



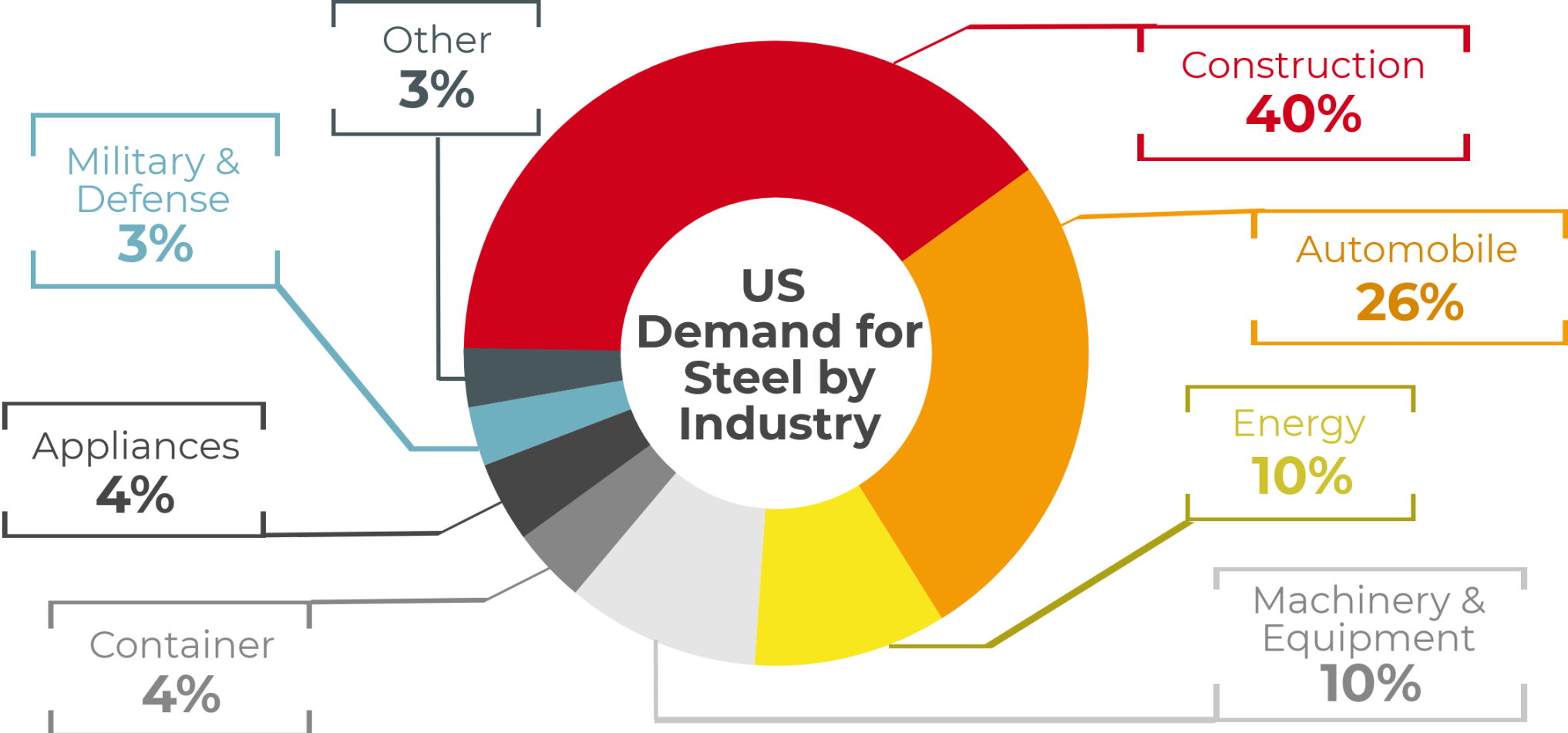
# Tariffs & Impact on Small Businesses

**Up to \$7,600 in additional costs  
annually per U.S. household**

**-National Retail Federation**



# U.S. Demand for Steel by Downstream Consumers





## By the Numbers...

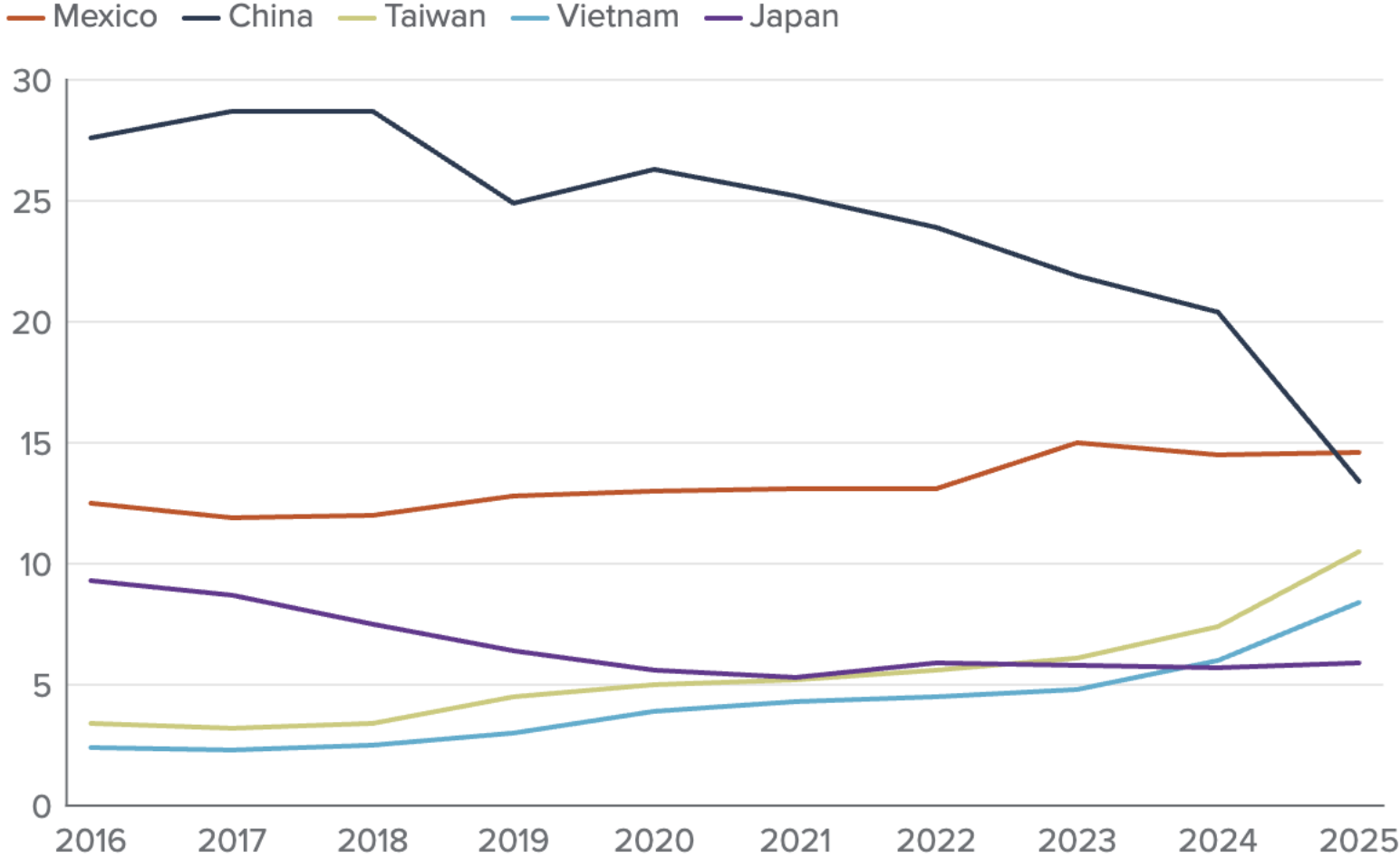
- 97% of U.S. importers are small businesses with fewer than 500 employees.
- Nearly half of these are very small businesses with fewer than 50 employees.
- Close to 40,000 are small manufacturers, and they depend on foreign parts to complete their process.
- In California, small businesses account for 42% of the state's total good exports—that's over 60,000 small businesses.

# Businesses are navigating diversification, reshoring, and labor shortages, while trying to keep up with an unstable trade landscape.

- USMCA facilitates \$1.8T worth of trade.
- 12M U.S. jobs depend on trade with North American partners.
- Self-sufficiency vs. Allyshoring
- Uncertainty hinders investment, expansion plans, and economic growth.
- Small businesses often don't have in-house resources to keep up.



# California Trade % (Imports + Exports)



SOURCE: International Trade Administration, U.S. Census Bureau  
Public Policy Institute of California.





# Impact to California Small Businesses

- Many businesses are seeing declining sales, reduced production/inventory, and workforce cuts.
- Struggle to absorb and/or pass along higher costs to consumers, who are already tightening spending.
- Supply chain disruptions, increased shipping costs (demand), and shifting trade policies are compounding the pressure.
- Other global developments, including the war in Iran, further impact the cost of doing business by raising gas prices (also impacting shipping costs).



