

PROFILE FOR

## New York-Northern New Jersey-Long Island, NY-NJ-PA MSA

### Why Exports Matter to the Country, And Why Metros Matter to Exports

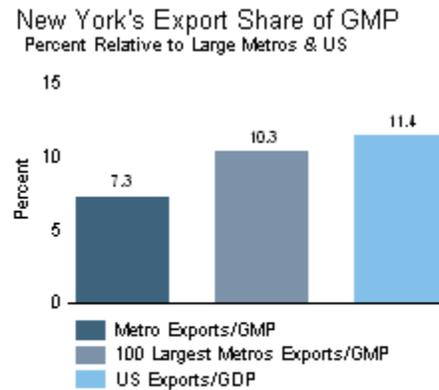
Even before the devastation wrought by the Great Recession, the U.S. economy was struggling against substantial structural weakness. Despite periods of rising prosperity, the last three decades have been characterized by middle- and lower-income wage stagnation; a lack of job opportunities for those without college degrees; and a speculative bubble-inducing trade deficit. A significant increase in U.S. exports could dramatically improve each of these conditions. Because metro areas are where over 83 percent of U.S. exports are produced, strategies to enhance their unique concentrations of industry clusters and specific competitive advantages would greatly strengthen national export performance.

### New York's Unique Export Profile

New York produces \$85.2 billion in total exports. As a share of its total economy, 7.3 percent of what it produces was exported in 2008, supporting 481,946 jobs. Recent export growth in New York has been below average, expanding at 7.8 percent. Average wages in its largest export industry were \$105,213, much higher than U.S. average. The metro has 9 export industry clusters. Finally, its major export industries are Chemical Manufacturing, Financial Services, Business, Professional, and Technical Services, Tourism, and Royalties from Intellectual Property.



Brookings Institution analysis of various data for New York-Northern New Jersey-Long Island, NY-NJ-PA MSA



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AT A GLANCE

EXPORTS ANNUALLY

**\$85.2 billion**  
(Rank 1)

EXPORT SHARE OF GMP

**7.3%**  
(Rank 88)

EXPORT JOBS

**481,946**  
(Rank 2)

## New York's Key Export Indicators For 2008

	Metro	Metro Rank <sup>1</sup>	100 Largest Metro Areas	United States <sup>2</sup>
Exports (in blns USD)	85.2	1	1,037	1,609
Exports as a share of GMP	7.3	88	10.3	11.4
Number of export-related jobs	481,946	2	7,688,744	11,854,390
Percent annual growth rate of exports, 2003-2008 (inflation adjusted)	7.8	61	8.7	9.2
Average wages in leading export industry <sup>3</sup>	\$105,213	5	\$66,449	\$45,563*
Number of export clusters <sup>4</sup>	9	17	6.7	N/A
Percentage of exports sold to Brazil, India and China	8.1	89	8.6	8.8

Source: Brookings analysis of Moody's Economy.com, the Institute of International Education (IIE), the Internal Revenue Service (IRS), the United States Bureau of Economic Analysis (BEA), the United States Bureau of Labor Statistics (BLS), Quarterly Census of Employment and Wage (QCEW) and Integrated Public Use Microdata Series (IPUMS) (for metro industry wages), and the United States International Trade Commission (USITC) data. GMP refers to Gross Metropolitan Product. 1. A rank of 1 signifies the highest value among the 100 largest metropolitan areas. 2. The export values for the United States refer to U.S. domestic private exports, excluding scrap materials and used merchandise. 3. Data for individual metros refer to the leading exporting industry by value; data for the largest 100 metros refer to the average large metro's wage in its leading export-industry (using QCEW and IPUMS); \*data for the US refer to all industries as reported by the QCEW. 4. An export industry is defined as clustered in a metropolitan area if its export value is at least 50 percent larger as a share of the metro economy than the industry's exports are relative to the U.S. economy.

## New York's Export Markets For 2008

Largest Export Markets Based on Metro Industry Composition	Value of Metro Exports (in mils USD)
Canada	10,151
UK	8,468
Mexico	5,718
Japan	5,645
Germany	4,233
Largest U.S. Export Markets for Top Metro Export Industry—Chemical Manufacturing	Value of Metro Exports (in mils USD)
Canada	2,498
Mexico	1,867
Netherlands	1,218
Belguim	1,107
Germany	1,015

## Example Export Companies

ConocoPhillips  
 Firmenich  
 Pfizer, Inc.  
 Movado Group  
 The Swatch Group (U.S.) Inc.

Sources: ITA Foreign Trade Zones, Journal of Commerce, local chambers of commerce

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