



USMCA New Hampshire State Fact Sheet

New Hampshire's Trade with the World¹

- In 2019, New Hampshire exported \$5.8 Billion in goods to the world.
- In 2019, New Hampshire was the 39th-largest state exporter of goods in the United States.
- In 2016, 19,334 U.S. jobs were supported by goods exported from New Hampshire.²
- In 2018, 2,622 companies exported goods from New Hampshire- 85 percent were small and medium-sized companies.³

New Hampshire's Trade with Canada and Mexico

New Hampshire's Rank in Exports to Canada and Mexico

In 2019, New Hampshire was the 41st-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for New Hampshire Exports

In 2019, Canada was New Hampshire's second-largest export destination and Mexico was the fourth-largest export destination.

Statewide Statistics and Top Export Product Categories⁴

- In 2019, New Hampshire exported \$1.3 Billion to Canada and Mexico, accounting for 22 percent of New Hampshire's total exports to the world.
 - New Hampshire exported \$860 Million to Canada, 15 percent of New Hampshire's exports to the world.

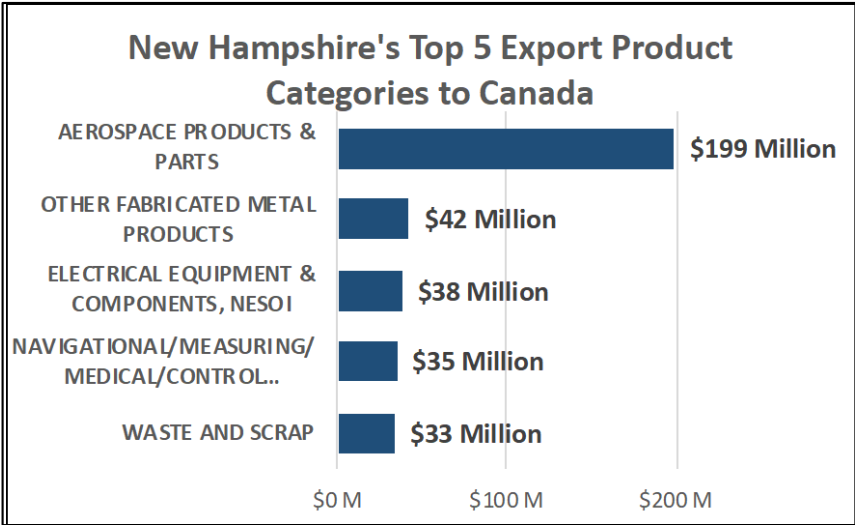
¹All trade data used in this report reflect the data published by June 15, 2020 from the U.S. Census Bureau, as compiled by the International Trade Administration's Trade Policy Information System (TPIS).

² Jobs supported by state exports estimates by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce:

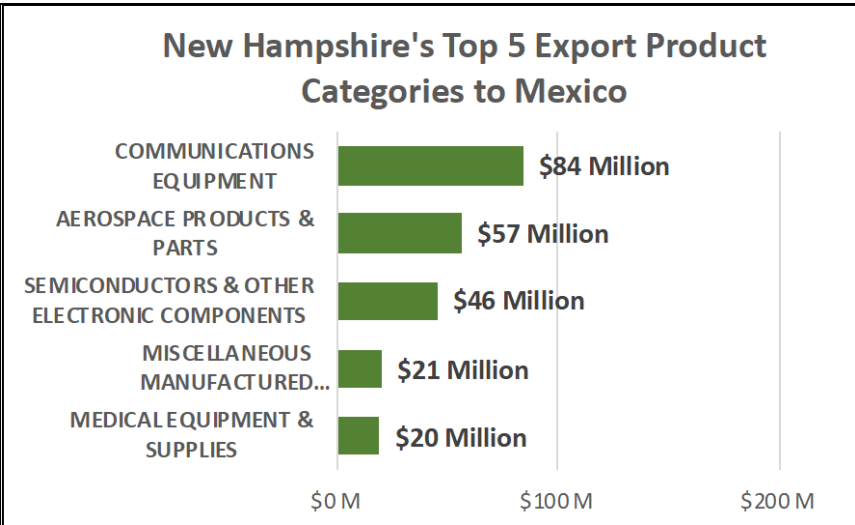
<https://www.trade.gov/mas/ian/employment/>

³ U.S. Census Bureau's A Profile of U.S. Importing and Exporting Companies, Table 6a 2018 Exports by State of Origin of Movement, Number of Exporting Companies, Value for Small and Medium Companies

⁴ Top export product categories reflected under the 2017 North American Industry Classification System (NAICS) at the 4-digit level of detail, compiled by TPIS.



- New Hampshire exported \$409 Million to Mexico, 7 percent of New Hampshire’s exports to the world.



Metropolitan Statistics⁵

- New Hampshire’s Top Metropolitan Exports to Canada and Mexico 2018
 - Boston-Cambridge-Newton **\$5.0 Billion***⁶

⁵ 2018 Metropolitan (statistical) area (MSA) exports to Canada and Mexico data from the U.S. Census Bureau compiled by the Office of Trade and Economic Analysis (OTEA), Industry and Analysis, International Trade Administration, U.S. Department of Commerce. Top products by MSA reflected under the 2017 North American Industry Classification System (NAICS) at the 3-digit level of detail.

⁶ An asterisk (*) notes if the Metropolitan Area is shared with one or more other states.



