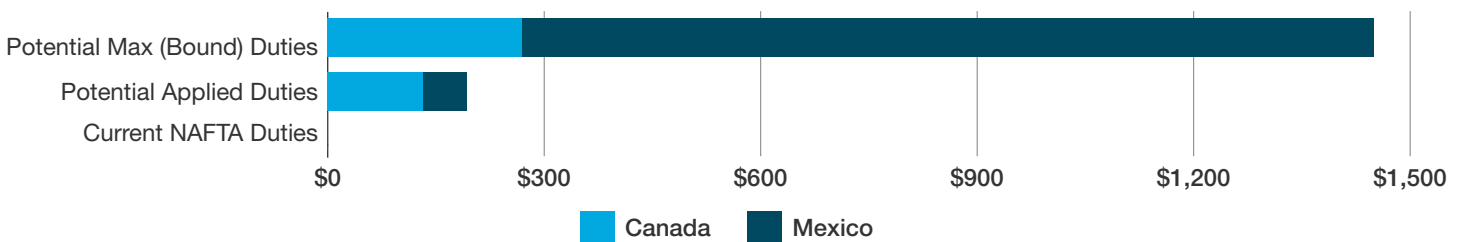
 NATIONAL ASSOCIATION OF  
Manufacturers

# New York 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, New York’s manufactured goods exports to Canada and Mexico could face a minimum of \$192 million to \$1.5 billion in extra taxes (compared to zero tariffs today).

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

## Tariffs on New York 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: New York’s Manufacturing Trade and Employment Data \$73 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$63 billion</b> To World (2018) <b>\$12 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>15,304</b> Total Manufacturing Firms (2015) <b>3,657</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>443,800</b> Total Manufacturing Employment (2018) <b>21,158</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$74,579</b> Manufacturing (2016) <b>\$60,079</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 New York manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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