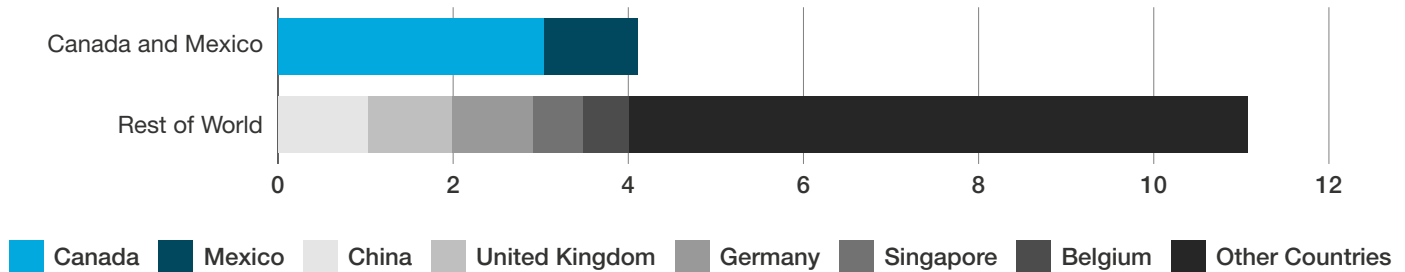# USMCA Passage is Critical for Virginia Manufacturers and Workers

ECONOMY AND EXPORTS

Trade is important for Virginia, helping Virginians 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. Virginia'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 than one-quarter of Virginia's total global manufacturing exports
Virginia Manufactured Goods Exports, in Billions of U.S. Dollars, 2018

Legend: Canada | Mexico | China | United Kingdom | Germany | Singapore | Belgium | Other Countries

Source: U.S. Department of Commerce

Virginia's Top Exports to Canada and Mexico: motor vehicles; chemicals; food and beverages; paper products; plastics; computer equipment; motor vehicle bodies and trailers; fabricated metal products; other machinery; electrical equipment and components.

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

2x BIGGER
Virginia's motor vehicle exports to Canada and Mexico have more than doubled over the last decade.

3x BIGGER
Virginia's food and beverages exports to Canada and Mexico have increased more than 3-fold over the last decade.

SMEs = WINNERS
Virginia's small- and medium-sized businesses comprise 66 percent of the state's exporters of transportation equipment to Canada and Mexico, and 61 percent of the state's exporters of food products to Canada and Mexico.

ONE OUT OF SIX
Virginia Manufacturing Firms Export to Canada and Mexico

- 757 firms
- 64 percent are small- and medium-sized businesses supporting local economies

MORE THAN 13,200
Virginia 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.
- Virginia manufacturing workers make on average $68,907 in total annual compensation compared to $49,827 for workers across all private nonfarm industries.

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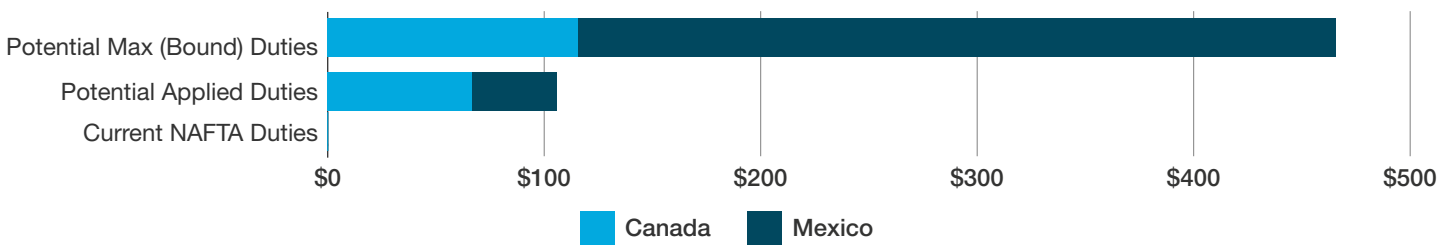# Virginia Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Virginia's manufactured goods exports to Canada and Mexico could face a minimum of $106 million to $466 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Virginia Manufacturers Exporting to Canada and Mexico (in Millions of U.S. Dollars):

Potential Max (Bound) Duties	
Potential Applied Duties	
Current NAFTA Duties	

$0 $100 $200 $300 $400 $500

Legend: Canada, Mexico

Source: NAM analysis of data reported by the U.S. Department of Commerce

In Brief: Virginia's Manufacturing Trade and Employment Data
$44 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:

$15 billion
To World (2018)

$4.1 billion
To Canada/Mexico (2018)

Manufacturing Firms:

4,553
Total Manufacturing Firms (2015)

757
Manufacturing Firms Exporting to Canada/Mexico

Employment:

241,367
Total Manufacturing Employment (2018)

13,262
Manufacturing Employment Tied to Exports to Canada/Mexico

Average Annual Compensation:

$68,907
Manufacturing (2016)

$49,827
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 Virginia manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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NATIONAL ASSOCIATION OF Manufacturers