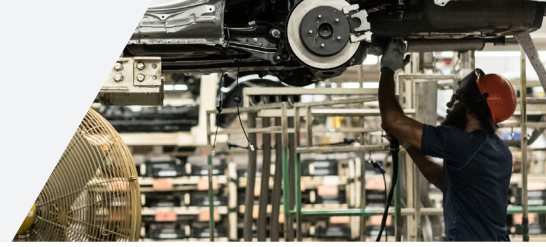


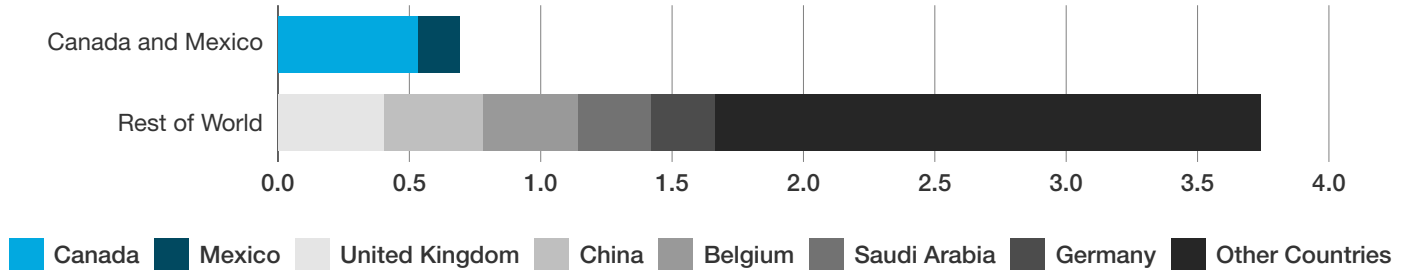
# USMCA Passage is Critical for Delaware Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Delaware, helping Delawareans 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. Delaware'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 nearly one-fifth of Delaware's total global manufacturing exports Delaware Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Delaware's Top Exports to Canada and Mexico:** petroleum and coal products; chemicals; pharmaceuticals and medicines; plastics; food and beverages; aerospace products and parts; electrical equipment and components; other machinery; other nonferrous metals; textiles and apparel.

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

### 50x BIGGER

Delaware's petroleum exports to Canada and Mexico have increased more than 50-fold over the last decade.

### 2x BIGGER

Delaware's pharmaceuticals and medicines exports to Canada and Mexico have more than doubled over the last decade.

### SMEs = WINNERS

Delaware's small- and medium-sized businesses comprise 71 percent of the state's exporters of petroleum to Canada and Mexico, and 64 percent of the state's exporters of chemicals to Canada and Mexico.

## ONE OUT OF FOUR

Delaware Manufacturing Firms Export to Canada and Mexico

- 138 firms
- 62 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 800

Delaware 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.
- Delaware manufacturing workers make on average \$72,962 in total annual compensation compared to \$50,696 for workers across all private nonfarm industries.

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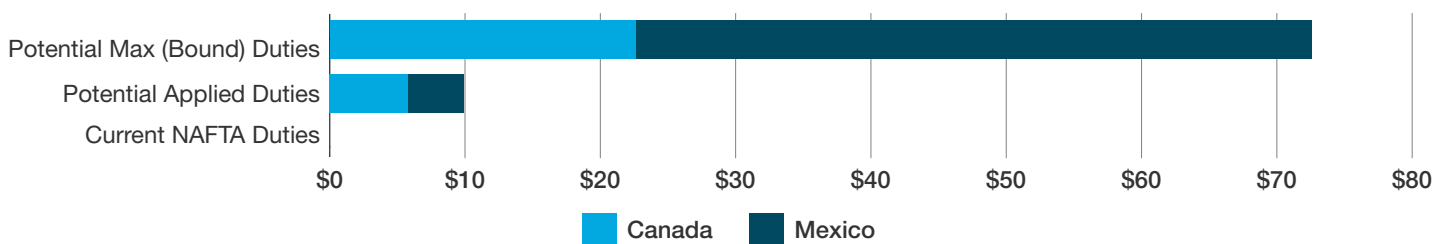
 NATIONAL ASSOCIATION OF  
Manufacturers

# Delaware 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, Delaware's manufactured goods exports to Canada and Mexico could face a minimum of \$9.9 million to \$73 million in extra taxes (compared to zero tariffs today).

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

## Tariffs on Delaware 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: Delaware's Manufacturing Trade and Employment Data \$4 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$4.4 billion</b> To World (2018) <b>\$685 million</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>559</b> Total Manufacturing Firms (2015) <b>138</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>26,092</b> Total Manufacturing Employment (2018) <b>848</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$72,962</b> Manufacturing (2016) <b>\$50,696</b> 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 Delaware manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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