

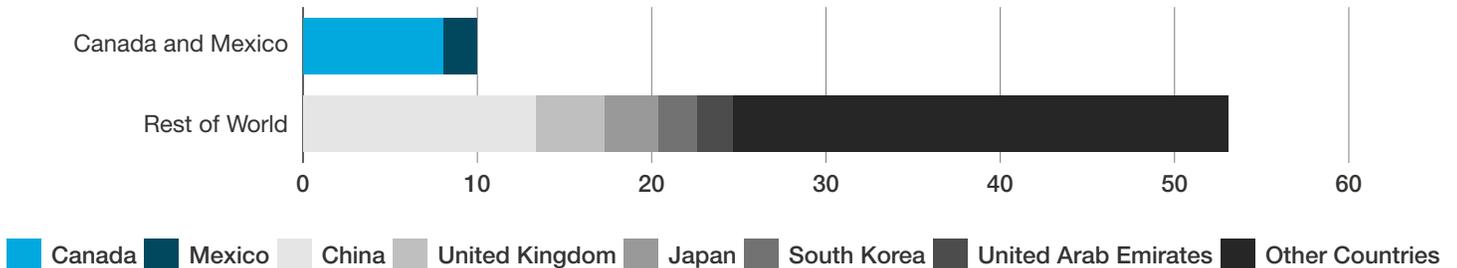
USMCA Passage is Critical for Washington Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

Washington's Top Exports to Canada and Mexico: aerospace products and parts; petroleum and coal products; food and beverages; agriculture, construction and mining machinery; paper products; miscellaneous manufactured commodities; communications equipment; wood products; chemicals; fabricated metal products.

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

50% BIGGER

Washington's aerospace exports to Canada and Mexico have increased by nearly 50 percent over the last decade.

7x BIGGER

Washington's communications equipment exports to Canada and Mexico have increased more than 7-fold over the last decade.

SMEs = WINNERS

Washington'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 computer and electronic products to Canada and Mexico.

ONE OUT OF FIVE

Washington Manufacturing Firms Export to Canada and Mexico

- 1,484 firms
- 78 percent are small- and medium-sized businesses supporting local economies

MORE THAN 17,700

Washington 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.
- Washington manufacturing workers make on average \$87,818 in total annual compensation compared to \$54,761 for workers across all private nonfarm industries.

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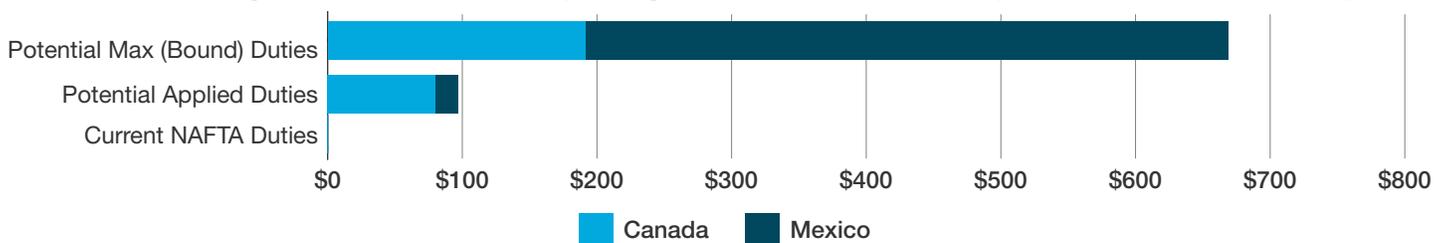
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Washington Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Washington’s manufactured goods exports to Canada and Mexico could face a minimum of \$96 million to \$669 million in extra taxes (compared to zero tariffs today).

As a result, many of Washington’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 Washington and throughout the United States.

Tariffs on Washington 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: Washington’s Manufacturing Trade and Employment Data \$59 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$63 billion To World (2018) \$10 billion To Canada/Mexico (2018)		Manufacturing Firms: 6,644 Total Manufacturing Firms (2015) 1,484 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 289,092 Total Manufacturing Employment (2018) 17,763 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$87,818 Manufacturing (2016) \$54,761 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 Washington manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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