

# THREE WAYS BUILDERS CAN BOOST LOCAL ECONOMIES THROUGH PROCUREMENT DECISIONS:

## Buy U.S.-Made, Locally Made, and Union-Made Building Products

Builders can amplify the economic impact they have in communities by selecting building products that are made in the U.S., locally sourced, and made by union workers. Products with these specifications support the creation of high-quality jobs, help grow the manufacturing base of the U.S., and more fully realize the socio-economic benefits of investments in [making buildings more efficient, healthier, and equitable with high-road labor standards](#).



Supporting a robust manufacturing sector in the U.S. catalyzes economic growth and provides economic opportunity for systematically marginalized populations.

- Manufacturing jobs provide above-average wages and superior benefits, particularly for jobs that don't require a college degree. [Workers earn 13% more](#) in wages and benefits than their non-manufacturing counterparts in private industries.
- Manufacturing jobs generate additional supply chain jobs. Durable good manufacturing in sectors such as HVAC and Appliances—on average—[create almost three jobs](#) in other parts of the supply chain for every worker employed.
- Manufacturing contributes to economic and racial equity by providing a path to the middle class for millions of workers—including workers of color. [Black workers earn \\$5,000 \(17.9%\) more and Hispanic workers earn \\$4,800 \(17.8%\) more](#) than those in non-manufacturing employment.



Preferring regional and in-state purchasing of products enhances local economies, strengthens supply chain resilience, and reduces emissions.

- [One manufacturing job](#) generates nearly five jobs in the local community, fueling economic growth and tax revenue and [supporting economic diversity](#) and community representation.
- Domestic manufacturing [enhances supply chain resilience](#), safeguarding against global disruptions and preventing delays and cost escalations in the construction industry.
- Locally and regionally sourced products lower transportation related global warming emissions and costs. They are also frequently produced with [fewer emissions](#) than other top exporting countries. In 2018, the U.S. could have seen a total reduction of [603 metric tons of carbon](#) from consumption emissions if all imports were produced at domestic carbon intensity.



Prioritizing union-made—beyond simply U.S.-made—products in construction projects supports collective bargaining, through which workers negotiate for quality wages and benefits, as well as respectful, safe, and fair working conditions.

- In addition to better wages and benefits, union membership [helps increase production](#) in the manufacturing sector as [workers are better trained](#) and less likely to be injured on the job.
- Union membership results in [financial gains](#) for workers of color. Black workers represented by a union are paid almost 14% more and unionized Hispanic workers are paid 20% more than their non-union counterparts.
- Unions can improve the surrounding community through added [civic engagement](#), as unionized workers are more likely to vote, volunteer, and participate in community meetings.

# THE GOOD, BETTER, AND BEST WAYS TO INTEGRATE U.S.-MADE PRODUCTS INTO YOUR PURCHASING DECISIONS

The following good, better, best framework is a way to approach purchasing decisions and can serve as a guide in the creation of incentives or requirements related to U.S. made products.



## **GOOD = Select products manufactured in the U.S.**

The U.S. boasts significant manufacturing in product sectors associated with building efficiency and sustainability, offering builders a large and diverse selection of products to meet their project needs. There are currently over 4,000 manufacturing locations in the U.S. producing these products.



## **BETTER = Select products manufactured in-state or regionally**

Every state in the U.S. manufactures building products, providing builders with opportunities to source products made in-state or within a small radius of their project site. Some efficiency programs and green building certifications include language incentivizing or requiring in-state or regional sourcing.



## **BEST = Select products manufactured in U.S. facilities with union workers**

Many of the industries making efficient and healthier building products have union workers. Building Clean has identified union workers at over 350 U.S. manufacturing locations and created a tool to help builders identify them.

## USE **BUILDINGCLEAN.ORG** TO HELP YOU SOURCE U.S. AND UNION MANUFACTURED BUILDING PRODUCTS

### **Find manufacturers of energy and water efficient building products.**

Search through thousands of manufacturing sites across the U.S. producing a wide range of building products in 10 market sectors: appliances and water heaters, building enclosure, HVAC, insulation, joint sealants, lighting, plumbing, roofing, windows, doors and skylights, and water filtration systems.

Manufacturers are searchable by product sector, type, and material; state and zip code; union worker status; ownership (U.S. or foreign); and MWDBE (Minority Women Disadvantaged Business Enterprise) status.

### **Search building products with energy, water, and health certifications and ingredient disclosures.**

Search options include Energy Star and WaterSense qualified products, multiple products with ecolabels and certifications, and products that satisfy green building certification criteria.