



Regional Response Plan to the Economic Impacts of U.S. Tariffs

Presented to
Committee of the Whole

Presented by
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Presented on
April 10, 2025



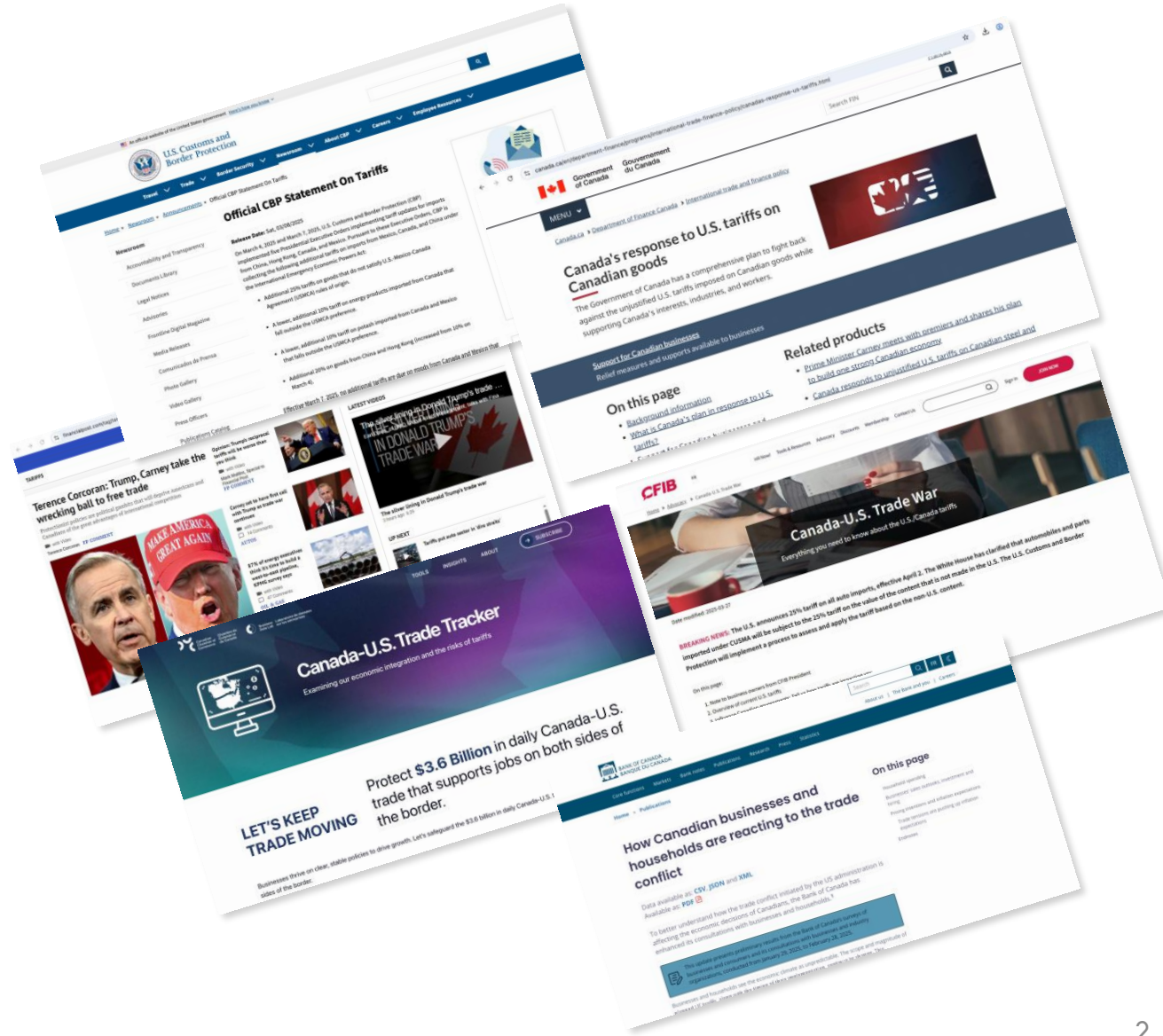
CURRENT STATUS

- Tariffs announced by the US
- Canada responds
- Potential impacts on Canadian economy
 - 2.6% reduction in GDP
 - Negative impact on trade in key sectors



Increased costs on households

Significant uncertainty



GOVERNMENT HAS RESPONDED

DOMESTIC



- Exploring removal of interprovincial trade barriers
- New \$5 billion trade support program launched
- Encouraging businesses to leverage existing programs
- Reminding businesses of the existing free trade agreements with 51 countries

