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Report: U.S. Mailing Industry Generates \$2 Trillion in Economic Activity in Evolving Economy

ALEXANDRIA, VA - Oct 26, 2026 — A new study from the Envelope Manufacturers Association (EMA) Foundation finds that the mailing industry supports 7.4 million jobs and \$2.0 trillion in economic activity across every state in the country. Those numbers represent the skilled workers, small businesses, and local economies that most Americans never think about when the mail arrives at their door.

The 2025 data reveals an industry that continues to generate significant economic value even as the landscape continues to shift. Revenue increased nearly 4% since 2022, adding \$74 billion in gross output. At \$2.0 trillion in revenue, the mailing industry stands as one of the most significant and often overlooked economic forces in the country.

Key U.S. mailing industry findings include:

- 7.4 million jobs representing 4.5% of the U.S. civilian labor force
- \$2.0 trillion in sales revenue to the U.S. economy, accounting for 3.8% of U.S. total output
- 92% of mailing industry jobs are in the private sector — decisions affecting postal rates and mail volume ripple far beyond one federal agency, reaching companies, workers, and communities across the country
- Package delivery jobs grew 7.9% since 2022, driven by e-commerce growth
- Jobs and revenue span every state, anchoring local economies and communities nationwide

“The mailing industry is woven into the fabric of every community in this country, in ways most people never stop to consider. The printer down the street, the warehouse employing hundreds on the edge of town, and the small business that depends on direct mail to reach its customers are all part of the mailing industry. This study puts real, current numbers behind a story that deserves to be told, and told widely. With 7.4 million workers and the communities that depend on them, we are counting on decision-makers to understand what this industry actually means to the American economy,” said Marie Clarke, President, Envelope Manufacturers Association.

As debates over postal rates, service standards, and paper-based communications continue to shape the industry’s future, the study provides the authoritative economic foundation for those conversations.

The EMA Foundation’s 2026 U.S. Mailing Industry Economic Job and Revenue Study analyzes publicly available data from the U.S. Bureau of Labor Statistics, U.S. Census Bureau, U.S. Postal Service, U.S. Department of Commerce Bureau of Economic Analysis, and annual reports.

Read the full study, including state and congressional district level employment and revenue data, at: <https://www.envelope.org/emaf/institute-for-postal-studies/>.

About the Envelope Manufacturers Association

EMA is the world’s largest association devoted exclusively to the envelope manufacturing and paper-based communications industry. EMA promotes the value of paper-based communications and



works closely with state, national, and global legislative and regulatory authorities to ensure the industry remains successful and protected. The EMA Foundation for Paper-Based Communications supports the industry by conducting research and education initiatives to inform stakeholders on postal and environmental matters.