

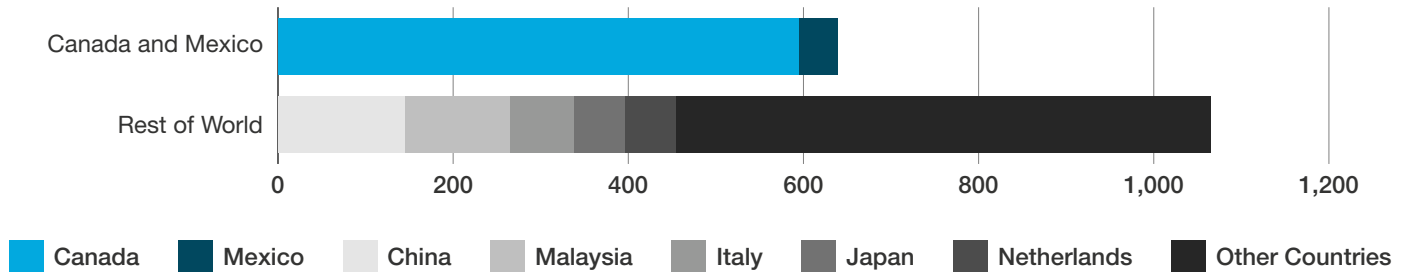
USMCA Passage is Critical for Maine Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Maine, helping Mainers 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. Maine'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 two-fifths of Maine's total global manufacturing exports Maine Manufactured Goods Exports, in Millions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Maine's Top Exports to Canada and Mexico: paper products; aerospace products and parts; food and beverages; wood products; motor vehicle bodies and trailers; agriculture, construction and mining machinery; fabricated metal products; plastics; textiles and apparel; navigational, measurement, lab and control instruments.

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

24x BIGGER

Maine's aerospace exports to Canada and Mexico have increased more than 24-fold over the last decade.

70% BIGGER

Maine's motor vehicle bodies and trailers exports to Canada and Mexico have increased by more than 70 percent over the last decade.

SMEs = WINNERS

Maine's small- and medium-sized businesses comprise 83 percent of the state's exporters of transportation equipment to Canada and Mexico, and 82 percent of the state's exporters of machinery to Canada and Mexico.

ONE OUT OF FIVE

Maine Manufacturing Firms Export to Canada and Mexico

- 279 firms
- 79 percent are small- and medium-sized businesses supporting local economies

MORE THAN 3,300

Maine 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.
- Maine manufacturing workers make on average \$63,653 in total annual compensation compared to \$38,670 for workers across all private nonfarm industries.

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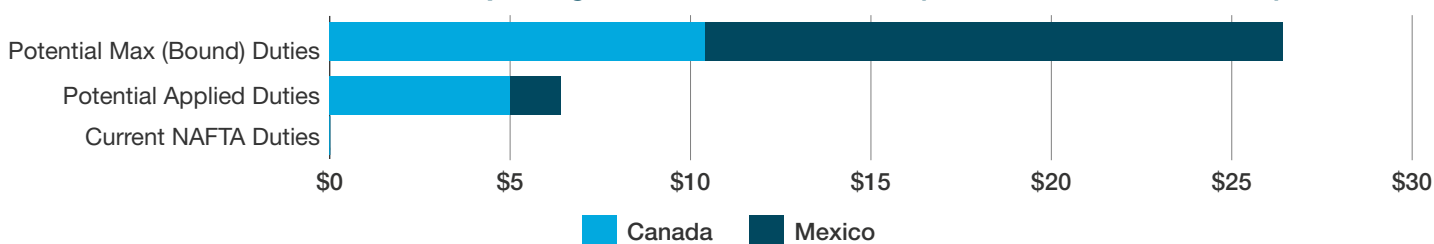
 NATIONAL ASSOCIATION OF
Manufacturers

Maine 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, Maine's manufactured goods exports to Canada and Mexico could face a minimum of \$6.3 million to \$26 million in extra taxes (compared to zero tariffs today).

As a result, many of Maine'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 Maine and throughout the United States.

Tariffs on Maine 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: Maine's Manufacturing Trade and Employment Data \$6 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports:		Manufacturing Firms:	
\$1.7 billion	\$639 million	1,593	279
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
Employment:		Average Annual Compensation:	
52,033	3,337	\$63,653	\$38,670
Total Manufacturing Employment (2018)	Manufacturing Employment Tied to Exports to Canada/Mexico	Manufacturing (2016)	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 Maine manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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