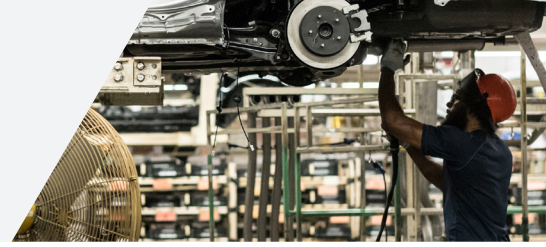


USMCA Passage is Critical for North Dakota Manufacturers and Workers

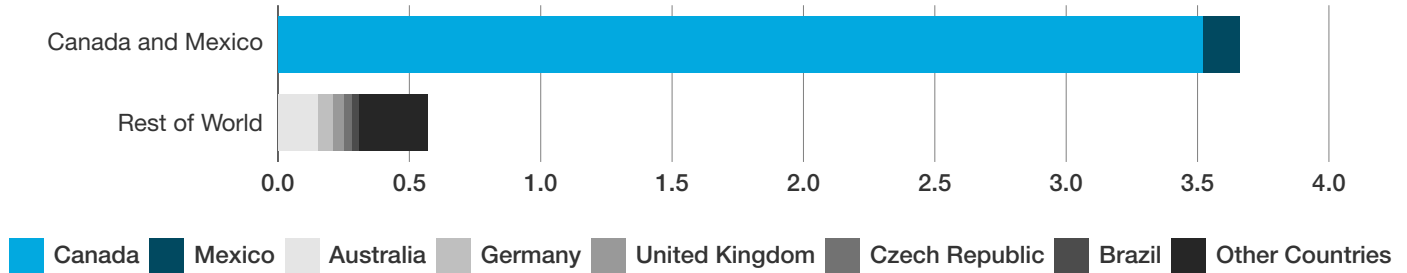


ECONOMY AND EXPORTS

Trade is important for North Dakota, helping North Dakotans 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 Dakota'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 North Dakota than the rest of the world combined

North Dakota Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

North Dakota's Top Exports to Canada and Mexico: petroleum and coal products; agriculture, construction and mining machinery; chemicals; food and beverages; electrical equipment and components; motor vehicle bodies and trailers; motor vehicles; motor vehicle parts; rubber products; other machinery.

North Dakota'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 Dakota goods, purchasing substantial portions of North Dakota's foreign sales of major manufactured goods, supporting well-paying jobs in communities across North Dakota.

447x BIGGER

North Dakota's petroleum exports to Canada and Mexico have increased more than 477-fold over the last decade.

3x BIGGER

North Dakota's chemicals exports to Canada and Mexico have increased more than 3-fold over the last decade.

SMEs = WINNERS

North Dakota's small- and medium-sized businesses comprise 40 percent of the state's exporters of petroleum to Canada and Mexico, and 46 percent of the state's exporters of chemicals to Canada and Mexico.

ONE OUT OF FOUR

North Dakota Manufacturing Firms Export to Canada and Mexico

- 178 firms
- 70 percent are small- and medium-sized businesses supporting local economies

MORE THAN 3,000

North Dakota 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 Dakota manufacturing workers make on average \$60,959 in total annual compensation compared to \$46,383 for workers across all private nonfarm industries.

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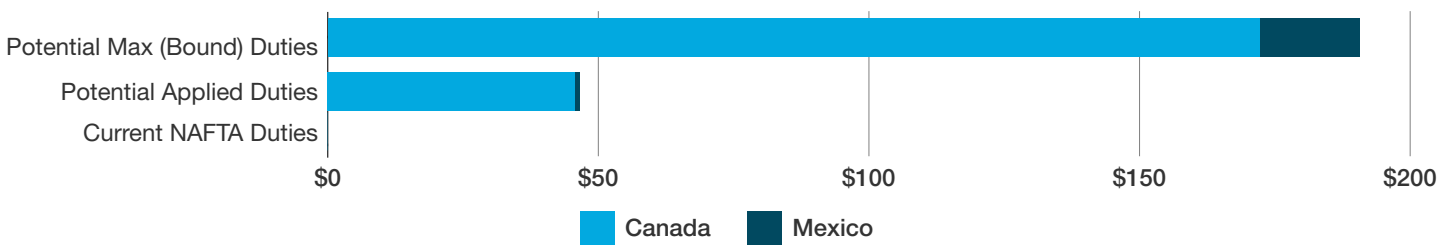
 NATIONAL ASSOCIATION OF
Manufacturers

North Dakota 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 Dakota’s manufactured goods exports to Canada and Mexico could face a minimum of \$47 million to \$191 million in extra taxes (compared to zero tariffs today).

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

Tariffs on North Dakota 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 Dakota’s Manufacturing Trade and Employment Data \$4 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$4.2 billion To World (2018) \$3.7 billion To Canada/Mexico (2018)		Manufacturing Firms: 685 Total Manufacturing Firms (2015) 178 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 25,225 Total Manufacturing Employment (2018) 3,034 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$60,959 Manufacturing (2016) \$46,383 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 Dakota manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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