



USMCA Oklahoma State Fact Sheet

Oklahoma's Trade with the World¹

- In 2019, Oklahoma exported \$6.1 Billion in goods to the world.
- In 2019, Oklahoma was the 37th-largest state exporter of goods in the United States.
- In 2016, 28,292 U.S. jobs were supported by goods exported from Oklahoma.²
- In 2018, 3,138 companies exported goods from Oklahoma- 84 percent were small and medium-sized companies.³

Oklahoma's Trade with Canada and Mexico

Oklahoma's Rank in Exports to Canada and Mexico

In 2019, Oklahoma was the 34th-largest exporter of goods to Mexico and Canada.

Ranks of Canada and Mexico as Destinations for Oklahoma Exports

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

Statewide Statistics and Top Export Product Categories⁴

- In 2019, Oklahoma exported \$2.4 Billion to Canada and Mexico, accounting for 39 percent of Oklahoma's total exports to the world.
 - Oklahoma exported \$1.6 Billion to Canada, 26 percent of Oklahoma'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:

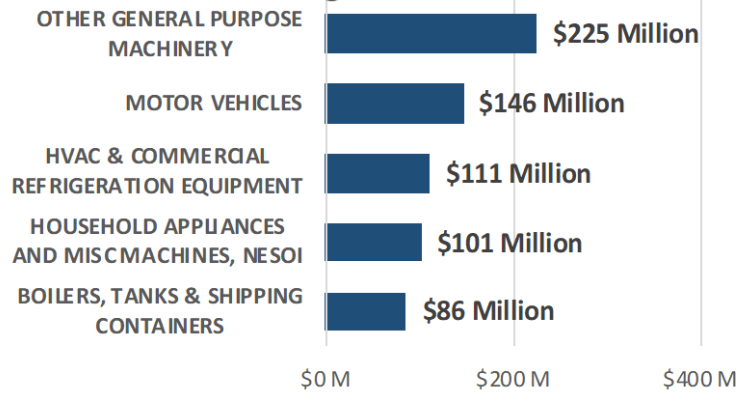
<https://www.trade.gov/mas/ian/employment/>

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.

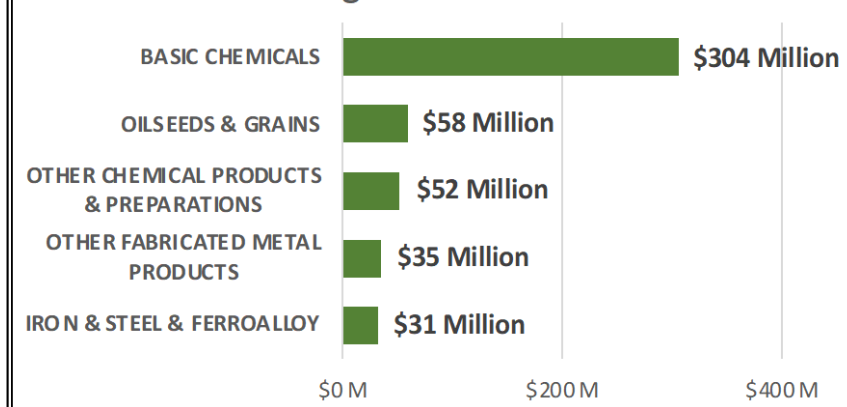


Oklahoma's Top 5 Export Product Categories to Canada



- Oklahoma exported \$820 Million to Mexico, 13 percent of Oklahoma’s exports to the world.

Oklahoma's Top 5 Export Product Categories to Mexico



Metropolitan Statistics⁵

- Oklahoma’s Top Metropolitan Exports to Canada and Mexico 2018
 - Tulsa **\$1.2 Billion**
 - Top Products: Machinery Manufacturing; Transportation Equipment Manufacturing; Computer And Electronic Product Manufacturing; Chemical Manufacturing; Fabricated Metal Product Manufacturing

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.



- Oklahoma City **\$583 Million**
 - Top Products: Computer And Electronic Product Manufacturing; Machinery Manufacturing; Transportation Equipment Manufacturing; Fabricated Metal Product Manufacturing; Chemical Manufacturing
- Fort Smith **\$254 Million***⁶
 - Top Products: Electrical Equipment, Appliance, And Component Manufacturing; Machinery Manufacturing; Transportation Equipment Manufacturing; Beverage And Tobacco Product Manufacturing; Animal Production And Aquaculture

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

Oklahoma's top export sectors to Canada and Mexico in 2019 include Machinery, Chemicals, and Transportation Equipment (Motor Vehicle and Automotive Industries).⁷

Machinery

Oklahoma is home to many machinery manufacturing companies.⁸ In 2019, there were 562 machinery manufacturing⁹ establishments employing 26,927 employees. Tulsa, Oklahoma, and Cleveland 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 for Oklahoma'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. At the same time USMCA will ensure customs administrations have the necessary tools to enforce the law. Industry¹⁰ 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. Industry¹¹ 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 Oklahoma's trade statistics, 84 percent of companies that exported goods from Oklahoma in 2018¹² were small and medium-sized companies.

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

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 Oklahoma Department of Commerce stateofsuccess.com

⁹ Machinery sector defined as NAICS 333 for machinery manufacturing.

¹⁰ 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>

¹¹ Ibid.

¹² 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.



Chemicals

Oklahoma is home to numerous chemical. ¹³ In 2019, there were 164 chemical establishments employing 3,677 employees. Oklahoma City MSA, Mayes and Tulsa 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.

Transportation Equipment (Aerospace)

Oklahoma is home to numerous transportation equipment companies. In 2019, the transportation sector¹⁴ employed 20,592 workers in 221 establishments. Tulsa, Oklahoma, and Canadian counties have the largest number of employees in the transportation equipment sector. USMCA maintains duty-free access to Mexico and Canada for originating transportation equipment. The aerospace industry¹⁵ reported the importance of USMCA's continued duty-free treatment of originating aerospace-related items between Canada, Mexico, and the United States as vital to the competitiveness and success of the United States' aerospace sector. The aerospace industry¹⁶ supports the Customs and Trade Facilitation chapter's standardization of customs regimes to increase efficiency and enhance capacity and performance of U.S. companies and their supply chains. The aerospace industry¹⁷ also fully supports the Intellectual Property chapter's requirement for governments to establish criminal, civil and administrative procedures and remedies to combat trade secret theft, a significant problem for U.S. aerospace companies. USMCA's rules of origin, strict labor and environmental standards, and provisions designed to combat non-market practices – such as currency manipulation – are designed to incentivize additional transportation equipment investment and production in Oklahoma and to ensure producers and workers in the state can compete on a more-level playing field with their Mexican and Canadian counterparts.

¹³ Chemical sector defined as NAICS 325 for chemical manufacturing.

¹⁴ Transportation sector defined as NAICS 336 and includes the motor vehicle and aerospace industries.

¹⁵ Industry Trade Advisory Committee 1 – Aerospace Equipment Report Regarding USMCA:

<https://ustr.gov/sites/default/files/files/agreements/FTA/AdvisoryCommitteeReports/ITAC%201%20REPORT%20-%20Aerospace%20Equipment.pdf>

¹⁶ Ibid.

¹⁷ Ibid.