

Australia's relationship with

DELAWARE

KEY FACTS

- **Population:** 962,000 (45th most populous state), 2017 estimate
- **Major Cities:** Dover (Capital), Wilmington (largest)
- **Gross Domestic Product (GDP):** \$63.89 billion (2017)
- **GDP Growth:** 0.1% (2017)
- **% College Educated:** 39%
- **Median Household Income:** \$61,017 (2016)
- **Key Industries:** Largest employers are government, education, banking, chemical and pharmaceutical technologies, healthcare, farming and retail
- **Known for:** Second smallest, sixth least populous, sixth most densely populated, and lowest mean elevation state; first state to ratify the Constitution on 7 December 1878
- **National Rankings: (out of 50 states)**
 - Economy: 10th
 - Healthcare: 25th
 - Infrastructure: 18th
 - Education: 32nd
 - Tax burden: 16th
 - State size by area: 49th
 - State size by population: 46th
 - Density: 6th

ECONOMIC RELATIONSHIP

- **Two-Way Trade (goods only):** \$92 million (2019)
- **Australia's Exports to Delaware (goods only):** \$76 million (2019)
- **Delaware's Exports to Australia (goods only):** \$16 million (2019)
 - Measuring Equipment, Plastics, Medical Equipment, Computers

PEOPLE TO PEOPLE LINKS

In 2013, Australian tourists spent \$7 million dollars in Delaware.



- **Representation:** Australia's relationship with Delaware is managed by the **Consulate General in Washington DC**

POLITICAL ENVIRONMENT

- **Governor:** John Carney (D), next election in 2020
- **2016 Presidential Outcome:** Clinton 53.4%
- **Senators:** Tom Carper (D), Chris Coons (D)
- **House:** 1 Democrat

AUSTRALIAN BUSINESS

There are only three Australian companies currently headquartered in Delaware, but the state has been marketing to Australian startups as a prime location to incorporate in the U.S.

- **Delaware Investments:** Asset management firm that was acquired by Macquarie Group in 2010 and rebranded as Macquarie Investment Management in 2017.
- **Cardno:** Global infrastructure, environmental and social development company with the purpose of delivering exceptional professional services to improve physical and social environments and make a difference to people's lives around the world.
- **Typefi Systems:** Global leader in automated publishing for print, online and mobile that enables people to publish their content faster and in more formats, without compromising on design or content integrity.



GLOBAL BUSINESS

Delaware has over 1 million registered companies, meaning that it has more companies than people.

More than 50% of all publically traded companies and 63% of the Fortune 500 companies are incorporated in Delaware due to their corporation and franchise laws. One fifth of state revenue comes from company taxes.

- **DuPont:** Headquartered in Wilmington, DuPont delivers innovative products, materials and services to help solve some of the world's biggest issues such as the unprecedented challenges in food, energy and protection. The company operates in approximately 90 countries and serves diverse markets across sectors.
- **Delaware Capital Formation, Inc.:** Manufactures and wholesales industrial equipment, nonferrous forgings and forming machine tools.
- **AstraZeneca:** One of the world's leading pharmaceutical companies that focuses on the discovery, development and commercialisation of prescription medicines. It specialises in three main therapy areas: oncology, cardiovascular & metabolic disease (CVMD) and respiratory.
- **W.L. Gore & Associates:** An American multinational manufacturing company headquartered in Newark that specialises in products derived from fluoropolymers and best known as the developer of waterproof, breathable Gore-Tex fabrics.

- **New Economy Index Ranking:** 5th (based on composite index that reports on the innovation-driven economy, rank out of 51)

SCIENCE & INNOVATION

- **Entrepreneurship Ranking:** 2nd (based on new firm births as a share of total businesses in the state, rank out of 51)
 - **Tech Jobs Ranking:** 9th (based on share of engineers and computer scientists in the workforce, rank out of 51)
 - **BERD Intensity Ranking:** 3rd (based on business expenditure on R&D per dollar of state output, rank out of 51)
- 