



USMCA New Jersey State Fact Sheet

New Jersey's Trade with the World¹

- In 2019, New Jersey exported \$35.7 Billion in goods to the world.
- In 2019, New Jersey was the 14th-largest state exporter of goods in the United States.
- In 2016, 131,960 U.S. jobs were supported by goods exported from New Jersey.²
- In 2018, 20,633 companies exported goods from New Jersey- 92 percent were small and medium-sized companies.³

New Jersey's Trade with Canada and Mexico

New Jersey's Rank in Exports to Canada and Mexico

In 2019, New Jersey was the 14th-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for New Jersey Exports

In 2019, Canada was New Jersey's largest export destination and Mexico was the second-largest export destination.

Statewide Statistics and Top Export Product Categories⁴

- In 2019, New Jersey exported \$10.0 Billion to Canada and Mexico, accounting for 28 percent of New Jersey's total exports to the world.
 - New Jersey exported \$7.2 Billion to Canada, 20 percent of New Jersey'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:

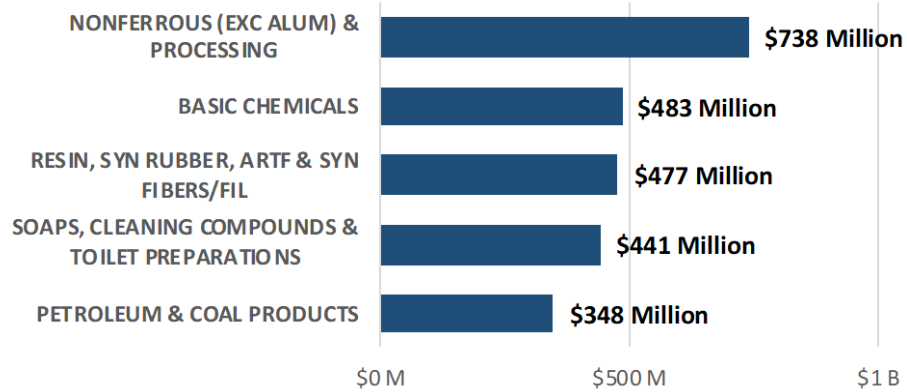
<https://www.trade.gov/mas/ian/employment/>

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.

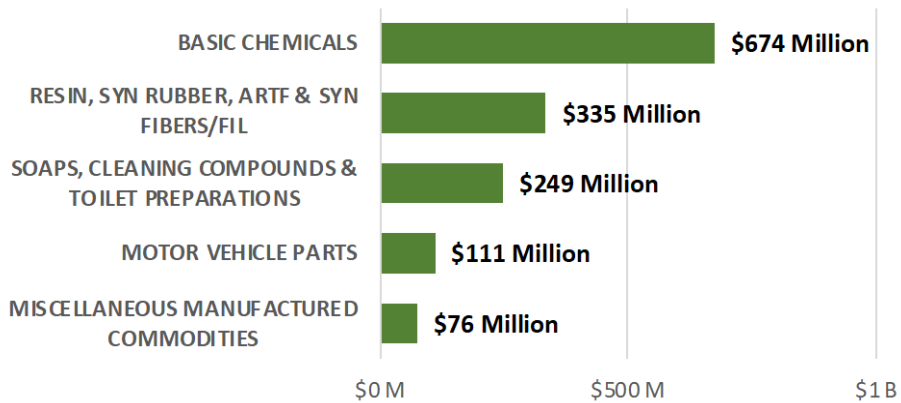


New Jersey's Top 5 Export Categories to Canada



- New Jersey exported \$2.9 Billion to Mexico, 8 percent of New Jersey's exports to the world.

New Jersey's Top 5 Export Categories to Mexico



Metropolitan Statistics⁵

- New Jersey's Top Metropolitan Exports to Canada and Mexico 2018
 - New York-Newark-Jersey City **\$17.8 Billion***⁶

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.