INTERNATIONAL



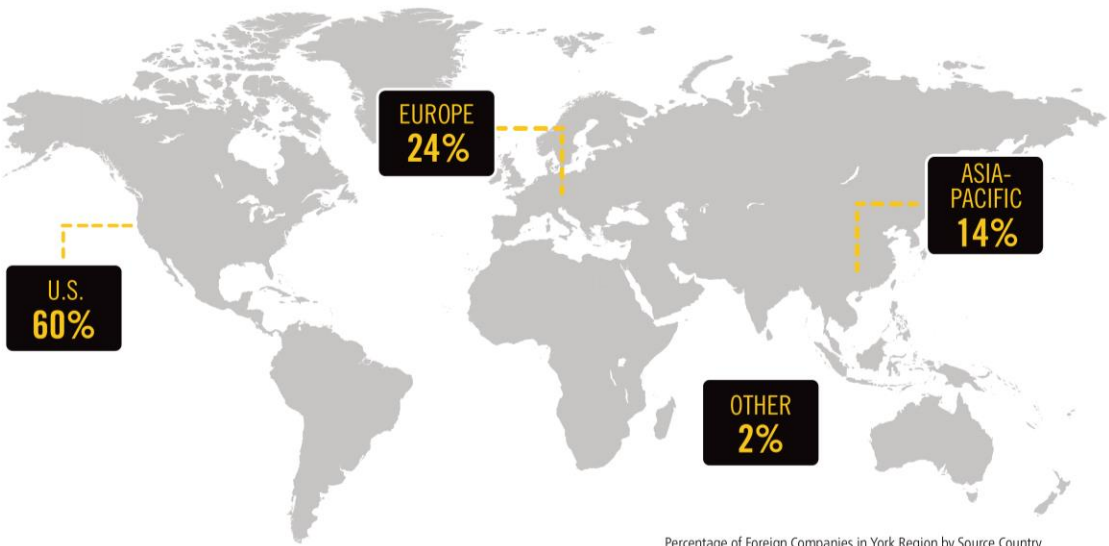
- Diplomatic channels
 - negotiating with U.S. officials
 - working with European leaders
- Counter tariffs

Governments are exploring both domestic and international solutions

WHAT DOES THIS MEAN FOR YORK REGION?

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600 Foreign Companies
Have Operations
in York Region

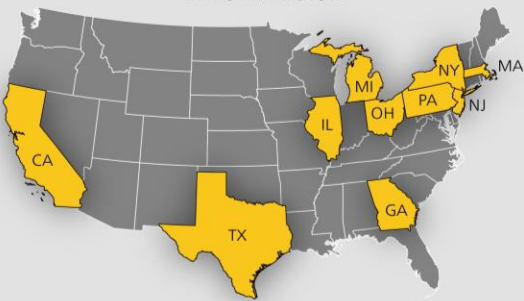


Percentage of Foreign Companies in York Region by Source Country



OVER 340 U.S. COMPANIES HAVE CANADIAN OPERATIONS IN YORK REGION

TOP 10 U.S. STATES FOR BUSINESS INVESTMENT IN YORK REGION



| | | | | |
|------------|--------------|---------------|-------|------------|
| California | Illinois | New York | Texas | New Jersey |
| 18% | 12% | 8% | 6% | 5% |
| Georgia | Pennsylvania | Massachusetts | Ohio | Michigan |
| 5% | 4% | 4% | 4% | 3% |

