



USMCA Michigan State Fact Sheet

Michigan's Trade with the World¹

- In 2019, Michigan exported \$55.8 Billion in goods to the world.
- In 2019, Michigan was the 8th-largest state exporter of goods in the United States.
- In 2016, 271,337 U.S. jobs were supported by goods exported from Michigan.²
- In 2018, 15,015 companies exported goods from Michigan- 89 percent were small and medium-sized companies.³

Michigan's Trade with Canada and Mexico

Michigan's Rank in Exports to Canada and Mexico

In 2019, Michigan was the 3rd-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for Michigan Exports

In 2019, Canada was Michigan's largest export destination and Mexico was the second-largest export destination.

Statewide Statistics and Top Export Product Categories⁴

- In 2019, Michigan exported \$34.3 Billion to Canada and Mexico, accounting for 61 percent of Michigan's total exports to the world.
 - Michigan exported \$23.1 Billion to Canada, 41 percent of Michigan's exports to the world.

¹All trade data used in this report reflect the data published by June 15, 2020 from the U.S. Census Bureau, as compiled by the International Trade Administration's Trade Policy Information System (TPIS).

² Jobs supported by state exports estimates by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce:

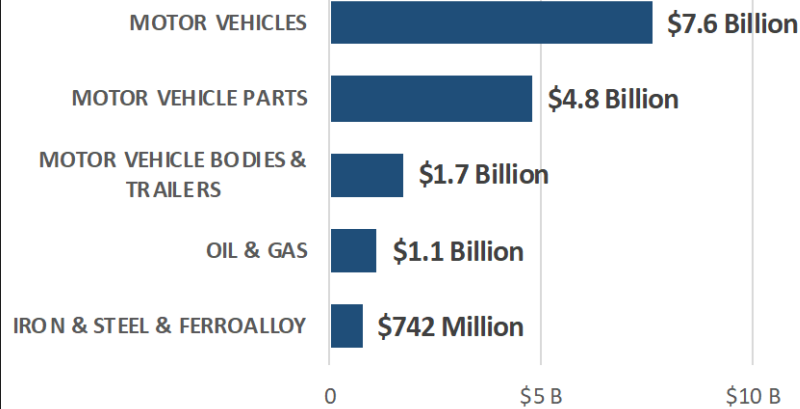
<https://www.trade.gov/mas/ian/employment/>

³ U.S. Census Bureau's A Profile of U.S. Importing and Exporting Companies, Table 6a 2018 Exports by State of Origin of Movement, Number of Exporting Companies, Value for Small and Medium Companies

⁴ Top export product categories reflected under the 2017 North American Industry Classification System (NAICS) at the 4-digit level of detail, compiled by TPIS.

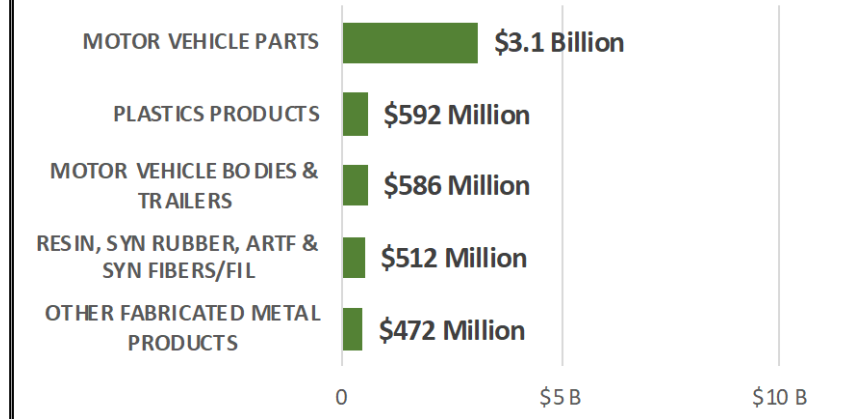


Michigan's Top 5 Export Products Categories to Canada



- Michigan exported \$11.2 Billion to Mexico, 20 percent of Michigan's exports to the world.

Michigan's Top 5 Export Product Categories to Mexico



Metropolitan Statistics⁵

- Michigan's Top Metropolitan Exports to Canada and Mexico 2018
 - Detroit-Warren-Dearborn **\$32.4 Billion**

⁵ 2018 Metropolitan (statistical) area (MSA) exports to Canada and Mexico data from the U.S. Census Bureau compiled by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce. Top products by MSA reflected under the 2017 North American Industry Classification System (NAICS) at the 3-digit level of detail.



