

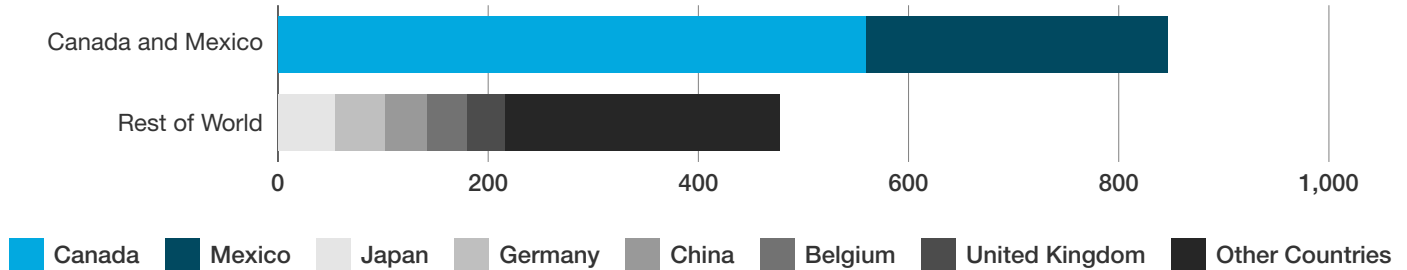
USMCA Passage is Critical for South Dakota Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for South Dakota, helping South 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. South 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 South Dakota than the rest of the world combined South Dakota Manufactured Goods Exports, in Millions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

South Dakota's Top Exports to Canada and Mexico: food and beverages; chemicals; agriculture, construction and mining machinery; motor vehicle bodies and trailers; other machinery; plastics; motor vehicles; HVAC and refrigeration equipment; fabricated metal products; paper products.

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

15x BIGGER

South Dakota's chemicals exports to Canada and Mexico have increased more than 15-fold over the last decade.

3x BIGGER

South Dakota's motor vehicle bodies and trailers exports to Canada and Mexico have increased nearly 3-fold over the last decade.

SMEs = WINNERS

South Dakota's small- and medium-sized businesses comprise 60 percent of the state's exporters of chemicals to Canada and Mexico, and 72 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF FIVE

South Dakota Manufacturing Firms Export to Canada and Mexico

- 207 firms
- 71 percent are small- and medium-sized businesses supporting local economies

MORE THAN 4,800

South 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.
- South Dakota manufacturing workers make on average \$54,910 in total annual compensation compared to \$37,089 for workers across all private nonfarm industries.

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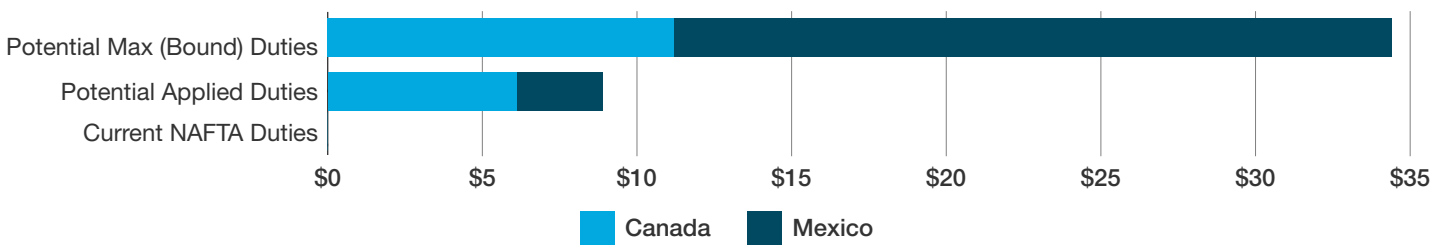
NATIONAL ASSOCIATION OF
Manufacturers

South 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, South Dakota’s manufactured goods exports to Canada and Mexico could face a minimum of \$8.9 million to \$34 million in extra taxes (compared to zero tariffs today).

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

Tariffs on South 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: South Dakota’s Manufacturing Trade and Employment Data \$5 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$1.3 billion To World (2018)		\$847 million To Canada/Mexico (2018)	
Employment: 44,683 Total Manufacturing Employment (2018)		4,888 Manufacturing Employment Tied to Exports to Canada/Mexico	
Manufacturing Firms: 957 Total Manufacturing Firms (2015)		207 Manufacturing Firms Exporting to Canada/Mexico	
Average Annual Compensation: \$54,910 Manufacturing (2016)		\$37,089 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 South Dakota manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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