

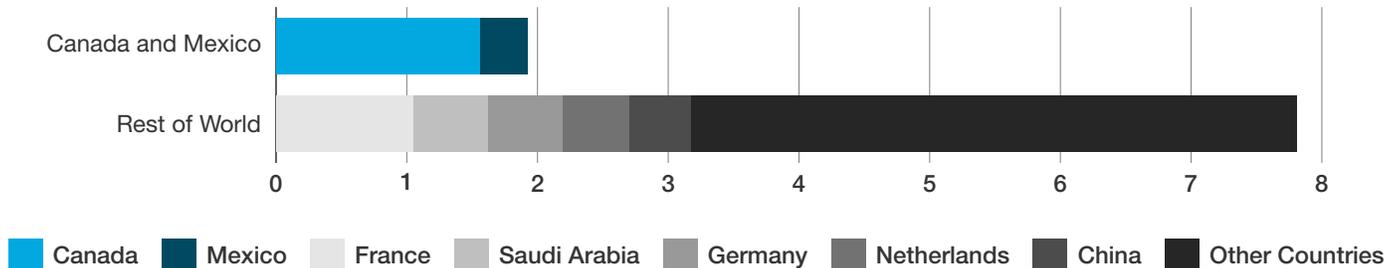
# USMCA Passage is Critical for Maryland Manufacturers and Workers



## ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

**Maryland's Top Exports to Canada and Mexico:** agriculture, construction and mining machinery; chemicals; paper products; other machinery; miscellaneous manufactured commodities; food and beverages; pharmaceuticals and medicines; fabricated metal products; furniture; navigational, measurement, lab and control instruments.

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

### 80% BIGGER

Maryland's agriculture, construction and mining machinery exports to Canada and Mexico have increased by more than 80 percent over the last decade.

### 30% BIGGER

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

### SMEs = WINNERS

Maryland's small- and medium-sized businesses comprise 71 percent of the state's exporters of machinery to Canada and Mexico, and 72 percent of the state's exporters of chemicals to Canada and Mexico.

## ONE OUT OF SIX

Maryland Manufacturing Firms Export to Canada and Mexico

- 486 firms
- 70 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 2,800

Maryland 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.
- Maryland manufacturing workers make on average \$84,969 in total annual compensation compared to \$49,162 for workers across all private nonfarm industries.

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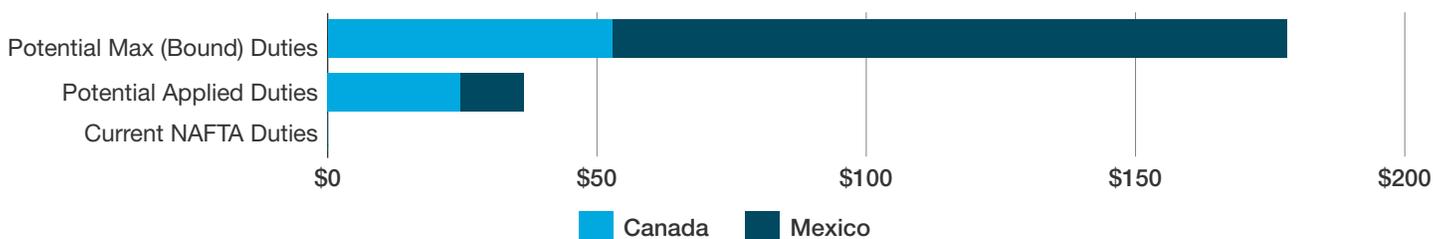
 NATIONAL ASSOCIATION OF  
Manufacturers

# Maryland 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, Maryland's manufactured goods exports to Canada and Mexico could face a minimum of \$36 million to \$178 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on Maryland 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: Maryland's Manufacturing Trade and Employment Data \$23 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$9.7 billion</b> To World (2018) <b>\$1.9 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>2,824</b> Total Manufacturing Firms (2015) <b>486</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>108,142</b> Total Manufacturing Employment (2018) <b>2,818</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$84,969</b> Manufacturing (2016) <b>\$49,162</b> 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 Maryland manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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