



GSP MATTERS FOR MASSACHUSETTS

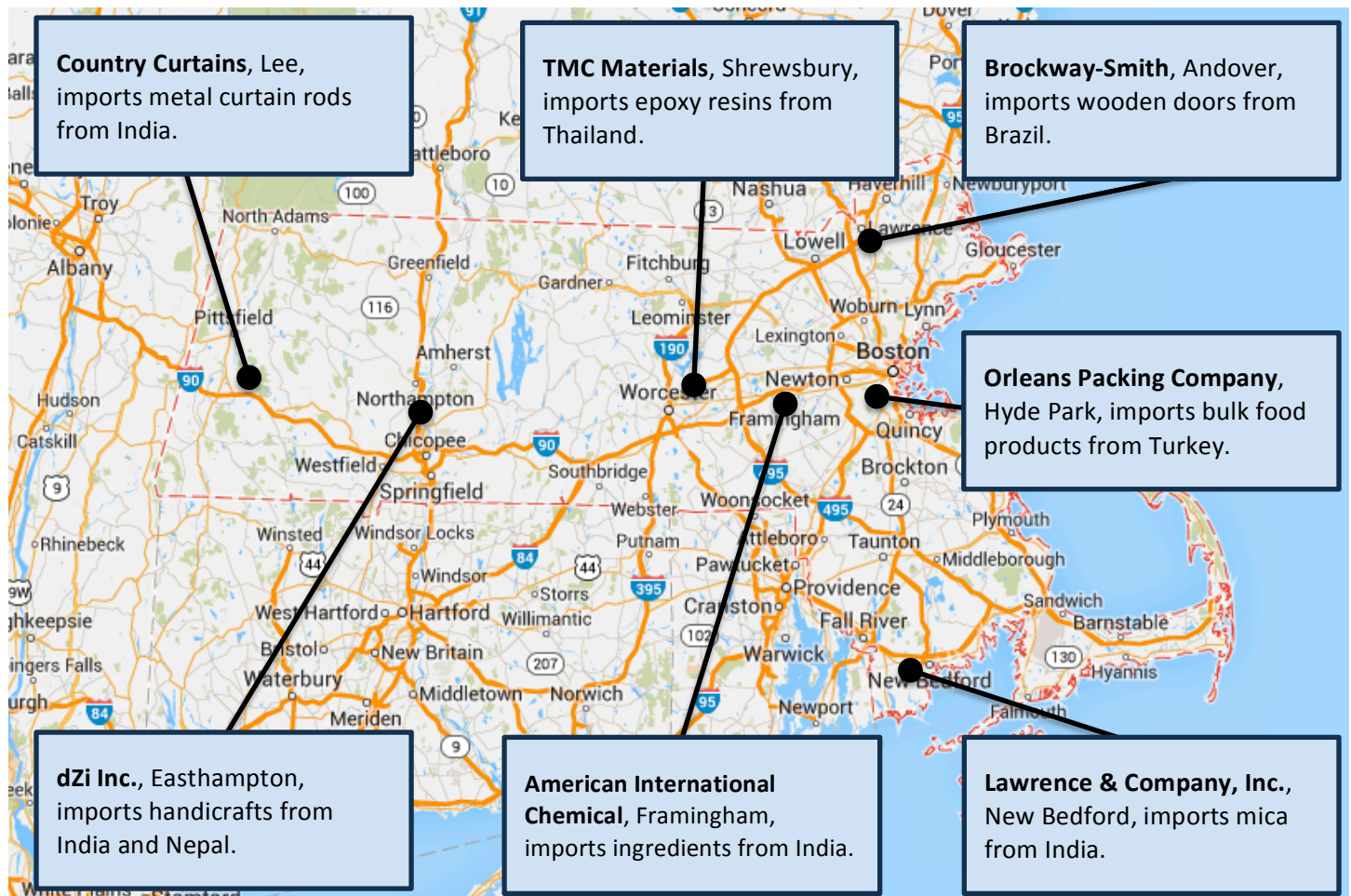
The Generalized System of Preferences (GSP) program benefits American companies and workers by cutting tariffs (i.e., taxes) on certain products sourced from developing countries. In 2016, GSP saved American companies \$729 million, including \$7.4 million in waived tariffs on imports into Massachusetts. However, GSP will expire and companies in Massachusetts will face higher taxes unless Congress passes new legislation to renew GSP before December 31, 2017.

