



USMCA Delaware State Fact Sheet

Delaware's Trade with the World¹

- In 2019, Delaware exported \$4.4 Billion in goods to the world.
- In 2019, Delaware was the 42nd-largest state exporter of goods in the United States.
- In 2016, 19,981 U.S. jobs were supported by goods exported from Delaware.²
- In 2018, 2,209 companies exported goods from Delaware- 86 percent were small and medium-sized companies.³

Delaware's Trade with Canada and Mexico

Delaware's Rank in Exports to Canada and Mexico

In 2019, Delaware was the 47th-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for Delaware Exports

In 2019, Canada was Delaware's largest export destination and Mexico was the eight-largest export destination.

Statewide Statistics and Top Export Product Categories⁴

- In 2019, Delaware exported \$742 Million to Canada and Mexico, accounting for 17 percent of Delaware's total exports to the world.
 - Delaware exported \$579 Million to Canada, 13 percent of Delaware's exports to the world.

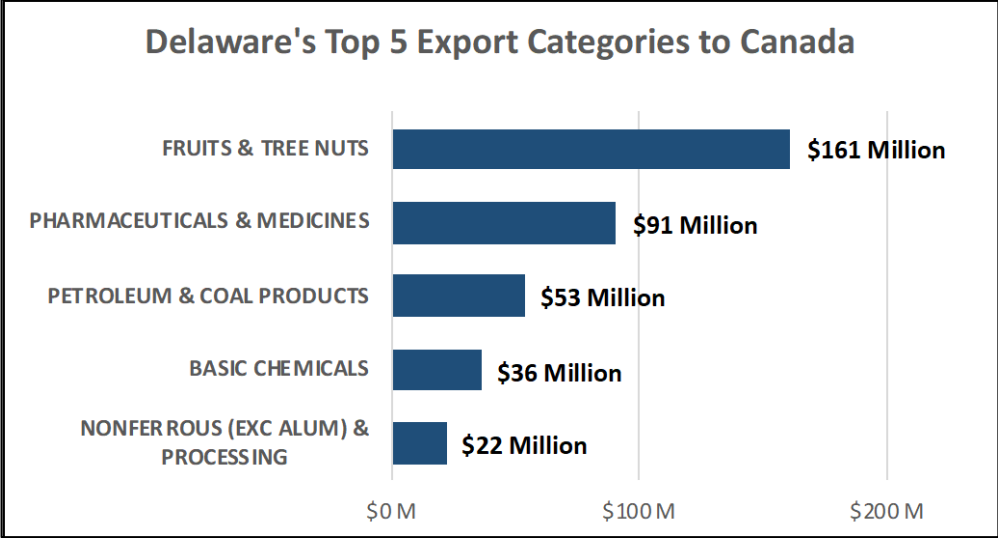
¹All trade data used in this report reflect the data published by June 15, 2020 from the U.S. Census Bureau, as compiled by the International Trade Administration's Trade Policy Information System (TPIS).

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:

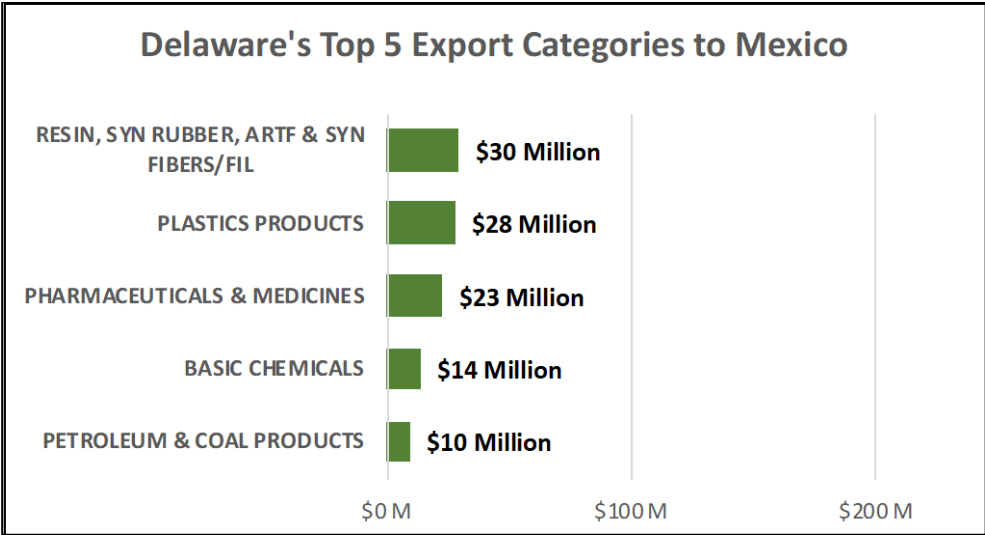
<https://www.trade.gov/mas/ian/employment/>

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.



