

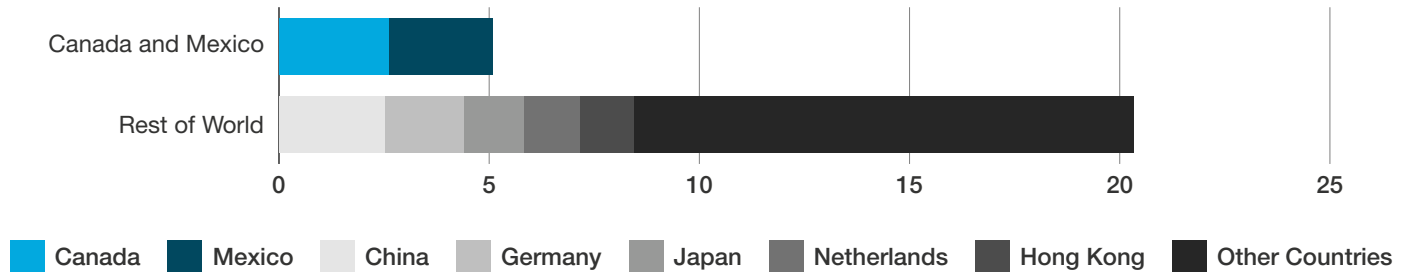
# USMCA Passage is Critical for Massachusetts Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Massachusetts, helping Massachusettsans 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. Massachusetts'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 one-fifth of Massachusetts's total global manufacturing exports Massachusetts Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Massachusetts's Top Exports to Canada and Mexico:** semiconductors and electronic components; navigational, measurement, lab and control instruments; chemicals; computer equipment; electrical equipment and components; plastics; paper products; aerospace products and parts; fabricated metal products; medical equipment and supplies.

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

## 2x BIGGER

Massachusetts's semiconductors and electronic components exports to Canada and Mexico have more than doubled over the last decade.

## 80% BIGGER

Massachusetts's electrical equipment exports to Canada and Mexico have increased by more than 80 percent over the last decade.

## SMEs = WINNERS

Massachusetts's small- and medium-sized businesses comprise 80 percent of the state's exporters of computer and electronic products to Canada and Mexico, and 77 percent of the state's exporters of electrical equipment to Canada and Mexico.

## ONE OUT OF FOUR

### Massachusetts Manufacturing Firms Export to Canada and Mexico

- 1,626 firms
- 81 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 15,200

### Massachusetts 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.
- Massachusetts manufacturing workers make on average \$99,714 in total annual compensation compared to \$59,577 for workers across all private nonfarm industries.

## Connect with Us



[www.nam.org/trade](http://www.nam.org/trade)

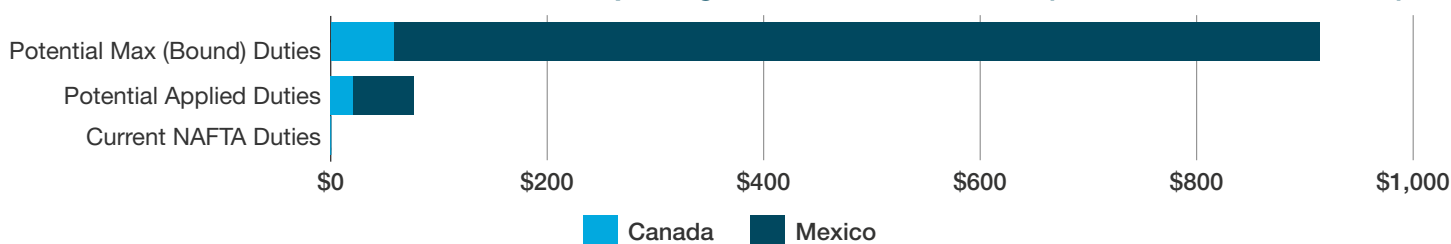
 NATIONAL ASSOCIATION OF  
Manufacturers

# Massachusetts 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, Massachusetts's manufactured goods exports to Canada and Mexico could face a minimum of \$77 million to \$914 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on Massachusetts Manufacturers Exporting to Canada and Mexico (in Billions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

## In Brief: Massachusetts's Manufacturing Trade and Employment Data \$50 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b>		<b>Manufacturing Firms:</b>	
<b>\$25 billion</b>	<b>\$5.1 billion</b>	<b>6,269</b>	<b>1,626</b>
To World (2018)	To Canada/Mexico (2018)	Total Manufacturing Firms (2015)	Manufacturing Firms Exporting to Canada/Mexico
<b>Employment:</b>		<b>Average Annual Compensation:</b>	
<b>247,175</b>	<b>15,285</b>	<b>\$99,714</b>	<b>\$59,577</b>
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 Massachusetts manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

### Connect with Us