

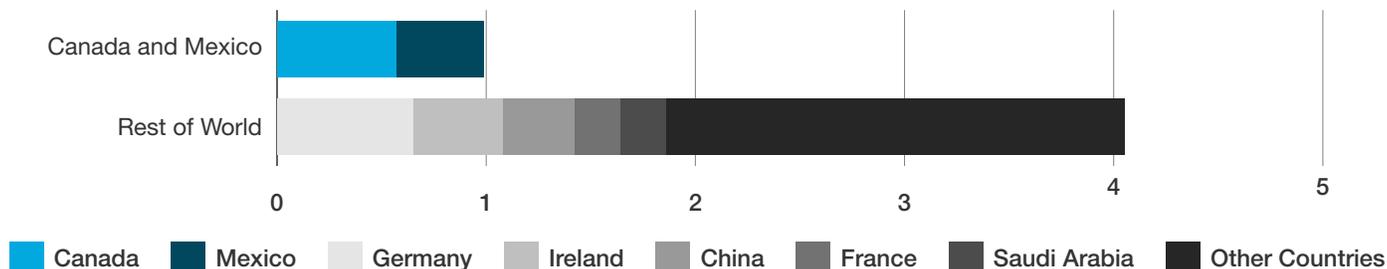
# USMCA Passage is Critical for New Hampshire Manufacturers and Workers



## ECONOMY AND EXPORTS

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



Source: U.S. Department of Commerce

**New Hampshire's Top Exports to Canada and Mexico:** communications equipment; semiconductors and electronic components; electrical equipment and components; aerospace products and parts; fabricated metal products; miscellaneous manufactured commodities; food and beverages; plastics; navigational, measurement, lab and control instruments; computer equipment.

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

## 20% BIGGER

New Hampshire's communications equipment exports to Canada and Mexico have increased by more than 20 percent over the last decade.

## 2x BIGGER

New Hampshire's aerospace exports to Canada and Mexico have more than doubled over the last decade.

## SMEs = WINNERS

New Hampshire's small- and medium-sized businesses comprise 78 percent of the state's exporters of electrical equipment to Canada and Mexico, and 53 percent of the state's exporters of transportation equipment to Canada and Mexico.

## ONE OUT OF FOUR

New Hampshire Manufacturing Firms Export to Canada and Mexico

- 434 firms
- 74 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 3,500

New Hampshire 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.
- New Hampshire manufacturing workers make on average \$78,104 in total annual compensation compared to \$47,909 for workers across all private nonfarm industries.

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 NATIONAL ASSOCIATION OF  
Manufacturers

# New Hampshire 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, New Hampshire’s manufactured goods exports to Canada and Mexico could face a minimum of \$13 million to \$155 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on New Hampshire 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: New Hampshire’s Manufacturing Trade and Employment Data \$9 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$5 billion</b> To World (2018) <b>\$986 million</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>1,706</b> Total Manufacturing Firms (2015) <b>434</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>71,425</b> Total Manufacturing Employment (2018) <b>3,594</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$78,104</b> Manufacturing (2016) <b>\$47,909</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 New Hampshire manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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