Delaware Manufacturing Facts

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Manufacturers in Delaware account for over 7 percent of the total output in the state, employing 6.3 percent of the workforce. Total output from manufacturing has ranged between $3 and $5 billion for the past several years (*see figure*), and it was $4.3 billion in 2009. In addition, manufacturing compensation is 55.6 percent higher than other nonfarm employers in the state.

Manufacturing Output and Exports

Delaware Total Manufacturing Output ($billions, 2009)	$4.3
Manufacturing's Share of Total Gross State Product (2009)	7.1%
Manufacturing Establishments in Delaware (2009)	612
Manufacturing's Share of Delaware's Exports (2010)	96%
Total Employment Related to Manufactured Exports (2008)	19,300

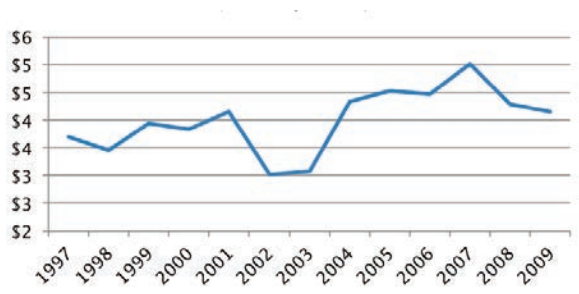
Source: U.S. Bureau of Economic Analysis

Employment and Compensation

Manufacturing Employment (2010)	26,100
Manufacturing Employment (% of Overall Nonfarm) (2010)	6.3%
Average Annual Compensation in Manufacturing (2009)	$73,984
Average Annual Compensation in Nonfarm Sectors (2009)	$47,535
Manufacturing Pay Premium (as a % of Nonfarm) (2009)	$26,449 (55.6%)

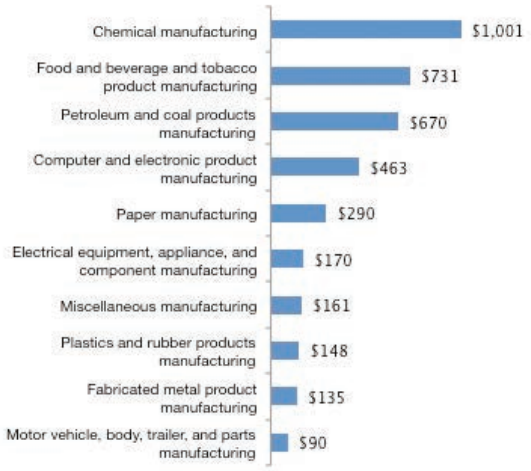
Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics

Delaware Manufacturing Output (Billions of Dollars, from 1997-2009)



Source: U.S. Bureau of Economic Analysis

Top 10 Delaware Manufacturing Sectors (in Millions of Dollars, in 2009)



Source: U.S. Bureau of Economic Analysis

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Delaware Benefits from Exports!

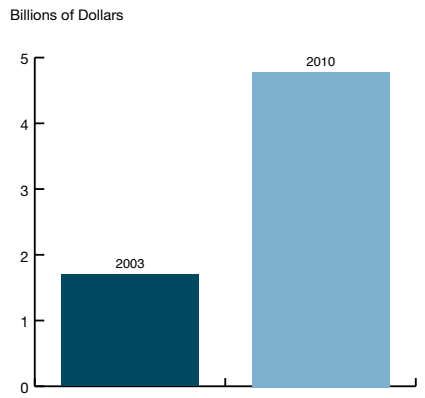
Manufactured goods exports are the strongest part of Delaware's economy even though Delaware and other states export only half as much of their production as the world average. America's exports and the related jobs could double if Congress passes strong pro-export legislation.

- **Manufactured exports support 24 percent of Delaware's manufacturing jobs.**
- **Since 2003, Delaware manufacturing exports rose seven times faster than the state's overall economy.**
- **85 percent of Delaware exporters are small businesses (2009).**
- **Delaware exported $1.5 billion of manufactured goods to Free Trade Agreement (FTA) partner countries in 2010 — 32 percent of Delaware's total.**

Delaware Trade Statistics

Manufactured Goods Exports, 2010 (billions)	$4.7
Total Jobs in all Sectors Supported by Manufactured Goods Exports	19,300
Export Share of Manufacturing Jobs	24%
2003-2010 Growth of Manufactured Goods Exports	174%

Chart 1. Delaware's Manufactured Goods Exports



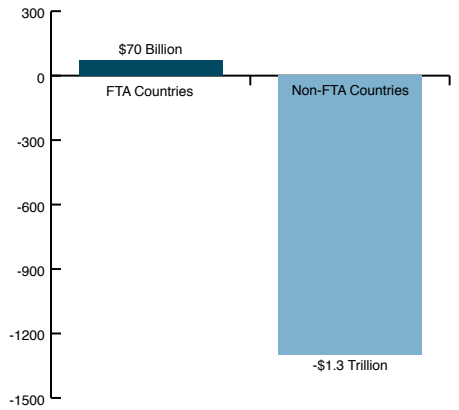
Manufactured Exports Drive Delaware's Economy

- Manufacturing accounts for 96 percent of Delaware's exports (2010).
- Since 2003, Delaware manufacturing exports grew 174 percent while the national average was a 70 percent increase.
- Manufactured exports support 24 percent of Delaware's manufacturing jobs (U.S. average is 22 percent).

Delaware Manufacturers Are Engaged in Exporting around the World

- Top five U.S. export markets: 65 percent of Delaware exports (2010).
- Canada (24%), UK (20%), China (7%), Japan (7%) and Germany (6%).

Chart 2. U.S. Manufacturing Trade Balance (2008-2010) FTA Countries Versus Non-FTA Countries



Exporting Is Critical to Delaware's Small Businesses

- Small businesses comprise 85 percent of Delaware's 943 exporters (2009).
- Small businesses average $516,000 in exports per firm.
- Small businesses account for 10 percent of total state exports.

Additional Trade Facts

- Over the past three years, manufacturers in the U.S. sold $70 billion more in manufactured goods to our free trade agreement (FTA) partners than we bought from them. The United States had a manufacturing trade deficit of $1.3 trillion in countries where no FTAs existed *(see chart 2)*.
- FTA countries: Australia, Bahrain, Canada, Chile, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Peru, Singapore.
- Visit www.nam.org/statedata or www.nam.org/trade. E-mail us at trade@nam.org.

Source: U.S. Department of Commerce. Unless otherwise noted, data reflects 2008

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