



USMCA New York State Fact Sheet

New York's Trade with the World¹

- In 2019, New York exported \$75.7 Billion in goods to the world.
- In 2019, New York was the 3rd-largest state exporter of goods in the United States.
- In 2016, 295,283 U.S. jobs were supported by goods exported from New York.²
- In 2018, 36,901 companies exported goods from New York- 94 percent were small and medium-sized companies.³

New York's Trade with Canada and Mexico

New York's Rank in Exports to Canada and Mexico

In 2019, New York was the 6th-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for New York Exports

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

Statewide Statistics and Top Export Product Categories⁴

- In 2019, New York exported \$19.6 Billion to Canada and Mexico, accounting for 26 percent of New York's total exports to the world.
 - New York exported \$16.5 Billion to Canada, 22 percent of New York'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:

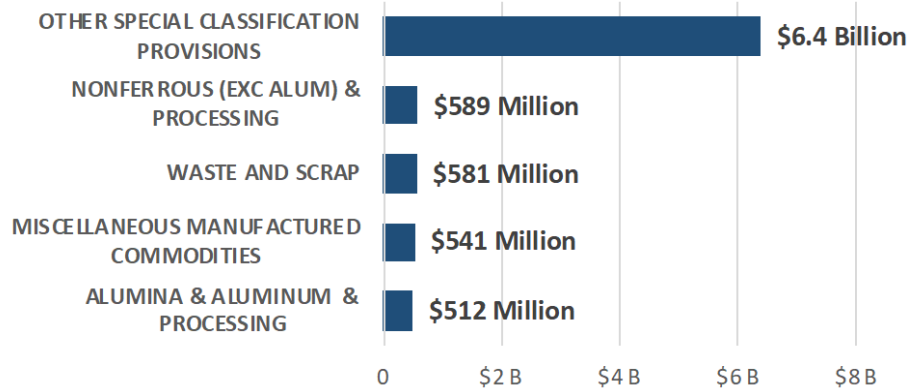
<https://www.trade.gov/mas/ian/employment/>

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.

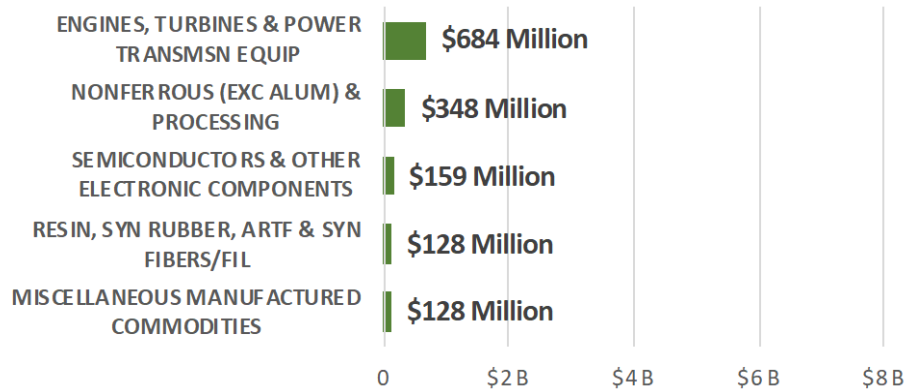


New York's Top 5 Export Categories to Canada



- New York exported \$3.1 Billion to Mexico, 4 percent of New York's exports to the world.

New York's Top 5 Export Categories to Mexico



Metropolitan Statistics⁵

- New York's Top Metropolitan Exports to Canada and Mexico 2018
 - New York-Newark-Jersey City **\$17.8 Billion**⁶
 - Top Products: Miscellaneous Manufacturing; Chemical Manufacturing; Primary Metal Manufacturing; Computer And Electronic Product Manufacturing; Transportation Equipment Manufacturing
 - Buffalo-Cheektowaga **\$2.3 Billion**

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: Machinery Manufacturing; Chemical Manufacturing; Transportation Equipment Manufacturing; Primary Metal Manufacturing; Computer And Electronic Product Manufacturing
- Rochester **\$1.4 Billion**
 - Top Products: Machinery Manufacturing; Food Manufacturing; Transportation Equipment Manufacturing; Computer And Electronic Product Manufacturing; Primary Metal Manufacturing

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

New York's top export sectors to Canada and Mexico in 2019 include Primary Metal Manufacturing, Machinery, Computer and Electronic Products, and Chemicals.⁷

