

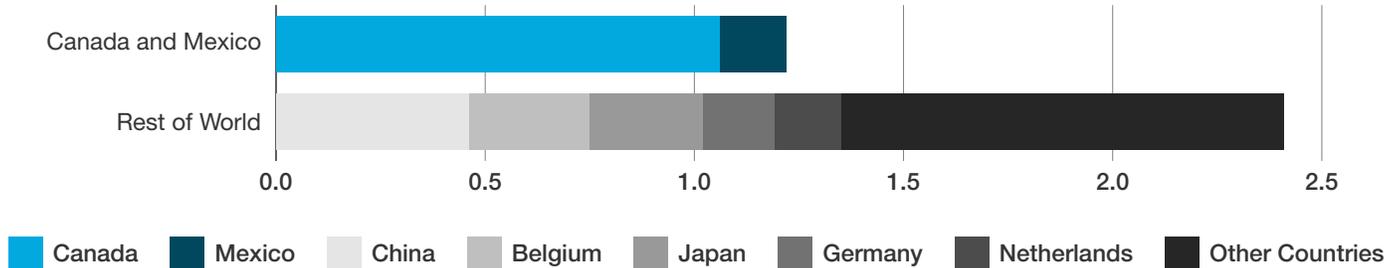
USMCA Passage is Critical for West Virginia Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

West Virginia's Top Exports to Canada and Mexico: motor vehicle parts; chemicals; petroleum and coal products; iron and steel; aluminum; motor vehicle bodies and trailers; navigational, measurement, lab and control instruments; wood products; aerospace products and parts; agriculture, construction and mining machinery.

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

30% BIGGER

West Virginia's motor vehicle parts exports to Canada and Mexico have increased by more than 30 percent over the last decade.

50% BIGGER

West Virginia's iron and steel exports to Canada and Mexico have increased by nearly 50 percent over the last decade.

SMEs = WINNERS

West Virginia's small- and medium-sized businesses comprise 70 percent of the state's exporters of transportation equipment to Canada and Mexico, and 66 percent of the state's exporters of metals to Canada and Mexico.

ONE OUT OF FIVE

West Virginia Manufacturing Firms Export to Canada and Mexico

- 221 firms
- 61 percent are small- and medium-sized businesses supporting local economies

MORE THAN 3,200

West 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.
- West Virginia manufacturing workers make on average \$68,016 in total annual compensation compared to \$39,630 for workers across all private nonfarm industries.

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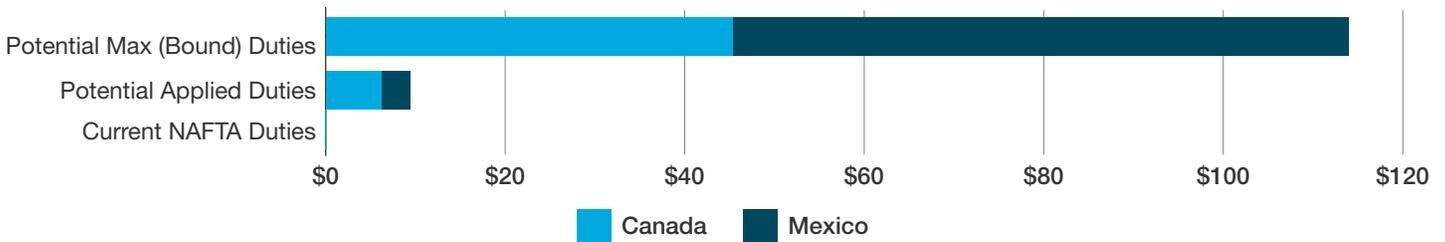
 NATIONAL ASSOCIATION OF
Manufacturers

West 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, West Virginia’s manufactured goods exports to Canada and Mexico could face a minimum of \$9.5 million to \$114 million in extra taxes (compared to zero tariffs today).

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

Tariffs on West Virginia 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: West Virginia’s Manufacturing Trade and Employment Data \$8 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$3.6 billion To World (2018) \$1.2 billion To Canada/Mexico (2018)		Manufacturing Firms: 1,087 Total Manufacturing Firms (2015) 221 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 47,125 Total Manufacturing Employment (2018) 3,253 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$68,016 Manufacturing (2016) \$39,630 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 West Virginia manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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