

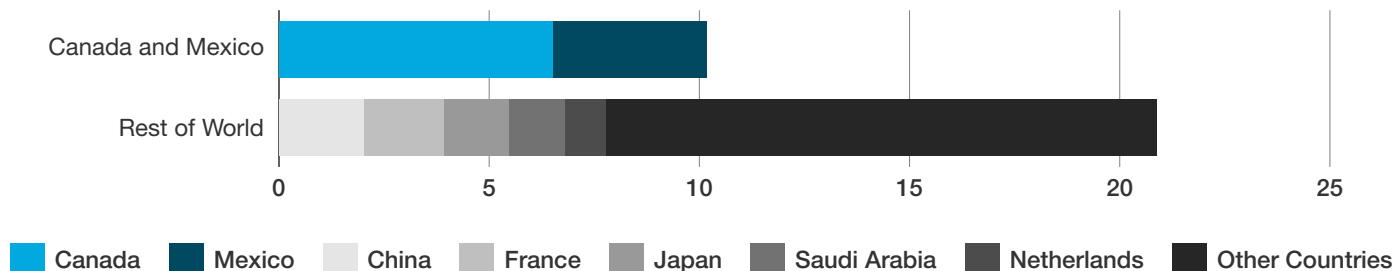
# USMCA Passage is Critical for North Carolina Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for North Carolina, helping North Carolinians 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. North Carolina'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 North Carolina's total global manufacturing exports North Carolina Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**North Carolina's Top Exports to Canada and Mexico:** chemicals; engine, turbine and power transmission equipment; motor vehicle parts; textiles and apparel; pharmaceuticals and medicines; agriculture, construction and mining machinery; electrical equipment and components; fabricated metal products; other machinery; plastics.

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

### 7x BIGGER

North Carolina's engine, turbine and power transmission equipment exports to Canada and Mexico have increased more than 7-fold over the last decade.

### 70% BIGGER

North Carolina's pharmaceuticals and medicines exports to Canada and Mexico have increased by more than 70 percent over the last decade.

### SMEs = WINNERS

North Carolina's small- and medium-sized businesses comprise 78 percent of the state's exporters of machinery to Canada and Mexico, and 72 percent of the state's exporters of chemicals to Canada and Mexico.

## ONE OUT OF FIVE

North Carolina Manufacturing Firms Export to Canada and Mexico

- 1,748 firms
- 73 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 31,900

North Carolina 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.
- North Carolina manufacturing workers make on average \$68,975 in total annual compensation compared to \$43,658 for workers across all private nonfarm industries.

### Connect with Us



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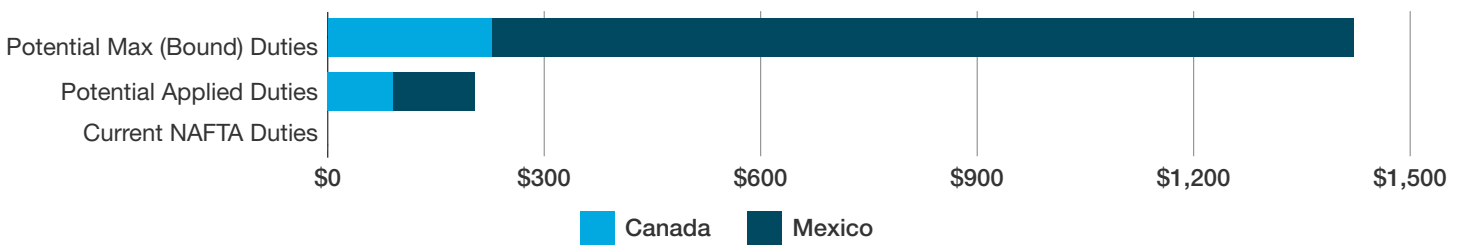
 NATIONAL ASSOCIATION OF  
Manufacturers

# North Carolina 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, North Carolina’s manufactured goods exports to Canada and Mexico could face a minimum of \$203 million to \$1.4 billion in extra taxes (compared to zero tariffs today).

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

## Tariffs on North Carolina 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: North Carolina’s Manufacturing Trade and Employment Data \$102 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$31 billion</b> To World (2018) <b>\$10 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>7,821</b> Total Manufacturing Firms (2015) <b>1,748</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>473,367</b> Total Manufacturing Employment (2018) <b>31,922</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$68,975</b> Manufacturing (2016) <b>\$43,658</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 North Carolina manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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