Primary Metal Manufacturing

New York is home to numerous leading materials processing companies. In 2019, the primary metals manufacturing⁸ employed 10,598 workers in 179 establishments. New York-Newark-Jersey City region, Oneida and Erie (Buffalo) counties have the largest number of employees and establishments in the primary metals sector. USMCA maintains duty-free access to Mexico and Canada for originating primary metal products from New York's primary metal manufacturing companies and contains strong rules of origin protections to ensure that tariff preferences go to companies in the USMCA countries. USMCA also goes beyond any past trade agreement by including new Customs and Trade Facilitation provisions that will help reduce costs and bring greater predictability to the border for shipments of nonfuel resources, while at the same time ensuring customs administrations have the necessary tools to enforce the law. Industry⁹ reported their support of the Customs and Trade Facilitations chapter since delays in customs clearance are extremely costly for traders, manufacturers, and retailers. Industry¹⁰ also supports the Environment provisions incorporated in the core of USMCA, in which Parties agree to effectively enforce their environmental laws and not weaken environmental laws to encourage trade or investment.

Machinery

New York is a leader in the design and production of industrial machinery. New York is home to many machinery manufacturing companies. In 2019, there were 969 machinery manufacturing¹¹

⁷ 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.

⁸ Primary metal manufacturing defined as NAICS 331 for primary metal manufacturing.

⁹ Ibid.

¹⁰ Industry Trade Advisory Committee 5 – Forest Products, Building Materials, Construction, and Nonferrous Metals Report Regarding USMCA:

<https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%205%20REPORT%20-%20Forest%20Products%2C%20Building%20Materials%2C%20Construction%2C%20and%20Nonferrous%20Metals.pdf>

¹¹ Machinery is defined as NAICS 333.



establishments with 37,010 employees. The New York-Newark-Jersey City region, Monroe (Rochester), and Erie (Buffalo) counties have the largest number of employees in the machinery sector. USMCA maintains duty-free access to Mexico and Canada for originating machinery and remanufactured goods from New York's machinery manufacturing companies and contains strong rules of origin protections to ensure that tariff preferences go to companies in the USMCA countries. USMCA also goes beyond any past trade agreement by including important new provisions that will help reduce costs and bring greater predictability to the border for shipments of machinery, while at the same time ensuring customs administrations have the necessary tools to enforce the law. Industry¹² reported support for the following provisions included in the Intellectual Property chapter: civil and criminal courses of legal action to protect trade secrets, protection of industrial designs, and equal treatment of digital and physical goods. Industry¹³ also supports the Small and Medium-Sized Enterprises (SMEs) provisions to enhance SMEs' ability to participate in the benefits and opportunities created by USMCA. As stated in New York's trade statistics, 94 percent of companies that exported goods from New York in 2018¹⁴ were small and medium-sized companies.

Computer and Electronic Products

New York is home to many leading technology manufacturing companies. In 2019, there were 905 computer and electronic product establishments with 55,554 workers.¹⁵ In 2019, there were 905 computer and electronic product establishments in New York employing 55,554 employees.¹⁶ The New York-Newark-Jersey City region, Suffolk and Monroe have the largest number of employees and establishments in the computer and electronic product sector. USMCA maintains duty-free access to Mexico and Canada for originating technology equipment for New York's technology manufacturing companies. Industry¹⁷ 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. Industry¹⁸ 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. Industry¹⁹ acknowledges USMCA's new mechanism in the Information and Communication Technology (ICT) Equipment Annex to protect intellectual property in cryptographic

¹² Industry Trade Advisory Committee 2 – Automotive Equipment and Capital Goods Report Regarding USMCA: <https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%20%20REPORT%20-%20Automotive%20Equipment%20and%20Capital%20Goods.pdf>

¹³ Ibid.

¹⁴ Census' Exports by State of the Origin of Movement, Number of Exporting Companies, and Value for Small and Medium Sized Companies in 2018 was the latest data published by June 25, 2020.

¹⁵ Computer and electronic products sector defined as NAICS 334 for computer and electronic product manufacturing.

¹⁶ Computer and electronic products sector defined as NAICS 334 for computer and electronic product manufacturing.

¹⁷ 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>

¹⁸ Ibid.

¹⁹ Ibid.



products as a significant achievement. Industry²⁰ 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.

Chemicals

New York is home numerous chemical²¹ companies. In 2019, there were 632 chemical establishments with 38,645 workers. The New York-Newark-Jersey City region, Suffolk and Erie (Buffalo) 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.

²⁰ Ibid.

²¹ Chemical sector defined as NAICS 325 for chemical manufacturing.