

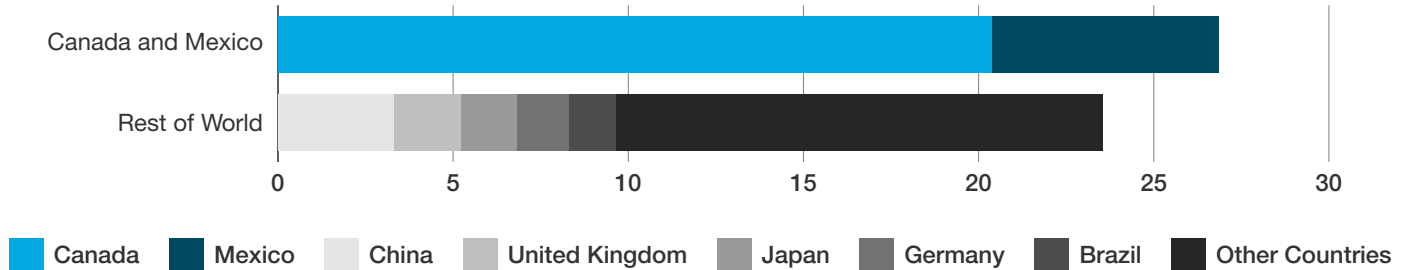
# USMCA Passage is Critical for Ohio Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Ohio, helping Ohioans 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. Ohio'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 Ohio than the rest of the world combined Ohio Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Ohio's Top Exports to Canada and Mexico:** motor vehicle parts; motor vehicles; chemicals; food and beverages; fabricated metal products; computer equipment; iron and steel; motor vehicle bodies and trailers; other machinery; paper products.

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

### 10x BIGGER

Ohio's computer equipment exports to Canada and Mexico have increased more than 10-fold over the last decade.

### 7x BIGGER

Ohio's motor vehicle bodies and trailers exports to Canada and Mexico have increased more than 7-fold over the last decade.

### SMEs = WINNERS

Ohio's small- and medium-sized businesses comprise 74 percent of the state's exporters of computer and electronic products to Canada and Mexico, and 75 percent of the state's exporters of transportation equipment to Canada and Mexico.

## ONE OUT OF THREE

Ohio Manufacturing Firms Export to Canada and Mexico

- 3,822 firms
- 82 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 102,700

Ohio 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.
- Ohio manufacturing workers make on average \$72,654 in total annual compensation compared to \$45,866 for workers across all private nonfarm industries.

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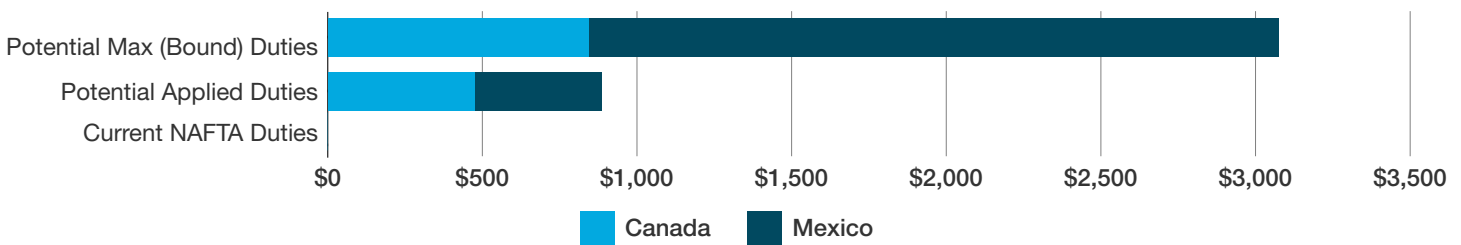


# Ohio Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Ohio’s manufactured goods exports to Canada and Mexico could face a minimum of \$885 million to \$3.1 billion in extra taxes (compared to zero tariffs today).

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

## Tariffs on Ohio 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: Ohio’s Manufacturing Trade and Employment Data \$108 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$50 billion</b> To World (2018) <b>\$27 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>12,660</b> Total Manufacturing Firms (2015) <b>3,822</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>698,417</b> Total Manufacturing Employment (2018) <b>102,721</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$72,654</b> Manufacturing (2016) <b>\$45,866</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 Ohio manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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