Tennessee International Trade Center

A statewide initiative to help achieve Governor Haslam's goal to make Tennessee first in the Southeast for high quality jobs.

More than 750 companies assisted over the past eight years, 35% new to to export.
$33.2 billion

Tennessee’s Top 5 Export Markets (Millions of U.S. Dollars)

- Canada: 8,978
- Mexico: 4,695
- China: 2,499
- Japan: 1,998
- Belgium: 1,349

Tennessee’s Top 5 Export Categories (Millions of U.S. Dollars)

- Transportation Equipment: 7,584
- Computer & Electronic Products: 5,371
- Chemicals: 4,451
- Miscellaneous Manufactures: 3,861
- Machinery: 2,955

Tennessee goods exports in 2017
Tennessee Jobs from Exports

Jobs Supported by Tennessee Goods Exports
Up by 13 Thousand Jobs Over Past Ten Years

146,976
U.S. jobs supported by goods exports from Tennessee in 2016

95% of these jobs were supported by manufactured goods exports
Tennessee Small and Medium Size Exporters

5,895 Number of small and medium-sized (SME) goods exporters in Tennessee in 2015

SMEs account for 82% of Tennessee goods exporters

...and 16% of known Tennessee goods export value

Exports from SMEs

Department of Economic & Community Development
## Tennessee Metropolitan Exports

<table>
<thead>
<tr>
<th>Metro Area</th>
<th>2016 Goods Export Value</th>
<th>Share of State Exports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Memphis</td>
<td>$11.6 billion</td>
<td>*</td>
</tr>
<tr>
<td>Nashville-Davidson-Murfreesboro-Franklin</td>
<td>$9.5 billion</td>
<td>30.70%</td>
</tr>
<tr>
<td>Kingsport-Bristol-Bristol</td>
<td>$3.7 billion</td>
<td>*</td>
</tr>
<tr>
<td>Knoxville</td>
<td>$2.4 billion</td>
<td>7.80%</td>
</tr>
<tr>
<td>Chattanooga</td>
<td>$1.1 billion</td>
<td>*</td>
</tr>
<tr>
<td>Cleveland</td>
<td>$446 million</td>
<td>1.40%</td>
</tr>
<tr>
<td>Clarksville</td>
<td>$376 million</td>
<td>*</td>
</tr>
<tr>
<td>Jackson</td>
<td>$338 million</td>
<td>1.10%</td>
</tr>
<tr>
<td>Morristown</td>
<td>$281 million</td>
<td>0.90%</td>
</tr>
</tbody>
</table>

*Share of state exports unavailable for MSAs that cross state lines*
Free Trade Agreements

Tennessee’s exports to U.S. FTA partners 2017

$17.9B

Mexican commercial trucks cross the border into the United States at Laredo, Texas. (Josue Gonzalez/Reuters)
United States-Mexico-Canada Agreement
United States-Mexico-Canada Agreement

$13.7 Billion
Exports to Canada and Mexico in 2017

$9 Billion
Exports to Canada in 2017

$4.7 Billion
Exports to Mexico in 2017

Top Tennessee Exports to Canada and Mexico, 2017

1. Transportation Equipment ($4.3 Billion)
2. Computer & Electronic Equipment ($2.3 Billion)
3. Machinery ($1.8 Billion)
4. Chemicals ($1 Billion)
5. Electrical Equipment, Appliances, & Components ($644.8 Million)
6. Fabricated Metal Products ($618.7 Million)
7. Paper ($578.3 Million)
8. Plastics & Rubber Products ($572.5 Million)
9. Primary Metal Products ($459.4 Million)
10. Miscellaneous Manufactured Commodities ($396.3 Million)
United States-Mexico-Canada Agreement

**Rules of Origin**
Innovative rules of origin will encourage more goods and materials to be manufactured in the United States and ensure the benefits of USMCA flow to North American workers.

**Goods Market Access**
New commitments for market access address non-tariff barriers related to trade in remanufactured goods, import licensing, and export licensing.

**Intellectual Property**
The modernized, high-standard Intellectual Property (IP) chapter provides strong and effective protection and enforcement of IP rights critical to driving innovation, creating economic growth, and supporting American jobs.

**Small Business**
New customs and trade rules will cut red tape and make it easier for small businesses to tap into foreign markets and participate in cross-border trade.

**Agriculture**
Important improvements in USMCA will secure greater market access for America’s farmers.
- Canada’s unfair milk pricing program will be eliminated so American dairy farmers gain more export opportunities.
- U.S. poultry producers will have new access for chicken and egg exports and expanded access for turkey exports.

**Digital Trade**
The new Digital Trade chapter contains the strongest disciplines on digital trade of any international agreement, providing a firm foundation for the expansion of trade and investment in the innovative products and services.

**Labor**
USMCA’s Labor chapter makes new enforceable labor standards a core part of the agreement. This will help level the playing field for American workers and improve wages and labor conditions in North America.
Impact of on New Tariffs on Tennessee

- $1.4B in Tennessee exports
- China and European Union
- One-fifth of Memphis exports hit...18% of freight
- Steel price increased 43% since this time last year
- Farmers want trade not aid
- Automotive = 1/3 Manufacturing in Tennessee
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EXCEEDING EXPECTATIONS
2018 in Review

30:32
Workshops and seminars held across the state
32 Total in 2018

150:182
Companies assisted in expanding to new markets
64 new to export
182 Total in 2017

2:4
State sponsored trade missions
Four Total in 2018

$33.2 B
Tennessee goods exported in 2016
Consistent with previous years

149,976
Jobs attributed to export in 2016
Consistent with previous years
PILLARS OF SERVICE
Existing + New in 2019

Workshops  Counseling  Missions

Grants  Incubator
Tennessee International Trade Center

Collaboration

- Local Businesses and Service Providers
- Chambers of Commerce
- Universities and Colleges
- State of Tennessee
- Federal Agencies
Tennessee State University
Tennessee Small Business Development Center
https://trade.tsbdc.org/
trade@tsbdc.org
Thank you
References

Tennessee Trade Statistics

Council on Foreign Relations – NAFTA

United States-Mexico-Canada Agreement

Exports Could Suffer