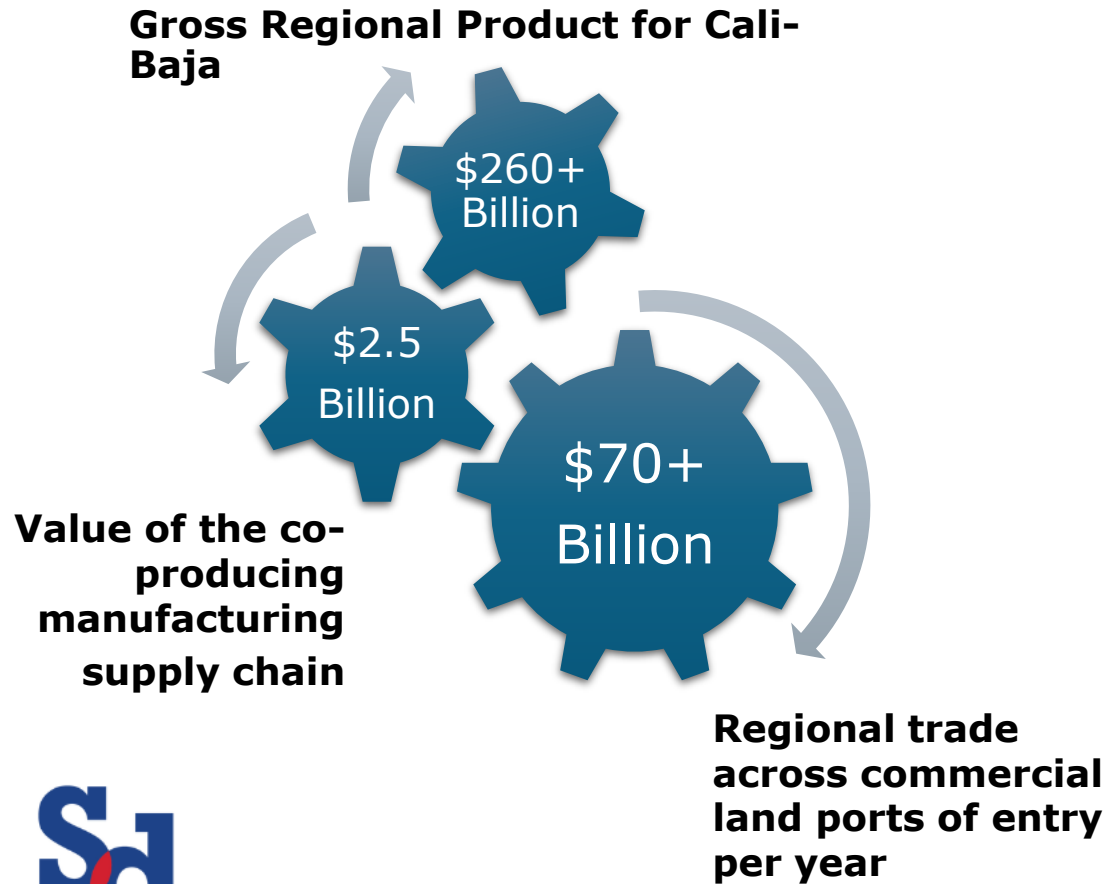
# Impact to California Small Businesses

- While the Supreme Court invalidated some tariffs and businesses may be eligible for refunds, timing is unclear.
- Other tariffs have been imposed based on a different law – California joined 23 other states in a lawsuit.
- The shift from last year: “Just tell us how much it’s going to be so we can plan accordingly”.

**<\$130 Billion**

**In tariffs collected under IEEPA**

# Other Facts To Consider

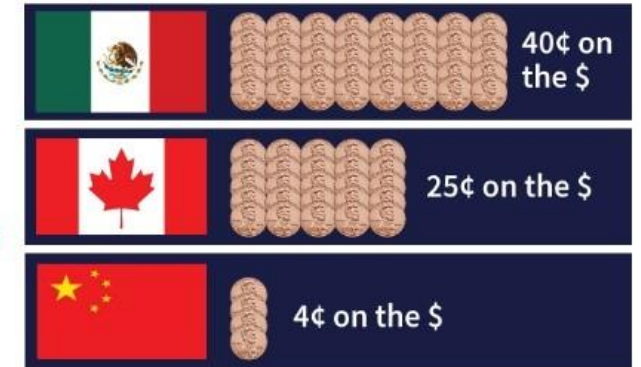


## STUBBORN FACTS

CENTER FOR U.S.-MEXICAN STUDIES

Not all trade is created equal

**40%**  
OF "IMPORTS"  
FROM MEXICO ARE  
**ORIGINALLY SOURCED**  
FROM THE U.S.  
(vs. 4% from China)



# Advocacy & Outreach



**Press Conference In Opposition to Tariffs, with Reps. Scott Peters & Sara Jacobs (Above), and with San Diego Councilmember Raul Camipillo (Below).**



Hay mucha unidad en nuestro pueblo; amamos con todo a México. Aquí está su presidenta y un pueblo valiente que defiende a nuestros hermanos y hermanas que están del otro lado de la frontera.

[Translate post](#)



**BTA Annual Building a Competitive U.S.-MX Border Conference in Washington, D.C.**



**SDRCC Annual Binational Delegations to Sacramento, Washington, D.C. & Mexico City.**



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