

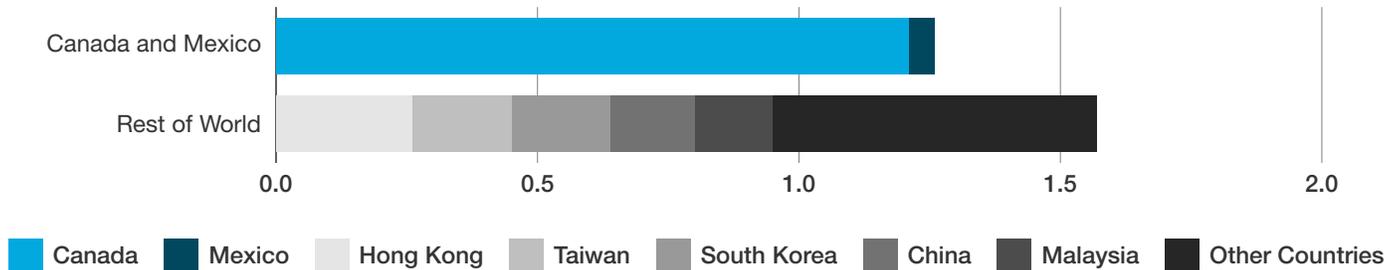
USMCA Passage is Critical for Vermont Manufacturers and Workers



ECONOMY AND EXPORTS

Trade is important for Vermont, helping Vermonters 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. Vermont'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 more than two-fifths of Vermont's total global manufacturing exports Vermont Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

Vermont's Top Exports to Canada and Mexico: semiconductors and electronic components; paper products; food and beverages; industrial machinery; chemicals; wood products; aerospace products and parts; fabricated metal products; miscellaneous manufactured commodities; navigational, measurement, lab and control instruments.

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

20% BIGGER

Vermont's food and beverages exports to Canada and Mexico have increased by nearly 20 percent over the last decade.

10% BIGGER

Vermont's aerospace exports to Canada and Mexico have increased by nearly 10 percent over the last decade.

SMEs = WINNERS

Vermont's small- and medium-sized businesses comprise 78 percent of the state's exporters of food products to Canada and Mexico, and 71 percent of the state's exporters of transportation equipment to Canada and Mexico.

ONE OUT OF FIVE

Vermont Manufacturing Firms Export to Canada and Mexico

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

MORE THAN 2,600

Vermont 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.
- Vermont manufacturing workers make on average \$63,160 in total annual compensation compared to \$38,717 for workers across all private nonfarm industries.

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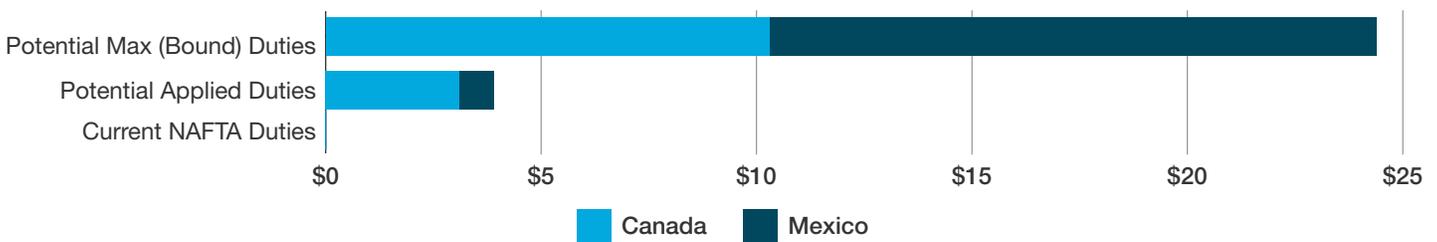
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Vermont Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Vermont's manufactured goods exports to Canada and Mexico could face a minimum of \$4 million to \$24 million in extra taxes (compared to zero tariffs today).

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

Tariffs on Vermont 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: Vermont's Manufacturing Trade and Employment Data \$3 Billion in Total Manufacturing Output (2017)

Total Manufactured Goods Exports: \$2.8 billion To World (2018) \$1.3 billion To Canada/Mexico (2018)		Manufacturing Firms: 952 Total Manufacturing Firms (2015) 210 Manufacturing Firms Exporting to Canada/Mexico	
Employment: 29,333 Total Manufacturing Employment (2018) 2,692 Manufacturing Employment Tied to Exports to Canada/Mexico		Average Annual Compensation: \$63,160 Manufacturing (2016) \$38,717 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 Vermont manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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