- Top Products: Computer And Electronic Product Manufacturing; Machinery Manufacturing; Chemical Manufacturing; Miscellaneous Manufacturing; Transportation Equipment Manufacturing
- Manchester-Nashua **\$484 Million**
 - Top Products: Computer And Electronic Product Manufacturing; Electrical Equipment, Appliance, And Component Manufacturing; Machinery Manufacturing; Fabricated Metal Product Manufacturing; Chemical Manufacturing

USMCA Will Benefit New Hampshire's Top Export Sectors to Canada and Mexico

New Hampshire's top export sectors to Canada and Mexico in 2019 include Computer and Electronic Products, Machinery, and Transportation Equipment (Aerospace).⁷

Computer and Electronic Products

New Hampshire is home to many leading technology manufacturing companies. In 2019, there were 267 computer and electronic product establishments in New Hampshire employing 16,496 employees.⁸ Hillsborough (Manchester), Rockingham, and Grafton counties have the largest number of employees in the computer and electronic product sector. USMCA maintains duty-free access to Mexico and Canada for originating technology equipment for New Hampshire's technology manufacturing companies. Industry⁹ appreciates the Market Access provision to be able to export and import for repair since many products are designed to be modular and swappable in case of malfunction in the technology sector. Industry¹⁰ supports the provision to prohibit unnecessary restrictions on remanufactured imports because the technology sector seeks to prolong the useful life of goods through repair, refurbishment, and reuse. Industry¹¹ acknowledges USMCA's new mechanism in the Information and Communication Technology (ICT) Equipment Annex to protect intellectual property in cryptographic products as a significant achievement. Industry¹² approves the new Digital Trade chapter, which contains the strongest disciplines on digital trade of any international agreement, providing a firm foundation for the expansion of trade and investment in innovative electronic products and services. For the first time in a trade agreement, the Intellectual Property chapter includes protections against the misappropriation of trade secrets and requires a minimum term of protection for industrial designs of at least 15 years.

⁷ Unless otherwise footnoted in the below sectors, sector employment data is average annual number of employees and establishments by county or local economic region by 2017 NAICS3-digit level from the Bureau of Labor Statistics.

⁸ Computer and electronic products sector defined as NAICS 334 for computer and electronic product manufacturing.

⁹ Industry Trade Advisory Committee 8 – Digital Economy Report Regarding USMCA:

<https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%208%20REPORT%20-%20Digital%20Economy.pdf>

¹⁰ Ibid.

¹¹ Ibid.

¹² Ibid.



Machinery

New Hampshire is home to many machinery manufacturing companies. In 2019, there were 153 machinery manufacturing¹³ establishments employing 7,045 employees. Cheshire (Keene), Rockingham (Portsmouth), and Grafton counties have the largest number of employees in the machinery sector. USMCA maintains duty-free access to Mexico and Canada for originating machinery and remanufactured goods for New Hampshire's machinery manufacturing companies and contains strong rules of origin protections to ensure that tariff preferences go to companies in the USMCA countries. USMCA also goes beyond any past trade agreement by including important new provisions that will help reduce costs and¹⁴ also supports the Small and Medium-Sized Enterprises (SMEs) provisions to enhance SMEs ability to participate in the benefits and opportunities created by USMCA. As stated in New Hampshire's trade statistics, 85 percent of companies that exported goods from New Hampshire in 201¹⁶ were small and medium-sized companies.

Transportation Equipment (Aerospace)

New Hampshire is home to many aerospace companies. In 2019, the transportation sector¹⁷ employed 2,615 workers in 47 establishments. Strafford, Grafton, and Rockingham (Portsmouth) counties have the largest number of employees in the transportation equipment sector. USMCA maintains duty-free access to Mexico and Canada for originating transportation equipment. The aerospace industry¹⁸ reported the importance of USMCA's continued duty-free treatment of originating aerospace-related items between Canada, Mexico, and the United States as vital to the competitiveness and success of the United States' aerospace sector. The aerospace industry¹⁹ supports the Customs and Trade Facilitation chapter's standardization of customs regimes to increase efficiency and enhance capacity and performance of U.S. companies and their supply chains. The aerospace industry²⁰ also fully supports the Intellectual Property chapter's requirement for governments to establish criminal, civil and administrative procedures and remedies to combat trade secret theft, a significant problem for U.S. aerospace companies. USMCA's rules of origin, strict labor and environmental standards, and provisions designed to combat non-market practices – such as currency manipulation – are designed to incentivize additional transportation equipment investment and production in New Hampshire and to ensure

¹³ Machinery sector defined as NAICS 333 for machinery manufacturing.

¹⁴ Industry Trade Advisory Committee 2 – Automotive Equipment and Capital Goods Report Regarding USMCA: <https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%202%20REPORT%20-%20Automotive%20Equipment%20and%20Capital%20Goods.pdf>

¹⁵ Ibid.

¹⁶ Census' Exports by State of the Origin of Movement, Number of Exporting Companies, and Value for Small and Medium Sized Companies in 2018 was the latest data published by June 25, 2020.

¹⁷ Transportation sector defined as NAICS 336 and includes the motor vehicle and aerospace industries.

¹⁸ Industry Trade Advisory Committee 1 – Aerospace Equipment Report Regarding USMCA: <https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%201%20REPORT%20-%20Aerospace%20Equipment.pdf>

¹⁹ Ibid.

²⁰ Ibid.



producers and workers in the state can compete on a more-level playing field with their Mexican and Canadian counterpart.