

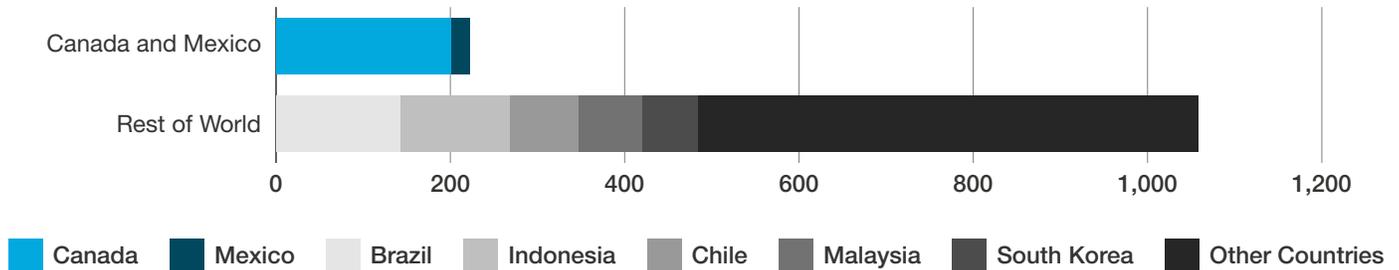
USMCA Passage is Critical for Wyoming Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Wyoming, helping Wyomingites 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. Wyoming'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 Wyoming's total global manufacturing exports Wyoming Manufactured Goods Exports, in Millions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Wyoming's Top Exports to Canada and Mexico: chemicals; agriculture, construction and mining machinery; mineral products; other machinery; motor vehicle bodies and trailers; fabricated metal products; engine, turbine and power transmission equipment; petroleum and coal products; food and beverages; electrical equipment and components.

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

2x BIGGER

Wyoming's agriculture, construction and mining machinery exports to Canada and Mexico have more than doubled over the last decade.

9x BIGGER

Wyoming's motor vehicle bodies and trailers exports to Canada and Mexico have increased more than 9-fold over the last decade.

SMEs = WINNERS

Wyoming's small- and medium-sized businesses comprise 67 percent of the state's exporters of machinery to Canada and Mexico, and 74 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF EIGHT

Wyoming Manufacturing Firms Export to Canada and Mexico

- 65 percent are small- and medium-sized businesses supporting local economies

Wyoming's manufacturing workers make on average \$71,223 in annual compensation compared to \$38,663 for workers across all private nonfarm industries.

- Export-dependent jobs are usually full time, pay higher-than-average wages and offer real career opportunities to middle-class workers.

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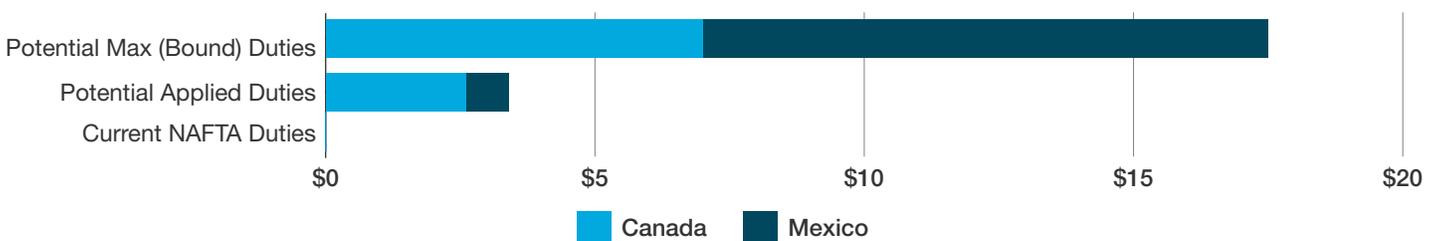
 NATIONAL ASSOCIATION OF
Manufacturers

Wyoming 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, Wyoming’s manufactured goods exports to Canada and Mexico could face a minimum of \$3.4 million to \$17 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Wyoming 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: Wyoming’s Manufacturing Trade and Employment Data \$2 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:

\$1.3 billion

To World (2018)

\$223 million

To Canada/Mexico (2018)

Employment:

9,750

Total Manufacturing
Employment (2018)

322

Manufacturing Employment
Tied to Exports to Canada/
Mexico

Average Annual Compensation:

\$71,223

Manufacturing (2016)

\$38,663

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

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