Source: York Region Economic and Development Services



Ontario's 3rd Largest Business Centre

57,000+ Employer Business Establishments



4,900+ ICT Companies

One of Canada's Top Tech Jurisdictions



Canada's Largest Independent Auto Parts and Electronics Manufacturing Cluster

250+ Core Sector Companies



Ontario's 3rd Largest Manufacturing Hub

5th Largest in Canada with 2,600 Local Manufacturers



Ontario's 2nd Largest Food and Beverage Processing Sector

4th Largest in Canada



3 of the top 5 Corporate R&D Spenders

in the Greater Toronto Area

York Region has a strong and diversified economy, but there is exposure

EXPORT AND IMPORT DATA

YORK REGION EXPORT DATA

EXPORTS



2,892 Total Exporting Companies

Share of Export Destination Country

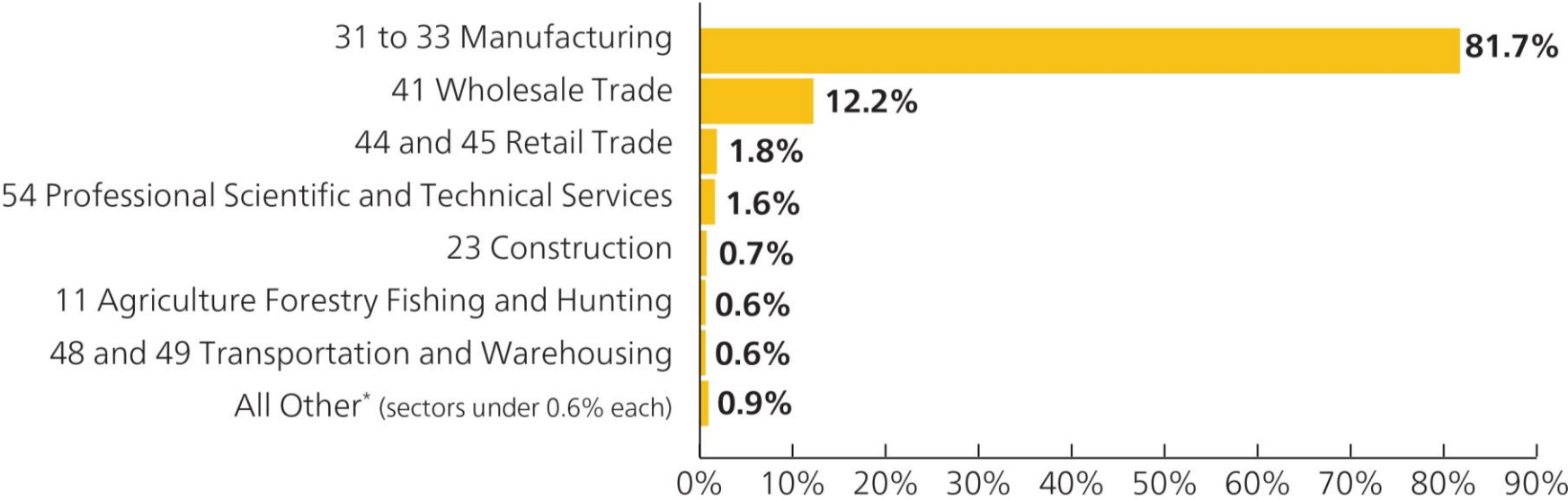


81%  Exports to US
19%  Exports to Non-US



\$11.8 B Exports to US

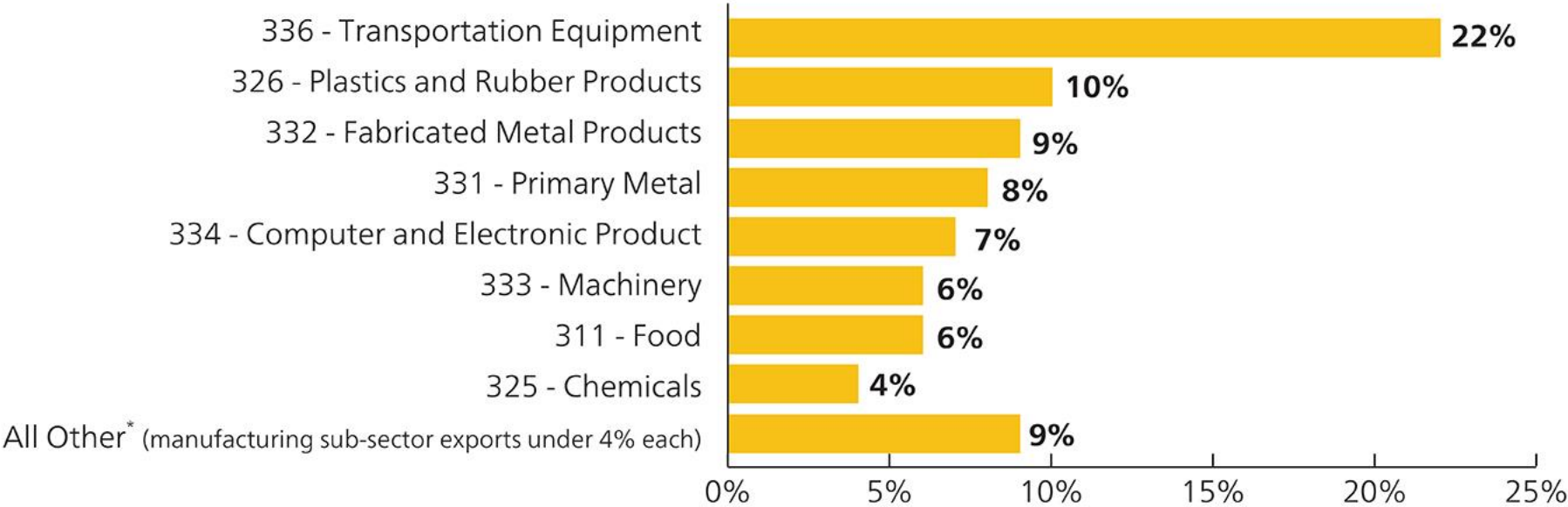
Share of York Region’s Export Value by Primary Sector, 2023



