

USMCA Passage is Critical for Utah Manufacturers and Workers

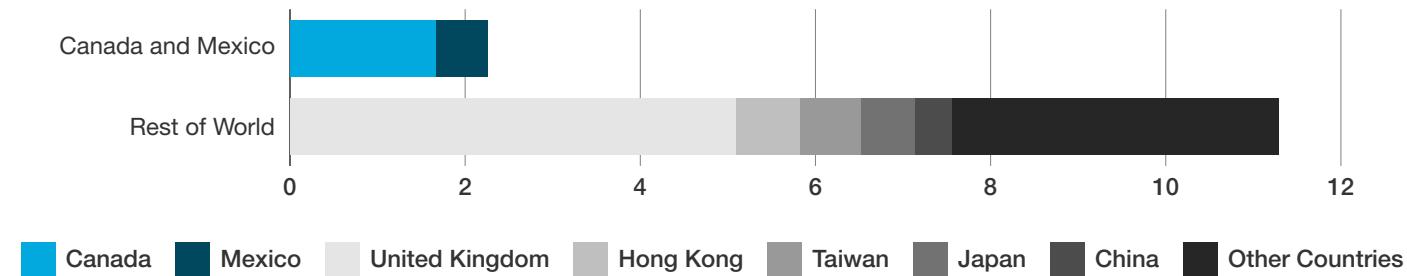


ECONOMY AND EXPORTS

Trade is important for Utah, helping Utahns 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. Utah'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 Utah's total global manufacturing exports

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



Source: U.S. Department of Commerce

Utah's Top Exports to Canada and Mexico: other nonferrous metals; motor vehicle parts; chemicals; food and beverages; fabricated metal products; electrical equipment and components; agriculture, construction and mining machinery; plastics; other machinery; navigational, measurement, lab and control instruments.

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

22x BIGGER

Utah's nonferrous metals exports to Canada and Mexico have increased more than 22-fold over the last decade.

3x BIGGER

Utah's motor vehicle parts exports to Canada and Mexico have increased nearly 3-fold over the last decade.

SMEs = WINNERS

Utah's small- and medium-sized businesses comprise 69 percent of the state's exporters of metals to Canada and Mexico, and 66 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF SIX

Utah Manufacturing Firms Export to Canada and Mexico

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

MORE THAN 4,400

Utah 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.
- Utah manufacturing workers make on average \$67,313 in total annual compensation compared to \$41,725 for workers across all private nonfarm industries.

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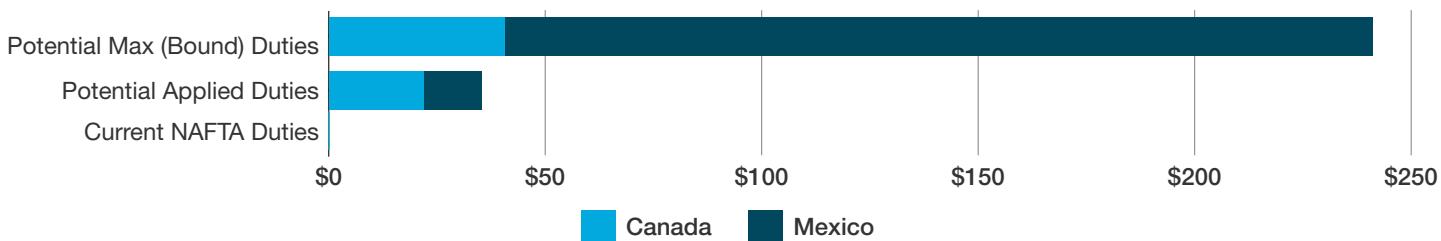
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Utah Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Utah's manufactured goods exports to Canada and Mexico could face a minimum of \$35 million to \$241 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Utah 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: Utah's Manufacturing Trade and Employment Data \$18 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:	Manufacturing Firms:		
\$14 billion To World (2018)	\$2.3 billion To Canada/Mexico (2018)	3,152 Total Manufacturing Firms (2015)	493 Manufacturing Firms Exporting to Canada/Mexico
Employment:	Average Annual Compensation:		
133,758 Total Manufacturing Employment (2018)	4,415 Manufacturing Employment Tied to Exports to Canada/ Mexico	\$67,313 Manufacturing (2016)	\$41,725 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 Utah manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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