

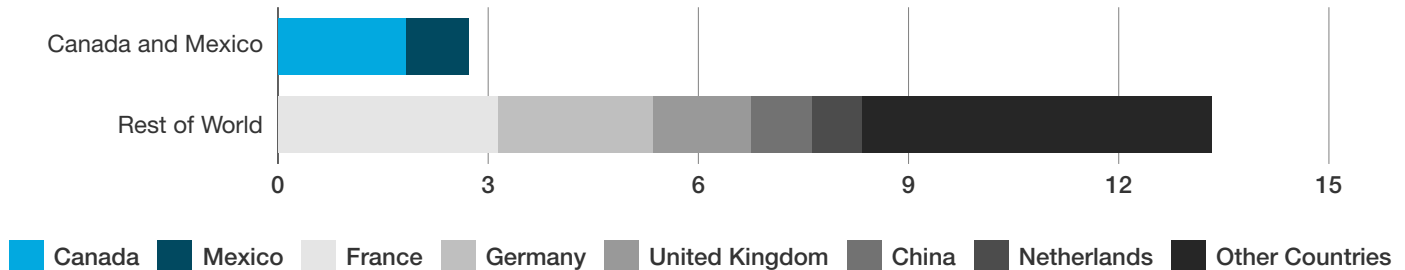
USMCA Passage is Critical for Connecticut Manufacturers and Workers



ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

Connecticut's Top Exports to Canada and Mexico: aerospace products and parts; chemicals; fabricated metal products; electrical equipment and components; other machinery; petroleum and coal products; other nonferrous metals; navigational, measurement, lab and control instruments; paper products; food and beverages.

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

30% BIGGER

Connecticut's aerospace exports to Canada and Mexico have increased by more than 30 percent over the last decade.

20% BIGGER

Connecticut's navigational, measurement, lab and control instruments exports to Canada and Mexico have increased by 20 percent over the last decade.

SMEs = WINNERS

Connecticut's small- and medium-sized businesses comprise 70 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 FOUR

Connecticut Manufacturing Firms Export to Canada and Mexico

- 1,046 firms
- 82 percent are small- and medium-sized businesses supporting local economies

MORE THAN 7,600

Connecticut 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.
- Connecticut manufacturing workers make on average \$96,812 in total annual compensation compared to \$37,183 for workers across all private nonfarm industries.

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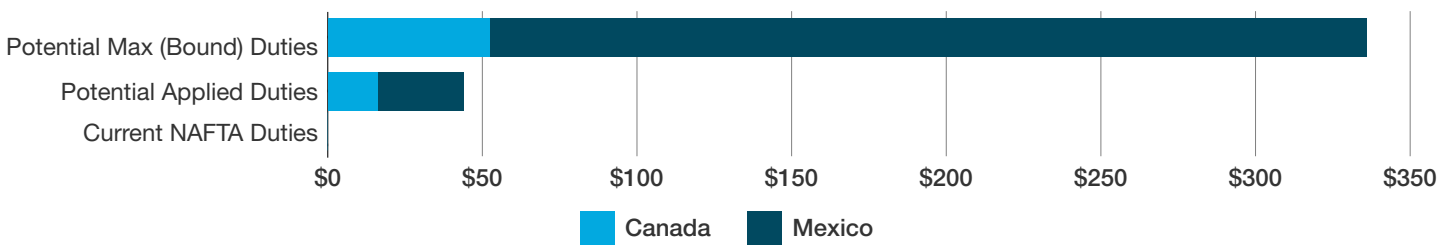
 NATIONAL ASSOCIATION OF
Manufacturers

Connecticut 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, Connecticut’s manufactured goods exports to Canada and Mexico could face a minimum of \$44 million to \$336 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Connecticut 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: Connecticut’s Manufacturing Trade and Employment Data \$28 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$16 billion To World (2018) \$2.7 billion To Canada/Mexico (2018)		Manufacturing Firms: 3,942 Total Manufacturing Firms (2015) 1,046 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 163,617 Total Manufacturing Employment (2018) 7,617 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$96,812 Manufacturing (2016) \$37,183 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 Connecticut manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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