YORK REGION EXPORT DATA

EXPORTS

Share of York Region’s Manufacturing Sub-Sector Exports by Overall Value, 2023




YORK REGION IMPORT DATA

IMPORTS

Share of Import
Destination Country



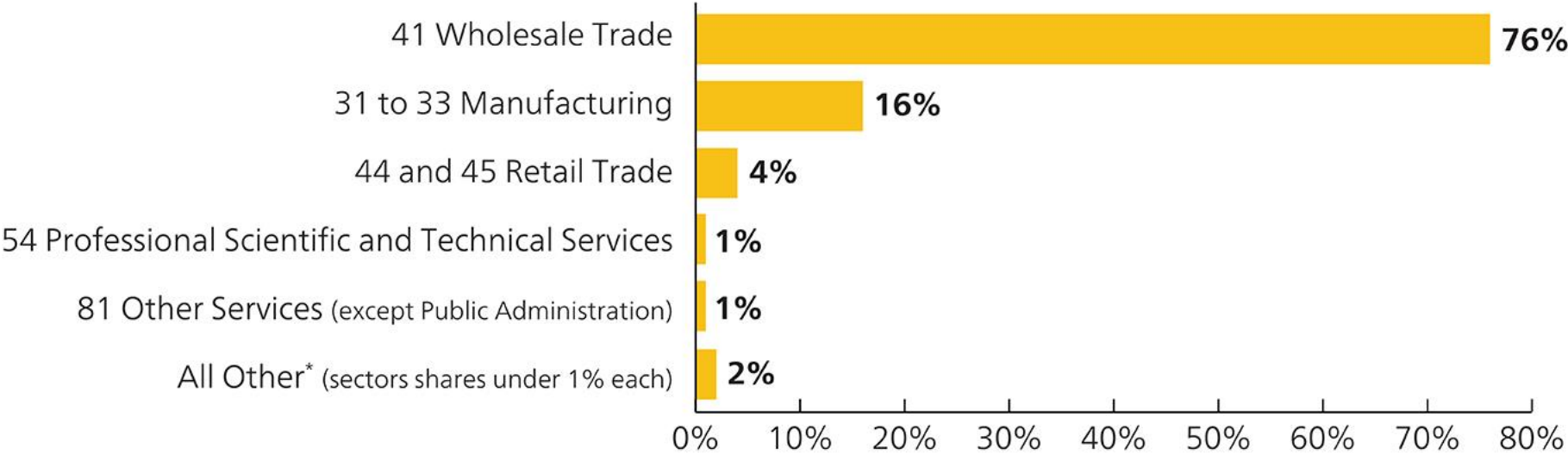
38%  Imports from US

62%  Imports from Non-US



\$17.3 B Imports from US

Share of York Region’s Import Value by Primary Sector, 2023



WHAT HAS BEEN DONE

BUSINESS RECOVERY SUPPORT PARTNERSHIP



BUSINESS RECOVERY SUPPORT PARTNERSHIP MEMBERS

Jonathan Wheatle

York Region

Robert Unterman

York Region

Charles Banfield

York Region

Meena Hassanali

York Region

Eman Ali

York Region

Stephanie Crowley

York Region

Angela Haynes

Town of Aurora

Andrew Poray

Town of Aurora

Jack Krubnik

Town of East Gwillimbury

Brennan Kenny

Town of East Gwillimbury

Brittney Stevenson-Byers

Town of East Gwillimbury

Karyn Stone

Town of Georgina

Katrina Ellis

Town of Georgina

Aimee Artinian-Wong

Township of King

Meghan Ditta

Township of King

Huyen Hare

City of Markham

Christian Stipetic

Town of Newmarket

Elizabeth Hawkins

Town of Newmarket

Anthony Ierullo

City of Richmond Hill

Brenda Osler

City of Richmond Hill

Raphael Costa

City of Vaughan

Cristina Liu

Town of Whitchurch-Stouffville

Tom Horsley

Town of Whitchurch-Stouffville

Debra Wilson

Aurora Chamber of Commerce

Chris Emanuel

Central York Chamber of Commerce

Jennifer Anderson

Georgina Chamber of Commerce

Chris Collucci

Markham Board of Trade

Monique Dennison

Richmond Hill Board of Trade

Jennifer Coletta-Rashty

Vaughan Chamber of Commerce

Christian Buhagiar

Whitchurch-Stouffville Chamber of Commerce

Michelle Frauley

King Chamber of Commerce

Garth Alleyne

York University

Ben Rogers

Seneca Polytechnic

Galina Boiarintseva

Niagara University

Al Wilson

Workforce Planning Board

Sophia Chan-Combrink

VentureLAB

SO WHAT NOW — WHAT WE ARE DOING

TARIFF RESPONSE PLAN

Actions are being developed with a short, medium and long-term lens. Initiatives are also being grouped into three categories, research, business advisory and communication.



**Regional Tariff
Impact Research
and Analysis**



**Regional
Business Advisory
Support**



**Regional
Business
Communications**

SHORT-TERM ACTION

TARIFF RESEARCH & ANALYSIS

Understanding Impacts of Tariffs

- Sourcing, analyzing, and sharing of economic and industry insight and key updates
 - Statistics Canada
 - York Region Employment survey
 - Local municipal business surveys
 - Local Chambers/ Boards of Trade surveys
 - Conference Board of Canada
 - 1-on-1 business consultations
 - Calls with senior levels of government
 - Meetings with GTHA municipalities