- Top Products: Transportation Equipment Manufacturing; Machinery Manufacturing; Computer And Electronic Product Manufacturing; Electrical Equipment, Appliance, And Component Manufacturing; Fabricated Metal Product Manufacturing
- Grand Rapids-Kentwood **\$2.8 Billion**
 - Top Products: Nonmetallic Mineral Product Manufacturing; Transportation Equipment Manufacturing; Machinery Manufacturing; Furniture And Related Product Manufacturing; Chemical Manufacturing
- Midland **\$1.3 Billion**
 - Top Products: Chemical Manufacturing; Plastics And Rubber Products Manufacturing; Petroleum And Coal Products Manufacturing; Machinery Manufacturing; Electrical Equipment, Appliance, And Component Manufacturing

USMCA Will Benefit Michigan's Top Export Sectors to Canada and Mexico

Michigan's top export sectors to Canada and Mexico in 2019 include Transportation Equipment (Motor Vehicle and Aerospace Industries), Machinery, and Chemicals.⁶

Transportation Equipment (Motor Vehicle and Aerospace Industries)

Michigan is the birthplace of the American auto industry with almost every domestic and foreign automaker having production in the state. Michigan is also home to more than 600 aerospace-related companies and to the Unmanned Aerial Systems Consortium (MUASC).⁷ In 2019, the transportation sector⁸ employed 189,733 workers in 1,096 establishments. Wayne (Detroit), Macomb, and Oakland (Pontiac) counties have the largest number of employees and establishments in the transportation sector. The aerospace industry⁹ reported the importance of USMCA's continued duty-free treatment of originating aerospace-related items between Canada, Mexico, and the United States as vital to the competitiveness and success of the United States' aerospace sector. The aerospace industry¹⁰ supports the Customs and Trade Facilitation chapter's standardization of Customs regimes to increase efficiency and enhance capacity and performance of U.S. companies and their supply chains. The aerospace industry¹¹ also fully supports the Intellectual Property chapter's requirement for governments to establish criminal, civil and administrative procedures and remedies to combat trade secret theft, a significant problem for U.S. aerospace companies. USMCA requires more auto production

⁶ Unless otherwise footnoted in the below sectors, sector employment data is average annual number of employees and establishments by county or local economic region by 2017 NAICS3-digit level from the Bureau of Labor Statistics.

⁷ Michigan Economic Development Corporation michiganbusiness.org

⁸ Transportation sector defined as NAICS 336 and includes the motor vehicle and aerospace industries.

⁹ Industry Trade Advisory Committee 1 – Aerospace Equipment Report Regarding USMCA:

<https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%201%20REPORT%20-%20Aerospace%20Equipment.pdf>

¹⁰ Ibid.

¹¹ Ibid.



in North America in order to qualify for duty-free treatment by eliminating NAFTA's "deemed originating" loophole. USMCA's innovative auto rules of origin, strict labor and environmental standards, and provisions designed to combat non-market practices – such as currency manipulation – are designed to boost additional automotive and auto parts investment and production in Michigan. They were also developed to ensure auto producers and workers in the state can compete on a more-level playing field with their Mexican and Canadian counterparts. USMCA increases the regional value content for automobiles from 62.5 percent to 75 percent, thus incentivizing more auto production in North America. USMCA includes a first-of-its-kind labor value content rule that requires a certain percentage of each motor vehicle (40 percent for passenger vehicles and 45 percent for light trucks) to be manufactured in a factory in a USMCA country where workers make an average wage of at least \$16 per hour.

Machinery

Michigan is home to many machinery manufacturing companies. In 2019, there were 2,797 machinery manufacturing¹² establishments employing 73,266 employees. Oakland, Macomb, and Kent counties have the largest number of employees in the machinery sector. USMCA maintains duty-free access to Mexico and Canada for originating machinery and remanufactured goods for Michigan's machinery manufacturing companies and contains strong rules of origin protections to ensure that tariff preferences go to companies in the USMCA countries. USMCA also goes beyond any past trade agreement by including important new provisions that will help reduce costs and bring greater predictability to the border for shipments of machinery. At the same time USMCA will ensure customs administrations have the necessary tools to enforce the law. Industry¹³ reported support for the following provisions included in the Intellectual Property chapter: civil and criminal courses of legal action to protect trade secrets, protection of industrial designs, and equal treatment of digital and physical goods. Industry¹⁴ also supports the Small and Medium-Sized Enterprises (SMEs) provisions to enhance SMEs ability to participate in the benefits and opportunities created by USMCA. As stated in Michigan's trade statistics, 89 percent of companies that exported goods from Michigan in 2018¹⁵ were small and medium-sized companies.

Chemicals

Michigan is home to numerous chemical¹⁶ companies. In 2019, there were 667 chemical establishments employing 31,047 employees. Midland, Oakland, and Wayne counties have the largest number of employees in the chemicals sector. USMCA adopted chemical reaction rules to determine origin for most chemical products. USMCA also contains sector annexes on chemical substances, pharmaceuticals,

¹² Machinery sector defined as NAICS 333 for machinery manufacturing.

¹³ Industry Trade Advisory Committee 2 – Automotive Equipment and Capital Goods Report Regarding USMCA: <https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%202%20REPORT%20-%20Automotive%20Equipment%20and%20Capital%20Goods.pdf>

¹⁴ Ibid.

¹⁵ Census' Exports by State of the Origin of Movement, Number of Exporting Companies, and Value for Small and Medium Sized Companies in 2018 was the latest data published by June 25, 2020.

¹⁶ Chemical sector defined as NAICS 325 for chemical manufacturing.



and cosmetics. These annexes promote enhanced regulatory compatibility and trade between the three Parties, while recognizing the regulatory authority of each Party. These annexes commit to build on existing extensive regulatory cooperation on chemicals, pharmaceuticals, and cosmetics between Parties and identify areas of focus for future cooperation. It also encourages the Parties to consider internationally-developed science and technical guidance documents when implementing regulations for cosmetics and encourages cooperation on inspections of pharmaceutical manufacturers.