- Delaware exported \$164 Million to Mexico, 4 percent of Delaware’s exports to the world.



Metropolitan Statistics⁵

- Delaware’s Top Metropolitan Exports to Canada and Mexico 2018

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.



- Philadelphia-Camden-Wilmington **\$7.7 Billion***⁶
 - Top Products: Chemical Manufacturing; Transportation Equipment Manufacturing; Computer And Electronic Product Manufacturing; Machinery Manufacturing; Miscellaneous Manufacturing
- Salisbury **\$82 Million***⁷
 - Top Products: Food Manufacturing; Crop Production; Chemical Manufacturing; Machinery Manufacturing; Computer And Electronic Product Manufacturing
- Dover **\$66 Million**
 - Top Products: Chemical Manufacturing; Computer And Electronic Product Manufacturing; Transportation Equipment Manufacturing; Plastics And Rubber Products Manufacturing; Primary Metal Manufacturing

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

Delaware's top export sectors to Canada and Mexico in 2019 include Chemicals, Petroleum and Coal Products, and Plastics and Rubber Products.⁸

Chemicals

Delaware is home to numerous chemical⁹ companies. In 2019, there were 78 chemical establishments employing 2,624 employees. New Castle, Sussex and Kent counties have the largest number of employees and establishments in the chemicals sector. USMCA adopted chemical reaction rules to determine origin for most chemical products. USMCA also contains sector annexes on chemical substances, pharmaceuticals, and cosmetics. These annexes promote enhanced regulatory compatibility and trade between the three Parties, while recognizing the regulatory authority of each Party. These annexes commit to build on existing extensive regulatory cooperation on chemicals, pharmaceuticals, and cosmetics between Parties and identify areas of focus for future cooperation. It also encourages the Parties to consider internationally-developed science and technical guidance documents when implementing regulations for cosmetics and encourages cooperation on inspections of pharmaceutical manufacturers.

Petroleum and Coal Products

Delaware is home to numerous petroleum and coal products. In 2019, there were 12 petroleum and coal products¹⁰ establishments with 723 workers. New Castle and Sussex counties have the largest number of establishments in the petroleum and coal products manufacturing sector. Under USMCA, the Parties have agreed to treat investors and investments of the other Parties in accordance with the highest international standards and consistent with U.S. law and practice, while also safeguarding each Party's

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

⁷ Ibid.

⁸ 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.

⁹ Chemical sector defined as NAICS 325 for chemical manufacturing.

¹⁰ Petroleum and coal products defined as NAICS 324 for petroleum and coal products manufacturing.



sovereignty and promoting domestic investment. Industry¹¹ supports USMCA’s Investor-State Dispute Settlement (ISDS) protections for the oil and gas, infrastructure, energy generation, and telecommunication sectors. With respect to both investment protection rules and ISDS procedures, the Investment Chapter of USMCA updates and modernizes NAFTA to better reflect U.S. priorities related to foreign investment. Industry¹² also reported support for USMCA’s new energy efficiency performance standards annex (which aims to harmonize the federally mandated energy performance standards across various products), energy regulatory measures, and regulatory transparency.

Plastics and Rubber Products

Delaware is home to numerous plastics and rubber companies. In 2019, there were 46 plastic and rubber products¹³ establishments with 1,785 workers. New Castle and Sussex counties have the largest number of employees and establishments in the plastics and rubber products sector. USMCA adopted chemical reaction rules to determine origin for most chemical products. USMCA also contains sector annexes on chemical substances, pharmaceuticals, and cosmetics. These annexes promote enhanced regulatory compatibility and trade between the three Parties, while recognizing the regulatory authority of each Party. These annexes commit to build on existing extensive regulatory cooperation on chemicals, pharmaceuticals, and cosmetics between Parties and identify areas of focus for future cooperation. It also encourages the Parties to consider internationally-developed science and technical guidance documents when implementing regulations for cosmetics and encourages cooperation on inspections of pharmaceutical manufacturers.

¹¹ Industry Trade Advisory Committee 6 – Energy and Energy Services Report Regarding USMCA: <https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%206%20REPORT%20-%20Energy%20and%20Energy%20Services.pdf>

¹² Ibid.

¹³ Plastics and rubber products sector defined as NAICS 326 for plastics and rubber manufacturing.