 - Canadian Chamber



Shared with local municipalities

SHORT-TERM ACTION

DIGITAL INITIATIVES - COMMUNICATION

York Link Trade Support Portal

yorklink.ca/trade

- Launched in January 2025, providing valuable resources, events and more

The Tariff Impact Podcast

yorklink.ca/podcasts

- Insights on support programs and tariff mitigation strategies
- Four podcasts featuring C-suite guests released



ASK: Council amplify these posts



46,171 Followers and subscribers across all York Link social media channels and e-newsletters*

*As of March 28, 2025

SHORT-TERM ACTION

DIGITAL INITIATIVES - COMMUNICATION

#MadeInYR Social Media Campaign

yorklink.ca/madeinyr

- Launched February 2025
- Highlighting companies manufacturing consumer and business products at scale
- Six companies profiled to date with more to be featured
- Local municipalities are providing companies to be considered

Support Local Campaign

york.ca/supportlocal

- There's No place Like Local



ASK: Council amplify these posts



"TRADE DIVERSIFICATION IS EASIER TO SPELL THAN
TO DO... IT TAKES TIME AND PARTNERS"

- *Jakob Erik Schmidt,
Canadian Trade Commissioner to Denmark*

SHORT-TERM ACTION

TRADE DIVERSIFICATION SUPPORT

Agri-Food Buyers Mission and Masterclass | April 1

- Opportunities for York Region food and beverage companies to expand into the Danish market
- Collaboration with the Canadian Trade Commissioner to Denmark and Vaughan Economic Development
- Local municipalities assisted in securing 11 companies



SHORT-TERM ACTION

TRADE DIVERSIFICATION SUPPORT

Hannover Messe | March 31 – April 4

- World's largest advanced manufacturing conference
- Canada was the partner country for 2025
- York Region led a delegation of eight companies plus municipal and innovation partners
- Markham, Richmond Hill and Vaughan
- Richmond Hill Mayor West introduced three panel discussions



SHORT-TERM ACTION

ADVOCACY OPPORTUNITY

Automotive Parts Manufacturers Association Canada Automotive Summit | June 10

- Taking place in Vaughan
- Opportunity for auto parts manufacturers
- Co-hosting with Vaughan Economic Development



Council attend and invite business leaders to attend on June 10



MEDIUM TO LONG-TERM ACTIVITIES

- Business recovery support partnership (BRSP) to develop medium and long-term actions for consideration
- Explore more trade diversification support
- Continued research to inform actions
- Continue to share information related to support programs via York Link channels
- Continue joint business consultations with economic development teams

Council is committed to supporting our business community

BUSINESS RECOVERY SUPPORT PARTNERSHIP

