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.

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.

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.
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.

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.