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



- Top Products: Miscellaneous Manufacturing; Chemical Manufacturing; Primary Metal Manufacturing; Computer And Electronic Product Manufacturing; Transportation Equipment Manufacturing
- Philadelphia-Camden-Wilmington **\$7.7 Billion***⁷
 - Top Products: Chemical Manufacturing; Transportation Equipment Manufacturing; Computer And Electronic Product Manufacturing; Machinery Manufacturing; Miscellaneous Manufacturing
- Allentown-Bethlehem-Easton **\$1.3 Billion***⁸
 - Top Products: Chemical Manufacturing; Machinery Manufacturing; Food Manufacturing; Computer And Electronic Product Manufacturing; Miscellaneous Manufacturing

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

New Jersey's top export sectors to Canada and Mexico in 2019 include Chemicals, Food Manufacturing, and Computer and Electronic Products.⁹

Chemicals

New Jersey is home to numerous chemical¹⁰ companies including. In 2019, there were 857 chemical establishments employing 44,575 employees. Middlesex, Somerset, and Union counties have the largest number of employees 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.

Food Manufacturing

New Jersey is home to numerous food manufacturing¹¹ companies Wakefern Food Corporation.¹² In 2019, there were 1,252 food manufacturing establishments with 36,981 workers. Bergen, Camden, and Middlesex counties have the largest number of employees in the food manufacturing sector. USMCA

⁷ Ibid.

⁸ Ibid.

⁹ 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.

¹⁰ Chemical sector defined as NAICS 325 for chemical manufacturing.

¹¹ Food manufacturing is defined as NAICS 311 for food manufacturing.

¹² New Jersey Department of Labor and Workforce Development nj.gov/labor



contains an annex on proprietary food formulas which requires each Party to protect the confidentiality of such information in the same manner for both domestic and imported products. For the first time in a trade agreement, USMCA contains a chapter on good regulatory practices that promotes transparency and accountability in development and implementation of regulations. USMCA also has a chapter on sanitary and phytosanitary (SPS) provisions, which requires the Parties to agree to increase transparency in SPS measures, advance science-based decision making, and work together to enhance compatibility of SPS measures between them.

Computer and Electronic Products

New Jersey is home to numerous computer and electronic products¹³. In 2019, there were 696 computer and electronic product establishments in New Jersey employing 24,351 employees.¹⁴ Burlington, Bergen, and Morris counties have the largest number of employees in the computer and electronic product sector. USMCA maintains duty-free access to Mexico and Canada for originating technology equipment for New Jersey's technology manufacturing companies. Industry¹⁵ appreciates the Market Access provision to be able to export and import for repair since many products are designed to be modular and swappable in case of malfunction in the technology sector. Industry¹⁶ supports the provision to prohibit unnecessary restrictions on remanufactured imports because the technology sector seeks to prolong the useful life of goods through repair, refurbishment, and reuse. Industry¹⁷ acknowledges USMCA's new mechanism in the Information and Communication Technology (ICT) Equipment Annex to protect intellectual property in cryptographic products as a significant achievement. Industry¹⁸ approves the new Digital Trade chapter, which contains the strongest disciplines on digital trade of any international agreement, providing a firm foundation for the expansion of trade and investment in innovative electronic products and services. For the first time in a trade agreement, the Intellectual Property chapter includes protections against the misappropriation of trade secrets and requires a minimum term of protection for industrial designs of at least 15 years.

¹³ Computer and electronic products are defined as NAICS 334 for computer and electronic products manufacturing.

¹⁴ Computer and electronic products sector defined as NAICS 334 for computer and electronic product manufacturing.

¹⁵ Industry Trade Advisory Committee 8 – Digital Economy Report Regarding USMCA:

<https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%208%20REPORT%20-%20Digital%20Economy.pdf>

¹⁶ Ibid.

¹⁷ Ibid.

¹⁸ Ibid.