**Massachusetts' 2016
GSP Imports**
\$180 million

**Massachusetts' 2016
GSP Savings**
\$7.4 million

**Average Tariff
Without GSP**
4.1%

MASSACHUSETTS COMPANIES IMPORTING UNDER GSP

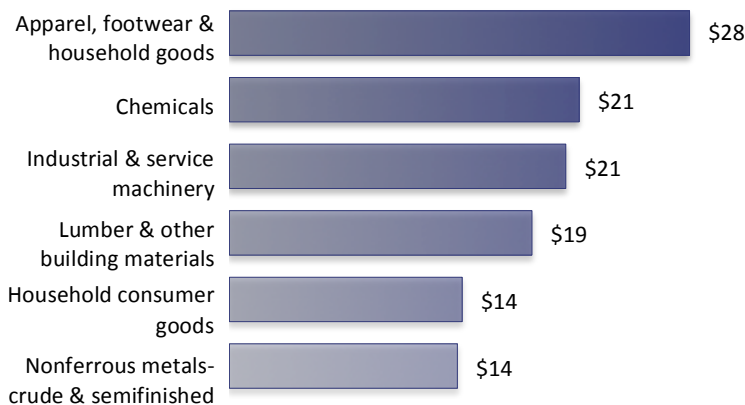


Source for all data is The Trade Partnership, supplemented by company import records from Panjiva.

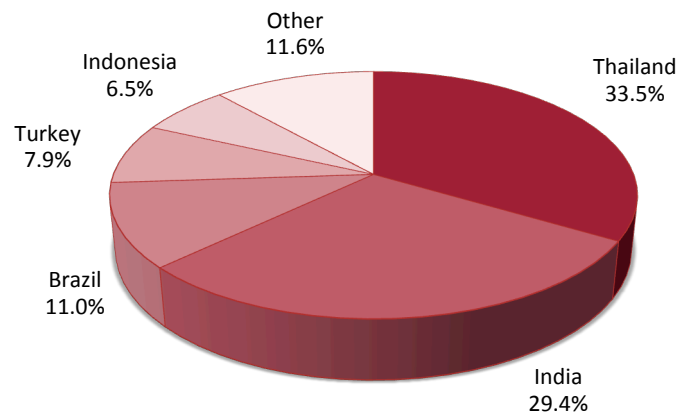
MASSACHUSETTS' IMPORTS UNDER GSP

GSP eliminates tariffs on about 3,500 products. Most Massachusetts imports under GSP are raw materials and industrial goods whose duty-free treatment helps American companies remain competitive. About 74 percent of Massachusetts' tax savings from GSP come on imports from three countries: Thailand, India, and Brazil.

Massachusetts' GSP Imports by Product Type, 2016
(\$ millions)



Massachusetts' GSP Savings by Country, 2016



GSP EXPIRATION HURTS AMERICAN COMPANIES AND WORKERS

The GSP program has a long history of expirations and retroactive renewals. Yet recent surveys show how damaging the expirations – and positive the renewals – can be for companies and workers that rely on GSP.

Impacts on American Companies

GSP Expired ^A

Laid Off Workers /
Delayed New Hires

13% / 44%



Delayed Capital
Expenditures

40%



Cut Employee Wages
or Benefits

22%



GSP Renewed ^B

Hired New
Employees

46%

Made New Capital
Investments

41%

Provided New (or
Reinstated) Benefits

23%

GSP saved Massachusetts companies about \$43 million from 2011 to 2016. However, about \$20 million of that came while GSP was expired. So companies paid the taxes without knowing when – or if – Congress would renew GSP retroactively.

When GSP expires, the uncertainty causes many companies to take drastic steps, from laying off workers to delaying investments to cutting benefits, stunting growth and harming workers.

Only after GSP was renewed could companies start growing and investing again in their workers and communities. Even then, companies often wait over a year to receive all of their refunds.

^A Survey; 230 respondents; Fall 2014

^B Survey; 135 respondents; Fall 2016

Congress must renew GSP before it expires again on December 31, 2017.