

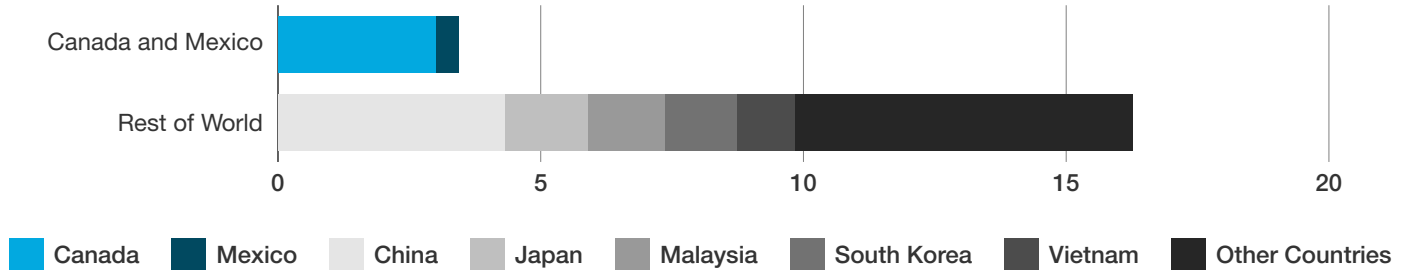
USMCA Passage is Critical for Oregon Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

Oregon's Top Exports to Canada and Mexico: motor vehicles; agriculture, construction and mining machinery; food and beverages; wood products; iron and steel; electrical equipment and components; other machinery; chemicals; petroleum and coal products; mineral products.

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

2x BIGGER

Oregon's motor vehicle exports to Canada and Mexico have more than doubled over the last decade.

60% BIGGER

Oregon's food and beverage exports to Canada and Mexico have increased by more than 60 percent over the last decade.

SMEs = WINNERS

Oregon's small- and medium-sized businesses comprise 81 percent of the state's exporters of transportation equipment to Canada and Mexico, and 77 percent of the state's exporters of food products to Canada and Mexico.

ONE OUT OF FIVE

Oregon Manufacturing Firms Export to Canada and Mexico

- 1,009 firms
- 80 percent are small- and medium-sized businesses supporting local economies

MORE THAN 7,400

Oregon 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.
- Oregon manufacturing workers make on average \$77,573 in total annual compensation compared to \$45,353 for workers across all private nonfarm industries.

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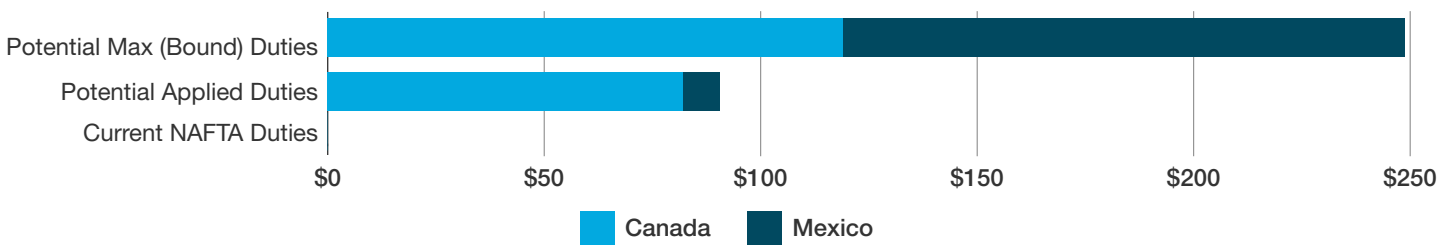
 NATIONAL ASSOCIATION OF
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Oregon Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Oregon's manufactured goods exports to Canada and Mexico could face a minimum of \$91 million to \$249 million in extra taxes (compared to zero tariffs today).

As a result, many of Oregon'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 Oregon and throughout the United States.

Tariffs on Oregon 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: Oregon's Manufacturing Trade and Employment Data \$47 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$20 billion To World (2018) \$3.4 billion To Canada/Mexico (2018)		Manufacturing Firms: 5,121 Total Manufacturing Firms (2015) 1,009 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 193,642 Total Manufacturing Employment (2018) 7,421 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$77,573 Manufacturing (2016) \$45,353 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 Oregon manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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