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

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.
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):

<table>
<thead>
<tr>
<th>Potential Max (Bound) Duties</th>
<th>Potential Applied Duties</th>
<th>Current NAFTA Duties</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0</td>
<td>$50</td>
<td>$100</td>
</tr>
<tr>
<td>$150</td>
<td>$200</td>
<td></td>
</tr>
</tbody>
</table>

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)

<table>
<thead>
<tr>
<th>Total Manufactured Goods Exports:</th>
<th>Manufacturing Firms:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9.7 billion To World (2018)</td>
<td>2,824 Total Manufacturing Firms (2015)</td>
</tr>
<tr>
<td>$1.9 billion To Canada/Mexico (2018)</td>
<td>486 Manufacturing Firms Exporting to Canada/Mexico</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Employment:</th>
<th>Average Annual Compensation:</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,818 Manufacturing Employment Tied to Exports to Canada/Mexico</td>
<td>$49,162 Nonfarm Business (2016)</td>
</tr>
</tbody>
</table>

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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www.nam.org/trade

NATIONAL ASSOCIATION OF Manufacturers